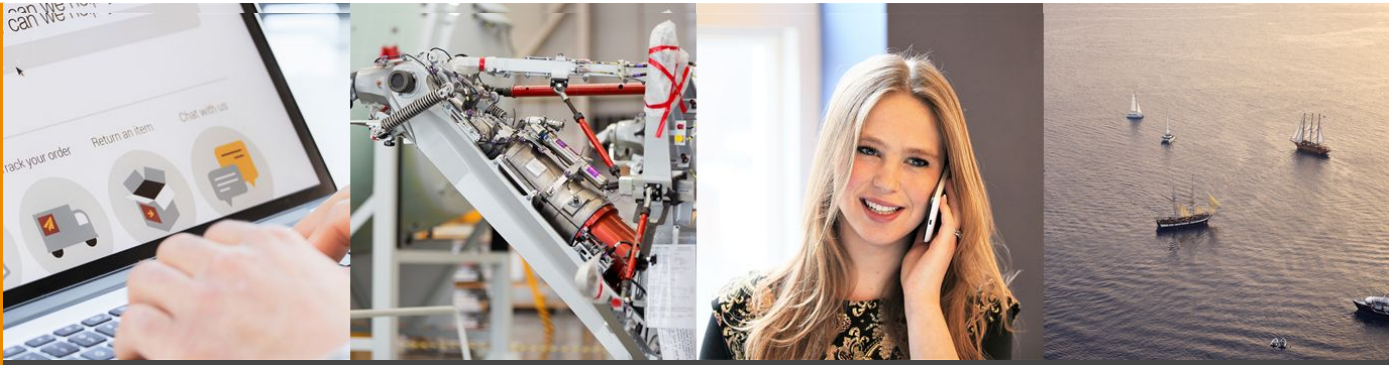


Trainees to PwC Deals



Autumn 2020





Trainee positions in PwC Deals

Are you interested in building a career in the field of M&A? We provide several positions in our different Deals specialist teams for talented young professionals ready to launch their careers.

We are now looking for trainees to our Corporate Finance, Deals Strategy and Transaction Services teams. You can find more information about the teams and the trainee positions available on the following pages.

With the same application you can apply to several teams, however, please indicate clearly the ones you're primarily interested in. By reading through the following pages, you will gain a better understanding of the positions available and the competencies the teams are looking for.

Working as a trainee in PwC will offer you:

- A team with strong expertise, varying backgrounds and experiences to learn from
- Practical, hands-on work experience
- Opportunity to interact with clients and the global network
- Competitive compensation, benefits and opportunity to participate in various social events

To take part in the process, submit your CV, application letter and transcript of records in PDF format in [here](#) latest by 30th September 2020. With the same application you can apply to several teams, however, please indicate clearly the ones you're primarily interested in. By reading about our teams, you will gain a better understanding of the positions available and the competencies the teams are looking for. The application period is 3.9.–30.9.2020.

Deals Trainee

The PwC Deals practice focuses on mergers, acquisitions, divestitures and capital market transactions. Originating deals, creating deals, executing deals and realising results from deals is what we do everyday. In addition, we advise our clients through challenging times, such as financial distress. To find more about our four Deals focus teams, jump on to the following pages.

We are looking for enthusiastic and driven Deals trainees to join us for 2–6 months internships

We are looking for young professionals with drive to join us for internships primarily during Spring 2021. As a PwC Deals trainee, you will join one of the Deals subteams and work with various assignments as a full member of the team from day one.

To prosper, you ideally:

- Have genuine interest towards business and delivery of high quality financial advisory
- Are an analytical thinker with an open mind and ability to learn quickly
- Are comfortable with working both independently and in teams
- Have strong interpersonal and communication skills, both verbal and written
- Are currently pursuing an academic degree within the field of Business, Economics or STEM (Science, Technology, Engineering and Mathematics), or other relevant area. Our trainees typically are within their 3rd-5th year of studies.
- Are fluent in English, fluency in Finnish and/or Swedish is considered as an advantage

Relevant earlier work experience, such as experience in M&A transaction advisory, private equity sector, management consultancy, business development, audit or working as a controller in a finance department is considered as an advantage but is not a prerequisite.

The duration and starting dates of traineeships will be agreed personally with each individual selected. Most trainee positions now available will take place in Spring 2021.

Corporate Finance

Measured by deal volume, PwC is the leading Corporate Finance advisor in Finland, across Nordics and Globally⁽¹⁾. In Finland, we are based in Helsinki and our team comprises of ~30 dedicated professionals.

Our four key service areas are M&A lead advisory, Debt & Fund advisory, Real estate and Valuations. Corporate Finance team typically takes the overall project responsibility for the transaction. We prepare process documentation and valuation, advice on tactics, manage communication with counterparties, support in transaction negotiations and decision making and co-ordinate the process and other advisors' work. We often also assist in financial modelling, evaluation of synergies, providing comments on due diligence reports commissioned, transaction financing and selecting the optimal purchase price. Our clientele ranges from corporations to private equities and family owned businesses.

As a Deals trainee in Corporate Finance, you will typically get to:

- Prepare both project and pitch material
- Conduct target company information gathering and analysis
- Conduct target company competitive landscape and market analysis
- Conduct valuations and financial modelling
- Attend and present your work in both internal and client meetings

Deals Strategy

PwC Deals Strategy helps clients evaluate strategies and develop business plans in both deal and non-deal related situations through rigorous analysis and primary research. We are the leading provider in Finland with most of the Nordic and Finnish private equity investors as well as medium and large corporations as our customers.

Within the deals environment, we offer buy and sell side commercial due diligence for both private equity and industrial customers. In commercial due diligence (CDD) projects, we help our customers to understand the target company's attractiveness through rigorous analysis e.g. on market trends, competitive landscape, customer behaviour and financial performance, as well as future growth opportunities. In addition to CDD projects, we support companies in their strategy processes, conduct market studies and create business plans.

As a Deals trainee in Deals Strategy, you will typically get to:

- Work as a full-time team member in CDD and strategy projects
- Conduct market and competitive landscape analysis through gathering and analysing data as well as conducting interviews
- Support clients and target management in developing business plans and drafting future strategy
- Prepare sales material in-between projects

Transaction Services (FDD)

At PwC Transaction Services we offer peace of mind to our clients by analysing and validating the financial assumptions being made. We aim to ensure that there are no “black holes”. We are a team of ~40 dedicated professionals based in Helsinki, and our client base ranges from listed corporations to private equity companies and family owned businesses.

Our main service offering consists of buy and sell side financial due diligence (FDD). We offer also other types of services, e.g. Independent Business Reviews and other assistance for distressed companies, working capital reviews, Vendor Assistance services and IPO due diligence. In FDD projects we analyse financial information to gain an understanding of the target business and to provide our clients information on key issues impacting the potential M&A transaction. In most projects we analyse net debt, net working capital and recurring EBITDA to assist our clients in their valuation of the target company. Our work typically also includes analysis of e.g. drivers behind sales and margin development, cash flows, forecasts and budgeting accuracy.

As a Deals trainee in FDD, you will typically get to:

- Participate in hands-on project work in teams of 2-5 FDD professionals
- Conduct financial analysis in Excel, Power BI, Tableau and Alteryx
- Assist in drafting reports and recommendations to clients
- Prepare for and attend interviews with management