

Investment Banking Graduate Position and Summer Internship

Do you have a passion for financial markets and the desire to work within the highest level of the corporate world? We are seeking highly motivated individuals with outstanding academic records to join our Investment Banking Division as Graduate Analysts in early 2013 and as Interns during the summer of 2012/2013.

Forsyth Barr is New Zealand's largest independent investment bank and sharebroker with 19 offices nationwide and over 250 employees. With 75 years of history in the New Zealand capital markets, Forsyth Barr offers a full range of services including investment banking, equity research, share broking and portfolio management.

Forsyth Barr's Investment Banking team comprises 12 professionals in Auckland and Wellington. We offer advice to New Zealand's leading companies and other institutions on: the issuance of equity (such as initial public offerings) and debt securities; mergers, acquisitions and divestments; and other aspects of corporate finance. Our team members have a wealth of local and international experience and in recent years have been involved in some of New Zealand's largest and most challenging transactions.

As an investment banking analyst/intern you will have the opportunity to learn about a range of businesses and industries while engaging with people within the senior ranks of corporate New Zealand. Your role will primarily involve:



- assisting in the preparation of presentation materials, including researching and gathering background information;
- preparing financial models and analysis including discounted cash flow valuations and cost of capital analysis;
- providing other transaction support including document drafting; and
- attending client meetings.

We encourage applications from candidates from all fields of study who can demonstrate a strong interest in the business world and financial markets.

Our ideal candidates would have the following qualities:

- **Analysts:** hold (or be in your final year of) an honours/postgraduate degree
- **Interns:** be in the final year of an undergraduate degree
- Proficiency in Microsoft® Office Suite, specifically Excel, PowerPoint and Word
- Excellent analytical skills
- Outstanding written and verbal communication skills
- Strong interpersonal skills
- Highly motivated for a career in investment banking
- Show a high degree of commercial acumen and an interest in capital markets

Key transactions Forsyth Barr Investment Banking team members have advised on include:

 Industry Award 2011 Equity Deal of the Year  Lead Manager and Underwriter 	Current NZ\$364m  Where Kiwis Buy and Sell Initial Public Offering Co-Lead Manager	Current NZ\$325m  Insurance Australia Group Subordinated Bonds Joint Lead Manager	Current Up to NZ\$250m  Capital Bonds Joint Lead Manager	Nov 2011  THE TREASURY Kaitiaki Take Kōwhiri Research Valuation Provider for State Owned Enterprises Advisor	Current Up to NZ\$95m  Infrastructure Bonds Joint Lead Manager & Organising Participant
Nov 2011 NZ\$123m  Initial Public Offering Joint Lead Manager	Sep 2011 NZ\$150m  AIR NEW ZEALAND Unsecured Bonds Co-Manager	Aug 2011 NZ\$150m  ENERGY Senior Bonds Joint Lead Manager	Aug 2011 NZ\$10m  SCOTT SCOTT TECHNOLOGY LIMITED Rights Issue Lead Manager	May 2011 NZ\$275m  genesis ENERGY Capital Bonds Joint Lead Manager	May 2011 NZ\$166m  Infrastructure Bonds Joint Lead Manager & Organising Participant

To apply, please e-mail a covering letter (stating which position you are applying for), C.V. and University Transcript by 5.00pm, 16th March 2012 to: stacey.nicholas@forsythbarr.co.nz. Please ensure that the e-mail subject line reads "Investment Banking Application."



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Disclosure Statements are available on request and free of charge.