

29<sup>th</sup> April, 2013

## Press Release

### **Deutsche Bank wins Best Cash Management Bank, Best Transaction Banking Product and Best EURO Clearing Banking in Asia Pacific Awards for 2012**

*J.P. Morgan, Citibank also amongst the international banks picked out for the assessment of the transaction banking services and capabilities in Asia Pacific.*

- Deutsche Bank's overall transaction banking business revenue in Asia Pacific grew significantly in 2012
- Launched the first app-based electronic distribution system.
- The bank's FX4Cash platform witnessed strong revenue increase, with significant growth in client base.

Jakarta, Indonesia, April 24<sup>th</sup> 2013 – Deutsche Bank has been named as winner of the Best Cash Management Bank, Best Transaction Banking Product and Best EURO Clearing Banking in Asia Pacific Awards for the year 2012 during the 14th Asian Banker Summit. The ceremony was held at Ritz Carlton Kuningan in Jakarta on April 24<sup>th</sup> 2013.

Deutsche Bank continues to strengthen its Asia Pacific network, winning an increased number of corporate and FI mandates as well as enhancing the number partner bank relationships. The Bank also reflected a strong growth in liquidity management revenues in their FI clients segment. This was also supported by a robust average deposit balance which further demonstrated Deutsche Bank's triumph in the cash management business in 2012.

In 2012, Deutsche Bank leveraged its Asia Accelerator to maximise clients' access, enabling timely payments and liquidity. This allows Asian-bound payments to be executed with priority over payments destined for other locations regardless of the queue order. Another innovative solution is the Bank's direct connect channel, which supports clients globally. The bank also continues to invest in its technological platforms which enable the bank to handle high processing volumes globally.

About 1000 delegates attended the event, consisting of industry specialists, senior bankers, regulators, service providers and decision makers from leading institutions in Asia, the US, Europe and Latin America, where opinions and responses of practitioners from across the region to global issues are shaped.

The Asian Banker Achievement Awards are widely acknowledged by the financial services industry as the highest possible accolade available to professionals and banks in the industry as recognised in the Asia Pacific region.

A stringent three-month evaluation process based on a balanced and transparent scorecard had been used to determine the winners.

**The full list of winners of the Achievement in Transaction Banking Awards include:**

International Transaction Banking Awards in Asia Pacific

1. The Best International Transaction Bank in Asia Pacific - Citibank
2. The Best Transaction Banking Product in Asia Pacific - Autobahn, Deutsche Bank
3. The Best Asian International Transaction Bank - DBS Bank
4. The Leading Counterparty Bank in Asia Pacific - HSBC

Cash Management, Payments and Trade Finance Awards in Asia Pacific

5. The Best Cash Management Bank in the Asia Pacific - Deutsche Bank
6. The Best Trade Finance Bank in the Asia Pacific - J.P. Morgan

Currency Clearing Awards in Asia Pacific

7. The US\$ Clearing Bank in Asia Pacific - J.P. Morgan
8. The EURO Clearing Bank in Asia Pacific - Deutsche Bank
9. The RMB Clearing Bank in Asia Pacific - Bank of China
10. The STG Clearing Bank in Asia Pacific - Barclays

The following individual was awarded the Transaction Banker of the Year

1. Lisa Robins, Head of Global Transaction Banking, Asia Pacific

The press releases for each country's winners are being issued separately.

Photographs of the awards presentation are attached with this press release.

**About The Asian Banker**

The Asian Banker is the foremost provider of strategic intelligence and data to the financial services community. The company collects and publishes data on the performance of banks in the Asia Pacific region. The Singapore-based company has offices in Malaysia, China and the Philippines as well as representatives in London and New York. The company's website is [www.theasianbanker.com](http://www.theasianbanker.com)

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## **The Asian Banker The Achievement in Transaction Banking Awards 2013**

### **About the Achievement in Transaction Banking Awards**

The Asian Banker Achievement Awards for Transaction Banking programme was instituted in 2001 to identify emerging best practices and leadership in the cash management, trade finance and payments industries amongst international and domestic financial institutions operating in the Asia Pacific region and the Middle East. The programme is also a repository of evolving best practices from which players can benchmark their own products and processes over the long term.

### **The Board of Advisors**

The following distinguished personalities served as members of the advisory council for the selection of this year's winners. They bring to bear tremendous expertise and global perspectives to the conduct of the annual meeting.

- James Cullen, former senior vice president, Wells Fargo
- Mathew Welch, former global head of banks, Standard Chartered
- Damian Glendinning, treasurer, Lenovo and president, Assoc. of Corporate Treasurers
- Charles Legrand, former South Asia regional head, SWIFT

### **The Selection Criteria**

We believe that a leading transaction bank is one that is able to be intimately involved in helping their corporate or financial institution clients take advantage of all the drivers transforming supply and value chain dynamics today by maximising their trade, cash or payments needs in a way that helps them manage their credit, liquidity and financial competitiveness in their respective marketplace.

An outstanding player in the transaction banking industry should demonstrate the following attributes:

1. Outstanding annual performance of the transaction banking unit
2. Intimately involved in helping their clients
3. Comprehensive range of services
4. Strong penetration and efficiency of innovative products
5. A high and seamless level of straight-through-processing
6. Attained a high level of satisfaction
7. Ability to complete to win new market share
8. Ability to secure new and complex deals

### **The Selection Process**

The selection process begins in November and ends in March of the following year. The initial selection is through a survey and desk research done by the research team at The Asian Banker. The identified candidates are then subject to further scrutiny through interviews with third parties, including local banking journalists and analysts who have had contact with the candidates, peers and third party reviews. The shortlisted candidates are then submitted for a review by the board of advisors, based on a comparative evaluation done by the research team.

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