



WORK AND PLAY: MAKING THE MOST OF THE WORK LIFE BALANCE

JERSEY, JULY 2007 - Going wine tasting in France, bartering for garden furniture and spending time in Luxembourg might not sound like activities that you would normally associate with working in banking. Tracy de la Mare, however, has discovered that they have formed a significant part of her career at Deutsche Bank so far.

Tracy, 24 years old, has worked at Deutsche Bank in Jersey for six years. In that time, she has accomplished a great deal – both professionally and socially. Having started out as a trainee administrator, Tracy has progressed to her current role of Manager in the Capital Markets team. On top of this professional development, she has also benefited from a whole range of opportunities that the Bank has offered her, dismissing any stereotypes of a mundane banking job.

“People often have stereotypes of a job in banking,” says Tracy. “Sitting in an office in front of a computer or serving customers as a cashier. But in reality, a job in Jersey’s offshore banking sector can be so much more than that.”

After having completed her A-Levels at Hautlieu School, Tracy discussed her career options with her school adviser.

“I realised that going to university wasn’t for me. Having studied French and German, a career with an international perspective appealed to me and my careers adviser suggested offshore banking. So, when an opportunity came up at Deutsche Bank, I applied and was fortunate enough to be offered the job. As a young person embarking on a career, it offered me a good start and the package was really attractive.”

Since Tracy joined Deutsche Bank, she has been given the full support of her managers and colleagues to climb the professional ladder. She has found that there is always an incredible amount of scope for progression.

As well as undertaking in-house courses in London that have helped her develop in her specialist roles, Tracy has also been able to take the ICSA Diploma at Highlands College, which she completed in 2005. The course took four years and Deutsche Bank supported her throughout the whole process, affording her study leave and, when she graduated, making sure that her efforts were suitably rewarded.

All that hard work was definitely worth it, however. Now, Tracy is dealing on a daily basis with corporate clients from London and all over the world, keeping her very busy indeed! That didn't stop her, however, from taking a couple of weeks for a secondment...in Luxembourg!

"Our office in Luxembourg needed some extra support and so I offered to help out! It was certainly an experience – the office there had quite a different way of operating, so it definitely helped me professionally to gain some knowledge and experience of working in a foreign environment and jurisdiction. My German was a little rusty but my colleagues there spoke excellent English and they were very hospitable and social!"

Whilst Tracy has most definitely made the most of the professional opportunities Deutsche bank has put her way, the social side of a banking career has proved to be equally as hectic.

Keen to give the Bank's social activity a boost, Tracy joined the revived Sport and Social Committee – of which she is now secretary. Now, a large number of her colleagues take part in regular activities she helps organise, ranging from clay pigeon shooting to golf days and family events.

She's also had a hand in organising Deutsche Bank's participation in the annual Dragon Boat fundraising event for Jersey Hospice. Having finished in last position two years ago and in penultimate position last year, it seems that this social activity is improving the Bank's rowing skills as well as office relationships!

Perhaps one of Tracy's most challenging roles this year has been in Deutsche Bank's Community Challenge, an initiative organised to celebrate the Bank's 35th anniversary in Jersey. As part of the Challenge, a group of Deutsche Bank staff volunteered to help vastly improve the interior and exterior of Jersey Mencap's headquarters.

The team had one weekend to complete the Challenge, helping with manual labour and getting hold of the materials needed to complete the project. And who was at the centre of this ambitious effort? Tracy.

In fact, she took on the role of 'Chief Negotiator' for the weekend, astounding her colleagues by persuading local companies to donate generously to the cause. Thanks to her persuasive techniques and, of course, the generosity of local businesses, the Jersey Mencap site was offered vast quantities of sand, copious amounts of scaffolding, a range of building equipment, a jungle of plants and a selection of top of the range garden furniture.

"It was fantastic to be given the chance to do something for the community," explained Tracy. "Over the course of the weekend, around 75 staff gave up their time to make sure we completed the Challenge, so it was also a really great chance for the staff to get to know each other outside the workplace. Mind you, I'm not sure that everyone was all that happy about the 5am start on the last day!"

There's no doubt that Tracy has managed to cram a lot in to her career at Deutsche Bank so far, making a conscious effort to get the best possible work-life balance.

"I've been really lucky with all the exciting opportunities I've been given by Deutsche Bank – professionally and socially – and I've made a real effort to get involved as much as possible. It's kept me incredibly busy and made sure that I don't just do a job for the sake of it – I do my job because I get so much out of it."

And with the 35th anniversary party just around the corner, there is definitely something to look forward to. First, though, there's a wine tasting and go-karting trip to France to organise...

Ends.

Notes to Editors:

1. Deutsche Bank International Limited was established in 1972 when offices of Morgan Grenfell were opened in Jersey and Guernsey and provides a full range of banking and custody, portfolio management, corporate and fiduciary services to a wide range of intermediaries, corporates, institutions and high net worth clients, locally and internationally.
2. The offshore group operates a geographic franchise on behalf of its parent, Deutsche Bank AG, and maintains offices in Cayman, Delaware, Guernsey, Jersey, Ireland, Luxembourg, Mauritius, the Netherlands, Switzerland and Singapore.
3. Deutsche Bank's offshore group in the Channel Islands employs approximately 270 members of staff.
4. With approximately €1,7 billion in assets and 73,114 employees, Deutsche Bank AG offers a wide range of financial services in 75 countries throughout the world.* Deutsche Bank competes to be the leading global provider of financial solutions for demanding clients creating exceptional value for its shareholders and people.
(*Figures as of March 2007)