

Deutsche Bank in Guernsey Financial Intermediaries at a Glance

Deutsche Bank first established a presence in the Channel Islands in 1972 when the offices of Morgan Grenfell were opened.

The Channel Islands Financial Intermediaries (FIM) team maintains its focus on key intermediary clients offering tailored private banking style solutions.

We build a partnership with you based on a business model that supports you in delivering excellent service to your underlying clients.

With our FIM team you can be confident that you have selected a partner with the industry knowledge and international business acumen that helps you meet your company's objectives.

Our partnership benefits from a stable, professional and highly motivated FIM team.

We add value to your service proposition by acting as an extension of your team. The fact that we are part of one of the largest and most respected financial institutions in the world means that we do so in an all-embracing and cost efficient manner.

Deutsche Bank¹

- Tier 1 Capital Ratio 11.9%
- Active in 71 countries with 2,656 branches globally
- Total assets of EUR 1,591 billion
- More than 99,700 staff globally

Key Benefits

- Streamlined account opening procedures with standard risk accounts operational within three days of receipt of Client Due Diligence (CDD)
- Collaborative approach to non-standard risk cases
- Call and Fixed Deposit Accounts available in a wide variety of currencies
- Escrow Bank Accounts to support commercial activity
- E-banking system Presto On-Line available to your company and your clients
- SWIFT, BACS and CHAPS framework in place for payments and Internal Transfers

Custody Solutions

- Streamlined account opening procedures in place with standard risk accounts operational within three days of receipt of CDD
- Collaborative approach to non-standard risk cases
- The full suite of services from execution to settlement and safekeeping, income collection and corporate actions
- Sub-custodian relationships in 43 countries with access to a further 62
- Able to trade and custody physical and allocated bullion
- Qualified Intermediary for US withholding tax rules
- Reporting available in a variety of methods including SWIFT and online platforms, Private Port and Presto *On-Line*
- ISAE3402 Accredited

¹ Company data as at 31 December 2016



Custodian Trustee Solutions

DBIL Guernsey Branch has a wealth of experience in working with all types of Guernsey and non-domiciled funds

- We provide an award-winning custody service to many different structures, with a variety of investment strategies
- Our Custodian Trustee Team applies a pragmatic approach to oversight, within the appropriate regulatory parameters
- We offer competitive, transparent and bespoke fee structures
- Your dedicated Client Advisor will work in partnership with you to find flexible and comprehensive solutions to all of your custody, banking, credit and foreign exchange requirements

Lending & Credit Solutions

- We take an open, flexible approach to new business and evaluate each request. Pricing is agreed on a case-by-case basis
- Appetite to bid for your existing lending business, with flexibility to undercut pricing where possible
- Prompt and competitive service with credit decisions and pricing negotiations taking place locally, leading to quick in-principle decisions and short turnaround on documentation (depending on complexity)

Types of facility

- Short-term overdrafts
- Term loans in all major currencies
- Guarantees and Letters of Credit
- Specialised structured credit products

Secured by

- Diversified or concentrated securities positions custodied with Deutsche Bank in Jersey
- Cash (same or different currency)
- Incoming guarantee or Letters of Credit
- Residential or commercial real estate
- Potential to introduce clients to specialist mortgage, yacht or aircraft finance providers in case Deutsche Bank is unable to assist

How lending can benefit the partnership

- Financing short-term FX, deposit or settlement mismatches without the need for pre-funding
- Leveraging, re-financing or funding other activity
- Lending avoids sale of AuM to finance ex-portfolio activities e.g. house purchase
- Current low interest rate environment means financing costs relatively low against potential upside for portfolio performance

Treasury Solutions

- We draw on our global reach and acknowledged expertise to enable us to be highly competitive in our pricing
- Local and dedicated treasury desk in Jersey
- Access to Deutsche Bank's global FX capability
- FX expertise and research readily available by phone
- The team can provide guidance on how to manage currency risk and exploit multi-currency opportunities to enhance yield



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