

OFFSHORE GROUP

Since 1972, Deutsche Bank's Offshore group has been providing a comprehensive range of banking, treasury and private wealth management services to international corporate, institutional and high net worth clients.

Many offshore banking and financial services groups are strongly committed to one particular offshore centre. This narrowly focused "single solution" approach is rarely ideal for the client. At Deutsche Bank, we take a more flexible approach and work across divisional, as well as geographic, boundaries so that where our clients wish us to do so, we can provide truly seamless solutions.

Offshore: what does it mean?

An offshore bank or financial institution is one whose clients are mainly based not in the jurisdiction where it operates, but elsewhere in the world. They have elected to use that bank because of the special advantages it can offer by virtue of its location.

Advantages vary from one centre to another. For sophisticated clients the key attraction is often the ability to establish an offshore legal structure which either eliminates or reduces a tax liability, or facilitates a transaction – or series of transactions – which would be precluded by constraints in the client's home country.

Offshore centres are typically small jurisdictions that have actively set out to promote the development of financial services, or where such services have evolved as a by-product of their domestic policies – for example, the maintenance of low tax rates. However, many major financial centres including the City of London conduct much of their business offshore. It is in the nature of things that most governments seek to attract international business and inward investment by offering tax breaks and other inducements, and in this respect financial services businesses and their clients are no exception.

The Offshore Group is able to offer a wide range of banking and financial services from well-regulated, politically stable jurisdictions accessible to a world-wide corporate, institutional and private clientele.



OUR SERVICES

Banking and Treasury

We are a leading provider of foreign exchange, treasury and cash management services to a range of financial intermediaries and private clients.

Our reputation has been established by our experienced and dedicated local teams committed to providing superior service supported by a highly reliable e-banking system (Presto On-Line) specifically designed for professional firms enabling them to process large numbers of payments efficiently and effectively.

We work in partnership with our clients to provide solutions designed specifically to meet their needs and those of their underlying clients. We have a competitive charging structure (with reduced charges for those clients using our e-banking system) with consistent pricing on fixed deposits and can provide a 24-hour response on credit issues.

We take a risk based and pragmatic approach to KYC with no 'cherry picking'. Our client adoption procedures, whilst following best practice, are straightforward and flexible.

Investment Services

Our local client relationship managers have access to Deutsche Bank's global network of analysts, product specialists and professional portfolio managers, an experienced and stable group of investors managing money on behalf of private clients, family offices, trusts and institutions with specialist requirements.

We provide a wide range of investment services specially designed to meet the needs of clients in an offshore environment:

- Discretionary portfolio management
- Offshore funds
- Diverse range of hedge funds
- Private equity
- Structured Products

We endeavour to understand and meet the needs of our clients and their advisers. By ensuring that our clients participate in only the best thinking of the investment resources of the Deutsche Bank organisation globally, we aim to preserve and enhance their wealth in real terms whilst controlling risk and managing their expectations at every stage of the process.



Private Wealth Management

Deutsche Bank

Fiduciary Services

On the advice of their tax and legal advisers, clients entrust us with the orderly, tax efficient preservation and protection of their assets for future generations.

The benefits of a fiduciary structure will depend upon the personal circumstances and objectives of each client and may include: -

- Estate planning for the benefit of future generations
- Protection of assets
- Reduced or simplified legal processes for the transfer of wealth
- Avoidance of forced heirship problems
- Maximisation of financial planning
- Reduced or deferred taxation
- Opportunities, particularly when moving to another country
- Control of business ventures outside the country of residence of the client

Our fiduciary specialists are experienced in establishing structures in fiscally attractive environments that meet the needs of our clients precisely and our administration teams are well versed in the practicalities of planning and implementing fiduciary solutions which will continue to be managed effectively, professionally and efficiently long into the future.

Global Custody

We provide a comprehensive offshore global custody service together with an administration role to a diverse range of international clients. We not only complement the investment services provided to private clients, but we also act as custodian of publicly offered and private placement investment, money market, property and venture capital funds.

We are able to facilitate business for UK non-domiciled clients and our services include share dealing and settlement in all major markets through our agent relationships in 45 countries, income collection, processing of corporate actions and cash flow management. We are able to deliver a comprehensive valuation reporting package through Presto *On-Line*, our e-banking system.

Our team of experienced professionals maintains an autonomous investment administration, safekeeping and offshore global custody service and a full banking service is available to support every step of the investment cycle

We are an approved Qualified Intermediary for the USA withholding tax rules.



OUR LOCATIONS

Jersey

- 1000 years of Political autonomy but with UK Government guardianship over its external affairs
- Independent and stable
- Positive legislation to encourage best practice and facilitate international business transactions.
- Finance is the Island's prime source of income and the industry's infrastructure and quality of service are both excellent
- Convenient location within the British Isles and Europe

Guernsey

- Self-governing with its own parliament "the States of Guernsey", its own laws
- Fiscal independence from the UK
- Acknowledged reputation for specialist areas such as captive insurance and investment vehicles
- Convenient location within the British Isles and Europe
- Home of the Channel Islands Stock Exchange

Switzerland

- World leading financial centre synonymous with the concept of private banking
- Convenient location for Continental Europe and Middle East



Private Wealth Management

Deutsche Bank

Cayman Islands

- British dependent territory situated in the northern Caribbean - convenient time zone for Americas
- One of the world's leading international financial centres for institutional and private investors
- Flexible and effective legislation to support the finance industry which is by far the main source of income
- Regulated by the Cayman Islands Monetary Authority which guides the ongoing development of the financial industry in line with international best practice

Mauritius

- An independent, sovereign nation strategically located in the Indian Ocean
- Rapidly growing network of double taxation agreements that spans the globe
- Solid reputation as a world class international financial services hub, providing operational security and commercial flexibility to investors
- Prudently regulated offshore financial services enhanced by comprehensive legislation passed to enable its development
- Stable political and economic environment with good infrastructure and a well-educated multilingual workforce.

Deutsche Bank International Limited is regulated by the Jersey Financial Services Commission in the carrying on of Banking, Investment and Trust Company Business and is licensed by the Guernsey Financial Services Commission to conduct Banking and Investment Business.



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Deutsche Bank

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