

EXPERTISE AND SERVICE FOR INSTITUTIONAL CUSTOMERS

# Investment solutions that fit

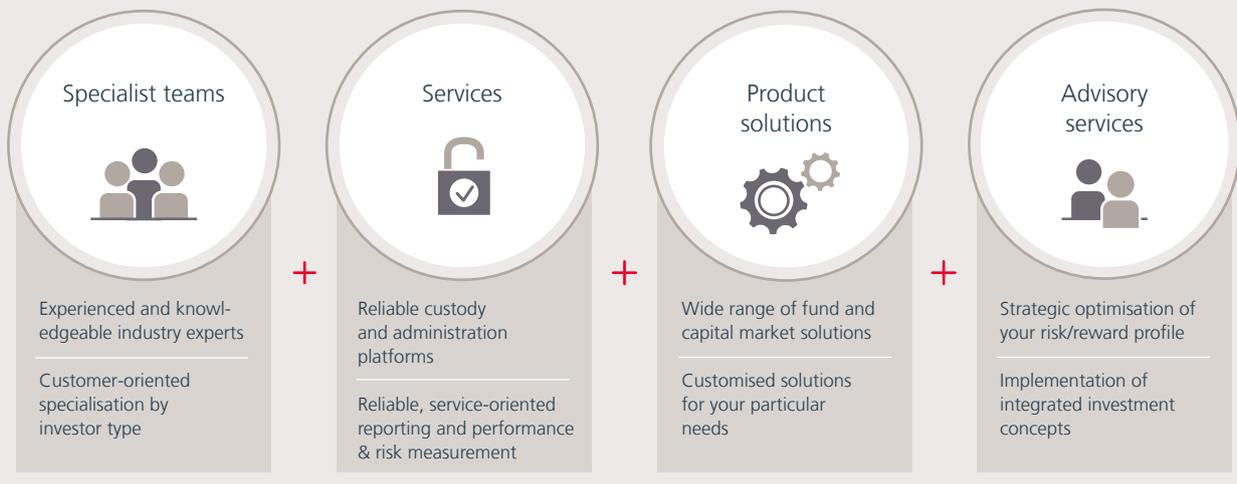
Deka is a first-choice partner for institutional customers. Our asset management and banking products form part of a holistic advisory approach that helps customers achieve both their key goals: assuring regulatory compliance at reasonable cost, and implementing a specific business strategy to seize opportunities for returns in any market environment.

Our advisory and solution expertise is combined under the *Deka Institutionell* brand with its core promise, "Success begins with respect". The starting point is always the individual customer, their particular background and their specific goals and requirements with regard to investments and balance sheet management – as well as a clear understanding and respect for their financial and ethical values. Combining a customer-centred approach with deep roots in the German market and wide-ranging expertise, Deka provides investment support to pension funds, businesses, insurers, non-profit organisations, the public sector and, of

course, the savings banks. Investors abroad also take advantage of Deka's range of services.

Deka's offering covers the entire value chain of institutional asset management and associated capital market services. In order to give professional clients the best possible support in their investment decisions, Deka also provides comprehensive information services and maintains an intensive dialogue in the form of specialist events such as the "Regulatory Radar" and the Deka Institutionell Investment Conference. As the *Wertpapierhaus* for the savings banks, Deka also offers insights and ideas on managing proprietary investments to over 300 savings banks in the form of the *Deka-TreasuryKompass*. Via the Deka Easy Access web platform, Deka provides savings banks and other institutions with access to and information on the capital markets, which they can link in real time to their own custody accounts.

## „Deka





## Consistently customer-centred: specialist teams

Specialised teams develop ideally structured solutions for each customer group: pension funds, insurance companies, non-profit organisations, the public sector, corporates, family offices, financial institutions and savings banks. Each team has thoroughgoing expertise and

long-term experience in its specialist area. Together with investors, Deka develops solutions and delivers the most appropriate products – while complying with the various regulatory frameworks.



## Multifaceted and reliable: our advisory services

Deka is ready to advise its institutional customers on any matter and every strategic decision. That includes vital issues for professional investors such as strategy development, asset-liability management and asset allocation. With our structured process, we help customers perform a systematic analysis of risks, obligations and assets,

understand their effects and put strategic decisions into practice. We also offer comprehensive advice and support on key issues for institutional investors, such as consultant relations and sustainability. In property investing, *Deka Immobilien-Kompass* offers support with investment decisions.



## Customised and flexible: product solutions for every investor profile

Deka has the right solutions in its portfolio for the challenges that face institutional investors. Deka strategies for institutional investors are tailored to the individual risk/reward profile of the institution. Our offering includes fundamental and quantitative securities strategies, property strategies, capital market solutions, lending solutions and passive investing. Investment strategies are devel-

oped to meet individual requirements and implemented through bespoke investment vehicles. Such strategies include company-specific models for corporate pension arrangements. Modular structuring enables a flexible approach to be followed that focuses on the investor's specific needs.



## Under one roof: asset servicing for centralised management and custody

For institutional investors and savings banks, Deka offers not only investment administration through a traditional master KVG solution, but also a comprehensive range of additional services such as securities lending, transition management, asset-liability studies and fiduciary management. Alongside fund administration, we have a keen eye for all essential requirements thanks to our expertise in

risk and performance measurement and reporting. For more information, see the section on Deka's banking expertise.



More information in this supplementary report from page 17 onwards