Release

Deutsche Bank

DEUTSCHE BANK ANNOUNCES PARTNERSHIP WITH INDEPENDENT MORTGAGE
SPECIALISTS FOR CHANNEL ISLANDS TRUST SEGMENT

CHANNEL ISLANDS, 11 JULY 2007 - Deutsche Bank has formed a strategic partnership with UK specialist independent mortgage consultants Charles Cameron and Associates, in response to a rising demand from Channel Island Trust companies for specialist high value property finance.

Through the joint initiative, Deutsche Bank's Intermediary and Institutional team and Charles Cameron will offer independent consultancy services and develop tailored mortgage solutions for the Bank's intermediary clients.

Deutsche Bank has seen a recent upsurge in demand for complex property funding amongst its intermediary client base. Whilst the Bank has historically assisted with multi-million pound property transactions through its Investment Bank, it has generally not previously provided mortgages on residential property. The new partnership is geared specifically towards offering intermediaries a comprehensive property finance service through trust structures and investment vehicles.

Charles Cameron & Associates, who are completely independent from any lender, specialise in offshore mortgages through company and trust structures and overseas mortgages, including in European, Caribbean and American markets. They also offer a bespoke service in assisting with purchasing overseas property, including arranging currency loans and re-mortgages.

Established in 2004 and with its excellent relationships with lenders, the company is well placed to negotiate attractive mortgage deals designed specifically for the Channel Islands' Trust sector.

Mark Osment, Director, Intermediary and Institutional, Deutsche Bank International, said:

"This partnership is excellent news for Deutsche Bank and for our intermediary clients who will undoubtedly benefit from this new service. We are increasingly hearing from Trust companies in the Channel Islands that they require assistance with complex and unique property transactions. With our in-house expertise and the specialist experience of Charles Cameron, we will be able to offer a dedicated, flexible service that will tailor property finance to meet our clients' requirements. This partnership forms a very important part of Deutsche Bank's objective of offering financial intermediaries a comprehensive and holistic service."

Geoff Garrett, Director, Charles Cameron and Associates, added:

"We at Charles Cameron are delighted to have formed a strong alliance with Deutsche Bank in Jersey and Guernsey to promote our mortgage broking proposition. There is a natural synergy between the two firms as we provide a specific service in an area not previously covered by Deutsche Bank. I believe that this partnership will prove to be mutually beneficial as so much of our business is transacted with the same client groups and we will be able to promote each other's strengths to a wider audience."

Geoff Garrett and Peter Smith, Directors of Charles Cameron and Associates, visited Jersey and Guernsey in June and hosted a number of very successful presentations and seminars for local trust companies. They are planning to come over again later in the year in order to build on this success.

Ends.

## **Notes to Editors:**

- 1. Deutsche Bank International Limited was established in 1972 when offices of Morgan Grenfell were opened in Jersey and Guernsey and provides a full range of banking and custody, portfolio management, corporate and fiduciary services to a wide range of intermediaries, corporates, institutions and high net worth clients, locally and internationally.
- 2. The offshore group operates a geographic franchise on behalf of its parent, Deutsche Bank AG, and maintains offices in Cayman, Delaware, Guernsey, Jersey, Ireland, Luxembourg, Mauritius, the Netherlands, Switzerland and Singapore.
- Deutsche Bank's offshore group in the Channel Islands employs approximately 270 members of staff.
- 4. With approximately €1,7 billion in assets and 73,114 employees, Deutsche Bank AG offers a wide range of financial services in 75 countries throughout the world.\* Deutsche Bank competes to be the leading global provider of financial solutions for demanding clients creating exceptional value for its shareholders and people. (\*Figures as of March 2007)