

Deutsche Bank Group in Australia and New Zealand

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 700 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. In 2013, Deutsche Craigs was formed bringing together both firm's corporate finance and capital markets expertise under one roof in a strong trans-Tasman alliance.

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

Corporate & Investment Bank (CIB) combines Corporate Finance, Equities, Fixed Income & Currencies and Global Transacting Banking.

Corporate Finance is responsible for mergers and acquisitions and is comprised of regional and industry-focused coverage teams.

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.

Equities provides equity and equity-linked products to institutional and corporate clients. The business combines Equity Trading, Equity Sales, Prime Finance, Equity Derivatives and Company Research (of top ASX-listed companies).

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

Global Capital Markets offers clients access to expertise in financing and risk management. This includes Equity Capital Markets, Debt Capital Markets, Leveraged Debt Capital Markets and the Financing and Solutions Group.

Deutsche Asset Management 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.3 M&A AusNZ announced (Dealogic)
- No.4 M&A AusNZ completed (Dealogic)
- No.4 All Government & Semi Gov Bonds (Dealogic)
- No.5 All AUD Bonds (No.1 investment bank) (Dealogic)

YTD 2017 data

A market with material transactions

- Murray Goulburn AUD 1.3bn sale to Saputo Dairy (Q4 2017)
- Santos USD 800m 10-year bond issue (Q3 2017)
- AOFM AUD 11bn 10-year bond issue (Q1 2017)
- NSW Government AUD 30bn privatisation of 'Poles & Wires' electricity assets (1H 2014 – 1H 2017)
- Moly-Cop EUR 1bn sale (Q4 2016)
- Rio Tinto EUR 5.7bn coal asset sale program (2014-17)

A strong commitment to society and people

Australian employees are among the bank's most active volunteers, with 34% volunteering in 2016 while 20% make regular donations via our matched giving program. Our Charity of the Year program refines our support and fundraising for charities elected by employees.

Around 60% of employees are involved with one or more of our employee networks which champion diversity and inclusion in the workplace. In 2016, Deutsche Bank signed an open letter of support for marriage equality, joining a growing number of organisations calling for equal marriage rights in Australia.

