



## A unique approach to investment banking



“ *The best thing about Greenhill is the opportunity to work with outstanding people, on a variety of assignments and to get client exposure from day one. And even though the job requires long hours from time to time, you are always surrounded by like-minded people.* ”

Stephanie, Class of 2012

# Why choose Greenhill?

## A unique approach to investment banking

Greenhill & Co. is a leading independent investment bank focused on providing financial advice on significant mergers, acquisitions, restructurings, financings and capital raisings to corporations, partnerships, institutions and governments. We operate globally from 15 offices around the world, including European offices in London, Frankfurt and Stockholm.

## Why clients choose Greenhill

### Independence

Unlike its competitors, Greenhill is not part of a larger institution that serves many competing interests.

### Focus

Greenhill focuses solely on advisory work. It has no trading, research or lending activities and is dedicated to providing conflict-free and client-focused advice.

### Experience

Greenhill's bankers are among the most experienced in the industry. Greenhill's business model means it dedicates more senior-level attention to clients.

## Why join us?

### Bulge bracket advisory reach...

#### Trusted by blue-chip clients

Over the past 2 years, Greenhill has advised the likes of The AA, GlaxoSmithKline, Ladbrokes, Saga, Tesco, Teva Pharmaceuticals and TUI.

#### International coverage

Greenhill has 15 offices globally and has advised on a significant number of cross-border deals, giving Analysts exposure to international M&A and to our other offices.

#### High-profile deals

Since 1996, Greenhill has advised on well over \$1 trillion of transactions globally, with an average deal size of approximately \$3 billion.

### ...within a 'boutique' working environment

#### Small and entrepreneurial

Only c.300 employees globally of which c.50 are based in London. Analysts at Greenhill are not small cogs in a big machine and strong performers are able to progress quickly.

#### Early responsibility

Analysts work in small deal teams, gaining direct exposure to Managing Directors and learning first hand from their expertise.

#### Increased client exposure

Analysts are encouraged to attend client meetings from early on in their career at Greenhill.

#### Generalist experience

All Analysts at Greenhill (and the majority of non-partner professionals) are generalists, which allows for a well-rounded career development and execution experience.

## Transaction case studies



### Tesco

Greenhill advised Tesco on several recent transactions as the company focuses on its core business. In 2016, these included the sale of the Giraffe restaurant chain to Ranjit Boparan's private office; and the sale of Dobbies Garden Centres to an investor group led by Midlothian Capital Partners and Hattington Capital. Greenhill previously advised Tesco on the sale of its Fresh & Easy business in the US, and the contribution of its Chinese retail business into a joint venture with China Resources Enterprise.



### Ladbrokes

Greenhill is advising Ladbrokes PLC, the UK's oldest bookmaker, on its \$5.6 billion all-share merger with certain businesses of Gala Coral Group Limited to create "Ladbrokes Coral", a leading European betting and gaming business and the leader in UK retail betting. Ladbrokes has been a client since 2009, when Greenhill advised it on its capital structure and its subsequent equity rights issue.



### Teva Pharmaceutical

Greenhill is advising Teva Pharmaceutical Industries on its acquisition of Actavis Generics from Allergan plc in a transaction valued at \$40.5 billion, when announced in July 2015; and a number of associated regulatory divestitures around the world including the sale of the Actavis business in the UK & Ireland. The transaction will create an industry-leading company that is well positioned to transform the generic pharmaceuticals space, and followed Greenhill advising Teva on its proposed hostile acquisition of Mylan N.V. for c.\$50 billion earlier in 2015.

## Meet some of our employees



### Doris

Vice President, Class of 2008

*"Greenhill is a very dynamic, collegiate firm, which allows you to take on responsibilities at an early stage of your career. We work on a wide variety of high profile transactions in different sector and regions. Since joining Greenhill last year I have worked on – amongst others – the capital raising and restructuring of a South African miner, JV discussions around an Asian consumer business, the acquisition of data centres in the UK and now the disposal of pharmaceutical molecules in the EEA. It is extremely exciting to try and find nifty solutions to clients' problems working with a team of both experienced bankers and young bright colleagues."*

Doris conducted her studies in Business Administration at the Vienna University of Economics and Business and the Hong Kong University. She joined in 2015 from Lazard, where she worked in the Mergers & Acquisitions team. Doris started her career at BNP Paribas in 2006 and worked in both, London and Paris. She enjoys the firm's entrepreneurial style and the tailored approach to client needs.



### Michael

Associate, Class of 2011

*"One of the best parts about working at Greenhill is having the opportunity to work closely with experienced senior bankers on interesting and high-profile deals, which really accelerates your learning experience. Even as a junior banker you have direct exposure to a wide variety of clients, many of whom are in the FTSE 100, and are encouraged to take on significant levels of responsibility from day one."*

Michael completed his BSc in Economics at University College London. Together with the prospect of adding real value to complex M&A and restructuring assignments for clients from a broad range of sectors and geographies, Greenhill's global reputation and high-quality deal flow particularly appealed to him. He enjoys working alongside like-minded, ambitious colleagues, many of whom have become great friends, in the genuinely supportive and collaborative environment which Greenhill prides itself on.



### Caroline

Analyst, Class of 2015

*"At Greenhill I get to work with incredibly talented, inspiring and visionary colleagues at all levels of seniority. I cannot imagine another place with better opportunities for young talents to learn from peers, develop skills and gain responsibility at a very early stage. What sets Greenhill apart from other Investment Banking firms is the collaborative atmosphere – the firm truly acknowledges and rewards team players."*

Caroline completed her BSc in Business and Economics at Stockholm School of Economics alongside a parallel part-time analyst position at Handelsbanken's Investment Banking division. During her internship with Greenhill in the summer 2014, Caroline valued the opportunity to work as a generalist and gain exposure to a broad range of industries. Within a year of joining Greenhill, Caroline is now working on a number of transformational, cross-border transactions.

# Investment Banking Summer Intern programme

Start Date: Summer 2017



## The role

### Genuine analyst experience

Interning at Greenhill, your experience will be as close as possible to that of a first year analyst. You will be given responsibility to work independently as well as contributing as part of a broader project team, and staffed across a range of projects, industries and types of work. Our aim is to give you a real experience in the corporate advisory world, and thus to provide you with the information to decide whether this sector, or even Greenhill as a company, is a place where you would like to start your professional career.

### Exposure to senior professionals

By treating our interns as analysts, we seek to staff you as part of a lean project team, maximising your exposure to more senior professionals whilst ensuring you are able to learn from more senior analysts and associates. Our interns regularly work on tasks directly with our Managing Directors and other senior employees – for example conducting in-depth research on a particular sector or topic in order to provide briefing materials as part of meeting preparation.

### Breadth across industries

Junior employees at Greenhill remain as “generalists”, working on projects and with clients across different industries and geographies in a range of transaction types and strategic assignments. We believe this model gives you the best opportunity to gain first-hand experience of different sectors and transaction types without being “pigeonholed” into a specific sector team. The same philosophy applies for our internship programme – we will seek to give you as broad an exposure to a range of clients and transactions as possible.

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## Candidate profile

**We are looking for bright, enthusiastic individuals who can demonstrate excellence in all areas. You will have exceptional academic credentials on track for at least a 2.1 (or equivalent) from a leading university, as well as having:**

- › A strong work ethic and the ability to perform well under pressure
- › A keen eye for detail, strong numerical ability and logical reasoning
- › Excellent communication skills and the ability to explain complex ideas clearly
- › Demonstrable commercial awareness and a real interest in transactions