

# Investment Bank

The **Investment Bank**'s main assignments are to advise key clients of Crédit Agricole CIB on their equity issues (including carrying out operations) and structure and execute dedicated financial solutions.



## Ranked 3<sup>rd</sup> on French transactions in 2016

**ALSTOM**

January 2016: **EUR 3.2 billion**  
Normal course issuer bid (NCIB)  
Financial advice



May 2016: **EUR 330 million**  
Joint Bookrunner



May 2016: **EUR 1.7 billion**  
for the acquisition of Exclusive  
M&A advice



## Business lines



Financial and strategic advice to companies and investors on the acquisition or sale of assets.  
Generalist and specialised teams based in Paris and 10 other cities (New York, Hong Kong, São Paulo, etc.) working alongside all the Bank's financing business lines.

Strategic support of businesses in raising funds and structuring operations on the equity markets: initial public offering, capital increase, convertible bonds issue, and divestment of non-core blocks.

Negotiated solutions on listed shares, structured specifically for businesses and holdings to meet their various objectives, such as equity-based financing, the management of stakes or of treasury stock, or the implementation of a structured employee share-ownership programme.

# Some of the positions we offer

## M&A ANALYST M/F

You actively participate in the origination and implementation of merger & acquisition operations in France and abroad. You also act in an advisory capacity.

Your tasks:

- to advise businesses and investment funds;
- to originate merger & acquisition operations in France and abroad: sector analysis, financial analysis, valuation, preparation of presentations for clients and the department's targets;
- to run the operations: organise processes, work on modelling and valuation, draft information memos and presentations for the management, structure operations, communicate with legal, financial and technical counsels, be in regular contact with the clients.

## ECM ANALYST M/F

You develop expert knowledge in analysing the equity and equity-linked markets, as well as in structuring equity capital operations to best support our clients and prospective clients in their stock market operations and in their financing strategy.

Your tasks:

- to prepare sales pitches: draft equity stories, market analyses, statistical studies, case studies, operation structures, monitor markets;
- to participate in market monitoring in order to study equity and equity-linked operations that could be used as benchmarks by the clients;
- to prepare documents that help clarify the technical elements of certain operations for clients: dilution, market impact, short selling, etc.;
- to prepare the documents necessary for the completion of the operations: kick-off book, due diligence questionnaire, equity story, presentation of the analysts and lawyers taking part in the operations, and monitoring/follow-up of this syndication until the closing takes place.

## SET SALESPERSON-STRUCTURER M/F

You are in charge of assisting senior sales agents in the various stages of the commercial relationship with SET clients (major corporations, holdings, financial institutions), from determining the needs of clients to executing the operations, on all issues handled by the team (employee shareholding programmes, structured disposal, acquisition or coverage strategy).

Your tasks:

- to assist the team in originating transactions: marketing monitoring, drafting client presentations and term sheets, communicate with the SET-dedicated trading desk;
- to assist the team in structuring operations: interact with the credit risk department, the compliance department, the risk committees;

## CANDIDATE PROFILES

- Graduate Business School / Engineering School / University
- Specialisation in finance
- Ability to analyse and summarise
- Good command of valuation and modelling techniques
- Ability to work as part of a team
- Good interpersonal skills and business sense
- Ethics & compliance
- Fluent English

## The + points



**Very fast learning curve**



**High exposure to clients**



**Significant international aspect**



**Careers at the heart of economic developments**



**Regular contact with the other business lines: LBO, Structured Finance, etc.**

Within the department: Associate / Vice President / Director / Managing Director

Structured Finance

International

**CAREER DEVELOPMENT**

Debt Optimisation & Distribution

Coverage

