



HAVING THE WORLD AT YOUR FINGERTIPS

GUERNSEY, AUGUST 2007 - Guernsey's modern banking sector can offer some fascinating careers and, at Deutsche Bank, these can stretch right across our different business areas including trusts, investments, private banking and wealth management. It's exciting, fast paced and interesting - and that's just in our Guernsey office!

Working as part of Deutsche Bank's internationally dynamic business can open up incredibly exciting opportunities to travel and experience working in foreign countries. Setting out in a career with Deutsche Bank in Guernsey can lead to work in any one of the 75 countries in which we operate and staff across our Channel Islands offices have spent time in places like Luxembourg, Mauritius, Switzerland and Singapore.

Whether it is as a short term secondment, for a fixed period or as a permanent move, the chance to seek out new cultures is most definitely there, as former Guernsey employees Mark Bisson and Matthew Hemans are both finding out...

Mark Bisson: Taking up the Mauritius Challenge

Mark Bisson has certainly embraced the challenges and opportunities that Deutsche Bank has offered him. Having completed his education in the UK, Mark moved into the world of retail banking before joining Deutsche Bank in Guernsey in 1993.

"I wanted to look for a new challenge," explains Mark. "I was becoming frustrated with the way that retail banks were going in the early 1990's, so I decided to use my knowledge and skills in a different area of banking. Deutsche Bank offered me the opportunity to do just that."

Having made that decision, Mark worked hard to develop his career in Guernsey. Fourteen years on, Mark's most recent role was Head of the Banking Division, where he was responsible for Intermediary and Private Banking solutions. That was before he got the opportunity to take

up a new role – Chief Country Officer in Mauritius. Mark was very keen to take on this challenge and broaden his career by working in a different location.

“There are enormous differences between my role in Guernsey and my new position in Mauritius,” says Mark. “I now work right across Deutsche Bank’s different business areas, which makes my days very varied indeed!”

In fact, one of the biggest factors that influenced Mark’s decision to move all the way to Mauritius was his desire for a new challenge. He adds:

“Mauritius is a really interesting location from a cultural and religious perspective - the way of life is fascinating, particularly for a Western European. Also, cyclones are fairly prevalent in the Indian Ocean and one hits Mauritius on average once a year – a little different from the kind of weather you might expect in Guernsey!”

As well as this recent opportunity to relocate to Mauritius, Mark also worked for a brief spell in Deutsche Bank’s Private Banking business in London. His desire for sampling new locations and cultures, together with the experience he gained through his work at Deutsche Bank Guernsey, has certainly prepared him well for an international career.

Matthew Hemans: A Swiss View

Having completed his A-Levels at Elizabeth College, Matthew studied for a degree in the UK. After University, he spent a summer working in Boston, Massachusetts before returning to Guernsey to work for a Trust company. Five years later, Matthew decided to spend some time travelling in Australasia and the USA. When he got back, he went for a number of interviews, choosing to join Deutsche Bank in 2003.

“I had worked in a medium sized Trust company that specialised in just one geographical market area,” explains Matthew. “Deutsche Bank was larger with a global client base and was therefore a really interesting proposition.”

His role in Guernsey was certainly international, working initially on the Latin American desk as a Senior Trust Officer before progressing to Senior Manager. He was responsible for looking after high net worth individuals, meaning he was constantly in touch with colleagues from Deutsche Bank’s New York office and attending meetings with clients in New York, Miami, Venezuela, Brazil and Europe.

Around four years later and Matthew now finds himself jetting off to work in Geneva, where he is Senior Manager of the Administration Team of Deutsche Fiduciary Services - the Swiss arm of Deutsche Bank International Trust Company. He deals with clients from all over the world and it's been quite different from his work in Guernsey:

"The Team here is still fairly small. There are around 100 staff at Deutsche Bank in Guernsey, whereas here we are currently only nine – although the business is growing. I still work closely with my colleagues in Guernsey, which is great. Geneva is French speaking, which makes day to day life particularly interesting, although we mainly speak English in the office!"

Having been offered the position in Geneva, Matthew was quick to accept. The lure of skiing at weekends, he admits, was a particularly important factor in his decision, whilst the move also offers him the chance to learn French properly.

"I'm loving it so far," he says. "I'm getting to travel to countries I would probably not have visited otherwise and meeting some of the wealthiest people on the planet and seeing how down to earth they are is fantastic. I've kept my links with Guernsey though - my family is still there, as are all the good friends I made at Deutsche Bank!"

The Value of international Experience

Mark and Matthew are just two of Deutsche Bank Guernsey's staff who have benefited from the company's global network. Having that international experience can be a really positive addition to a CV and can be a huge boost in broadening your horizons and knowledge, helping to sharpen your business skills and develop balanced views on both life and business. Moreover, it can be incredibly enjoyable.

If you would like to find out more about the range of opportunities available at Deutsche Bank in Guernsey, please contact Helen Shoreson on tel. 01534 889 402 or e-mail helen.shoreson@db.com.

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)