

Press Release

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## **Deutsche Bank wins Sub-Custodian Bank of the Year (India and Indonesia) in 2015**

- **Superior financial performance**
- **Establishment of the Institutional Cash and Securities Services**
- **Implementation of the new Foreign Portfolio Investor regime in India**

**Hong Kong, April 15<sup>th</sup> 2015 - Deutsche Bank** has been named as winner for the **Sub-Custodian Bank of the Year (India and Indonesia)** award 2015 during The Asian Banker Financial Markets Awards Programme. The programme has been administered by The Asian Banker since 2001 initially as part of their prestigious annual Business Achievement Awards programme. The awards ceremony was held in conjunction with The Asian Banker Summit 2015, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the Hong Kong Convention and Exhibition Centre, Hong Kong on April 15<sup>th</sup> 2015.

### **Superior financial performance**

In 2014, Investor Services notably achieved 13% revenue growth, reflecting increases in transaction volume of 17% and assets under custody (AUC) growth of 49%, while Issuer Services revenue also grew by 16%. They also won 387 deals in 2014, as compared to 330 in the prior year. Growth in Investor Services was across the region, and largely driven by new client acquisition across segments including asset managers, alternative investment managers, hedge funds, and private equity funds.

### **Establishment of the Institutional Cash and Securities Services**

In 2014, Deutsche Bank established a single business unit called Institutional Cash & Securities Services, which comprises Investor Services, Issuer Services and Cash Management for Financial Institutions sales, products and coverage teams. This unique organisational structure among universal global banks aims to better serve clients' needs by providing both greater access to the Bank's broader range of transaction banking services and integrated end-to-end solutions.

### **Implementation of the new Foreign Portfolio Investor regime in India**

In 2014, Deutsche Bank also implemented the new Foreign Portfolio Investor regime in India which demonstrated the strength of our combined product, sales, and market advocacy functions to inform clients of the changes and requirements and to address their applications promptly.

The awards programme, administered by The Asian Banker and refereed by prominent global bankers, IT consultants and academics, is the most prestigious of its kind. A stringent three month long evaluation process determined the winners from across Asia Pacific, Middle East and Africa. The winners were honoured at a gala event that recognized their efforts in using the best technology to run their institutions and bring superior products and services to their customers

## About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Hong Kong, Beijing and Dubai as well as representatives in London, New York and San Francisco. It has a business model that revolves around three core business lines: publications, research services and forums. The company's website is [www.theasianbanker.com](http://www.theasianbanker.com)

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