

# About Hoover's Handbook of World Business 2008

This 15th edition of *Hoover's Handbook of World Business* brings you the facts on 300 of the world's most influential companies based outside of the United States, making it one of the most complete sources of in-depth information on large, non-US-based business enterprises available anywhere.

*Hoover's Handbook of World Business* is one of our four-title series of handbooks that covers, literally, the world of business. The series is available as an indexed set, and also includes *Hoover's Handbook of American Business*, *Hoover's Handbook of Private Companies*, and *Hoover's Handbook of Emerging Companies*. This series brings you information on the biggest, fastest-growing, and most influential enterprises in the world.

## HOOVER'S ONLINE FOR BUSINESS NEEDS

In addition to the 2,550 companies featured in our handbooks, comprehensive coverage of more than 40,000 business enterprises is available in electronic format on our Web site, Hoover's Online ([www.hoovers.com](http://www.hoovers.com)). Our goal is to provide one site that offers authoritative, updated intelligence on US and global companies, industries, and the people who shape them. Hoover's has partnered with other prestigious business information and service providers to bring you all the right business information, services, and links in one place.

We welcome the recognition we have received as the premier provider of high-quality company information — online, electronically, and in print — and continue to look for ways to make our products more available and more useful to you.

We believe that anyone who buys from, sells to, invests in, lends to, competes with, interviews with, or works for a company should know all there is to know about that enterprise. Taken together, this book and the other Hoover's products and resources represent the most complete source of basic corporate information readily available to the general public.

## HOW TO USE THIS BOOK

This book has four sections:

1. "Using Hoover's Handbooks" describes the contents of our profiles and explains the ways in which we gather and compile our data.
2. "A List-Lover's Compendium" contains lists of the largest, fastest-growing, and most valuable companies of global importance.
3. The company profiles section makes up the largest and most important part of the book — 300 profiles of major business enterprises, arranged alphabetically.
4. Three indexes complete the book. The first sorts companies by industry groups, the second by headquarters location. The third index is a list of all the executives found in the Executives section of each company profile.

As always, we hope you find our books useful. We invite your comments via phone (512-374-4500), fax (512-374-4538), mail (5800 Airport Boulevard, Austin, Texas 78752), or e-mail ([custsupport@hoovers.com](mailto:custsupport@hoovers.com)).

The Editors,  
Austin, Texas,  
January 2008

# Deutsche Bank

One of the largest banks in the world, Deutsche Bank offers retail banking services in Germany; its investment bank and asset management business spans Europe, the Pacific Rim, and the Americas. The bank's three operating segments are Corporate and Investment Banking, Private Clients and Asset Management, and Corporate Investments. It has some 1,700 locations worldwide, more than half of those in Germany. As part of its focus on retail banking Deutsche Bank acquired Bankgesellschaft Berlin AG, the parent of Berliner Bank, for \$856 million to expand its footprint at home. In the US Deutsche Bank owns investment bank Deutsche Bank Alex. Brown and mutual fund manager DWS Scudder.

The latter is part of Deutsche Asset Management, which oversees more than \$700 billion for institutional and retail investors worldwide.

Its Corporate and Investment Banking segment, including New York-based Deutsche Bank Securities, performs capital markets and corporate banking services, including securities underwriting, trading, and research; mergers and acquisition advisory; foreign exchange trading (#1 in Europe per *Euromoney*); and trust and cash management. Per *Risk Magazine* it is the world's largest derivatives trader.

To boost its lending operations in the US, the company bought MortgageIT for some \$430 million in 2007. Deutsche Bank is building its already-massive real estate investment and management business through acquisitions such as RREEF in the US, but it sold its nearly 38% stake in mortgage bank Eurohypo, which specializes in commercial property across Europe and in the US, to Commerzbank.

In 2006 the bank's real estate subsidiary Grundbesitz-Invest sold some 60 properties in German cities to a subsidiary of Fortress Investment Group, for \$2.65 billion.

In addition to its acquisition of Bankgesellschaft Berlin AG, Deutsche Bank also acquired around 100 Norisbank branches from rival DZ Bank for €420 million as part of its efforts to target private and business banking clients.

Deutsche Bank is acquiring Abbey Life from Lloyds TSB for some \$2 billion.

## HISTORY

Georg von Siemens opened Deutsche Bank in Berlin in 1870. Three years later the firm opened an office in London and was soon buying other German banks. In the late 1800s Deutsche Bank helped finance Germany's electrification (carried out by Siemens AG) and railroad construction in the US and the Ottoman Empire. Von Siemens ran the bank until his death in 1901.

The bank survived post-WWI financial chaos by merging with Disconto-Gesellschaft and later helped finance the Nazi war machine. After the war, the Allies split the company into 10 banks; it became extinct in Soviet-controlled East Germany.

The bank was reassembled in 1957 and primarily engaged in commercial banking, often taking direct interests in its customers. It added retail services in the 1960s. In 1975, to prevent the shah of Iran from gaining a stake in Daimler-

Benz (now Daimler), the bank bought 29% of that company.

The firm opened an investment banking office in the US in 1971 and a branch office in 1978. In the 1980s it expanded geographically, buying Bank of America's Italian subsidiary (1986) and UK merchant bank Morgan Grenfell (1989); it also moved into insurance, creating life insurer DB Leben (1989).

Terrorists killed chairman Alfred Herrhausen, a symbol of German big business, in 1989. After German reunification in 1990, successor Hilmar Kopper oversaw the bank's reestablishment in eastern Germany.

In 1994 Deutsche Bank bought most of ITT's commercial finance unit. That year the company suffered scandal when real estate developer Jürgen Schneider borrowed more than DM1 billion and disappeared; he was later found and returned to Germany.

The company grew its global investment banking operations in 1995 under its Morgan Grenfell subsidiary. Corporate culture clashes prompted Deutsche Bank to take greater control of the unit and restructure it in 1998.

Deutsche Bank's global aspirations suffered a setback in 1998 when losses on investments in Russia trimmed its bottom line. Still trying to put WWII behind it, the bank accepted responsibility for its wartime dealing in gold seized from Jews but has rejected liability to compensate victims of Nazi forced labor who toiled in industrial companies in which it holds stakes.

In 1999 the bank acquired Bankers Trust. Despite a decision to divest its industrial portfolio, in 1999 the company bought Tele Columbus, the #2 cable network in Germany, and Piaggio, the Italian maker of the famed Vespa motor scooter. On the banking front, Deutsche Bank bought Chase Manhattan's Dutch auction business and sought a foothold in Japan through alliances with Nippon Life Insurance and Sakura Bank (now part of Sumitomo Mitsui Banking).

In 2000 the company agreed to merge with Dresdner Bank (after which they would spin off their retail banking businesses), but the merger collapsed, in part over the fate of investment banking subsidiary Dresdner Kleinwort Benson. German mega-insurer Allianz bought Dresdner in 2001. Deutsche Bank's reorganization plans the same year saw the bank eliminate 2,600 jobs worldwide and realign its businesses into two divisions. Deutsche Bank also bought Banque Worms from French insurer AXA.

Looking for a steady supply of cash, in 2001 Deutsche Bank's Morgan Grenfell Private Equity bought 3,000 English pubs owned by UK-based conglomerate Whitbread plc. In 2002 more shuffling of the executive board members allowed Deutsche Bank to grow in the international Anglo-American style, rather than as a domestic player. In 2004 Deutsche Bank acquired Berkshire Mortgage, one of the top multifamily residential lenders in the US. The next year it bought Russian financial services company United Financial Group.

The year 2006 was a bad year for the company from a public relations standpoint. Fallout from former chairman Rolf Breuer's remarks regarding the financial stability of banking client Kirch Holding led to a shakeup in the executive suite and the board that year. Later, UK financial regulators charged the bank an \$11.1 million fine for market misconduct related to trading activ-

ity in 2004. In the US, the IRS investigated the bank for allegedly abusive tax shelters.

The bank also took a public relations hit when its CEO, Josef Ackermann, went on trial for illegal bonuses during his tenure at Mannesmann.

## EXECUTIVES

**Chairman Supervisory Board:** Clemens Börsig  
**Deputy Chairman, Supervisory Board:** Heidrun Förster  
**Chairman of the Management Board and the Group Executive Committee:** Josef Ackermann, age 59, \$9,928,875 pay  
**COO:** Hermann-Josef Lamberti, age 51  
**CFO:** Anthony Di Iorio, age 63  
**Chief Risk Officer:** Hugo Banziger, age 50  
**Chief Administrative Officer:** Tessen von Heydebreck, age 61  
**Global Head of Compliance:** Henry Klehm III, age 48  
**Global Head of Convertible Bond Trading, Global Markets:** Andy McDonnell  
**Global Head of Emerging Markets:** Pablo Calderini  
**Global Head of Regional Management; Chairman of the Management Committee, Germany:** Jürgen Fitschen, age 58  
**Head of Global Banking:** Michael Cohrs, age 50  
**Head of Private Wealth Management:** Pierre de Weck, age 57  
**Head of Global Markets:** Anshu Jain, age 43  
**Head of Global Transaction Banking:** Werner Steinmueller  
**Head of Strategic Equity Transactions Group:** Serge Marquie  
**Head of Private and Business Clients:** Rainer Neske, age 42  
**Head of Equity and Fixed Income Investments:** Rami Hayek  
**Head of Private Wealth Management, US:** Thomas (Tom) Bowers  
**Head of US Private Bank:** Patrick Campion  
**General Counsel:** Hans-Dirk Krekeler  
**Vice Chairman and Managing Director, Global Capital Markets, Deutsche Bank Securities:** Marwan Marshi  
**Vice Chairman and Managing Director, Deutsche Asset Management:** Christopher B. (Chris) Burnham  
**Vice Chairman and Head of Equity and Equity-Linked Capital Markets, Americas:** Mark Hantho  
**President and CEO, Deutsche Bank Securities:** David Hatt  
**Auditors:** KPMG Deutsche Treuhand-Gesellschaft AG

## LOCATIONS

**HQ:** Deutsche Bank AG  
 Taunusanlage 12, 60262 Frankfurt, Germany  
**Phone:** +49-69-910-00 **Fax:** +49-69-910-34-225  
**US HQ:** 60 Wall St., New York, NY 10005  
**US Phone:** 212-250-2500 **US Fax:** 212-797-0291  
**Web:** www.deutsche-bank.de

## PRODUCTS/OPERATIONS

2006 Sales	% of total
Interest	
Trading assets	30
Loans	11
Central bank funds sold & securities purchased under resale agreements	15
Securities borrowed	9
Other	7
Noninterest	
Trading revenues	11
Commissions, brokers' fees & other	7
Other	10
<b>Total</b>	<b>100</b>

## COMPETITORS

ABN AMRO  
Barclays  
BNP Paribas  
Charles Schwab  
Citigroup  
Citigroup Global Markets  
Commerzbank  
Cortal Consors  
Credit Suisse  
Dresdner Bank  
DZ BANK  
E\*TRADE Financial  
Goldman Sachs  
Grupo Santander  
HSBC Holdings  
HVB Group  
Intuit  
JPMorgan Chase  
KfW  
Landesbank Berlin  
Lehman Brothers  
Merrill Lynch  
Mizuho Financial  
Morgan Stanley  
National Australia Bank  
Rabobank  
Société Générale  
TD Bank  
UBS

## HISTORICAL FINANCIALS

Company Type: Public

Income Statement		FYE: December 31		
	ASSETS (\$ mil.)	NET INCOME (\$ mil.)	INCOME AS % OF ASSETS	EMPLOYEES
12/06	1,486,962	7,903	0.5%	68,849
12/05	1,175,116	4,180	0.4%	63,427
12/04	1,146,189	3,373	0.3%	—
12/03	1,009,098	1,714	0.2%	—
12/02	794,984	416	0.1%	—
Annual Growth	16.9%	108.8%	—	8.5%

### 2006 Year-End Financials

Equity as % of assets: 2.9%	Dividends
Return on assets: 0.6%	Yield: 2.4%
Return on equity: 20.1%	Payout: 21.0%
Long-term debt (\$ mil.): 205,617	Market value (\$ mil.): 66,440
No. of shares (mil.): 499	Sales (\$ mil.): 101,183

### Stock History

	STOCK PRICE (\$) FY Close	P/E High/Low	PER SHARE (\$)		Book Value
			Earnings	Dividends	
12/06	133.24	9 6	15.24	3.20	86.87
12/05	96.87	12 9	8.23	1.70	70.13
12/04	89.01	21 14	4.53	1.50	68.33
12/03	82.21	28 13	2.90	—	62.67
12/02	45.43	112 53	0.66	—	53.70
Annual Growth	30.9%	— —	119.2%	46.1%	12.8%

# Deutsche Post

Deutsche Post has grown out of its mailbox. Through its DHL unit, the company is one of the world's leading providers of express delivery and logistics services, including freight forwarding. DHL delivers to more than 220 counties and territories; overall, its operations account for more than half of the parent company's sales. Deutsche Post still handles the mail in Germany, delivering an average of 70 million letters per working day. In addition to traditional postal operations, the company provides mail process outsourcing at home and abroad. Majority-owned Deutsche Postbank offers financial services. Most of Deutsche Post's sales come from outside its home country.

In its effort to move beyond mail, Deutsche Post has gained control of express delivery and logistics operations across Europe and in the US. The company completed its purchase of UK-based logistics provider Exel in December 2005.

To eliminate overlaps in its operations, Deutsche Post has united its parcel and express delivery services (DHL and Euro Express) and logistics services (Danzas and Exel) under the DHL brand.

The work of integrating DHL's operations continues; in addition, Deutsche Post hopes to provide mail services in more countries outside Germany as markets are opened to competition.

The German government controls a 34% stake in Deutsche Post.

## HISTORY

The German postal system was established in the 1490s when German emperor Maximilian I ordered a reliable and regular messenger service to be set up between Austria (Innsbruck, where the emperor had his court) and the farther reaches of his Holy Roman Empire: the Netherlands, France, and Rome. The von Tassis (later renamed Taxis) family of Italy was responsible for running the network. Family members settled in major cities across Europe to expand the postal business.

Although the family operated what was officially an exclusively royal mail service, by the early 1500s the company was also delivering messages for private patrons. In 1600 a family member who served as general postmaster was authorized to collect fees for private mail deliveries. By the early 19th century, Thurn und Taxis, as the company was then called, was the leading postal service in the Holy Roman Empire, serving more than 11 million people.

The dissolution of the Holy Roman Empire, prompted by Napoleon's military adventures, led to the creation of a federation of 39 independent German states. Thurn und Taxis had to make agreements with members of the separate states, including Austria and Prussia. After Austria's defeat in 1866 by Prussia, the confederation was dissolved and all Thurn und Taxis postal systems were absorbed by Prussia. When Bismarck's Prussian-led German Reich was established in 1870, the new postal administration (Reichspostverwaltung) began issuing postage stamps valid across Germany.

After Germany was defeated in WWII and split into two nations in 1949, two postal systems were established: Deutsche Post (East Germany) and Deutsche Bundespost (West Germany). The fall of the Berlin Wall in 1989 preceded a reunion of the two German states in 1990. That year

Deutsche Post, led by chairman Klaus Zumwinkel, was integrated into Deutsche Bundespost. The merger resulted in losses and a huge backlog of undelivered mail. Zumwinkel initiated the company's first steps to recovery by cutting 140,000 jobs.

The heavy costs of reunification (it was 1994 before Deutsche Bundespost posted a profit again) prompted the German government to set the postal system on a course toward full privatization. In 1995 the postal system was restructured as Deutsche Post AG and placed under the management of executives from the private sector.

In 1998 a new postal law reaffirmed Deutsche Post's monopoly on traditional letter delivery until 2002. However, other special mail delivery options (such as same-day delivery of letters) were granted to private companies. That year Deutsche Post acquired shares in parcel delivery companies in Europe and the US, including a stake of nearly 25% in DHL. In 1999 it acquired Deutsche Postbank, the former retail banking arm of Deutsche Bundespost, as part of a strategy to make it more attractive for an IPO.

Continuing its buying spree, Deutsche Post grabbed Swiss-based logistics giant Danzas Holding, Swedish freight forwarder ASG, and the distribution and logistics unit of Dutch transport group Royal Nedlloyd. Undeterred by a European Commission probe into whether it received improper state subsidies, Deutsche Post added more units in 2000, including US-based airfreight forwarder Air Express International, which was integrated into Danzas. It also acquired New York-based QuickMAIL.

The German government sold a minority stake in Deutsche Post to the public in 2000. (Further share sales followed, and by 2006, the government had reduced its stake in Deutsche Post to about 35%.)

In 2002 the firm took full ownership of DHL, and the following year Deutsche Post (through DHL) paid about \$1 billion for the ground delivery network of US-based Airborne.

Deutsche Post sold a minority stake in Deutsche Postbank in an IPO in 2004.

## EXECUTIVES

**Chairman, Supervisory Board:** Jürgen Weber, age 66  
**Chairman, Board of Management:** Klaus Zumwinkel, age 63, \$3,194,252 pay

**Member of the Board of Management, EXPRESS:** John P. Mullen, age 51

**Member of the Board of Management, FINANCIAL SERVICES:** Wulf von Schimmelmann, age 59, \$2,028,848 pay

**Member of the Board of Management, LOGISTICS:** Frank Appel, age 46, \$1,679,153 pay

**Member of the Board of Management, MAIL:** Hans-Dieter Petram, age 63, \$2,129,502 pay

**Member of the Board of Management, Personnel:** Walter Scheurle, age 54, \$1,417,845 pay

**CFO:** John Murray Allan, age 59

**CEO, DHL Exel Supply Chain:** Bruce A. Edwards, age 51

**CEO, DHL Global Forwarding:** Chris Fahy

**EVP, Global Network and Operations:** Charlie Dobbie

**SVP, Corporate Communications:**

Prof Manfred Harnischfeger

**Head of Media Relations:** Martin Dopychaj

**Media Relations and Corporate Communications:**

Claus Korfmacher

**Auditors:** PricewaterhouseCoopers AG

Wirtschaftsprüfungsgesellschaft