

Bonds – Fully integrated franchise



We provide our clients with first-class service throughout the lifecycle of a bond

Origination & Structuring

- › **Advisory, structuring and execution** of all kinds of debt transactions for our client base
- › Full debt capital market product spectrum incl. senior and hybrid capital transactions, liability management, sustainable finance, rating advisory and programme arrangements (DIP, ECP)
- › Our originators act as first point of contact to our issuer client base in all debt related matters
- › We are well-positioned to take on various roles on a bond issue, e.g. technical lead, billing & delivery, roadshow, hedge manager and communication

Private side

Syndicate

- › Highly committed syndicate managers for public and private deals
- › Central point for client advice on **market strategies** (structure, pricing, timing, sizing, duration, targeted investor base, ...)
- › **eBookbuilding**, and **eFeedback** our all-round global solutions for new issues providing real-time deal information, analytics and investor response supported by **Issue Launch & Investor Access**
- › **eRoadshow and Deal Roadshow** our electronic platforms for roadshow coordination incl. itineraries and investor meetings

Bond Trading

- › As a leading Euro debt house we maintain a broad **secondary market trading platform across rates and credit products**
- › Our long-established trading platform based on a first class proprietary engine grants in-depth views on **market flows and trends**
- › We assist our global investor base via voice and electronic/platform trading
- › Our trading desk maintains direct contact and meets key institutional investors regularly with our salesforce

Public side

Bond Sales

- › Rates and Credit Sales Teams **across the globe** with access to relevant **Tier 1 accounts**
- › Powerful **distribution** capabilities into our core German institutional franchise
- › Unrivalled access into **German institutional Tier 2 & 3 accounts** via our branch network
- › Long standing client relationship to our broad investor base
- › High level of seniority ensures high quality coverage for deal executions and beyond

