



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.

Deutsche Bank established its first branch in India in 1980 and has grown to become one of the largest foreign banks in India, with branches in 16 cities across the country, an IFSC Banking Unit at GIFT City, Gujarat and 21,422 employees as of February 2024, across its various businesses and global capability centres.

Long history of serving India

Deutsche Bank opened its first branch in India in 1980 and has since grown to be a strong partner to its clients. The bank currently has 17 branches across the country (Ahmedabad, Aurangabad, Bangalore, Chennai, Gurgaon, Kolhapur, Kolkata, Ludhiana, Moradabad, Mumbai (2), New Delhi, Noida, Pune, Salem, Surat, and Vellore), an IFSC Banking Unit in Gandhinagar, and Global Capability Centres in Bangalore, Jaipur, Mumbai, and Pune. The bank's India operations are among the largest of the 15 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 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 India conducts its business in three client-centric divisions, Corporate Bank, Investment Bank and International 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 amongst 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 several working groups and advisory committees.

Investment Bank

The Investment Bank focuses on its traditional strengths in Financing, M&A Advisory, Debt Capital Markets, Fixed Income and Currencies. The financing business is a leader in 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 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.



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

International Private Bank

The International Private Bank focuses on private customers across all segments as well as smaller business clients. It provides expertise in three business segments viz. 1. Private and Premium Banking 2. Business Banking 3. Wealth Management

Private Bank focuses on private and premium banking activities for individual clients and business banking for commercial client segments and individual / commercial banking activities. It has a branch distribution network of 17 branches in 16 cities serving over 140,000 clients. The bank focuses on offering deposit products, Loan against Properties, Business Instalment Loans, Trade Working Capital loans, foreign exchange services and distribution of units of mutual funds and discretionary portfolio management products through third-party asset managers and insurance policies (life, health and general) etc. to individual and Small & Medium Enterprises (SME) clients. Private Bank has been awarded the **FinanceAsia** Country Award for the Most Innovative Use of Technology, **Red Dot Award** for MyBank India Mobile Application, **Frost & Sullivan's** Best Practices Award under "Smart Products and Solutions in Service Sector" category, among others.

Deutsche Bank Wealth Management is one of the leading wealth management outfits among foreign banks in India. 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 of 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.

IFSC Banking Unit

The IFSC Banking Unit (IBU) was set up in July 2022, in GIFT City, Gandhinagar, Gujarat, to provide all approved international financing products, to clients in India and overseas, thereby facilitating easy access to innovative solutions that help improve business efficiencies.

The IBU offers credit facilities for corporate clients and provides a suite of products across Trade Finance, Fixed Income & Currencies initially. The bank's prime customers (both corporates and NBFCs) can also avail external commercial borrowing (ECB) financing for trade underlying and products such as letter of credits and bank guarantees, all of which is expected to help increase efficiencies across the supply chain and reduce financing costs.

In addition, within the framework of extant guidelines, it will facilitate cash pooling and other deposit propositions for Indian and international clients. Our Securities Services proposition will provide custody, clearing and fund administration support to all asset classes, from equities, to fixed income, commodities and derivatives, and further help grow investment flows. The focus will be both outbound flows from GIFT as well as inbound investments into India, for custody and fund services.



Global Capability Centres

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

Deutsche India Pvt. Ltd.

(Formerly known as DBOI Global Services Pvt. Ltd.)

Established in 2006, Deutsche India leverages the country'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 employees strategically placed in Mumbai, Pune, Bangalore, and Jaipur. It focuses on achieving a superior delivery and client experience through business engineering, cutting-edge modelling, quantitative analytics, extensive structuring, and research to deliver innovative financial solutions to international clients.

Deutsche India operations are an integral part of the bank's massive digital transformation and currently supports 48 Countries, helping local and global clients transform their respective business models and integrate its financial services into their digitalized business models.

On March 31, 2023, Deutsche CIB Centre India Pvt. Ltd. (DB Centre) which provides offshore front-office services to the bank's various business divisions around the globe, merged with Deutsche India Pvt. Ltd.

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 in the areas of education and the environment.

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.

Art

The bank is a committed supporter of the arts, culture, and heritage. The Deutsche Bank collection, considered to be the world's largest corporate art collection, includes 50,000 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 serves as the bank's office.



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 2022-23 | FY 2021-22 |
|-----------------------------------|------------|------------|
| Net Revenue | 5,577 | 6,002 |
| Profit Before Tax | 2,768 | 2,762 |
| Profit After Tax | 1,467 | 1,473 |
| Advances | 57,196 | 57,649 |
| Deposits | 70,070 | 79,908 |
| Capital Adequacy | 15.41% | 16.18% |
| Net NPA/Net Advances (%) | 0.91% | 2.26% |
| ROA (%) | 1.07% | 1.14% |
| Profit per Employee (in INR '000) | 8,038 | 8,524 |



Annexure

Awards India 2022-2023

The Asset: Client Solution Awards 2023

Best Payments and Collections Solution (Client: Fullerton India Credit Company Limited)
Best Payments and Collections Solution (Client: Karl Storz Endoscopy India Pvt Ltd)
Best New Economy Solution - Payments and Collections (Client: MakeMyTrip)
Best New Economy Solution - Payments and Collections (Client: Rario)
Best New Economy Solution - Payments and Collections (Client: Tata 1MG)
Best New Economy Solution - Payments and Collections (Client: TataNeu)
Best Structured Trade Finance Solution (Client: Adama India)
Best Trade Finance Solution (Client: Infiniti Retail Limited)
Best Trade Finance Solution (Client: TATA SIA Airlines)
Best ESG Solution - Trade Finance (Client: JSW Energy Limited)
Best ESG Solution - Trade Finance (Client: Ostrbhesada Wind Private Limited)
Best ESG Solution - Trade Finance (Client: Renew Surya Roshini Private Limited)

The Asset Awards 2023

Best Domestic Custodian - India
Best Domestic Custody Mandate of the Year - India (Client: PFRDA NPS Trust)
Best Fund Administration Mandate of the Year - Retail Funds - India (Client: Bajaj Finserv Asset Management Limited)
Best Individual in Asset Servicing – Hiren Shah – India
Best Corporate Trust Mandate of the Year - India (Client: JSW Infrastructure Limited)
Best in Treasury and Working Capital – MNCs/LLCs
Best Service Provider – Transaction Management
Best Service Provider – Cash Management
Best Payments and Collections Solution

More information: https://dbn.intranet.db.com/news/detail/20230620-24-times-a-winner-market-leader-in-apac-custody-and-trust-and-agency-services?language_id=1

The Asset Asian Local Currency Bond Benchmark Review 2023

Kaushik Das ranked #2 for Indian Rupee Bonds

More information: https://dbn.intranet.db.com/news/detail/20230719-research-and-fixed-income-experts-named-among-best-in-apac?language_id=1

The Asian Banker: Bankers Choice client Awards 2023

Best Corporate Trade Finance Deal in India: Deutsche Bank and Renew Surya Roshni
Best Supplier Relationship Management in India: Deutsche Bank and Flipkart

More information: https://dbn.intranet.db.com/news/detail/20230615-the-asian-banker-awards?language_id=1

CII Corporate Women Leadership Awards 2023

Rohini Ajay named Corporate Women Leader: BFSI & Fintech Category



More information: https://dbn.intranet.db.com/news/detail/20231010-rohini-ajay-named-corporate-women-leader-bfsi-and-fintech-by-cii?language_id=1

Bombay Chamber of Commerce & Industry: Diversity, Equity & Inclusion (DEI) Awards, 2023
Disability Confidence and Inclusion Award for Enterprises

More information: https://dbn.intranet.db.com/news/detail/20230720-deutsche-bank-india-recognised-for-disability-inclusion?language_id=1

Top 100 Best Companies for Women in India

Joint study conducted by Seramount (earlier known as Working Mother) and Avtar

More information: https://dbn.intranet.db.com/news/detail/20230922-deutsche-bank-ranks-among-100-best-companies-for-women-in-india-for-fifth-consecutive-year?language_id=1

Silver Employer in the India Workplace Equality Index 2023

The benchmarking study jointly conducted by Keshav Suri Foundation, Pride Circle and Stonewall

More information: [Deutsche Bank recognised as a Silver Employer for LGBTQ inclusion - Intranet Deutsche Bank \(db.com\)](#)