

29th April, 2013

Press Release

Lisa Robins wins Transaction Banker of the Year Award for 2012

- Deutsche Bank Asia Pacific has seen significant growth in transaction banking revenue under Lisa Robins' leadership.
- Robins oversaw the launch of new products in Asia that led to greater success of the bank
- Robins led the bank to take advantage of the synergies provided by Deutsche Bank

Jakarta, Indonesia, April 24th, 2013 – Lisa Robins has been named as winner of the Transaction Banker of the Year Award for 2012 during the 14th Asian Banker Summit. The ceremony was held at Ritz Carlton Kuningan in Jakarta on April 24th 2013.

The Asian Banker and the panel of advisors for the Achievement in Transaction Banking Awards were impressed with Robins' achievements in driving strong growth of Deutsche Bank's transaction banking business during her tenure as head of global transaction banking, Asia Pacific. Robins continue to lead the success of innovative product offerings such as FX4Cash and Autobahn in Asia Pacific. With the significant increase in profitability that the bank saw under her leadership, Lisa Robins rightfully wins the Transaction Banker of the Year Award for 2012.

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

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The Asian Banker The Achievement in Transaction Banking Awards 2013

About the Achievement in Transaction Banking Awards

The Transaction Banker of the Year Award is a recognition programme that assesses the leadership of transaction bankers on their respective businesses and the industry as a whole. This is an important award programme that the Asian Banker runs because it underscores the importance of sound and visionary leadership in directing the future of the industry.

The award is also the most prestigious award for individual achievement in the transaction banking industry in the Asia Pacific region today. The award plays an important role in cultivating a culture of excellence amongst people in leadership positions.

The selection process behind the award programme is a highly rigorous one. It takes stock of financial performance, the stated vision and strategy of the leaders as well as actual achievements, the feedback of staff, customers, investors and the industry through various surveys, a study of the management team and finally is validated by an experienced council of advisors.

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

The assessment for the awards is made on four inter-related criteria:

1. **The financial performance of the leader's business under consideration.** Here we look at annual results, or the financial performance of the business under review. Strong bottomline performance is the first determinant of a leader's suitability for consideration for this award.
2. **Achievements in the period under review.** We look for either a specific achievement or a series of achievements in the years under consideration. These can be in the form of strong organic growth, the introduction of a new strategy that works for the institution and so on. The size and complexity of the achievement(s) are taken into account.
3. **Overcoming adversities.** Adversities in the period under review are not considered in a bad light under this programme. We take into account adversaries and the tenacity of the leader to overcoming them.

4. **A well-communicated vision.** We require all leaders to have made speeches, given interviews or written reports that provide his or her constituents a clear view of his or her own strategy and direction. These must co-relate to the achievements under consideration. We study all newspaper articles, speeches and interviews provided in the year under review to determine the consistency and commitment to the vision enunciated.
5. **360 degree review of peers and the industry.** We run a series of surveys and interviews with staff and investment analysts to ensure that there is broad acknowledgement of the leadership qualities of the candidate.
6. **Augmented by a good team around the candidate.** In order to distinguish between sustainable leadership and individual leadership, we study the composition and tenancy of the board of directors and/or senior management team around the candidate. We believe that a good candidate for an award in leadership would demonstrate the ability to work with others, inspire them and draw from them to grow the business. This is easier said than done, but we do know those who cut it and those who don't.

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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