

# **Deutsche Bank ETFs**

#### Market outlook for Asia's ETF and indexing industry



#### **Important Information**



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A full description of the terms and conditions of all sub-funds are included in the prospectus of db x-trackers and db x-trackers II. You can get the full and the simplified prospectus of each sub-fund of db X-trackersat db x-trackers, 49, avenue J.F. Kennedy, L-1855 Luxembourg, R.C.S. Luxembourg D-119 899.

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# Deutsche Bank ETFs in Asia





- o More than 200 db X-trackers ETFs listed in 10 stock exchanges globally<sup>1</sup>
- o Over USD 40 billion in assets<sup>1</sup>
- o Top 2 in Europe and Top 4 Globally<sup>2</sup>
- #1 ETF provider in Singapore and Hong Kong with 47 ETFs listed on SGX and 30 on the SEHK<sup>3</sup>

"Exchange-traded funds, Asia Pacific" by AsianInvestor Investment Performance Awards two years in a row, 2010 and 2011

"Rising Star ETF House" by The Asset Triple A Investment Awards 2010

"Best Issuer in Asia", "Best ETF Product in Asia" and "Best New ETF in Asia" by The Asian ETFs Awards

"Best Branded ETF in Asia" by Asia Asset Management Award 2010

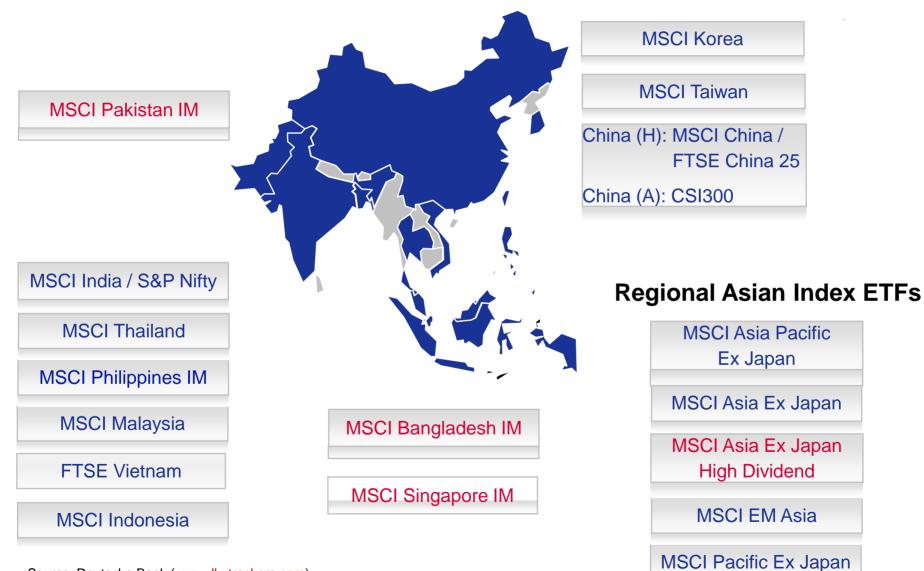
"Hong Kong Leaders' Choice 2011 – Excellent Brand of ETF Product Issuer" by Metro Finance



Source: (1) db X-trackers website (www.dbxtrackers.com); (2) Blackrock ETF Landscape end Jul 2011; (3) HKEX and SGX website, Jan 2012

## Asia Pacific Coverage

Largest range of single country EM Asia ETFs (unique in red)



Source: Deutsche Bank (<u>www.dbxtrackers.com</u>)

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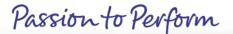
# **Deutsche Bank ETFs**

#### Market outlook for Asia's ETF and indexing industry





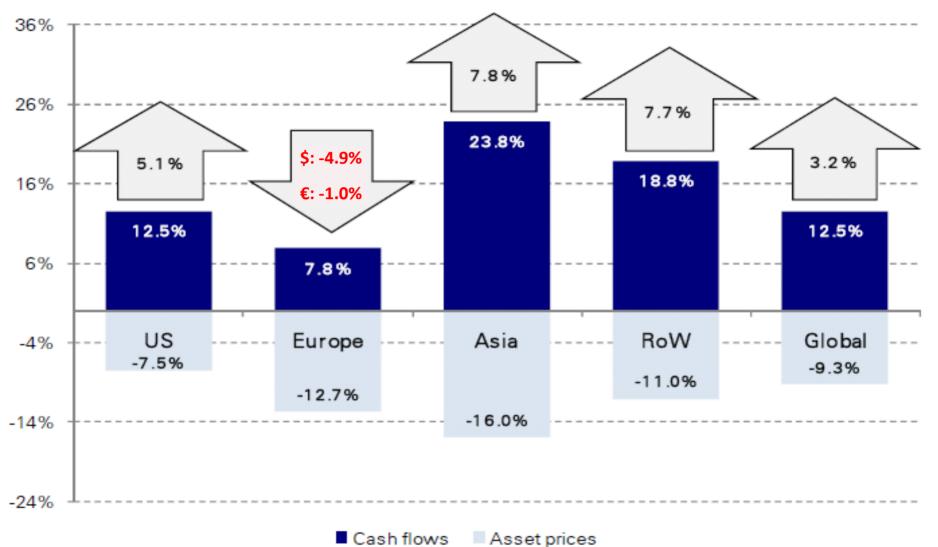
# Global ETF Market Growth in 2011





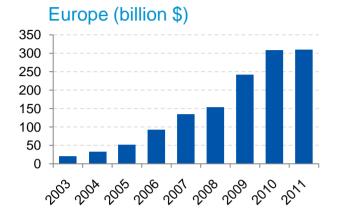
## **Global ETF Inflows**



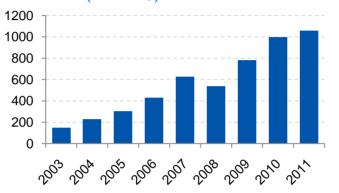


# **Global ETF growth**

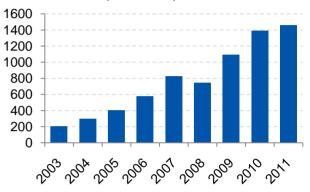




USA (billion \$)



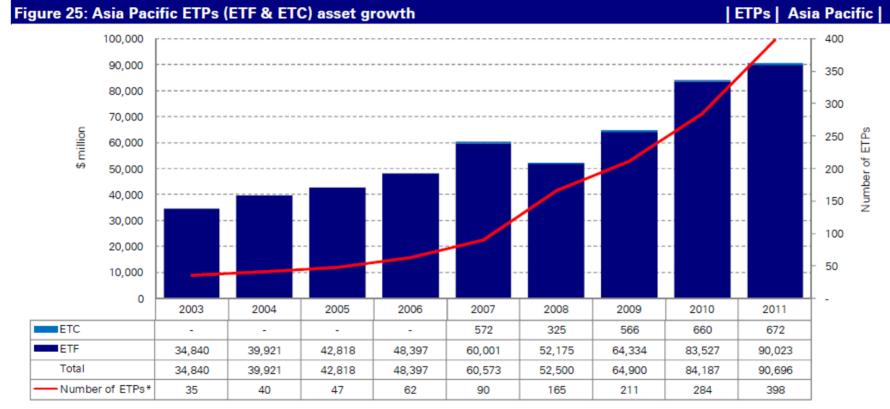
Global (billion \$)



Europe	2003	2004	2005	2006	2007	2008	2009	2010	2011
AuM (billion €)	16.3	24.3	43.3	70.0	92.1	104.4	170.1	231.1	229.5
Change in %		49%	78%	62%	32%	13%	63%	36%	-1%
AuM (billion \$)	20.5	33.0	51.3	92.3	134.5	153.0	243.8	310.0	297.9
Change in %		61%	56%	80%	46%	14%	59%	27%	-4,9%
Number of Funds	100	115	165	299	475	739	995	1352	1574
USA	2003	2004	2005	2006	2007	2008	2009	2010	2011
AuM (billion \$)	149.9	225.9	306.0	429.3	583.2	558.0	781.5	995.3	1045.9
Change in %		51%	35%	40%	36%	-4%	40%	27%	5,1%
Number of Funds	134	169	220	376	647	760	836	967	1166
Global	2003	2004	2005	2006	2007	2008	2009	2010	2011
AuM (billion \$)	205.3	298.8	400.1	570.0	778.3	763.5	1090.2	1389.5	1434.6
Change in %		46%	34%	42%	37%	-2%	43%	27%	3,2%
Number of Funds	269	324	432	737	1212	1664	2042	2603	3138

# Asian ETF growth





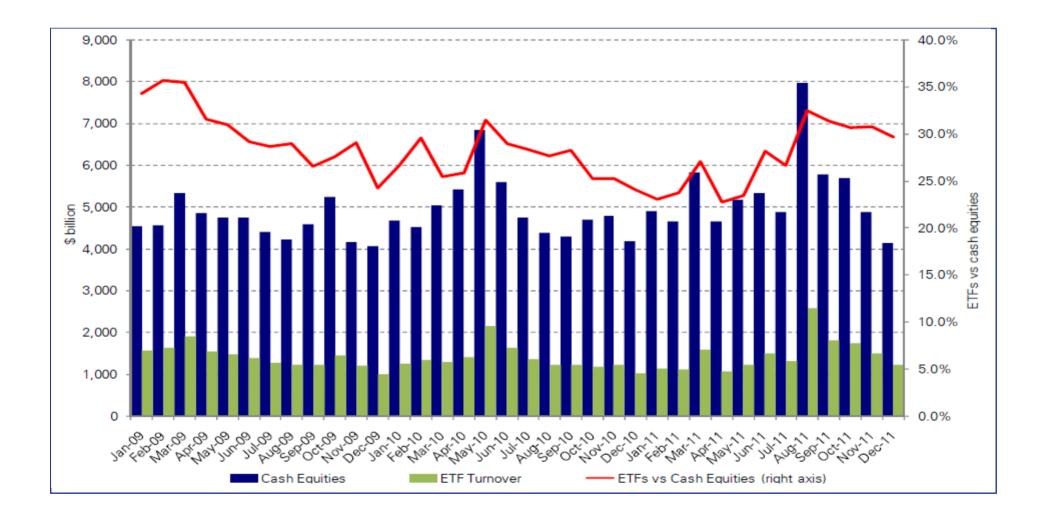
Source: Deutsche Bank, Bloomberg Finance LP, Reuters.

\*Number of ETPs at the end of the year is net of delistings for the period.

Number of ETFs listed in Hong Kong has recently grown to 90, with increasing product diversity into more single countries as well as sector ETFs.

### ETF versus stock market in the US

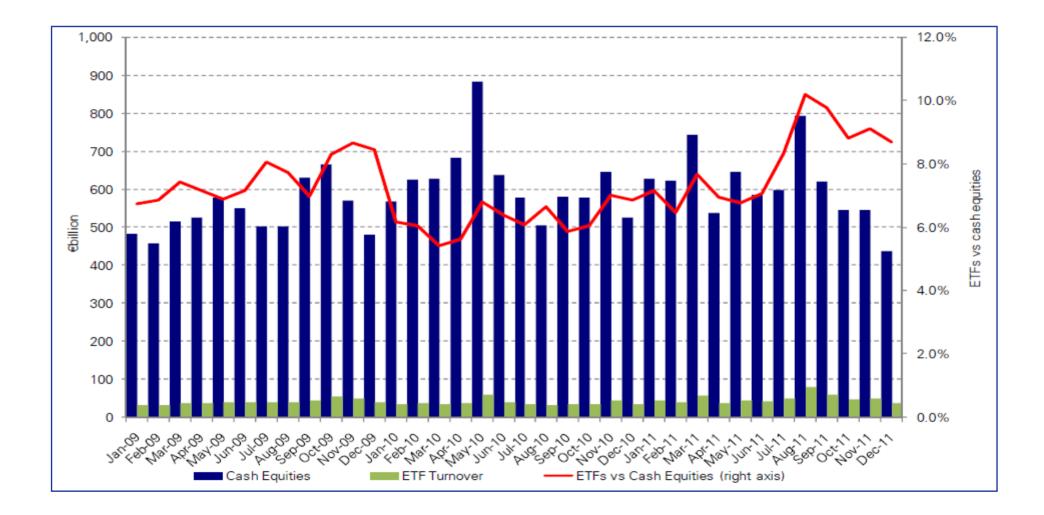




Source: Deutsche Bank Global Equity Index & ETF Research December 2011

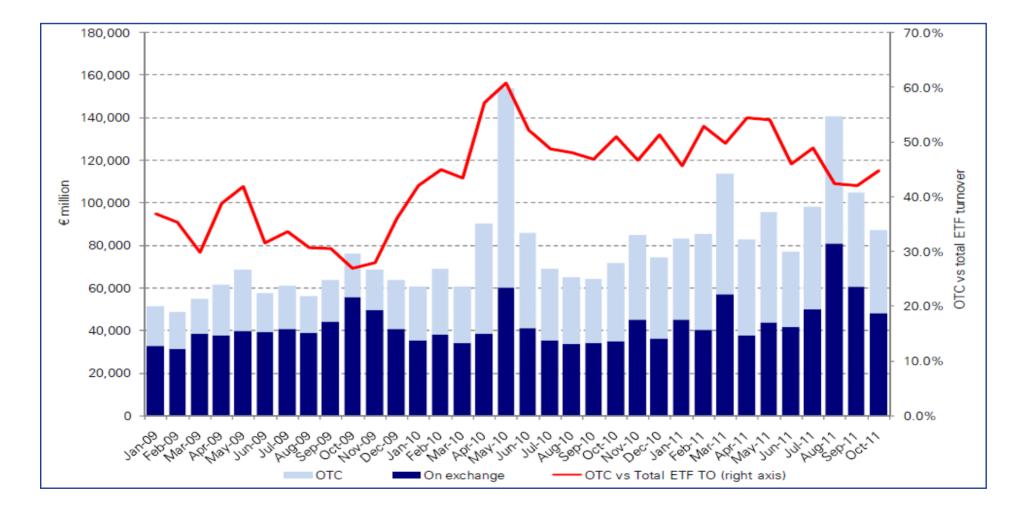
# ETF versus stock market in the Europe





# ETF in Europe – OTC volumes versus on exchange





Source: Deutsche Bank Global Equity Index & ETF Research, December 2011

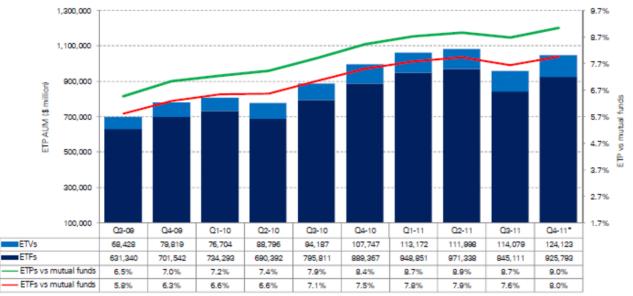
### ETPs vs Mutual Funds Europa



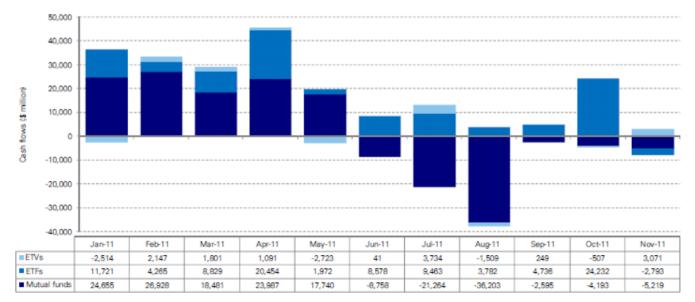


Source: Deutsche Bank Global Equity Index & ETF Research

## ETPs vs Mutual Funds USA



\*As of 30/11/2011 Source: Deutsche Bank, Bloomberg Finance LP, ICI

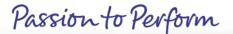


Source: Deutsche Bank Global Equity Index & ETF Research

#### 14



# Closer look into Asian ETFs market and flow





# **ETF Industry Growth Attribution**



	US	Europe	Asia Pacific	RoW	Global
ETFs			Facilic		
Total ETF indu	strv arowtł	ı			
Equity	-0.4%	-8.7%	6.4%	2.8%	-1.4%
Fixed income	32.8%	-0.9%	3.5%	37.2%	23.5%
Commodity	NA	15.3%	105.7%	-26.5%	15.9%
Currency	-16.9%	-49.8%	NA	40.0%	-18.6%
Multi Asset	41.9%	1.4%	NA	19.9%	34.4%
Alternative	81.3%	-4.1%	744.9%	19.5%	15.5%
Total	5.1%	-4.9%	7.8%	7.7%	3.2%
Growth from d	ash flows				
Equity	8.5%	9.2%	23.9%	16.3%	10.0%
Fixed income	32.8%	-0.7%	2.3%	37.4%	23.6%
Commodity	NA	16.8%	83.2%	-13.9%	17.2%
Currency	-4.6%	-53.0%	NA	44.0%	-9.4%
Multi Asset	44.9%	11.4%	NA	22.3%	37.8%
Alternative	104.3%	7.0%	737.2%	21.2%	28.9%
Total	12.5%	7.8%	23.8%	18.8%	12.5%
Growth from a	asset price	fluctuation			
Equity	-8.9%	-17.8%	-17.6%	-13.5%	-11.4%
Fixed income	-0.1%	-0.2%	1.2%	-0.2%	-0.1%
Commodity	NA	-1.4%	22.4%	-12.6%	-1.3%
Currency	-12.3%	3.2%	NA	-3.9%	-9.1%
Multi Asset	-3.0%	-10.0%	NA	-2.4%	-3.4%
Alternative	-23.0%	-11.2%	7.8%	-1.7%	-13.5%
Total	-7.5%	-12.7%	-16.0%	-11.0%	-9.3%

Source: Deutsche Bank

# Asia Trading Ranking - Details



Figure 120: Trading r	anking by	on)	2010	ETFs   Asia Pacific   2009				
Exchange	Turnover	2011 Market share	YoY % change	Turnover	Market share	YoY % change	Turnover	Market share
Korea SE - KSE	108,870	34.5%	526.8%	17,369	7.1%	8.7%	15,972	6.9%
Hong Kong - HKE	68,662	21.8%	-11.3%	77,442	31.5%	25.7%	61,588	26.6%
China - Shanghai	41,524	13.2%	-33.1%	62,111	25.3%	-23.4%	81,042	35.0%
Japan - Tokyo SE	24,758	7.8%	21.0%	20,463	8.3%	21.2%	16,879	7.3%
China - Shenzhen	23,268	7.4%	-30.2%	33,336	13.6%	25.1%	26,643	11.5%
Japan - Osaka	19,722	6.3%	2.3%	19,276	7.8%	-6.5%	20,617	8.9%
Taiwan SE - TSEC	11,939	3.8%	315.4%	2,874	1.2%	47046.4%	6	0.0%
Australia - ASX	7,418	2.4%	35.6%	5,471	2.2%	24.6%	4,390	1.9%
Singapore SE - SGX	4,898	1.6%	-7.8%	5,315	2.2%	64.6%	3,230	1.4%
India - NSE	3,892	1.2%	112.2%	1,834	0.7%	70.3%	1,077	0.5%
Thailand SE - SET	310	0.1%	26816.4%	1	0.0%	-23.5%	2	0.0%
Malaysia - Kuala Lumpur	91	0.0%	16.0%	79	0.0%	543.8%	12	0.0%
New Zealand - NZ	83	0.0%	32.7%	62	0.0%	16.6%	54	0.0%
Japan - Nagoya	24	0.0%	NA	0	0.0%	NA	0	0.0%
India - Bombay	2	0.0%	-85.8%	14	0.0%	581.7%	2	0.0%
Indonesia - Jakarta	0	0.0%	-54.5%	1	0.0%	459.2%	0	0.0%
Total	315,460	100.0%	28.4%	245,648	100.0%	6.1%	231,513	100.0%

# **Cash Flows - Asia**



Figure 74: Cash flo	ows – Dev	eloped	markets													ETFs	Glo	bal
All figures in \$ million			20	11						2010						2009		
	US	Europe	Asia Pacific	RoW	Total	YoY % change	US	Europe	Asia Pacific	RoW	Total	Total - ex Asia Pacific*	YoY % change*	US	Europe	Asia Pacific	RoW	Total - ex Asia Pacific*
Asia																		
Australia	164.0	31.8	-224.3	0.0	-28.5	-102.4%	324.1	187.8	660.0	0.0	1,172.0	512.0	-61.8%	1,272.6	68.4	NA	0.0	1,341.1
Hong Kong	148.1	-178.9	1,352.6	0.0	1,321.8	-28.6%	-164.0	149.2	1,865.7	0.0	1,850.8	-14.9	-114.8%	97.7	2.7	NA	0.0	100.4
Japan	2,160.8	556.6	9,087.5	12.1	11,817.0	224.1%	-365.4	1,440.6	2,580.4	-9.3	3,646.3	1,065.9	-203.2%	-938.6	-103.9	NA	9.7	-1,032.8
New Zealand	39.2	0.0	-7.6	0.0	31.6	-43.8%	48.3	0.0	8.0	0.0	56.3	48.3	NA	0.0	0.0	NA	0.0	0.0
Singapore	-530.6	5.2	244.0	0.0	-281.3	586.8%	369.1	0.0	-410.1	0.0	-41.0	369.1	55.8%	236.9	0.0	NA	0.0	236.9
Asia Pacific broad	-437.5	364.7	0.0	0.0	-72.7	-122.0%	-87.6	418.6	0.0	0.0	331.0	331.0	-60.7%	625.1	218.2	NA	0.0	843.2
Total	1,544.2	779.4	10,452.2	12.1	12,787.8	82.3%	124.4	2,196.2	4,704.1	-9.3	7,015.4	2,311.3	55.2%	1,293.7	185.4	NA	9.7	1,488.8
Regional YoY % change	1141.2%	-64.5%	122.2%	-230.3%	82.3%		<b>-90</b> .4%	1084.8%	NA	-195.4%		55.2%						

All figures in \$ million			2011							2010						2009		
	US	Europe	Asia Pacific	RoW	Total	YoY % change	US	Europe	Asia Pacific	RoW	Total	Total - ex Asia Pacific*	YoY % change*	US	Europe	Asia Pacific	RoW	Total - ex Asia Pacific*
Asia																		
Bangladesh	0.0	4.8	0.0	0.0	4.8	NA	0.0	0.0	0.0	0.0	0.0	0.0	NA	0.0	0.0	NA	0.0	0.0
Indonesia	-91.7	60.0	0.8	0.0	-30.9	-104.6%	599.1	80.4	-3.4	0.0	676.1	679.5	301.3%	169.3	0.0	NA	0.0	169.3
Malaysia	-52.9	-56.6	5.8	0.0	-103.7	-131.3%	225.8	105.6	-0.4	0.0	331.0	331.3	355.0%	62.8	10.1	NA	0.0	72.8
Pakistan	0.0	5.3	0.0	0.0	5.3	NA	0.0	0.0	0.0	0.0	0.0	0.0	NA	0.0	0.0	NA	0.0	0.0
Philippines	56.1	23.1	0.0	0.0	79.2	487.9%	13.5	0.0	0.0	0.0	13.5	13.5	NA	0.0	0.0	NA	0.0	0.0
South Korea	-534.0	-84.7	2,712.2	0.0	2,093.5	69.0%	333.3	446.9	458.2	0.0	1,238.4	780.2	-21.9%	856.2	142.2	NA	0.0	998.4
Taiwan	-424.8	-162.5	2,320.3	0.0	1,733.0	-420.1%	-647.1	253.2	-147.5	0.0	-541.4	-394.0	-131.8%	1,109.9	127.6	NA	0.0	1,237.5
Thailand	-164.8	-8.9	111.8	0.0	-61.8	-122.2%	281.6	30.5	-34.3	0.0	277.8	312.0	46.7%	182.8	29.8	NA	0.0	212.6
Vietnam	93.3	64.7	0.0	0.0	158.0	-56.0%	160.7	198.1	0.0	0.0	358.8	358.8	135.6%	87.5	64.8	NA	0.0	152.3
Asia Pacific broad	-39.9	460.9	-7.5	0.0	413.5	-7.0%	37.7	430.5	-23.6	0.0	444.6	468.2	110.8%	47.8	174.3	NA	0.0	222.1
Total	-1,158.6	306.1	5,143.5	0.0	4,290.9	53.3%	1,004.4	1,545.2	249.0	0.0	2,798.6	2,549.6	-16.8%	2,516.3	548.8	NA	0.0	3,065.1
Regional YoY % change	-215.4%	-80.2%	1965.5%	NA	53.3%		-60.1%	181.6%	NA	NA		-16.8%						

\*Numbers as calculated excluding Asia Pacific due to data unavailability Source: Deutsche Bank, Reuters, Bloomberg Finance LP



# SWOT Analysis of ETF Markets in Asia



# SWOT Analysis of ETF Markets in Asia



#### **Strengths** Weaknesses Local money traded in Asia Lack of awareness • Trade within the same time zone, Wrong concept of liquidity minimizing premium and discount from Higher buy and sell costs for underlying NAV markets Tax efficiency versus US ETFs Convenience for asset allocation within the region **Opportunities** Threats Increasing product range Quota restricted market access • Yield enhancing Fixed Income products Exotic single country equity coverage

# Taxation matters for ETFs with Asian underlyings



- Asia based investors buying a US-listed ETF may subject to a dividend withholding tax of up to 30% (10% in Japan)
- Non-US citizens holding US assets, including listed securities, may also be subject to estate tax of up to 35 percent on valuations (to be paid within nine months of the date of death, otherwise a 50 percent late penalty is imposed.)
- Majority of ETF providers in Asia have platforms set up in jurisdictions (Luxembourg, France, HK/SG) which are not subject to the US tax

Country	Asian indices	Dividend Yield (Bloomberg 25/1/2012)
Pakistan	Karachi	6.13%
Vietnam	Ho Chi Minh	5.33%
Australia	S&P/ASX200	4.76%
Taiwan	Taiwan Taiex	4.61%
Thailand	SET	3.97%
Singapore	FTSE Straits Times Index	3.81%
Hong Kong	Hang Seng	3.40%
Malaysia	FTSE Bursa Malaysia	3.40%
Philippines	PSEi	3.02%
Indonesia	Jakarta CI	2%

The above is a general description. Investors are invited to consult their own independent tax advisors if they are in doubt about their tax situation.



# Latest Product Development





# Frontier Market ETFs



#### Frontier Markets in Focus The Frontier Market Universe





Source: GEAM. Frontier universe map is for illustrative purposes only and is subject to change.

Source: MSCI,	S&P, FTSE and	Russell. Data	1 as of 6/30/	11. For illustrativ	e purposes only

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Pakistan

Sri Lanka Vietnam

Papua New Guinea

Russell

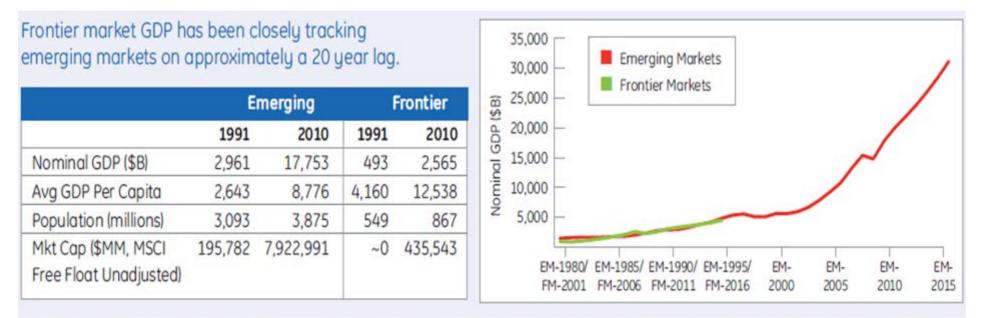
Frontier

Index

40

### Frontier Markets in Focus Emerging Market Versus Frontier Market - 2





Source: IMF, MSCI, Frontier and emerging markets are defined as those countries in the MSCI Emerging Markets Index and MSCI Frontier Markets Index. Nominal GDP for 2011 through 2016 (above right chart) is based on current IMF forecasts for emerging and frontier markets. For illustrative purposes only

### Next 11



#### Bangladesh

•Egypt (21% weight in the MSCI EFM Africa Index ETF)

- Indonesia
- Iran (not available)
- Mexico

•Nigeria (13% weight in the MSCI EFM Africa Index ETF)

- Pakistan
- Philippines
- South Korea
- Turkey
- Vietnam





# High Yield Bond ETFs



# High Yield Bond ETFs



- New ETFs covering Bond indices delivering higher yield
- In the format of regional coverage and single country (Australia)
- In the format of USD or Local Currency
- Yields of around 2-9%, outperforming similar European bond ETFs
- New choice of diversifying geographical risk and enhancing yield

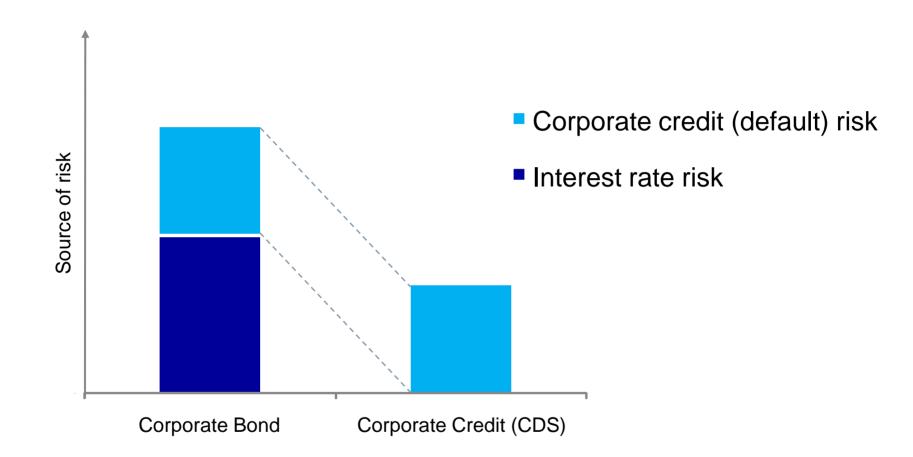


# Credit ETFs

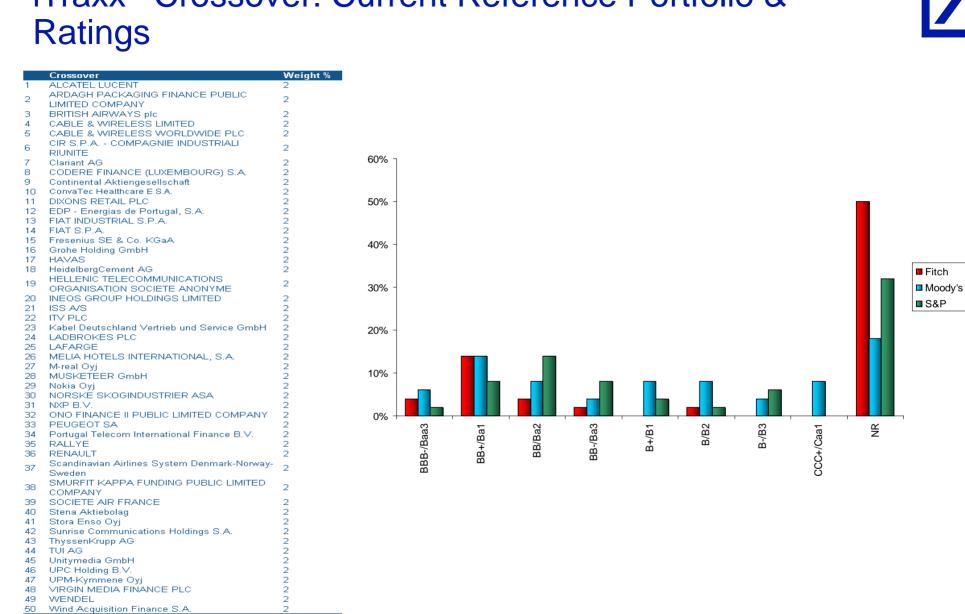




# Sources of risk linked to corporate exposure



For illustrative purposes only; This simplistic illustration ignores inter alia potential basis effects that may arise between credit risk implied in corporate bonds and credit risk implied in corporate credit default swaps (CDS). Depending on market conditions and various market factors (such as e.g. liquidity) credit risk implied in corporate bonds and credit risk implied in corporate credit default swaps (CDS) may differ.

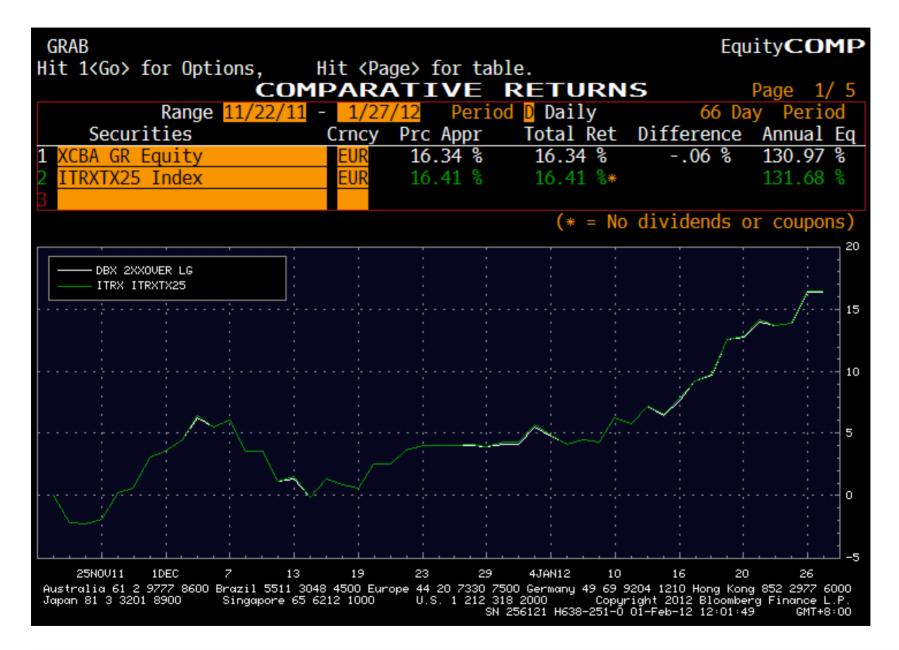


# iTraxx<sup>®</sup> Crossover: Current Reference Portfolio &

Source: www.itraxx.com, as of 01/12/2011 Additional information on the Index and the general methodology behind the iTraxx Europe credit derivative transactions can be found on http://www.itraxx.com.

# 2 Times Leveraged Crossover ETF in 2 months







# **Renminbi Denominated ETF**



# **Renminbi Denominated ETF**



 First ever RMB Denominated ETF in Hong Kong was approved by SFC in late Jan 2012

- ETF tracking Gold price, quoted in RMB and FX hedged against movements between RMB (CNH) and USD
- Physical ETF with overseas custodian
- TER up to 1% but does not consider FX hedging related tracking error

Source: www.hkexnews.hk

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A full description of the terms and conditions of all sub-funds are included in the prospectus of db x-trackers and db x-trackers II. You can get the full and the simplified prospectus of each sub-fund of db X-trackersat db x-trackers, 49, avenue J.F. Kennedy, L-1855 Luxembourg, R.C.S. Luxembourg D-119 899.

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