

## **Delta Lloyd strengthens banking distribution in the Netherlands through partnership with Deutsche Bank**

- **30-year exclusive distribution agreement**
- **Strong pension proposition for commercial customers of Deutsche Bank**

### **Exclusive cooperation between Delta Lloyd Group labels and Deutsche Bank**

Delta Lloyd Group and Deutsche Bank have entered into a 30-year agreement for the exclusive distribution of pension products to customers of Deutsche Bank through the Delta Lloyd Group labels. OHRA offers a proposition for the individual life market, where customers can arrange their pension online. The commercial pensions market is served with products that customers can buy direct (via Deutsche Bank), while independent pension advice is provided by Deutsche Bank and Delta Lloyd in cooperation with pension advisers. BeFrank, the joint venture between BinckBank and Delta Lloyd, will become the exclusive partner of Deutsche Bank for commercial customers interested in taking out a group pension plan at a Premium Pension Institution (PPI). In addition, BeFrank and Deutsche Bank are developing a special pension product for commercial customers.

### **Partnership enables Deutsche Bank to expand range of commercial services**

Deutsche Bank is aspiring to offer its commercial customers a full range of financial services, while retaining a strong focus on banking products. The long-term partnership between Deutsche Bank and pension insurer Delta Lloyd gives shape to this ambition. Delta Lloyd can thus leverage its scale in life insurance and pensions, thereby reinforcing the further development of Deutsche Bank in the Dutch market. Deutsche Bank and Delta Lloyd see advising and selling customised life insurance and pension products via the bank as an excellent way to serve commercial customers. Customers can thus benefit from the operational efficiency as well as the excellent quality assurance and service.

### **For more information about this press release:**

Media Relations Delta Lloyd, Martijn Donders	+31 (0)20 594 44 88
Investor Relations Delta Lloyd, Roeland Haanen/Hans Duine	+31 (0)20 594 96 93
Woordvoering Deutsche Bank Nederland NV, Saskia Huuskens	+31 (0)20 798 18 63

### **About Delta Lloyd Group**

Delta Lloyd Group is a financial services provider offering life insurance, pensions, general insurance, asset management and banking products and services. Delta Lloyd Group's target markets are the Netherlands and Belgium. The Group operates primarily under the brand names of Delta Lloyd, OHRA and ABN AMRO Insurance in the Netherlands, and under the Delta Lloyd brand name in Belgium. Delta Lloyd Group employs 5,348 permanent staff (FTE) and is listed on NYSE Euronext Amsterdam.

### **About Deutsche Bank**

Deutsche Bank is a leading global investment bank serving commercial clients across the globe. The Netherlands is Deutsche Bank's second largest domestic market for commercial banking, where it

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## Press release

serves the business community – from small and medium-sized enterprises (SMEs) to multinationals and institutional clients. Moreover, Private Wealth Management provides expert service to wealthy individual clients. As a leader in Germany and Europe, the bank continues to expand its operations in North America, Asia and key emerging markets. With more than 100,000 employees in over 70 countries, Deutsche Bank offers unparalleled financial service throughout the world. The bank competes to be the leading global provider of financial solutions for clients, creating added value for its shareholders and employees.

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