



# Deutsche Bank Group in India

*Passion to Perform*



Best Equity House in India, 2015  
Best International Trade Bank in India, 2012



Best Foreign Cash Management Bank in India, 2009, 2010 & 2013  
Best Private Bank in India, 2007, 2008, 2009, 2010 & 2011



Best Subcustodian in India, 2007, 2008, 2009, 2010, 2011, 2012 & 2013

Best Domestic Custodian in India, 2010, 2011, 2012 & 2013

Best Bank in India, 2008, 2009, 2010, 2011 & 2012

Best Transaction Bank in India, 2009, 2010 & 2011

Best Cash Management Bank in South Asia, 2009, 2010 & 2011



Golden Peacock Awards®

Golden Peacock National Quality Award, 2014



Best Foreign Bank in India, 2013

Best Bank for Efficiency & Credit Quality, 2012



Best Foreign Commercial Bank in India, 2012



Best Mid-Sized Bank by Asset Quality, 2012

Deutsche Bank started operations in India in 1980. Today, Deutsche Bank is one of India's most respected financial services providers, widely regarded for its deep commitment to the Indian market, strong client relationships, sophisticated product technology and global connectivity, all built around strong corporate governance standards.

#### Long history of serving India

Deutsche Bank has been a strong partner to Indian clients for over 30 years. With more than 11,000 employees in India, Deutsche Bank operates 17 branches across the country in Ahmedabad, Aurangabad, Bangalore, Chennai, Gurgaon, Kolhapur, Kolkata, Ludhiana, Moradabad, Mumbai, New Delhi, Noida, Pune, Salem, Surat and Vellore, and as well as Global Delivery Centres in Bangalore, Jaipur, Mumbai and Pune.

India operations are among the largest of the 17 markets that Deutsche Bank operates in the Asia-Pacific region.

#### Integrated financial services provider in India

Deutsche Bank Group is a fully-integrated financial services provider to Indian corporate, institutional and individual clients.

Building on its dominant Markets (debt and derivatives) and Global Transaction Banking (cash management, trade finance and investor services) franchises, Deutsche Bank Group has, over the last decade, gained significant market share in investment banking, institutional equities broking, asset and private wealth management, retail banking and business processes outsourcing.

In the process, the Bank has steadily extended its business footprint in India, reflecting its desire to engage with a larger population of clients across the country.



## Group Divisions

Deutsche Bank comprises four Business Divisions: Corporate Banking & Securities (CB&S), Global Transaction Banking (GTB), Asset & Wealth Management (AWM), Private & Business Clients (PBC).

Corporate Banking & Securities comprises Markets and Corporate Finance businesses, and covers Deutsche Bank Group's origination, sales and trading of securities, corporate advisory and M&A businesses, along with other corporate finance activities.

### Markets

Deutsche Bank is among India's leading foreign exchange and derivatives dealers as well as one of the leading banks in Government bond trading. Deutsche Bank is also one of the largest onshore swaps liquidity providers in interbank interest rate and overnight index swaps. This level of involvement in the local market is one of the most distinguishing features of the Bank in India and places Deutsche Bank in a league with very few other investment banks offering such a broad product suite in the country.

A combination of international expertise and local engagement has delivered real leverage for expansion. As a result, Deutsche Bank has helped Public Sector Undertakings (PSU), Financial Institutions and corporates raise over USD 10.9bn through international bond issuances in 18 deals from January 2014 to March 2015. For the last two years, Deutsche Bank has ranked No.1 in corporate/ PSU bond rankings, with 100% market share in PSU bond transactions in 2014. The Bank helped execute notable deals such as the largest ever Reg S deal of USD 2.2bn for ONGC Videsh; debut USD 1bn trade for OIL India; debut CHF 200m for BPCL and an opportunistic USD 500m deal for NTPC.

Deutsche Bank's significant thrust towards addressing Rupee capital needs of local corporates has resulted in numerous mandates of loan and bond syndications.

The Group's decade-old Equity broking business for foreign institutional investors in India, is now among the top five in the country.

### Corporate Finance

Deutsche Bank started its onshore Corporate Finance business in 2004 and has since executed a number of landmark transactions including IPOs for Coal India, Essar Energy, Reliance Power, DLF and Bharti Infratel; Listing of Infosys ADR; QIPs for State Bank of India, Yes Bank, GMR, Axis Bank and Hindalco; IPPs for DLF and Adani Power; OFS for Coal India, NTPC, SAIL and Oracle Financial Services; Block trades for Infosys Founders, DLF and Carlyle. In the M&A space, Deutsche Bank has advised some of the category defining transactions in recent times including the takeover of Corus by Tata Steel, Sylvania by Havell India, Imperial energy by ONGC Videsh and acquisition of a stake in the Carabobo Oilfields by OVL, IOC and OIL.

Deutsche Bank has also played a leading role in taking mid-cap companies to the international capital markets including IRB Infrastructure, On Mobile, India Cements, Rediff.com, Sical Logistics, Nectar Life Sciences, DEN Networks and Aurobindo Pharma.

### Global Transaction Banking

covers Deutsche Bank's Cash Management for corporate and financial institutions, Trade Finance business as well as Investor Services.

### Cash Management

Leveraging its strengths in state-of-the-art technology, innovative end-to-end solutions and local expertise, Deutsche Bank is one of the leading cash management providers in India, offering accounts, payables, receivables and liquidity management.

### Trade Finance

Deutsche Bank's dedicated trade finance and risk advisory group offers clients innovative, structured and risk-mitigating product solutions. This is achieved by combining the advantages of an extensive range of international trade products which enable clients to seamlessly manage their commercial trade transactions.

### Investor Services

One of the world's largest and most experienced providers of administrative

services for capital market instruments and other types of financing, Investor Services provides custody, clearing and related services to companies and Institutional investors in India. As on March 2015, it has total assets under custody of over USD 179bn.

### Private & Business Clients

business division provides comprehensive retail banking services. It offers a full suite of banking products and services to resident and non-resident individuals and small and medium-sized businesses. This includes current accounts, trade, lending and forex solutions for SMEs as well as deposits, loans, investment and insurance products for individuals.

The retail bank franchise has now been operating for a decade in India, with 17 branches across the country and caters to approximately 140,000 customers.

### Asset & Wealth Management

comprises the Asset Management and Wealth Management Business divisions.

#### Wealth Management

Deutsche Bank's Wealth Management division has made rapid strides in the last few years to be counted as the top player in the country today with total assets under management (AUM) of over USD 2.7bn as on March 2015.

Deutsche Bank's focus on offering innovative wealth management solutions (investment products and services) and wealth creation through credit to Ultra High-Net-Worth and High-Net-Worth Indians has paid dividends in a country that is today amongst the fastest growing markets in the world.

#### Asset Management

Established in 2002, Deutsche Asset Management (India) Pvt. Ltd. is the mutual fund division of Deutsche Asset & Wealth Management in India. Building upon its success over the decade, the Asset Management division's product portfolio today consists of a range of equity and debt schemes. As of the Quarter of Jan-Mar 2015, this division had Average AUM of USD 3.59bn.

### Superior standing in advisory and global capital markets

ECM	Bookrunner for five out of six largest IPOs to date in India	Reliance Power, DLF, Reliance Petroleum and Essar Energy plc, Coal India
Bookrunner	Two large QIPs in 2014	SBI, Yes Bank. Block trades for Infosys and Hero Motors
DCM	Bookrunner for five out of six largest G3 Bond issuances from India	SBI, ICICI, IOC, Bank of India, Union Bank of India
M&A	Transformational advisory transactions	Videocon d2h, Infosys, ONGC, Indian Oil Company, Oil India Limited and Tata Steel

## Global Service Delivery Centres

### India Infrastructure Near and Offshore Centres

Run by DBOI Global Services India, a Deutsche Bank Group company, the India infrastructure Near and Offshore Centres were established in 2006 to leverage India's talented and well-qualified workforce in building a world-class operating infrastructure for Deutsche Bank's global businesses. These centres cover multiple divisions through four strategically-placed locations in India – Bangalore, Jaipur, Mumbai and Pune. They provide technology and operations support to the Bank across its corporate divisions of Asset & Wealth Management, Corporate Banking & Securities, Global Transaction Banking and Private & Business Clients. These centres also support other infrastructure functions like Finance, Credit Risk, IT and HR.

With over 8,000 professionals, these offshore centres in India focus on delivering a superior client experience, quality and cost efficient processing capability, through business engineering and developing globally deployable service delivery frameworks.

### DB Centre

DB Centre (operated in Mumbai by Deutsche CIB Centre India Pvt. Ltd, a Deutsche Bank Group company) provides offshore front-office services to the Bank's various business divisions around the globe. With over 1,000 professionals performing cutting-edge modelling, quantitative analytics, extensive structuring and research, DB Centre assists the Bank in delivering innovative financial solutions to international clients.

## Corporate Social Responsibility

Deutsche Bank Group is deeply involved with the welfare of the communities it operates in. The new regulations in India have opened avenues for enhanced corporate engagement in the social sector. The Bank is developing a robust programme under the themes of 'education to employment' as well as 'social and environment sustainability' with the intent to support projects that create sustainable impact - thus moving the needle towards progress for underprivileged sections of society.

In 2014, Deutsche Bank supported over 100 projects in India with funding, skill support and volunteering. Volunteering is fundamental to the Bank's CR strategy with more than 2000 in India volunteering their time for charitable efforts in 2014 and contributing over 19,000 volunteer hours on the field. Marquee CR events included; 'Trade for a Cause' an annual employee fundraiser; '5000 Popcorns', a day at the movies for 5,000 underprivileged children in five cities; and 'India Volunteering Week' which offered over 50 volunteering opportunities for employees covering every office in India.

The Bank is also a committed supporter of the arts, culture and heritage. The Deutsche Bank Collection, considered to be the world's largest corporate art collection, includes 60,000 works on paper, mainly drawings, photographs and prints that can be seen in over 900 Deutsche Bank buildings around the globe. From this, over 250 Indian and international masterpieces of modernist art are on view at Deutsche Bank's offices in Mumbai. The Indian part of the collection represents activity from major art centres throughout the country, with a good deal of emphasis on young and emerging talent. Deutsche Bank has also led a heritage conservation project for the restoration and maintenance of the erstwhile Tata palace in Mumbai which now serve as the Bank's office.

## Marquee deals\*

- Joint bookrunner to Adlabs Entertainment's IPO raising USD 60m (Mar 2015)
- Joint bookrunner to Government of India's sell-down via OFS in Coal India raising USD 3.7bn (Jan 2015)
- Joint bookrunner to Government of India's sell-down via OFS in SAIL raising USD 280m (Dec 2014)
- Sole bookrunner to founding shareholders' block trade in Infosys raising USD 1.1bn (Dec 2014)
- Sole bookrunner to Bain Capital's block trade in Hero MotoCorp raising USD 400m (Nov 2014)
- Joint bookrunner to GMR Infrastructure's QIP raising USD 250m (Jul 2014)
- Joint bookrunner to Motherson Sumi's first ever international bond raising EUR 500m (Jun 2014)
- Joint bookrunner to Syndicate Bank's international bond raising USD 400m (May 2014)
- Joint bookrunner to Yes Bank's QIP raising USD 500m (May 2014)
- Joint bookrunner to Oil India's first ever international bond raising USD 1bn (Apr 2014)

\*Deals done by Deutsche Bank AG or its subsidiaries and/or affiliates in India.