



Supporting RMB internationalisation.

#PositiveImpact

AsiaRisk
Awards
2019

Deutsche Bank
RMB house
of the year

October 2019

Deutsche Bank's work in China's financial markets goes beyond a commitment to RMB. We know the significance of China as a global economy and the potential of RMB as an international currency, and we work every day to support the RMB by finding ways for our corporate and institutional clients to trade, invest and transact in RMB as it grows in prominence as an international currency for trade and investment.

For over ten years we have been at the forefront of RMB internationalisation. Our areas of strength are uniquely suited to the development of a new global currency. Our broad product capabilities, long-term regulatory relationships, innovative structuring capability and crucially, robust infrastructure and platforms across corporate banking and investment banking, have enabled Deutsche Bank to act swiftly and effectively to secure opportunities in this dynamic market.

This year alone we pioneered the RMB hub and spoke model that boosts international access to the currency, became one of the leading foreign banks trading via Bond Connect, increased offshore investor access to onshore bonds, and improved RMB foreign debt treasury solutions for corporate clients. We also became one of two foreign banks to receive the most comprehensive underwriting licence in China.

Those are just the highlights. On any given day we solve RMB FX risk, provide RMB cash and treasury solutions, and work with clients and other stakeholders to strengthen market access for one of the world's most in-demand currencies.

Access

We are boosting RMB access, plain and simple. Our pioneering RMB hub and spoke model makes it easier for clients all around the world to access the currency. We are also bringing clients closer to China bond markets by becoming the first bank to offer tradable prices for China onshore bonds outside of China trading hours. Using our US and EMEA-based Asia trading hubs, we can truly bring our global client base to China and support RMB internationalisation.

Partnership

We first established operations in China in 1872, so our knowledge of China is deep and our relationships are long and trusted. Working in partnership with clients and other stakeholders, our service, research and coverage spans the financial and capital markets spectrum, from Chinese institutions and corporates to international corporates and investors.

Innovation

Our innovation in RMB is driven by the bold aim to give clients the most innovative market solutions available, and not shy from the challenge of breaking new ground. For example, with China bonds now in global indices, we developed a model portfolio with zero-tracking error, providing synthetic access via Total Return Swaps and Credit Linked Note formats.

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