

SAL. OPPENHEIM

Individual. Committed. Innovative.

YOUR CARREER AT SAL. OPPENHEIM





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WELCOME TO SAL. OPPENHEIM / *Sal. Oppenheim is unique. Just like you.*

WELCOME TO SAL. OPPENHEIM

## Sal. Oppenheim is unique. Just like you.

**ABOVE ALL, IT IS UNIQUE IN ITS TRADITION, DATING BACK OVER 200 YEARS, WHICH WE APPLY SUCCESSFULLY IN A MODERN AND INNOVATIVE FINANCIAL WORLD.** *With our leading position among Europe's private banks we appeal to an exclusive clientele. Since 1789 our virtues have included experience, a willingness to innovate, professionalism, an entrepreneurial mindset and independence. We have looked after the assets of Europe's leading families for generations and, as an investment bank, have facilitated the growth of forward looking companies.*

Our extraordinary staff are an integral part of our assets. We offer them fascinating opportunities for development and foster their talent through intensive further education. We are proud to offer a partnership-based working environment, which is characterised by mutual trust and loyalty.

You have already achieved and experienced a great deal and would now like to take the next step in your career. Whether you have successfully completed a bachelor's degree, a master's degree or another degree course or would like to 'test the water' with an internship:

### WE ARE DELIGHTED TO WELCOME YOU!

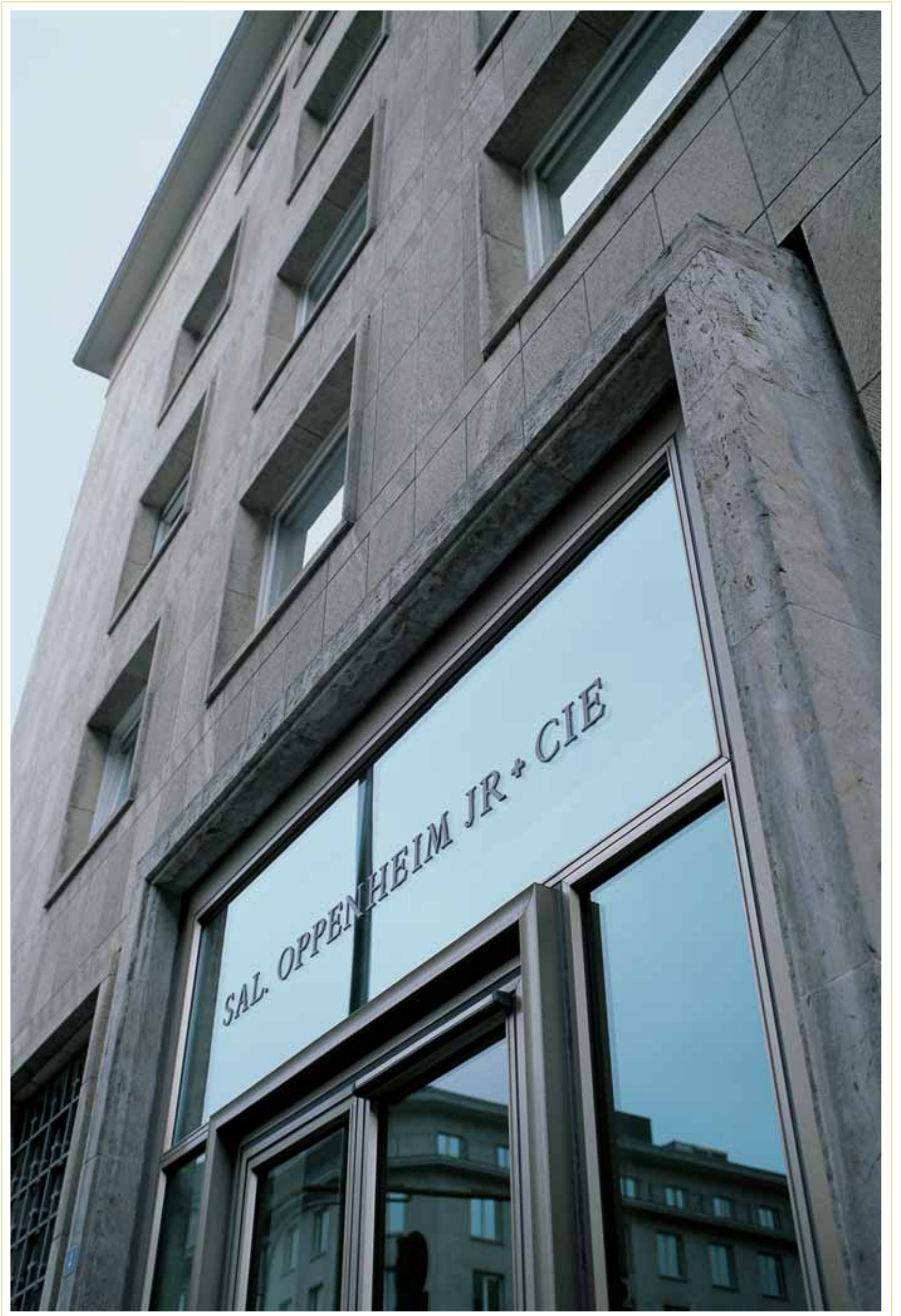
You will benefit from the continuity and the trustworthy, personal and exclusive atmosphere of a traditional private bank. We set high standards in return: only those who can offer in-depth knowledge, a plethora of bright ideas and a flexible approach to new solutions as well as an appealing and convincing manner, will be considered. This duality is crucial to our success.

If you and your personality are reflected in this guiding principle of our bank, then you will be most welcome. Apply for a career or an extraordinary internship with us.

### INTEGRITAS, CONCORDIA, INDUSTRIA

*"Tradition and reputation are not enough; performance must also match the expectations of an exacting clientele."*

Dr. h. c. Alfred Freiherr von Oppenheim





GRADUATES

## Constantly searching for something special

THE PARTICULAR CHALLENGE FOR EVERY ASPIRING BANKER:  
A POSITION WITH SAL. OPPENHEIM – EUROPE'S LEADING PRIVATE BANK.

*AS A GRADUATE WITH AN OUTSTANDING CLASS OF DEGREE, AN INTERNATIONAL BACKGROUND, PERSONAL commitment and excellent social skills, you have focused your interest on a concrete assignment in modern banking. As an integrated asset management and investment bank, we offer you flexible employment opportunities. From the very first day, you will experience all that makes day-to-day work in one of Europe's most important private banks so fascinating: the opportunities for innovation and creativity.*

Having graduated, you will start your career in one of our commercial or service areas. In consultation with you we will work to find your individual place within our Bank. At the same time, you will be supported and assisted by experienced colleagues, so that you quickly gain excellent insight into our successful and specialist banking business. We will offer you unusual prospects and development opportunities tailored to your personal expectations of your career.

We are confident that your character is not simply the sum of individual traits, which we can simply tick off against a checklist. This is why a face-to-face discussion will form the core of your application. We are as keen as you to find out whether we suit each other. Good, close contact between colleagues is a material factor behind our Bank's success but sensitivity in dealing with our clients is even more essential.

We assume that you are willing to take on a substantial degree of responsibility. Considerable personal commitment, an approach to work that is both systematic and focused on success are as self-evident as the determination to be a 'mover and shaker'.



**THE ABILITY TO SPEAK THE SAME LANGUAGE IS OF PARTICULAR IMPORTANCE TO US**

Our standards are high and we are proud of our staff's qualifications. At the same time, we aim to enter into long-term relationships, since this is in keeping with the character of our Bank. We therefore invest in your education and development on an ongoing basis. Our training programme is tailored precisely to your area of operations and the issues that are of importance for Sal. Oppenheim. All our lecturers and trainers are closely associated with the Bank and their training reflects the Bank's culture. We offer our employees a range of demanding seminars both in-house and externally and support them in achieving qualifications that will be of long-term benefit.

**PREREQUISITIES FOR A SUCCESSFUL APPLICATION**

- A top class degree in economics, business administration and engineering or associated subjects
- An internationally focused degree course
- Meaningful internships and commitment outside university
- Excellent English, and French – depending on location, as well as knowledge of other languages
- Competent use of MS Office products
- Good people skills and a confident manner
- Excellent team-work
- Conscientious working patterns



INTERNS AND STUDENTS

## Innovative Banking based on Tradition

WHILST STUDYING, WOULD YOU LIKE TO ACQUIRE PRACTICAL EXPERIENCE IN MODERN BANKING AND EXTEND YOUR EXISTING SPECIALIST KNOWLEDGE? WOULD YOU LIKE TO BENEFIT FROM OUR STAFF'S EXPERT QUALIFICATIONS WHILE DEMONSTRATING THE SAME COMMITMENT YOURSELF?

**THEN YOU'VE COME TO THE RIGHT PLACE AT SAL. OPPENHEIM. WE CAN GIVE YOU AN INSIGHT INTO A Commercial or Service area, depending on what interests you and on your previous experience. We can offer you the option of combining the theoretical knowledge you have acquired at university with the practices applied at Sal. Oppenheim. You will be actively involved in our team and have the opportunity to become familiar with and shape both day-to-day business and project work at Sal. Oppenheim. You should devote at least ten weeks to an internship. If you would like to work for us while completing your degree, you should be available for a longer period – we will happily employ you until your course finishes.**

**OUR DEMANDS ARE CONSIDERABLE: EXCELLENCE, INDIVIDUALITY AND  
A FLAIR FOR DEALING WITH PEOPLE**

If seeking work alongside your degree course, you will need outstanding theoretical knowledge and considerable people skills. We successfully focus on maintaining tradition in a modern and innovative financial world. If this combination appeals to you and, at the same time, you have no anxiety about dealing with senior management, as flat structures and short decision-making processes are other typical characteristics of Sal. Oppenheim, you have found the right niche with us.

The acquisition of practical experience with us can mean more than just a brief foray into professional life. Here and now, we offer you the opportunity to discover new prospects for your future. We shall in-



clude the best students among you in our development pool in order to maintain contact until the end of your degree course. Once a year, for example, we invite former interns to a workshop, where current case studies are worked through with experts from the Bank. In addition, we fill many of our junior positions with people from the development pool.

**WE DO SOMETHING – FOR YOUR FUTURE.**

**PREREQUISITES FOR A SUCCESSFUL APPLICATION**

- A degree course in economics, business administration and engineering or associated subjects
- An internationally focused degree course is an advantage
- Meaningful internships and commitment outside university
- Very good English and knowledge of other languages
- Competent use of MS Office products
- Good people skills and a confident manner
- Excellent team-work
- Flexibility and enthusiasm
- A proactive approach
- Conscientious working patterns



AN INTEGRATED ASSET MANAGEMENT AND INVESTMENT BANK

## An Overview of our Business Segments

**AS A FAMILY COMPANY, SAL. OPPENHEIM HAS SUCCEEDED IN MAINTAINING THE TRADITION AND VALUES of the Bank for seven generations and, at the same time, in adapting constantly to new challenges.**

The Bank's foundation, namely its traditions dating back well over 200 years, is based on timeless values, the independence of the Bank and an entrepreneurial approach that penetrates every area of the Bank.

Clients, the Oppenheim family and associates of Sal. Oppenheim pursue the same goal: increasing assets and preserving their value long-term with a view to future generations.

### OUR BUSINESS MODEL –

#### AN INTEGRATED ASSET MANAGEMENT AND INVESTMENT BANK

As a bank, Sal. Oppenheim is not only very traditional but also very young and dynamic. For us, these attributes are not mutually exclusive, but constitute the character of our Bank: innovation springing from tradition.

With our successful business model of an integrated asset management and investment bank, we represent the ideal partner for high net worth private clients and family companies. We offer an exclusive asset management service and, at the same time, provide the entire range of products and services offered by an international investment bank.

Sal. Oppenheim is able to illustrate this perfectly by focusing on a specific client group and its own size: we are large enough to be able to carry out sophisticated transactions, but small and flexible enough to be able to develop innovative ideas for the same processes.

Many of the issues and assignments we handle are located at the interfaces between private and institutional business, between investment banking and traditional asset management, between our clients'



corporate and private lives. This is where we can optimally deploy our entire range of services to the benefit of our clients.

With our specialisation in managing complex assets, we also aspire to offer our clients highly personalised consultancy services, tailored specifically to their needs.

#### ASSET MANAGEMENT

Asset Management encompasses Private Asset Management, Institutional Asset Management and Public Funds.

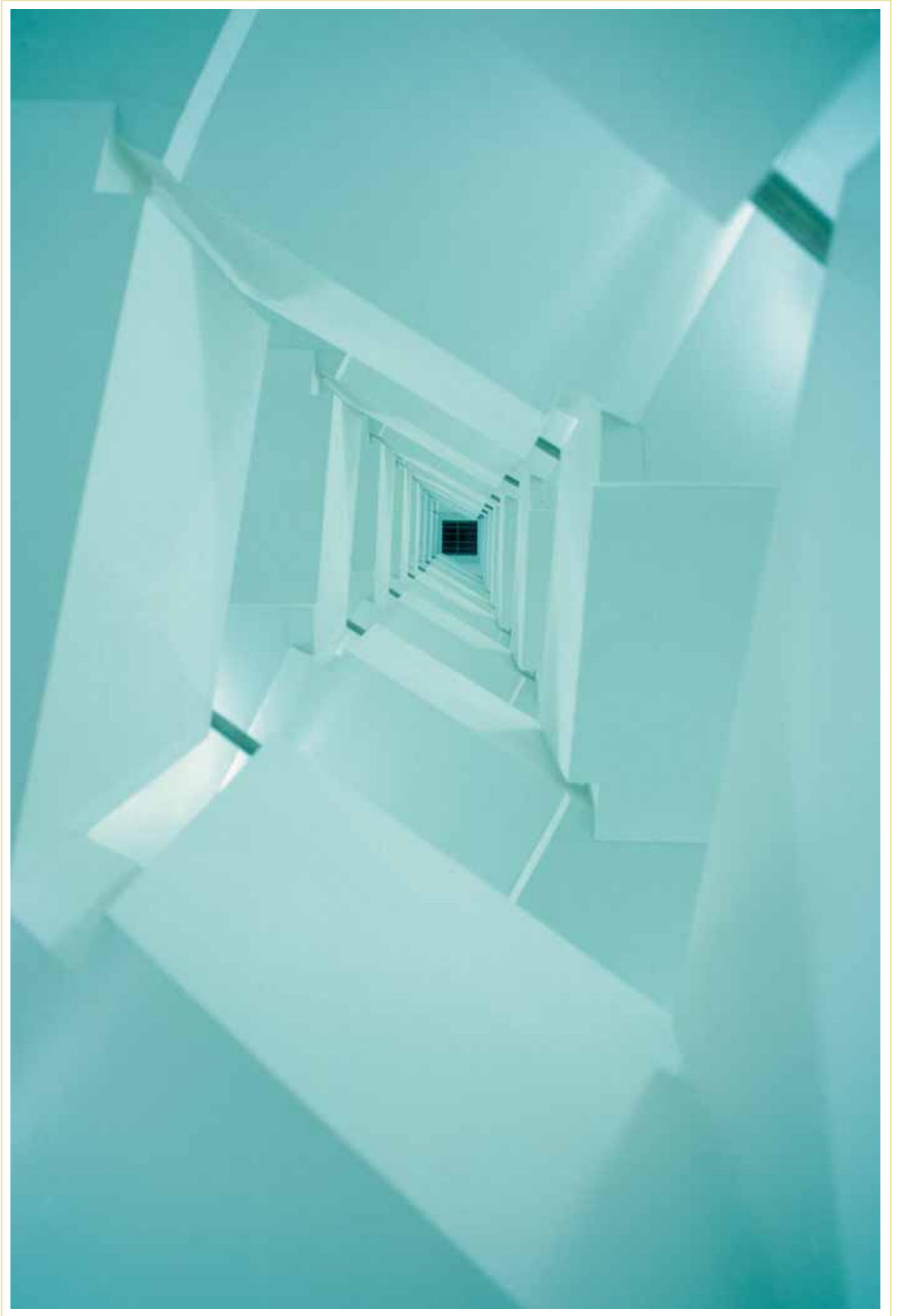
The structuring, preservation and multiplication of assets over generations – herein lies the expertise of Sal. Oppenheim's Private Asset Management team. Experienced staff with outstanding qualifications in this field advise our clients on all aspects relating to their assets. We address the personal requirements and wishes of our clients with individual investment programmes for both securities and real estate and corporate investments. The Institutional Asset Management team manages the assets of institutional and private investors in the form of investment funds, specialist funds and management mandates. It operates as a specialised premium provider in the market. It is a particular priority for us to offer our clients expert consultancy services in conjunction with investment products of above-average quality. In addition, the Bank offers attractive investment opportunities in public funds.

#### INVESTMENT BANKING

In addition to Asset Management, Investment Banking constitutes Sal. Oppenheim's second major business segment. Our consultancy service encompasses all financial, strategic and investment oriented issues. Our expertise is available to large, listed companies and small and medium-sized companies, public-sector entities and institutional investors. As an investment bank for high-growth companies and small and medium-sized companies, we specialise in the Energy/Public Sector, Health Care, Banking and Insurance, Technology/Media/Telecommunications/Logistics, Retail/Consumer Goods sectors and in industry. Our product range extends from mergers and acquisitions (M&A) to real estate and privatisations and to financing, equity transactions, currency management, institutional equities consultancy and derivatives.

#### SERVICES

We have combined all parts of the Bank, which are not directly involved in dealing with clients under Services. These areas form the Bank's backbone and ensure that the services, which our front offices offer to our clients, can be efficiently and securely processed and that the information needed to manage the Bank is available to its management. Explicitly, these are Banking Operations, Research and Risk/Management/Compliance. Research plays a particular role in our Bank since the generation and dissemination of knowledge plays a crucial role in succeeding in the modern financial environment. Our Research team fulfils this brief by concentrating its analysis on the Bank's products and ensuring, through modern distribution channels, that the information is processed and disseminated efficiently. Oppenheim Research GmbH is also one of the leading German analysts.



CONTACT



## Would You Like To Know More?

**WOULD YOU LIKE TO KNOW MORE ABOUT OUR BANK AND CURRENT CAREER OPPORTUNITIES?**

*Current figures, data, facts and vacancies are available at [www.oppenheim.lu](http://www.oppenheim.lu).*

If you have any further questions, please address these to the appropriate Human Resources Department in Luxembourg, Cologne or Frankfurt. We look forward to receiving your application by post or by e-mail.

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