

GTO Partners
in Performance

INDUSTRIAL PLACEMENT 2010



**Chris
Tolakis**

A Passion to Perform.

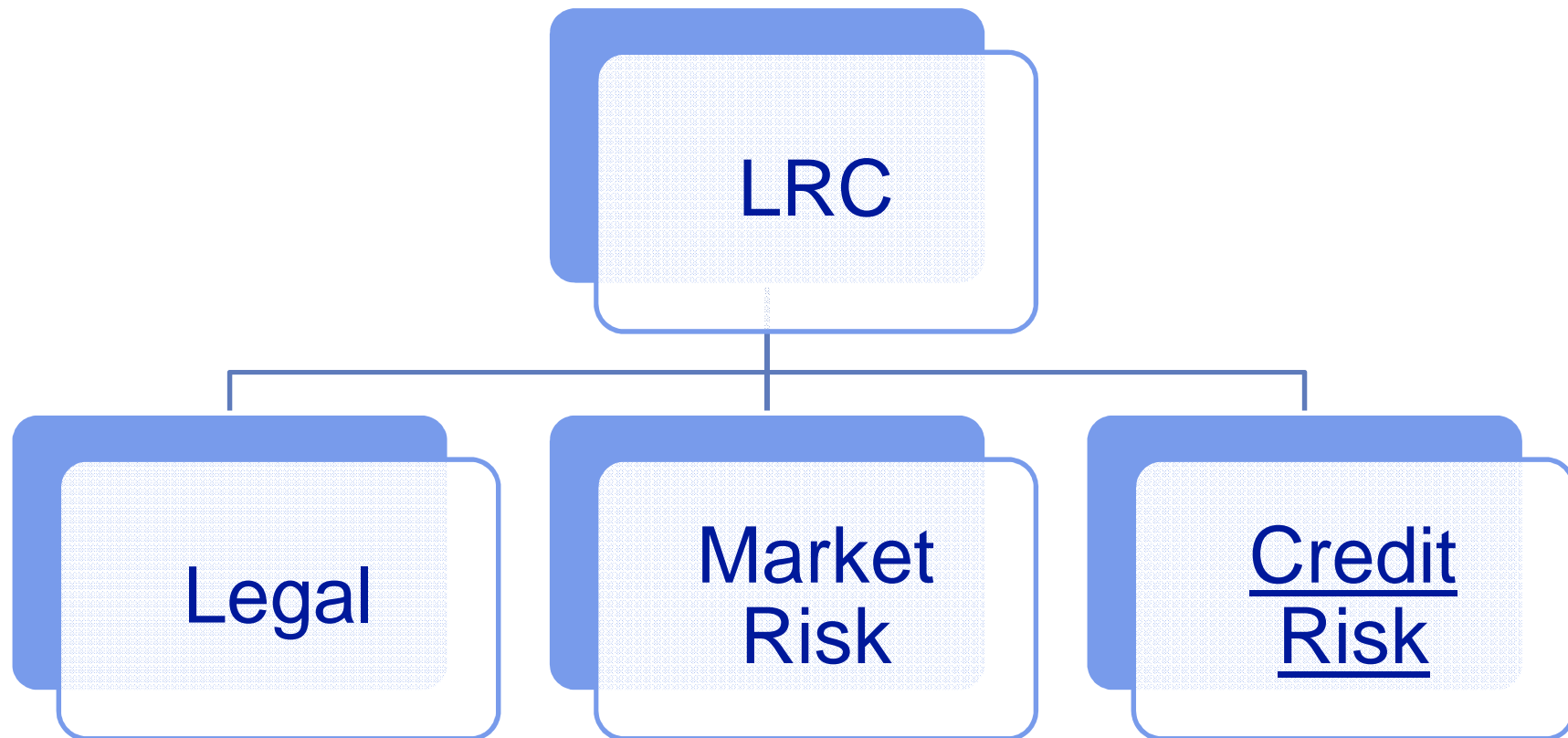
Deutsche Bank



COMPANY PROFILE : DEUTSCHE BANK

- DEUTSCHE BANK
 - One of the most successful investment banks worldwide
 - Numerous awards for financial excellence in recent years
 - Focus on a combination of organic growth and aggressive expansion
 - Dynamic, challenging professional environment
 - Focus on IT to improve efficiency and increase market share
 - FX 30% of market share
 - Equity IT
 - Algorithmic Trading
 - Cloud Computing
 - Passionate professional mentality
 - Improve horizontal communication and organisational loyalty by hosting cross-division events
 - IgnITe
 - Social Responsibility
 - Proactive and intricate system of research prior to engaging in financial deals with firms
 - Active contribution to the improvement of wider society by organizing charities

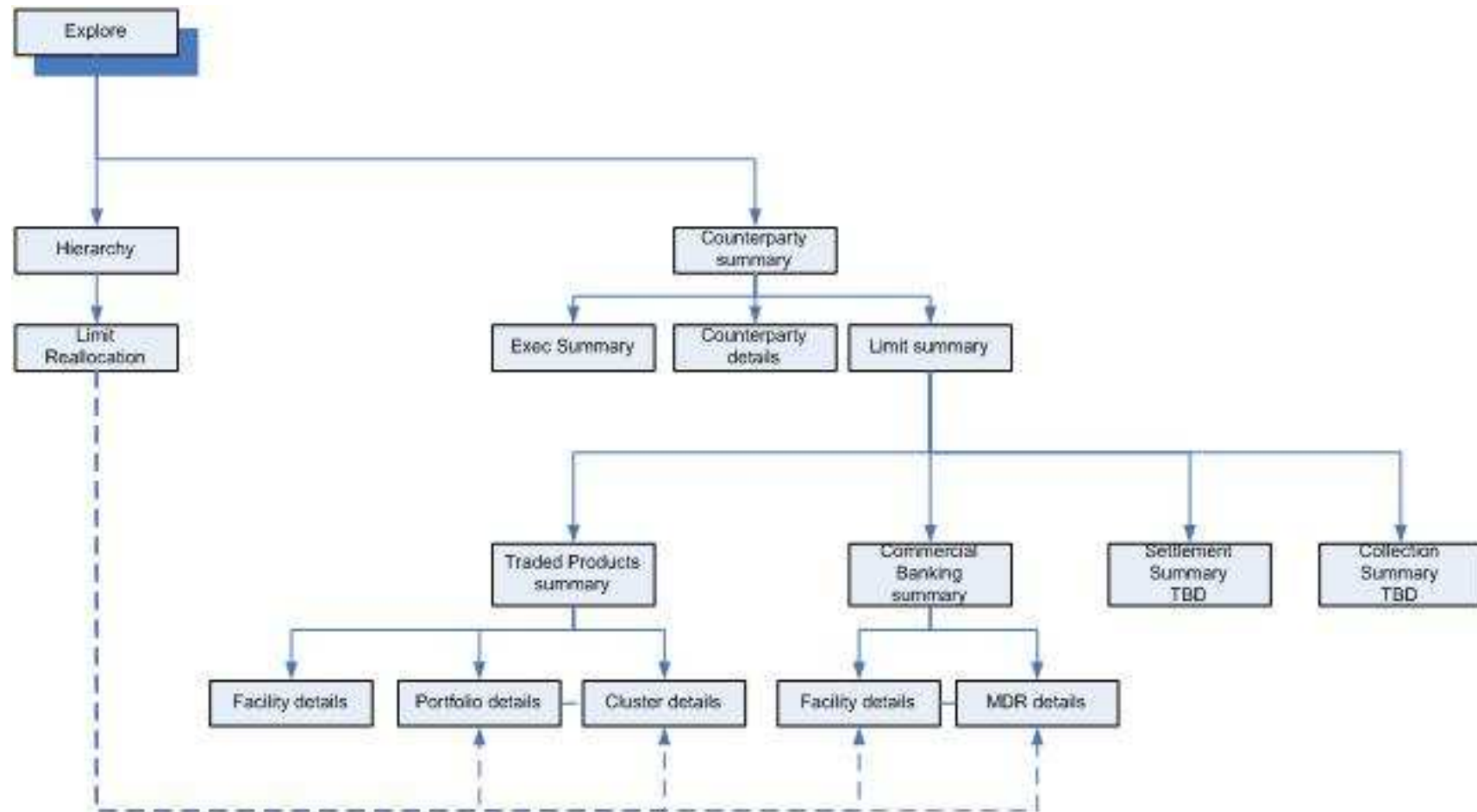
CREDIT RISK IT



LIMITS MAINTENANCE

- Rationale
 - Highly regulated environment increases the role of credit in decision making
 - Credit Risk IT systems unresponsive to market changes and unadaptive to change
 - Existing application (PARAGON) that shares same functionality deemed to be slow and not providing an intuitive user experience.
- Aims
 - Effective support to Credit Officers by supporting the end to end Limit Management process, as part of an overall workflow workstream
 - Single Risk Desktop (SRD)
 - Deal Logger
 - Risk Portal Workflow
 - Provide a counterparty-driven navigation system across fields of financial activity
 - Place limits on exposure to companies
 - Modify ratings information
 - Regroup exposure and rating information by allowing for the creation of financial structures
 - Clusters
 - Multiple Drawing Rights
 - Facilities
 - Total control of information (Create,Delete,Update)

Outline of screens and screen navigation



Counterparty Search

23 SIEMENS AG NCR No

Dashboard

OrgID	23	NCR	No	PD Rating	IA+	KCP	Stefan Boehringer
Counterparty	SIEMENS AG	Watchlist Status		Pending PD Rating	IA+	PCO	Stefan Boehringer
				Country Rating LCY / FCY / Domicile	IAAA / IAAA / Germany	SCO	Jennifer Esser

Cash & Contingency Detail Margin Detail Other (Collection) Detail Re-allocation Counterparty

- 23 SIEMENS AG
 - 6980720 ARGE - MSR NEUBAU RADIO BREMEN
 - 7218092 ARGE THYSSEN KRUPP HEADQUARTERS
 - 7121243 ARGE VHV HANNOVER SCHWACHSTRASSE
 - 7405105 AS AUDIO-SERVICE GESELLSCHAFT M.B.H.
 - 5279046 ATECS MANNESMANN GMBH
 - 2902 MANNESMANN DEMAG KRAUSS-MAFFEI
 - 6060494 BSH BOSCH UND SIEMENS HAUSGERAETE
 - 7222253 BSH ELECTRICAL APPLIANCES (JIAOJIANG)
 - 6378205 BSH ELECTRODOMESTICOS ESPAÑA
 - 7252347 BSH ELETTRODOMESTICI SPA
 - 6378608 BSH EV ALETLERI SANAYI VE TICARET AS
 - 6761690 BSH FINANCE MANAGEMENT GMBH
 - 7186752 BSH HOME APPLIANCES (CHINA) LTD
 - 6378204 BSH HOME APPLIANCES LTD
 - 6378193 BSH HOME APPLIANCES PTE LTD
 - 6809426 BSH HOME APPLIANCES SDN BHD
 - 6605523 BSH KRAINEL SA
 - 6558212 BSH PAE SL
 - 6707494 NEFF GMBH
 - 7280409 RBS HOME APPLIANCES PRIVATE LTD
 - 6020102 BUSINESS & TECHNOLOGY INDUSTRIES
 - 7066745 CYCOS SPAIN S.L.
 - 7163679 DADE BEHRING HELLAS ABEE
 - 7185248 ELIN EBG TRACTION GMBH
 - 6086652 FABRICA ELECTROTECNI CA JOSA, S.A.
 - 6957199 NERTUS MANTENIMIENTO FERROVIA
 - 7401717 OOO SIEMENS HIGH VOLTAGE PROD
 - 6585612 OSRAM CHINA LIGHTING CO LTD
 - 1049571 OSRAM GMBH

Product Type	Inc in MDR	Limit(EUR)	Committed	Utilisation	Available
TOTAL	<input checked="" type="checkbox"/>	1,801.188	1,734.688	900.912	858.772
Bonds in the Banking Book	<input type="checkbox"/>	10.000	0.000	0.000	10.000
CMBS Mezzanine Loans	<input type="checkbox"/>	0.000	0.000	0.000	0.000
CMBS Whole Loans	<input type="checkbox"/>	0.000	0.000	0.000	0.000
Commercial Loan R/C	<input type="checkbox"/>	432.928	432.928	0.000	432.928
Commercial Loan Term	<input checked="" type="checkbox"/>	211.716	211.716	4.841	165.372
Factoring/Forfaiting/Discounting	<input type="checkbox"/>	46.500	0.000	0.143	46.358

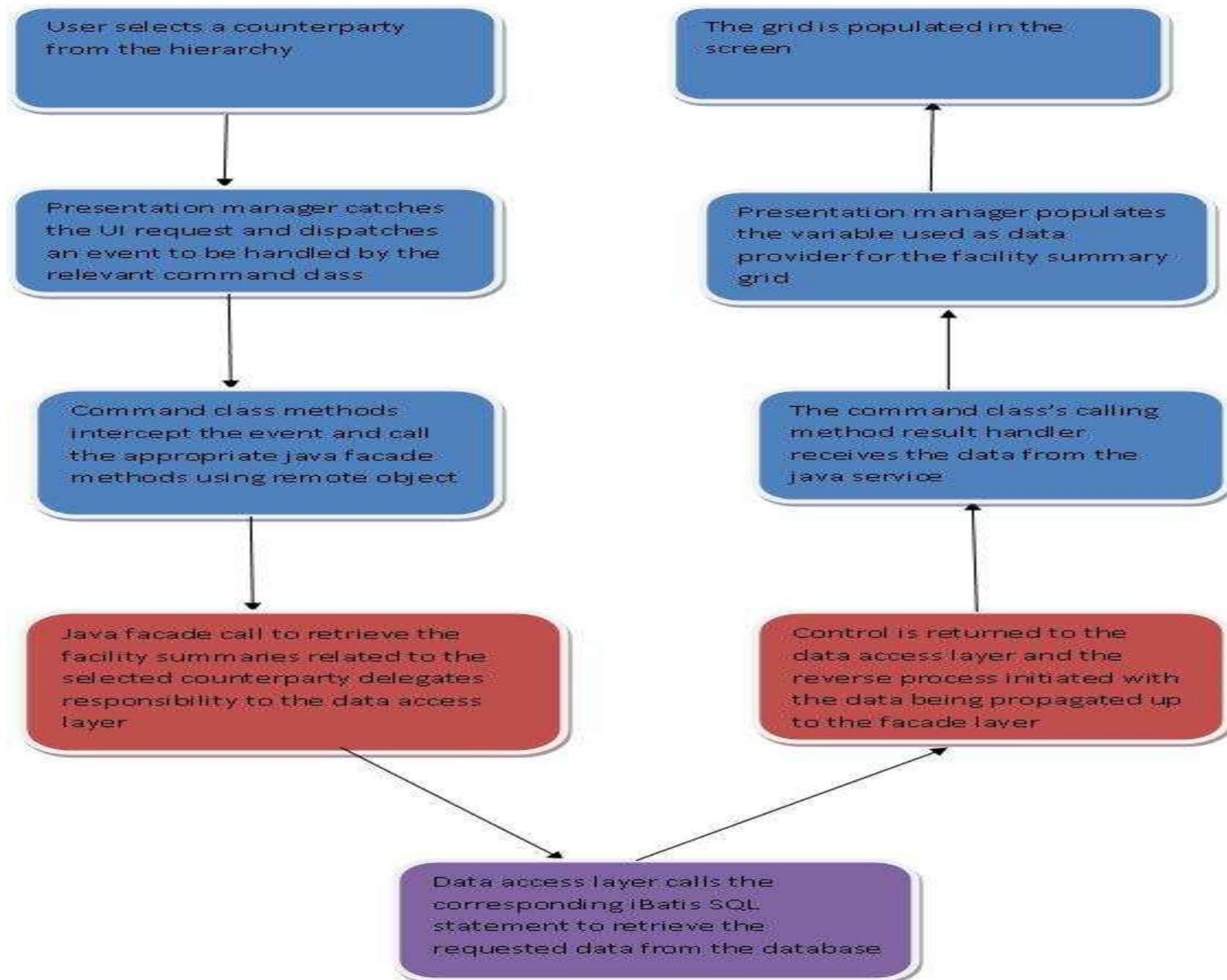
Limit Details New Facility New MDR

Facility ID	Product Type	Facility Status	Limit Ccy	Limit Status	MDR Limit	MDR Limit(EUR)	Cpty Limit	Cpty Limit(EUR)	Facility Limit	Facility Limit(EUR)
13663620	Commercial Loan R/C	PndgMo...	USD	PndgMo...					134.000	109.406
13696324	CMBS Mezzanine Loans	PndgAuth								
13663737	Guarantees/Standby LC issued	PndgMo...	EUR	PndgMo...					30.000	30.000
13663731	Overdraft	PndgMo...	EUR	PndgMo...					1.000	1.000
13696325	Bonds in the Banking Book	PndgAuth								
13698788	CMBS Whole Loans	PndgAuth								
13663626	Commercial Loan Term	PndgMo...	USD	PndgMo...					26.250	21.433
12873605	Guarantees/Standby LC issued	PndgAuth	EUR	PndgMo...					5.000	5.000
11831317	MDR USD 215M		USD	PndgMo...	215.000	175.539				
23	SIEMENS AG		USD	PndgMo...			215.000	175.539		
13583878	Commercial Loan Term	PndgMo...	USD	PndgMo...					161.250	131.655
12796793	Commercial Loan Term	PndgMo...	USD	PndgMo...					53.750	43.885
5038	SIEMENS CAPITAL COMPANY ...		USD	PndgMo...			215.000	175.539		
12957242	Commercial Loan Term	PndgMo...	USD	PndgMo...					215.000	175.539

MDRs

TECHNOLOGY

- **Multiple programming languages/Technologies**
- JAVA for the back-end service
 - Use of JAVA SPRING FRAMEWORK to define and encapsulate validation functionality
 - Use of facade pattern for easy access to methods from the front end
- Use of Ibatis platform for access into ORACLE database(SQL)
 - Frequently used SQL code statements saved as stored procedures
- FLEX-based(Actionscript/MXML) front-end
 - Heavy emphasis on messaging
 - PARSLEY
 - CAIRNGORM
 - BLAZE DS based communication between the two sides of the application
 - Serialisation/Deserialisation
 - Conversion of types
 - Custom configuration to amend deficiencies of framework
 - Conversion errors
 - Auto-generation of actionscript classes
 - Pattern use and UI guidelines
 - Command
 - Presenter pattern for each screen(Presentation Manager classes)
 - User experience driven interface design that adheres to established principles



MY ROLE

- Heavy emphasis on FLEX front-end development
 - Reasons
 - New language
 - Opportunity to apply skills in learning new languages
 - Lack of knowledge in the team after flex expert left early in the project
 - Broad range of language's applications covered
 - UI layout design, custom component creation and CSS integration
 - Remoting integration with the back-end
 - Complex handling of data received
- JAVA, SQL programming undertaken periodically depending on task objectives
 - Java optimisation code to facade calls
 - Adding missing variables to java classes
 - Adding SQL statements, iBatis result maps and the data retrieval/manipulation to stored procedures at the database
 - Expanding validation class coverage
 - Expanding validation rules using Java Spring Library
 - Ensure test coverage is added at the service layer whenever changes affecting retrieving data are made
 - Facades and DAO classes for requested new functionality

TEAMWORK

- **AGILE DEVELOPMENT PROCESS**
 - Two week iterations with concrete objectives established in team meetings
 - Scripted testing taking place throughout the duration of the iteration
 - Objectives change according to user requirements
 - Daily stand-up meetings to keep track of progress and to identify impediments
 - Board used to keep track of progress
 - In progress, to test, complete columns
 - Each sticky note or card represents a task
 - Different colours correspond to different type of task or technology involved
- **TEAM COLLABORATION**
 - Constant exchange of ideas/Direct communication
 - Widespread use of team coordination tools to improve cohesion
 - JIRA
 - Subversion
 - Sharepoint(Document Sharing Repository)

LEARNING SKILL USE

- **APPLICATION OF EXISTING KNOWLEDGE**
 - Skills gained proved useful
 - Database access and manipulation
 - JAVA programming
 - Learning initiative for newly encountered technologies
 - Efficient and dynamic teamwork skills
- **ACQUIRED KNOWLEDGE**
 - FLEX/Actionscript
 - Working pace adjusted to business pressure and requirement changes
 - Learning new skills in view of pressing deadlines
 - Working knowledge of the Agile principle and its relevant merits
 - Improved presentation and communication skills
 - Greater awareness of business-IT interdependence
 - Practical application of knowledge gained in a theoretical context