Advisor
Analyst
Arranger
Art collector
Asset manager
Banker
Bookrunner
Broker
Cash manager
Citizen
Client
Counterpart
Custodian
Educator
Employer
Innovator
Intermediary
Investor
Issuer
Lender
Market maker
Mentor
Neighbour
Originator
Partner
Philanthropist
Risk manager
Sponsor
Structurer
Taxpayer
Thought leader
Trader
Trustee
Underwriter
Wealth manager
Deutsche Bank chooses to base its largest investment banking operation in the City of London.

For our UK clients the advantages include the greatest concentration of Deutsche Bank investment banking talent and resources in any location.

Deutsche Bank employs over 8,500 people in the UK.

As a City institution we are well connected with government, regulatory authorities and the financial community. We are consequently very involved in discussions about the UK’s status and future.

Our presence here is part of a long-term strategy that goes back 140 years. Deutsche Bank was founded in Berlin in 1870 to support the internationalisation of business and facilitate trade between Germany and overseas markets; the London branch was opened in 1873 as the first European office outside Germany.

So as well as covering the UK, our London office is an integral part of a global network of market knowledge and expertise, through which we can advise and support clients doing business all over the world. London is therefore at the centre of two worlds: the financial world and our world as well.
As a leading global investment bank, our experienced advisory team has led many important transactions for UK clients across corporate broking, mergers and acquisitions and the equity and debt capital markets.

Our asset managers and private wealth managers have also been using their experience to help clients deal with unpredictable market conditions and a future that has become harder to plan for.

Genuine insight is the product of experience and understanding. It cannot be gained in an instant. It takes time to acquire. It is the product of stable relationships that have developed over many years. It is the basis of reliable, well-thought through advice that produces lasting results.

Within our business you will find many examples of long service. We have people who have maintained relationships with clients for decades and connections that have continued from one company to the next.

As a result, we have a level of insight that puts us in a strong position to advise and finance the UK’s leading companies, such as Reckitt Benckiser, Tesco and Unilever.
Deutsche Bank is one of the largest employers in the City. The backgrounds of our employees mirror London as a dynamic, world city.

Of the 138 nationalities at Deutsche, we are home to more than 100 in the UK.

Different cultural perspectives and linguistic skills are needed in today’s global economy. The UK is home to companies and investors from all over the world. With our multinational team, we can speak the same language as our clients, wherever they are from.

London today has a diverse and inclusive workforce. We believe that diversity makes for smarter teams. Through our own employee networks, and as the sponsor of the popular Women in European Business conference, we are doing our part to promote even greater diversity in the City, so that more workplaces better represent UK society – and reap the benefits of smarter teams.
Success in the gilt-edged market requires a balance sheet that can accommodate large trading positions as well as the experience and expertise in trading and risk management to control the risks involved, spot opportunities and price fast-changing situations for clients. These are all areas in which Deutsche Bank has a long tradition of excellence. We also have the relationships with gilt investors – the central banks, pension funds and hedge funds that buy UK government debt. We know each other well and our clients trust us to provide them with good prices and interesting trading ideas that are ahead of the market trends. It may seem unusual, but because of the strength of our franchise, Deutsche Bank does as much to support the UK through our involvement in the gilt market as the UK’s own banks.”

Kieron Lynch
Director, Sterling Sales
34 years in the gilt market, 14 with Deutsche Bank
The GBP 12bn acquisition of Cadbury in the UK by Kraft Foods was one of the biggest and most complex global M&A transactions of recent years. Our role in the deal showed the growing strength of our corporate finance franchise, which has been steadily increasing market share in the UK and the US.

**We are now a top five firm globally in corporate finance.**

Kraft Foods first proposed a combination with Cadbury in September 2009. In January 2010 Kraft Foods’ final offer was recommended by the Cadbury Board. We advised Kraft Foods throughout, from pre-bid to final offer.

Our involvement in the deal originated in the US, and culminated in Kraft Foods being advised by a cross-border Deutsche team of more than 40 professionals that brought together US and UK expertise in M&A, corporate broking, acquisition finance, foreign exchange, debt capital markets and consumer goods.
There’s no growth without exposure to some level of risk. Risk in financial services can pose a threat, but it can also represent an opportunity. Calculating risk correctly requires considerable skill and can involve fine margins.

Our research, sales and trading professionals work as a team to come up with successful strategies that offer protection for our clients and the bank.

Against a background of changing conditions, we are adept at modelling different data and market scenarios to create versatile products that fit clients’ objectives.

Deutsche Bank is widely recognised as a world-class manager of risk for clients.

We were named the Best Global Risk Management House in 2010 by Euromoney.
What makes Deutsche Bank’s performance truly remarkable is that it comes during a period in which the firm has fundamentally transformed its core businesses…

No other major global investment bank has chosen to undertake such a transformation and executed it while still producing superior financial results and doing good work for clients.”

Euromoney, Awards for Excellence 2010
For any business, renewal is essential to ongoing success. Every year hundreds of the most talented professionals, interns and graduates from around the world join Deutsche Bank, adding to the variety of perspectives, experiences and ideas that define our organisation in the UK and worldwide.

We seek people with the ability to take us in new directions to reach new levels of performance, for our clients and each other. Who can examine a problem from every angle to find the best solution. Individual thinkers who are like-minded in the high value they place on teamwork. Our open environment provides an attractive setting for those who like to work in this way. Our new joiners don’t have to look too far for kindred spirits.

“I joined Deutsche Bank because I realised during my internships in Stockholm and London that for foreign exchange, it’s simply the best place to be. The graduate training gives you a good platform and helps you find the most suitable entry point into the business. I’m continuing to learn on the job, on my own and with help from my team. The next step is to take on more client responsibility.”

Lisa Borgnas, Northern Europe Foreign Exchange Coverage
With Deutsche Bank since 2009
Graduated 2009, Stockholm School of Economics
We like being involved with sport because it brings people together, on and off the field.

Deutsche Bank has been the main corporate sponsor at Lord’s Cricket Ground since 2005, and we are the shirt sponsor of rugby’s London Scottish.

Corporate sponsorship is a way to give clients, employees and their families the chance to share in the drama and team camaraderie common to cricket and rugby wherever they are played.

Our involvement has wider benefits too, helping to support development of these sports at a grass roots level.
British Airways is an iconic global brand, flying the flag for Britain around the world. BA knows a thing or two about the importance of global alliances and long-term relationships in its business. The relationship between BA and Deutsche Bank has grown over a number of years and across multiple products.

We have recently been selected as BA’s sole cash management banking partner in the UK and Europe.

BA chose us because we are one of the leading cash managers for companies, with a global platform that enables us to process high volumes of local payments rapidly and efficiently.

Streamlined banking is an advantage in a highly competitive industry where small margins can end up making a big difference to financial performance.

In 2009 we helped BA to secure extra financing as a bookrunner on its successful GBP 350m convertible bond deal. Our deal strategy allowed BA to agree very favourable terms with investors for a soft landing. BA belongs in the skies – we are helping it take care of business on the ground.
The UK has more than one financial centre of excellence. There are more than 100,000 people working within financial services in the West Midlands, which has used technology advances to become one of the fastest-growing professional centres in Europe.

Our operational processing centre in Birmingham, called Deutsche Bank Operations International, or DBOI, is our biggest UK office outside London, employing more than 600 people. Our Private Wealth Management business also has an office in the city centre, as a base to serve the region’s high net worth individuals.

Outside London and Birmingham, Deutsche also has offices in Bournemouth, Edinburgh, Glasgow, Guernsey, Jersey and Liverpool.

For us, being at home in the UK means being at home across the UK.
During the banking crisis, HM Treasury appointed Deutsche Bank to advise on financial stability.

We advised the UK government throughout this time, during which radical solutions had to be undertaken to stabilise elements of the banking sector.

As part of our work we advised HMT on the landmark GBP 21bn capital raising executed by Lloyds Banking Group in November 2009.

The transaction included the largest rights issue ever undertaken in Europe and the creation of a new type of capital instrument.

It enabled Lloyds to avoid entering the UK government’s asset protection scheme, a good outcome for Lloyds’ shareholders, the government and UK taxpayers. This transaction was named Best Equity Deal of 2009 by Global Finance magazine.

We have since provided advice to the government on strategic issues and on the issuance of sovereign debt, a market in which Deutsche is a major force.
Our Private Wealth Management team excels in helping high net worth individuals – who include entrepreneurs, executives and families – to grow, preserve and pass on their wealth in a way that suits them.

Successful wealth management balances long-term strategies with the ability to respond to changing circumstances. It begins with a conversation that will continue over many years, to identify goals and priorities and put in place the right plans.

All across the UK, from Edinburgh to Liverpool to London, our relationship managers are expertly connecting their clients to a world of opportunities, made possible by the global capabilities of one of the world’s top banks.

Our platform combines investment management, wealth planning and lending solutions for individuals and select institutions, supported by rock-solid financial stability and security.

Every client receives one-to-one attention. One point of contact for their relationship with Deutsche Bank. One bank working together for them.
“We are relentless in our efforts to deliver what our clients want through innovative financial plans and have built our reputation on our personal service. We keep in constant contact with our clients, to listen to their needs, keep them informed and bring them new ideas.”

Catherine P. Morris
PWM Relationship Manager, Liverpool
With Deutsche Bank since 2002
Over 1,100 of our UK employees volunteered their time and expertise last year through Deutsche Bank to support some of London’s most disadvantaged communities. Deutsche Bank invests millions of pounds in the UK every year through education, social investments, art and music projects, sustainability and volunteering.

We build long-term partnerships that involve year-on-year financial and personal commitment and measure our contribution to ensure it has the impact on a scale that matches our ambitions.

“I wouldn’t have made it to where I am now without their support. They stand you up and give you your life back, that’s the way I see it. I’m a very different person now to the one I was when I started there.”

Anthony, 15, a participant in the Red Balloon recovery programme for bullied children, funded by Deutsche Bank
www.redballoonlearner.co.uk
Self-reliance. Persistence. Fortitude in the face of adversity. Much-needed qualities demonstrated by Deutsche Bank in the UK and around the world during the recent global financial crisis.

We were one of the few banks that did not ask for government assistance.

While other banks sought emergency capital at the height of the crisis, we chose to protect the investments made by our shareholders.

We were able to because we believe in behaving responsibly. We accept that we have a duty to others to be a stable bank. Our many clients and communities expect to be able to rely on us in adversity as well as the good times.

With our strong and well-funded balance sheet, stable leadership team and diversified business model, we were able to continue when it was most needed.
Deutsche Bank is corporate broker to over 40 of the UK’s most prestigious companies, advising FTSE 100 corporates such as Capita, Kingfisher, RSA Insurance, Shire Pharmaceuticals, Wolseley and Xstrata.

We are also expanding in the mid-cap space, with FTSE 250 clients such as Bovis Homes, Colt, Drax, Ladbrokes and Premier Oil.
London is the largest financial centre for foreign exchange and Deutsche Bank, as a pre-eminent provider of liquidity, is one of the institutions that keep funds moving through the City and all around the world.

With billions in cash and hundreds of thousands of foreign currency transactions passing through our payment systems every day, we are committed to the same values of client focus and innovation that characterise all our wholesale client businesses.

Deutsche Bank is the undisputed global leader in foreign exchange, maintaining the No.1 position in overall market share for the past six years.
Deutsche Bank owns one of the most significant corporate art collections in the world, acquiring more than 56,000 works of art over the past 30 years.

We believe art should be shared, so in many Deutsche Bank offices you will find art in foyers, corridors and meeting rooms, bringing creativity and energy to the workplace. Our collection of British art is seen alongside works from around the world to give a rare overview of contemporary art. It is also available to the public through exhibitions, tours and online.

Our connection with the London art scene goes beyond the walls of our buildings. For the past six years we have been the main sponsor of Frieze, one of the biggest international contemporary art fairs and the main event in the London art calendar. Other UK art partners include the Tate Modern, the Saatchi Gallery, the National Portrait Gallery, the Royal Academy of Art and Tate Britain.
Home to over 3,000 companies from more than 70 countries, the London Stock Exchange is one of the world’s most international capital markets. As our top ranking shows, we know what’s required to secure a successful listing for clients.

**Since 2007 we’ve been involved in 37 initial public offerings worth GBP 9.5bn in total.**

Clients come to us because we have the platform and the expertise to support their listing on every level, through top-rated research analysts, equity salespeople and traders, corporate financiers, brokers and advisors.

The UK is a popular destination for Indian companies looking for international investment and the profile that a London listing provides. We recently helped Indian energy company Essar Energy to list on the LSE in a GBP 1.27bn IPO that is the largest equity placement in the UK in 2010, the largest UK IPO since 2008 and the largest ever overseas IPO by an Indian company.

Essar celebrated its entry into the FTSE 100 in June. The deal also extended our run of success for clients. We have now been bookrunner on the three largest Indian IPOs ever.
No.1
Hedge funds invest wherever returns are highest. To do so they need a prime brokerage partner that can help them operate safely and soundly in all market conditions. The hedge fund industry has voted Deutsche Bank the No.1 Global Prime Broker for three years running for the quality of our prime brokerage service.

We provide hedge fund clients with the tools they need to do business, from funding to clearing to investor introductions. Hedge funds especially value the global reach we give them. Through us they can invest in almost every market around the world. No wonder then that more than 70% of Europe’s largest hedge funds choose Deutsche Bank as their prime broker.

“Deutsche Bank provides the best funding, best reporting, best trading and best client servicing in the industry.”

Global Custodian magazine
“I never saw true beauty until this night.”
William Shakespeare, ‘Romeo and Juliet’

Breaking down barriers is one of the main goals of our community activities in the UK. Our partnership with Shakespeare’s Globe Theatre in London gives young people free access to live theatre. Thanks to ‘Playing Shakespeare with Deutsche Bank’, our award-winning education project for London schools, more than 16,000 14-year-olds attended performances of ‘Romeo and Juliet’ at the Globe in 2010.
I hope in these pages we have made clear what Very Deutsche means: as a global investment bank with a strong private client franchise, we are many things, and our UK business embodies that diverse and rich identity.

We follow the same high standards wherever we do business, and we are proud of the way we serve our clients, our shareholders, our people and the communities in which we operate.

If you have learnt something new about Deutsche Bank today, then please pass it on. If you’re looking for a new professional challenge and you like what you’ve read, then get in touch. And if you are impressed by our track record and think we can help you or your business, then I encourage you to give us a call.

Colin Grassie
Chief Executive Officer
Deutsche Bank UK
Notes
We are a top five firm globally in corporate finance.  
*Source: Dealogic, 1H 2010.*

Since 2007, we’ve been involved in 37 initial public offerings worth GBP 9.5bn. 
*Source: Dealogic, September 2010.*

Deutsche Bank is the undisputed global leader in foreign exchange, maintaining the No.1 position in overall market share for the past six years. 

Clients have voted Deutsche Bank the No.1 Global Prime Broker for three years running. 
*Source: Global Custodian 2008–2010.*

Important information

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