

# Corporate & Investment Banking

# International Graduate Program

Life is full of ups and downs.  
We're there for both.



## What you can expect of Corporate & Investment Banking:

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The Corporate & Investment Banking (CIB) Division of UniCredit focuses on corporate clients with an annual turnover above EUR 50 mln. With a service model for corporate clients varying by segments, CIB meets the demands of companies with effective, tailor-made solutions by rapidly evaluating the requirements of an individual company, its growth potential in the long-term and the markets in which it operates. This is why we say that strategic partnership is our profession.

CIB is active in a wide-spread network of banks, branches and offices from which it can provide an extensive cross-border reach in Europe and in the world. With about 16,000 employees, CIB also serves as the Group's access to the capital markets, thanks to its being one of Europe's longest-established investment banking networks.

For university graduates, the Corporate & Investment Banking International Graduate Program marks the start of their professional career. Since they have already acquired academic expertise during their studies, the Graduate Program is strongly focused on implementing theoretical knowledge and on experiencing on-the-job training in the respective target area.

## What we expect from you:

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We offer a personalised program for our talents who share our goals. Therefore, what we expect from you is:

- practical experience in capital markets
- excellent academic record
- analytical skills
- proficient English (local language skills advantageous)
- min. 6 months of international experience
- open minded with high flexibility
- self starting attitude and high learning agility

Practical experience means: your theoretical knowledge and analytical skills have been applied in diverse internships according to your desired target area, e.g. cash-flow modeling for the Corporate Finance sector or Multinational Relationship Management. Special know-how and methodological competencies are based on practical experiences.

Experience abroad means: During a semester abroad or an international internship you have proven your ability to adjust to an international environment and you have shown your eagerness to learn different languages.

## Our program step by step:

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### Kick-off

Get to know all the graduates who are starting in other business areas at the same time as you do. Meet the senior management / board members and get to know who CIB is, where you want to go and what you are expecting.

### CIB Campus

You will start your program with an off-the-job qualification, which is based on comprehensive technical training sessions. The fixed training block is complimented by a broad range of specialised seminars targeted to your individual development needs.

### Interface Rotation

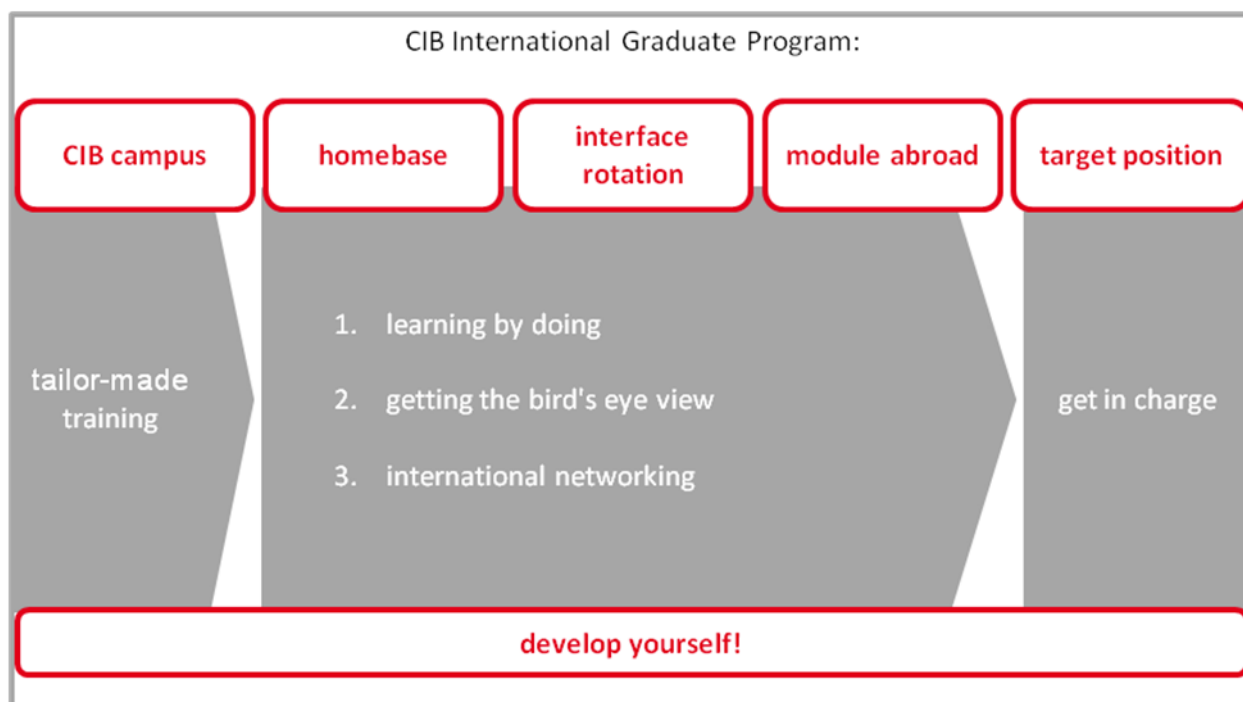
From day one you will start in your target position through your on-the-job training. Along with your program you will complete an individually agreed set of rotation modules to achieve the qualification that is required to reach your target position. You will be coached and mentored by your team head and advised by your HR graduate consultant.

### Module Abroad

A stay abroad is an important part of your qualification process as it is necessary to be in close contact with the interfacial departments you will be working closely with in the future.

### Networking

We will help you to establish your personal network by organizing several events, such as the program kick-off and our annual Graduate Day. This will enable you to facilitate manifold relationships to your graduate colleagues as well as to our senior management.



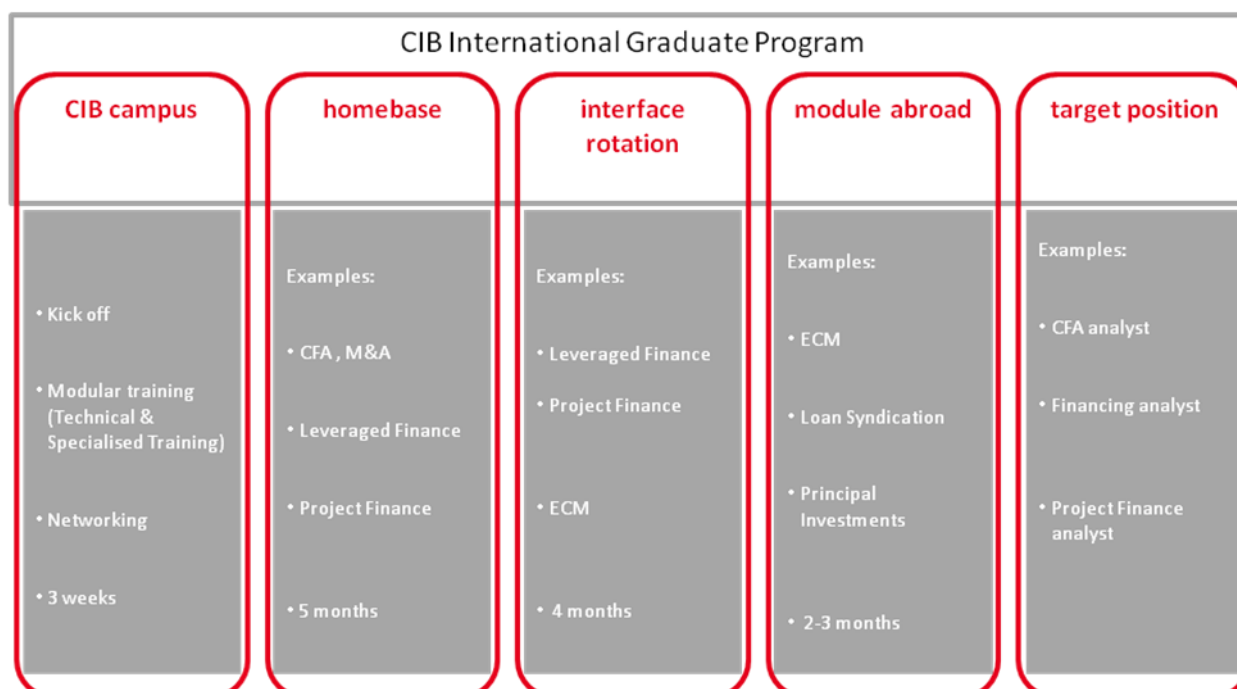
## Qualify – your off-the-job qualification:

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## Program overview - Financing & Advisory:

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## Program overview - Markets:

CIB International Graduate Program:				
CIB campus	homebase	interface rotation	module abroad	target position
<ul style="list-style-type: none"> <li>• Kick off</li> <li>• Modular training (Technical &amp; Specialised Training)</li> </ul> <p>• 3 weeks</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Structured IRD Germany</li> </ul> <p>• 4 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Funding Desk</li> <li>• Structured Rates</li> <li>• FX and Inflation</li> </ul> <p>• 3 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Markets UK</li> <li>• Quants</li> <li>• Float Trading</li> </ul> <p>• 2 month</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Structured IRD</li> </ul>

## Program overview – Global Transaction Banking:

CIB International Graduate Program:				
CIB campus	homebase	interface rotation	module abroad	target position
<ul style="list-style-type: none"> <li>• Kick off</li> <li>• Modular training (Technical &amp; Specialised Training)</li> <li>• Networking</li> </ul> <p>• 3 weeks</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Cash Management</li> </ul> <p>• 3 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Treasury Sales</li> <li>• Corporates 2</li> <li>• Corporates 1</li> <li>• Export &amp; Investment Promotion Finance</li> <li>• Structured trade and export finance</li> <li>• Transactional Sales and Trade Services</li> </ul> <p>• 3 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Cash Management Italy</li> </ul> <p>• 2 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Cash Management</li> </ul>

## Program overview – Networks:

CIB International Graduate Program				
CIB campus	homebase	interface rotation	module abroad	target position
<ul style="list-style-type: none"> <li>• Kick off</li> <li>• Modular training (Technical &amp; Specialised Training)</li> <li>• Networking</li> <li>• 3 weeks</li> </ul>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Large Corporates Relationship Management + Risk Management</li> <li>• Multinationals + Multinat. Credit Origination</li> <li>• Real Estate + Risk Management</li> </ul> <p>• 9 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Derivatives, GTB/ Foreign Trade, etc.</li> <li>• Leverage finance, Project Finance, Corporate Solutions, etc.</li> <li>• Real Estate Specialists</li> </ul> <p>• 2 months</p>	<p>Examples:</p> <ul style="list-style-type: none"> <li>• Leasing , Milan</li> <li>• e.g. London, Loan syndication</li> <li>• Corporate Structured Finance</li> </ul> <p>• 2-3 months</p>	<p>Examples:</p> <p>Risk Analyst or Junior Relationship Manager</p>

## Program overview – Financial Institutions Group:

CIB International Graduate Program:				
CIB Campus	homebase	interface rotation	module abroad	target position
<ul style="list-style-type: none"> <li>• Kick off</li> <li>• Modular training (Technical Training &amp; Specialized Training)</li> <li>• Networking</li> <li>• 3 weeks</li> </ul>	<p>Example:</p> <p>Financial Institutions Insurance Munich</p> <p>6-8 months</p>	<p>Example:</p> <ul style="list-style-type: none"> <li>• Financial Institutions Banks Munich</li> <li>• Dept Capital Markets Munich</li> </ul> <p>• 2-5 month</p>	<p>Example</p> <ul style="list-style-type: none"> <li>• International Financial Institution London</li> </ul> <p>• 3 months</p>	<p>Example:</p> <p>Analyst, Relationship Manager</p>

## Program overview – Research:

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