

# **Tender for Provision of Advisory Services**

### Tenderor's complete name/firm

Complete name: Deutsche Bank AG, London Branch

Corporate identity

number: FC7615

Address: Winchester House

1 Great Winchester Street London EC2N 2DB United Kingdom

**Telephone number:** +44 20 7545 8000

### Responsible contact person

Name: Jan Olsson

Title: Managing Director, Head of Nordic Region

Chairman of the Nordic Management

Committee

Telephone number: Office: +46 8 463 5536

Mobile: +44 7785 397048

 Fax number:
 Fax: +46 8 463 5596

 E-mail:
 jan.olsson@db.com

### Corporate Finance - Scope of Products and Services offered to the Swedish Government

#### Global Banking Business Coverage



Jan Olsson, Head of Nordic Region Edward Chandler,
Chairman, European Client Coverage

# Mergers & Acquisitions



- Buyside and sellside
- Spin-offs, restructurings and reorganisations
- Special committee assignments and government agencies
- Eleven sector teams and several geographical teams

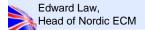
# Eleven sector teams and

#### Completed Nordic M&A deals, (FY 2006)

Rank	Advisor	Volume (€bn)
1	Deutsche Bank	24.6
2	Goldman Sachs	23.4
3	SEB Enskilda	22.0
4	Morgan Stanley	16.1
5	Carnegie	12.9

Source: Thomson Financial

#### Equity Capital Markets



- Equity
- Equity-linked
- Structured equity transactions

#### Top international bookrunners for Nordic ECM (2007 YTD)

 Rank
 Bookrunner
 Volume (€m)

 1
 Deutsche Bank
 2.104

 2
 UBS
 1,643

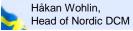
 3
 JPMorgan
 580

 4
 Goldman Sachs
 472

 5
 Lehman Brothers
 387

 Source: Dealogic, October 2007

#### Debt Products



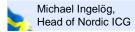
- Debt Capital Markets
- Leveraged Debt Capital Markets
- Investment-grade
   Acquisition Finance
- Loan Capital Markets
- High Yield Capital Markets
- Loan Trading & Sales

# All Nordic Corporates (FY 2006 all currencies)

		,	
Rank	Bookrunner	Volume (€m)	
1	Deutsche Bank	2,072	
2	Barclays Capital	1,387	
3	Citi	1,052	
4	JPMorgan	850	
5	SEB Enskilda	849	
_			

Source: Dealogic

#### Global Markets



- Institutional Client Group
- Global Research
- Global Capital Markets
- Commercial Real Estate

### Recent Awards



No 1: Deutsche Bank Best broker of European equities

No 1: Deutsche Bank Best broker of Finnish institutions

Source: Prospera

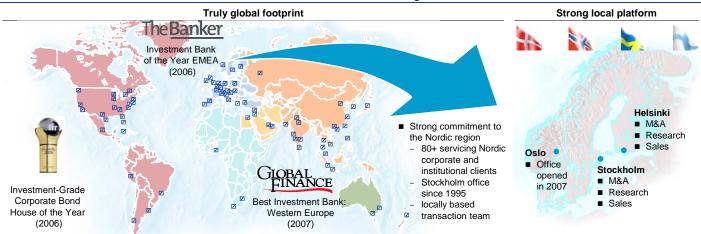
- Deutsche Bank offers the Swedish Government a highly experienced and competent team and is very committed to dedicating top quality resources in all transactions
- The Nordic corporate finance team is to a large extent Stockholm based and includes Swedish nationals to ensure smooth interaction with the Government
- The core team can draw upon vast resources of industry and product specialists as appropriate
- Deutsche Bank also has a highly rated equity distribution set up in Stockholm as well as in London for Swedish equities





# **Relevant Capabilities**

#### Deutsche Bank - an Investment Banking Powerhouse



- A world leading investment bank, ranking among top five in terms of revenue (FY 2006)
- Present in 37 countries
- 4,600 corporate finance professionals, of which 2,500 in Europe

# Corporate and Institutional Banking revenues (1H2007; €bn)



(a) Diverging fiscal year

Note: GS excludes Principal Investments, MS excludes Investment Revenues: translation into € based on average FX rate of respective reporting period; Deutsche Bank total includes other revenues of €(0.2)bn

Source: Company data

## **Selected Nordic Credentials**

		Statkraft	(P) NOVATOR	Apax PARTNERS	TANDBERG television	SCANIA	Nordic Capital
	No 1 Nordic	Statkraft	Novator	Apax Partners	Tandberg Television	Scania	Nordic Capital
		EUR4.4 billion	EUR4.8 billion	EUR2.9 billion	USD1.4 billion	EUR10.3 billion	EUR2.5 billion
M&A		Sole adviser to Statkraft on the	Sole financial adviser to Novator on	Adviser to Apax on the sale of	Adviser to Tandberg Television on	Adviser to Scania on the unsolicited	Sole adviser to Nordic Capital and
ğ	M&A 2006 <sup>(a)</sup>	asset swap with E.ON AG	its take over offer for Actavis	Mölnlycke to Investor AB	the public offers from Ericsson and Arris	public offer from MAN	joint adviser to Opica consortium on the public offer for Capio
		Adviser	Sole Financial Adviser	Sole Financial Adviser	Sole Financial Adviser	Financial Adviser	Adviser DEAL YEAR
		Pending	May 2007	January 2007	January 2007	September 2006	2 0 0 7
		Norway/Germany	Iceland	Sweden	Norway	Sweden	Sweden
		SS☆B	TeliaSonera	ASSA ABLOY	Capio	Carnegie	SAMPO 🗲 GROUP
	No 1	Svenskt Stål AB	TeliaSonera	Assa Abloy	Capio	Carnegie	Sampo
Equity	International	SEK10 billion	SEK18 billion	SEK1.25 billion	SEK2 billion	SEK2.4 billion	EUR196 and EUR156 million
	Bookrunner for	Rights Issue	Accelerated Bookbuild	Accelerated Bookbuild	Pre-emptive Rights Issue	Accelerated Bookbuild	Bought deals
	Nordic ECM 2007 YTD <sup>(b)</sup>	Sole Bookrunner & Joint Lead Manager	Joint Adviser and Bookrunner	Sole Bookrunner	Sole Global Coordinator	Sole Bookrunner	Sole Bookrunner
		July 2007	May 2007	May 2006	April 2006	April 2006	February and March 2006
		Sweden	Sweden	Sweden	Sweden	Sweden	Finland
		AstraZeneca 🕏	DOBNOR	Atlas Copco	SBAB	telenor	investor
		Astra Zeneca	DNB Nor	Atlas Copco	SBAB (SCBC)	Telenor ASA	Investor
	No 1 Nordic	EUR750 million	EUR1.5billion	USD800 million	EUR1 billion	EUR2.0 billion	EUR500 million
Debt	Bookrunner 2002 – 2007	5.125% benchmark due January 2015	4.625% Covered Bond due 2012	5.6% bnchm due May 2017 EUR600 million	4.624% Covered Bond due2009	Dual tranche offering	4.00% benchmark due March 2016
	YTD <sup>(b)</sup>	Joint Lead Manager	Joint Bookrunner	4.75% bnchm due Jun 2014 Joint Lead Manager	Joint Bookrunner	Joint Lead Manager	Joint Lead Manager
		September 2007	June 2007	May 2007	March 2007	September 2006	March 2006
		Sweden	Norway	Sweden	Sweden	Norway	Sweden

Source: (a) Thomson Financial (b) Dealogic





# **Selected Industry Credentials**

		IZIZID		<b>3</b> n	( OLD MUTUAL plc	(国) 中国工商银行
_ s		KKR	Vneshtorgbank	Pohjola Pohjola	Old Mutual	Industrial and Commercial
ncia	No 1 European FIG			,		Bank of China
Financial Institutions	No 1 European FIG YTD 2007 <sup>(a)</sup>	USD29.0 billion Acquisition of First Data	USD8.0 billion Initial Public Offering	EUR2.1 billion  Advisory on the public tender offer by OKO bank	<b>GBP4.0 billion</b> Acquisition of Skandia	USD22.2 billion Initial Public Offering
		Financial Adiser	Financial Adviser	Financial Adviser	Lead Financial Adviser	Joint Bookrunner
		May 2007	May 2007	January 2006	March 2006	October 2006
		PIK	IMMOEAST	TDC	RELLI RE	BENI STABILI
ate		PIK	Immoeast	TDC	Pirelli & C Real Esate/RREEF	Beni Stabili SpA
Real Estate	No 1 European Real Estate M&A adviser	USD1.9 billion Initial Public Offering	EUR2.8 billion Rights Issue	EUR551 million Sale of Real Estate portfolio	EUR1,690 million Financial Adviser	EUR5.0 billion Adviser to Beni Stabili on share offer
Rea	YTD 2007 <sup>(b</sup>			·		by Fonciere des Regions
		Joint Global Co-ordinator and Joint Bookrunner	Joint Bookrunner	Sole Financial Adviser	Financial Adviser	Financial Adviser
		May 2007	May 2007	July 2007	July 2007	July 2007
				_		
		TDC	TeliaSonera	LIBERTYGLOBAL	FAST <b>IJJ</b> EB	BREDBANDS BOLAGET
Ē	Top five European	TDC	TeliaSonera	Liberty Global	Fastweb	B2
Telecom	Telecom M&A adviser 2006 <sup>(c)</sup>	EUR560 million Financial adviser to TDC on sale of	EUR2.0 billion Privatisation follow-on	EUR349 million Sale of UPC Sweden	EUR4.8 billion Financial adviser to Fastweb on its	SEK6,033 million Sale to Telenor
F	auvisei 2000	Talkline to Debitel			sale to Swisscom	
		Sole Financial Adviser	Joint Adviser and Joint Bookrunner	Sole Financial Adviser	Financial Adviser	Financial Adviser
		June 2007	May 2007	April 2006	March 2007	May 2005
		CLAYTON, DUBILIER & RICE INTERNATIONAL, INC.	Ahold	Asahi	BBH BALTIC DEVERAGES HOLDING	Pernod Ricard
ner		DUBILIER & RICE	Ahold Royal Ahold	Asahi Breweries	Baltic Beverages Holding	
sumer	Top three Global Reverages	DUBILIER & RICE INTERNATIONAL, INC. Brakes	Royal Ahold	Asahi Breweries	Baltic Beverages Holding	Pernod Ricard Pernod Ricard
onsumer	Top three Global Beverages M&A adviser 2006 <sup>(b)</sup>	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit	Royal Ahold USD7.1 billion Acquisition of Royal Ahold's US	Asahi Breweries  JPY16.6 billion  Adviser on Asahi's alliance & 10.05%	BALTIC BEVERAGES HOLDING	Pernod Ricard Pernod Ricard  GBP9.4 billion Adviser on acquisition of Allied
Consumer	Global Beverages	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed	Royal Ahold USD7.1 billion	Asahi Breweries  JPY16.6 billion	Baltic Beverages Holding  USD5.6 billion	Pernod Ricard Pernod Ricard GBP9.4 billion
Consumer	Global Beverages	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser	Royal Ahold  USD7.1 billion  Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR	Asahi Breweries  JPY16.6 billion  Adviser on Asahi's alliance & 10.05% invistm in Kagome Co  Financial Adviser	Baltic Beverages Holding USD 5.6 billion Merger with Pikra, Vena and Yarpivo Sole Financial Adviser	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser
Consumer	Global Beverages	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes	Royal Ahold  USD7.1 billion  Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invistm in Kagome Co	Baltic Beverages Holding USD5.6 billion Merger with Pikra, Vena and Yarpivo	Pernod Ricard Pernod Ricard  GBP9.4 billion Adviser on acquisition of Allied Domecq
Consumer	Global Beverages	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser	Royal Ahold  USD7.1 billion  Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR	Asahi Breweries  JPY16.6 billion  Adviser on Asahi's alliance & 10.05% invistm in Kagome Co  Financial Adviser	Baltic Beverages Holding USD 5.6 billion Merger with Pikra, Vena and Yarpivo Sole Financial Adviser	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser
S	Global Beverages M&A adviser 2006 <sup>(b)</sup>	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007	Baltic Beverages Holding USD5.6 billion Merger with Pikra, Vena and Yarpivo Sole Financial Adviser January 2007	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq  Financial Adviser  April 2005
S	Global Beverages M&A adviser 2006 <sup>(b)</sup> Top five European	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007	Royal Ahold  USD7.1 billion  Acquisilion of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  national grid National Grid	Baltic Beverages Holding  USD 5.6 billion  Merger with Pikra, Vena and Yarpivo  Sole Financial Adviser  January 2007  Enel / OGK-5	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisilion of Allied Domecq Financial Adviser  April 2005  British Energy  British Energy
	Global Beverages M&A adviser 2006 <sup>(b)</sup>	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  national grid	Baltic Beverages Holding  USD5.6 billion Merger with Pikra, Vena and Yarpivo  Sole Financial Adviser  January 2007  Enel / OGK-5  USD1,516 m  Acquisition of 25.03% stake in	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser  April 2005  British Energy
S	Global Beverages M&A adviser 2006 <sup>(b)</sup> Top five European Utilities M&A adviser	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007  Endesa Endesa EUR65.8 billion	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  national grid National Grid  USD11.8 billion	Baltic Beverages Holding  USD5.6 billion Merger with Pikra, Vena and Yarpivo  Sole Financial Adviser  January 2007  Enel / OGK-5  USD1,516 m	Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser  April 2005  British Energy  British Energy  GBP2.1 billion
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S	Global Beverages M&A adviser 2006 <sup>(b)</sup> Top five European Utilities M&A adviser	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007  OGK-2  Amount undisclosed Initial Public Offering Joint Bookrunner Pending	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007  Eurolesa Endesa  EUR65.8 billion Defence adviser to Endesa  Joint Financial Adviser	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  national Grid  USD11.8 billion Acquisition of KeySpan Corporation Joint Financial Adviser	Baltic Beverages Holding  USD 5.6 billion  Merger with Pikra, Vena and Yarpivo  Sole Financial Adviser  January 2007  Enel / OGK-5  USD 1,516 m  Acquisition of 25.03% stake in  OGK-5  Sole Financial Adviser  June 2007	Pernod Ricard  Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser  April 2005  British Energy  British Energy  GBP2.1 billion  Accelerated bookbuild  Joint Bookrunner  May 2007
Utilities	Global Beverages M&A adviser 2006 <sup>(b)</sup> Top five European Utilities M&A adviser	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007  OGK-2  Amount undisclosed Initial Public Offering Joint Bookrunner Pending	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007  Euroesa Endesa  EUR65.8 billion Defence adviser to Endesa  Joint Financial Adviser October 2007	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  national Grid  USD11.8 billion Acquisition of KeySpan Corporation Joint Financial Adviser	Baltic Beverages Holding  USD5.6 billion Merger with Pikra, Vena and Yarpivo  Sole Financial Adviser  January 2007  Enel / OGK-5  USD1,516 m  Acquisition of 25.03% stake in OGK-5  Sole Financial Adviser	Pernod Ricard  Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisilion of Allied Domecq Financial Adviser April 2005  British Energy  British Energy  GBP2.1 billion Accelerated bookbuild  Joint Bookrunner  May 2007
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S	Global Beverages M&A adviser 2006 <sup>(b)</sup> Top five European Utilities M&A adviser YTD 2007 <sup>(c)</sup>	DUBILIER & RICE INTERNATIONAL, INC. Brakes  Not disclosed Adviser to CD&R on its exit considerations of Brakes Financial Adviser September 2007  OGK-2  Amount undisclosed Initial Public Offering Joint Bookrunner Pending  RIO TINTO Rio Tinto  USD44 billion Recommended all cash offer for	Royal Ahold  USD7.1 billion Acquisition of Royal Ahold's US Foodservice by CD&R and KKR Financial Adviser to CD&R and KKR May 2007  Euclesa Endesa  EUR65.8 billion Defence adviser to Endesa Joint Financial Adviser October 2007  XStrata  USD18.8 billion	Asahi Breweries  JPY16.6 billion Adviser on Asahi's alliance & 10.05% invstm in Kagome Co Financial Adviser February 2007  National Grid  USD11.8 billion Acquisition of KeySpan Corporation Joint Financial Adviser September 2007  Carcelor  EUR27.0 billion	Baltic Beverages Holding  USD5.6 billion Merger with Pikra, Vena and Yarpivo Sole Financial Adviser January 2007  Enel / OGK-5  USD1,516 m Acquisition of 25.03% stake in OGK-5 Sole Financial Adviser June 2007  SeverStal  SeverStal  USD1.0 billion	Pernod Ricard  Pernod Ricard  Pernod Ricard  GBP9.4 billion  Adviser on acquisition of Allied Domecq Financial Adviser  April 2005  British Energy  British Energy  GBP2.1 billion  Accelerated bookbuild  Joint Bookrunner  May 2007

Source: (a) Dealogic, As at 31 Aug 2007, includes M&A, DCM, ECM, high yield and leverage finance (b) Dealogic (c) Thomson Financial **Approvals** 

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