



Deutsche Bank Group in Vietnam

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Deutsche Bank established a presence in Vietnam in 1992 and has been operating a full-service branch in Ho Chi Minh City since 1995. Employing more than 80 staff, the franchise has grown from pure commercial banking into a multi-faceted investment banking operation.

Deutsche Bank offers a comprehensive range of services in Vietnam. In the traditional corporate banking business arena this includes accounts and deposits, cash management, trade finance and domestic custody services, an area where the bank excels, as highlighted by The Asset in its 2008 Transaction Banking Awards where Deutsche won Best Transaction Bank Vietnam and Best Sub-Custodian Vietnam.

In investment banking, Deutsche Bank offers sales and trading in asset classes such as foreign exchange, fixed income and money markets, as well as debt origination. In October 2007, Deutsche Bank completed the purchase of a 10% strategic stake in Hanoi Building Commercial Joint Stock Bank (Habubank), enhancing

its ability to participate directly in the development of the rapidly expanding retail financial services sector in the country.

Deutsche Bank was awarded Best Foreign Investment Bank in Vietnam by FinanceAsia in 2007. It received this for its position as the dominant arranger and underwriter of corporate bonds in Vietnam, as well as the role it has played in providing foreign investors access to local markets. On the bond side, Deutsche has completed a number landmark deals such as Electricity of Vietnam's VND1 trillion offering in November 2006 (Asiamoney's "Local Currency Bond of the Year") and Vinashin's VND3 trillion offering in March 2007, Vietnam's largest-ever corporate bond issue at the time (IFR Asia's 'Best Capital Markets Deal in Vietnam 2007 and FinanceAsia's ' Best Local Currency Bond 2007' and 'Best Vietnam Deal' 2007)

On the equity side, Deutsche Bank has closed the largest private placement in Vietnam to date, and is among the largest market access providers to global institutional and retail investors.

Key capital markets transaction highlights include:

- July 2007 – Bank for Investment and Development of Vietnam VND3 trillion bond issue
- May 2007 – Vietnam Machinery Installation Corporation VND1 trillion bond issue
- March 2007 – Vinashin's VND3 trillion bond issue
- January 2007 – Vinamilk's USD70 million private placement, the largest in Vietnam
- November 2006 – Electricity of Vietnam's VND1 trillion billion bond offering

Deutsche Bank believes that it is important to contribute to the communities in which it operates. To this end, the Deutsche Bank Asia Foundation has participated in a number of charitable initiatives in Vietnam, with a core focus of helping children in need. For example, DB Asia Foundation has helped to provide libraries for rural schools, donated funds for poor children in need of life saving heart operations at Nhi Dong Paediatric Hospital, funding for child cancer patients at Cancer Hospital HCMC, and several other projects at orphanages and schools.

A Passion to Perform.

