



Deutsche Bank Group Our business in Australia and New Zealand

#PositiveImpact

October 2018

History

Deutsche Bank first opened a representative office in Australia in 1973 although its history can be traced back to 1877 with the establishment of Bain & Co, which Deutsche Bank fully acquired in 1992.

Through rapid organic growth and strategic acquisitions, today Deutsche Bank is one of Australia's leading investment banks with around 600 employees and offices in Sydney, Melbourne and Perth. Anthony Miller is the Chief Executive Officer and John Cincotta is Deputy Chief Executive Officer.

In 2010, the bank acquired a 49% equity interest in Craigs Investment Partners, one of the largest private wealth and investment management firms in New Zealand.

Australia is a key market for Deutsche Bank

Australia is one of four key markets for Deutsche Bank within APAC (India, Japan and China) in addition to our two hubs (Singapore and Hong Kong).

Australia is a low risk country that is well regulated. Despite having a relatively small population, Australia has some of the deepest and most liquid markets in the world: The 4th largest pension fund market globally with USD 1.6tn (1st within APAC); the AUD is the 5th most traded currency; AUD 471bn Government bond issuance; and AAA rating from all three ratings agencies.

Australia is extremely well connected to our global hubs servicing our global client base - 60%+ of Deutsche Bank's Australia client activity is cross border (inbound and outbound).

What we do

Our Corporate & Investment Bank covers all of the bank's global businesses and we also have a targeted DWS business offering investment products.

Corporate Finance aims to build long-term relationships with major corporates, financial institutions, financial sponsors and sovereigns around the world. Mergers & Acquisitions, Equity Capital Markets, Debt Capital Markets and Leveraged Debt Capital Markets sit within this part of the business.

Equities provides equity and equity-linked products to institutional and corporate clients. The business combines Equity Trading, Equity Sales, Prime Finance and Equity Derivatives.

Fixed Income & Currencies brings together an institutional sales team, market-leading research with trading and structuring expertise across Foreign Exchange, Rates and Credit.

Institutional and Treasury Coverage includes our Institutional Client Group which manages sales and coverage across Fixed Income & Currencies and Equities while Financing and Solutions Group delivers financing, risk management and treasury product solutions. ITC's clients include asset & wealth managers, hedge funds, banks and intermediaries, insurers and pension funds.

Global Transaction Banking (GTB) supports inbound multi-national companies and the international banking needs of Australian corporates. GTB offers access to the bank's core commercial banking capabilities including trade finance, supply chain financing, commodity financing, trustee and paying agent services and depository services on American Depository Receipt programs.

Research covers Equities, Fixed Income, Macroeconomics, Foreign Exchange, Relative Value and Structured Finance.

DWS offers a wide range of investment products and solutions to Australian institutional investors, providing clients with exposure to asset classes including global equities, fixed income, infrastructure and real estate securities.

Our market position

- No.1 Fixed Income & Currencies (Coalition)
- No.2 Cash Equities (IRESS)
- No.6 M&A completed (Dealogic)
- No.6 ECM (Dealogic)
- No.5 All AUD Bond Issuances (Dealogic)

All 2018 YTD rankings except Coalition which is 2017 data

We advise on material domestic and cross-border transactions. Recent examples include:

Announced:

- Financial Adviser to Vodafone Hutchison on its AUD 15bn proposed merger with TPG Telecom (announced Aug 2018)
- Financial Adviser to the EMR capital-led consortium on USD 1.2bn sale of its interest in the Martabe gold mine (announced Aug 2018)
- Financial Adviser to Ausdrill on AUD 697m acquisition of Barmingo (announced Aug 2018)
- Financial Adviser to Boral on USD 156m sale of its US blocks business (announced Oct 2018)
- Financial Adviser to Lion Pty Limited to commence sale process of Lion Dairy & Drinks (announced Oct 2018)

Completed:

- Financial Adviser to Unibail-Rodamco on its AUD 33 billion acquisition of Westfield (Jun 2018)
- Defence Adviser to Santos on the USD 13.4bn takeover bid by Harbour Energy (May 2018)
- Financial Adviser to the Victorian Government on AUD 7.8bn sale of its stake in Snowy Hydro to Commonwealth Government (Jul 2018)
- Joint Global Coordinator, Joint Lead Manager and Joint Bookrunner on the AUD 2.65bn IPO of Viva Energy Group Limited (Jul 2018)
- Financial Adviser to Murray Goulburn on its AUD 1.3bn sale to Saputo Dairy (Mar 2018)
- Joint Lead Manager on ING's inaugural AUD 1bn covered bond (Aug 2018)
- Joint Lead Manager and sole risk manager on AOFM's AUD 9.6bn 2029 treasury bond (Jan 2018)
- Joint Global Coordinator, Joint Lead Manager and Joint Bookrunner to Ausdrill on its AUD 250m equity issue (Aug 2018)
- Joint Lead Manager, Bookrunner and Underwriter on APA Group's AUD 505m capital raising (Mar 2018)
- Sole Financial Adviser to a consortium consisting of China Jianyin Investment and Tamar Alliance Partners on acquisition of Australia Nature's Care Biotech (Sep 2018)

A strong commitment to society and people

- Australian employees are active corporate citizens: 30% volunteer each year and 20% make regular donations via our matched giving program.
- We are a partner of The Clontarf Foundation helping indigenous boys reach their full potential through education.
- Around 60% of staff are members of our employee networks which champion diversity and inclusion. In May 2018, we were recognised as a Gold Employer for LGBTI inclusion putting us in the top 10% of Australian companies.
- We are a Principal Partner of Sydney Contemporary, Australia's premier international art fair which attracts over 27,000 art lovers.