



India Fact sheet

Deutsche Bank provides corporate and transaction banking, lending, focused investment banking as well as retail and private banking to corporations, governments and institutional investors, small and medium-sized companies and private individuals.

Over the last 40 years, Deutsche Bank has grown to become one of the largest foreign banks in India, with branches in 16 cities across the country and nearly 13,000 employees across its various businesses and global capability centres.

Long history of serving India

Deutsche Bank has been a strong partner to its clients in India for 40 years, with 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. The bank's India operations are among the largest of the 14 markets that Deutsche Bank operates in the Asia-Pacific region.

Integrated financial services

Building on its dominant global markets and leading transaction banking franchises, Deutsche Bank Group has, over the last decade, gained significant market share in investment banking, wealth management and retail banking. 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 conducts its business in three client-centric divisions, Corporate Bank, Investment Bank and Private Bank.

Corporate Bank

At the heart of Deutsche Bank's client franchise is the Corporate Bank, a market leader in Risk Management for FX and Rates, Cash Management, Lending, Trade Finance, Trust and Agency Services as well as Securities Services. Focusing on the treasurers and finance departments of corporate and commercial clients and financial institutions across the globe, the division's universal expertise and global network offers integrated and effective solutions.

In addition to the Corporate Bank product suite, the Coverage teams provide clients with full access to the expertise of the Investment Bank, including Corporate Finance Advisory, Debt Capital Markets and Equity Capital Markets origination.





Risk Management enables corporate and commercial clients to leverage the full range of leading FX and Rates risk management services that Deutsche Bank provides.

Cash Management leverages 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 to corporates and financial institutions.

Trade Finance offers clients innovative, structured and risk-mitigating product solutions by combining the advantages of an extensive range of international trade products. This enables clients to seamlessly manage their commercial trade transactions.

Trust & Agency Services delivers a wide range of Agency and Fiduciary services to Capital Markets instruments including Corporate Debt, Structured Finance, Project Financing, Syndicated Loans, Escrow and Document Custody. It also provides a full range of Depository Bank services to global issuers, investors and brokers.

Securities Services is India's largest and most experienced provider of custody and fund administration services, catering to both domestic and foreign investors. The business is present in various forums across regulators, exchanges and other market infrastructures, such as Central Depositories, Clearing Counterparties.

As part of its market advocacy efforts to articulate the voice of clients to regulators and government bodies, the Corporate Bank in India is part of the following committees

- SEBI Risk Management Review Committee
- HR Khan Committee for review of FPI Regulations
- SEBI working group on Transfers, Valuations and Accounting related matters
- SEBI working group on Interoperability of Clearing Corporations
- Advisory Committee of the Clearing Corporations of both Stock Exchanges BSE & NSE
- Advisory Committee of CDSL Central Depository Services Limited

Investment Bank

The Investment Bank focuses on its traditional strengths in Financing, M&A Advisory, Fixed Income and Currencies. The Financing business is a leader in debt capital markets, leveraged finance, structured finance, asset backed securities and commercial real estate. The global fixed income offering has a leading FX platform with focused rates and flow credit capabilities to support global corporate and institutional clients.

The coverage teams provide strategic solutions to clients on their financing requirements and capital market activities. They comprise multi-product generalists, as well as product specialists who are responsible for the delivery of product solutions to local and international clients.



Fixed Income & Currencies brings together a top-ranked institutional sales force, world-class research with trading and structuring expertise in Foreign Exchange, Rates, Credit Trading, Structured Finance and Emerging Markets Debt.

Deutsche Bank is a primary dealer in the fixed income market for underwriting Government of India auctions as well as a leading provider of access to foreign investors. It is one of the most active foreign banks in India in the structured credit, distressed financing, real estate financing and high grade credit space. The bank provides Indian corporates with bespoke financing solutions in both, rupee and foreign currencies. It pioneered India's first distressed debt financing for a large corporate – a deal which helped the client resume operations within two months and one that has become a benchmark for the industry.

Deutsche Bank also led financial sponsor-backed and corporate real-estate lending deals despite the prevailing low credit ratings of the sector, providing an alternate funding avenue for real estate companies in India.

The Asia Local Markets trading business brings together the market-leading Foreign Exchange (FX), Rates, Listed Derivatives, and Markets Electronic Trading (MET) businesses.

Private Bank

The Private Bank focuses on private customers across all segments as well as smaller business clients. It provides expertise in Wealth Management and Private and Commercial Banking.

Private and Commercial Business is the retail franchise of Deutsche Bank in India, with a geographic footprint of 17 Branches in 16 cities. It provides full-fledged banking, lending, wealth and trade propositions to over 180,000 clients. The division has recently upgraded its core banking platform and gone live on Unified Payments Interface (UPI) platform. In a short time since its launch, the award-winning mobile application, MyBank, has recorded a 45% digitally active client base.

Deutsche Bank Wealth Management is one of the leading wealth management outfits among foreign banks in India with AUM in excess of USD2bn. Catering to the investment, banking and credit needs of ultra-high-net-worth individuals, corporates and trusts, it provides bespoke and innovative solutions to meet clients' complex requirements. The Wealth Management team comprises experienced Relationship Managers who work along with a team of specialists in Investment Advisory, Lending, Products and Account Management to offer a holistic and comprehensive platform for clients. Being in one of the fastest growing economies in the world, this division is well placed to meet the wealth creation needs of the increasing number of ultra-high net-worth and high net-worth individuals in the country.



Global Capability Centres

The bank's capability centres offer a range of services to the bank's global businesses and infrastructure functions.

DBOI Global Services India

Established in 2006, DBOI Global Services leverages India's talented and well-qualified workforce in supporting the bank across its global business divisions as well as infrastructure functions like Operations, Technology, Finance, Risk, Legal and HR. The division is a microcosm of the bank enabled by its 'front-to-back' working model with nearly 10,000 employees strategically placed in Mumbai, Pune, Bangalore and Jaipur. It focuses on achieving a superior delivery and client experience through business engineering and developing globally deployable service delivery frameworks.

DB Centre

Operated in Mumbai by Deutsche CIB Centre India Pvt. Ltd, DB Centre provides offshore front-office services to the bank's various business divisions around the globe. Close to 1,200 professionals perform cutting-edge modelling, quantitative analytics, extensive structuring and research, to deliver innovative financial solutions to international clients.

Corporate Social Responsibility

Deutsche Bank acts to enable communities and economies to prosper. In India, the bank applies its global corporate social responsibility (CSR) strategy to the most relevant local concerns through the pillars of *Born to Be*, *Made for Good* and *In the Community*. The bank works with like-minded partners to achieve common goals for the betterment of society and people. Employees too play an active part in transforming communities, through the *Plus You* programme.

In 2019, the bank's CSR programme in India supported 225,000 beneficiaries through numerous projects under its various pillars;

Born to Be

Over 65,000 children and youth received access to quality education, nutritious meals, and timely corrective healthcare needs.

In the Community

Over 160,000 people received access to clean drinking water, watershed management, and access to primary healthcare.

Made for Good

The bank supported over 200 women in social entrepreneurial ventures and helped non-profits scale up.

Plus You

One in three employees – over 4,600 - devoted a total of 34,000 hours, which is equivalent to 4,250 work days. Employees also contributed INR 2,700,000 to charities.





Art

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 our offices 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.

India Executive Committee

Kaushik Shaparia

Chief Executive Officer

Srinivas Varadarajan

Head, Fixed Income and Currencies

Pradeep Gopalkrishnan

Head, Credit Risk Management

Khurshed Dordi

Chief Operating Officer

Amit Bhatia

Head, Private and Commercial Bank

Sanjay Agarwal*

Head, Investment Banking Coverage & Advisory

Avinash Prabhu

Chief Financial Officer

Rahul Chawla

Head, Structured Finance Trading and Structuring

Atinkumar Saha*

Head, Wealth Management Coverage

Sriram Krishnan

Co-Head, Global Transaction Banking and Head, Securities Services

Akalpit Gupte

Head, Compliance

Paul Chapman*

Chair, DBOI ExCo and Head, Chief Operating Office

Rajesh Thakur

Co-Head, Global Transaction Banking and Head, Cash Management

Madhavi Lall

Head, Human Resources

Jason Hale*

Chair, DB Centre ExCo and Head, Finance Centres

*members of the Extended India Executive Committee



Key Financials

The results cover the performance of the 17 India Branches of Deutsche Bank and do not include results of other Deutsche Bank Group entities in the country.

INR Crore	FY 2018-19	FY 2017-18
Total Income	6,891	5,716
Net Revenue	4,349	3,635
Operating Profit	2,487	1,962
Profit After Tax	1,199	910
Advances	48,270	39,247
Deposits	56,160	47,358
Net NPA/Net Advances (%)	1.44%	0.78%
ROA (%)	1.27%	1.14%

As of December 31, 2019

