

CORPORATE & INVESTMENT BANKING OUR TEAM, YOUR FUTURE



TAKE UP YOUR POSITION ON OUR TEAM

BUILDING TEAM SPIRIT TOGETHER



WHAT WE DO

Societe Generale Corporate & Investment Banking (SG CIB), is one of the three pillars of Societe Generale.

Present in all major markets across Europe, the Americas and Asia-Pacific, we are a vital player in fuelling the economic growth through our key role of intermediary between issuers and investors.

We support our core clients in their long-term and strategic goals across four essential functions: financing, advisory services, risk management and investment solutions.

12,000

employees

33

countries

ISSUER CLIENTS

First, we work with borrowers or "issuers" who need to access capital to fund their activities. For example, we offer financing expertise to help companies raise funds through bond or share issues on the capital markets, or through bank loans.

We also propose solutions to government funding and public/private sector entities looking to finance large-scale projects, including the construction of motorways, airports, hospitals and energy generation.

Second, we provide issuers with advisory expertise, for example guiding them on their mergers & acquisitions (M&A) strategy, finding strategic opportunities for them or helping to ensure their capital structure is efficient.

INVESTOR CLIENTS

Third, we provide solutions to "investors" who have capital they are looking to invest according to a given risk-return profile. Investor clients include asset managers, pension funds, hedge funds, private banks, insurance companies, and family offices.

We accompany these clients in their investing activities on financial markets, spanning fixed income, currencies, equities, commodities and cross-asset solutions. We provide market access and investment solutions to help them reach their goals efficiently, plus global research to aid their decision-making.

HEDGING

Fourth, we offer both issuers and investors customised solutions to meet short- and long-term requirements. Increasingly important, we also manage, or "hedge", the risks involved in financing and investment activities.

Using our derivatives expertise, for example, we can help to mitigate and control the impact of adverse movements in interest rates, currencies (FX), securities or commodity prices.

OUR AREAS OF LEADERSHIP

We are active in three main activities – Investment Banking, Financing, Capital Markets. Our firm is recognised as a global powerhouse in equity derivatives and financial engineering and is among the leaders in natural resources finance. Our Corporate and Resource functions are also key to ensuring top-quality client service and business performance.

INVESTMENT BANKING

Long-term relationships with Corporates, Financial Institutions, the Public Sector & Family Offices

This division provides the full range of products and tailor-made solutions from SG CIB and the Group with:

- > A focus on investment banking to serve the entirety of our clients' strategic needs;
- > A comprehensive coverage set-up via Senior Bankers and Customer Relationship Managers, carrying out corporate banking activities and day-to-day relations, with a specific focus on cross-selling with all Societe Generale business lines.

ROLES INCLUDE: ADVISORY AND M&A SPECIALISTS, CREDIT ANALYSTS, CUSTOMER RELATIONSHIP MANAGERS, SENIOR BANKERS

GLOBAL FINANCE

Integrated capital raising, financing and hedging solutions for issuers as well as advisory services for international issuers

Through in-depth understanding and expertise, clients also benefit from tailor-made and fully integrated solutions capitalising on all areas of expertise within the bank including capital markets, derivatives, advisory and M&A.

ROLES INCLUDE: ORIGINATORS, SALES, STRUCTURED FINANCE AND SYNDICATION PROFESSIONALS

GLOBAL MARKETS

Cross-asset investment and risk management solutions for investors

Our integrated cross-asset platform provides seamless access to global markets across all asset classes (equities, fixed income & currencies, commodities and alternative investments – from cash to derivatives). We develop advisory, investment and risk management solutions for the specific needs of each investor, supported by our number one worldwide equity derivatives franchise and leading positions in fixed income, commodities and research.

ROLES INCLUDE: FINANCIAL ENGINEERS, MARKETING, MARKET-MAKERS, RESEARCH ANALYSTS, SALES, STRUCTURERS, TRADERS

CORPORATE AND RESOURCE FUNCTIONS

Ensuring client service and business performance

Our business activities rely on close cooperation with our Corporate and Resource functions such as IT, Operations, Accounting & Finance, Risk Management, Human Resources and Communications. Whatever the challenges faced, they ensure quality, security, and reliability, offering an effective balance between accountability and innovation, people and process.

ROLES INCLUDE: FINANCIAL CONTROLLERS, LAWYERS, MARKETERS, MIDDLE-OFFICERS, PROJECT MANAGERS, RISK MANAGERS, SPECIALISTS IN IT AND SYSTEMS, COMMUNICATIONS AND HUMAN RESOURCES



LEARN FROM OUR EXPERTISE

If you want a career in banking, it makes sense to partner with a firm where you can experience and learn from the best-in class expertise.

Our honours:

- > **Top 5** on all international Euro-denominated bonds since the beginning of 2012
- > **Global leader** in Equity Derivatives since 2001
- > **Forefront positions** in Fixed Income, Commodities and Research
- > **Best Commodity Finance Bank** since 2009 & **Best Export Finance Arranger** since 2001

HOW CAN YOU JOIN US?

We are banking on you! We offer multiple entry routes into our business, with a range of options to cater to the diversity of academic backgrounds, strengths, calendars, personal and professional aspirations that exist. Whether you are still studying or have graduated, read on to find the opportunity best suited for you to come and join us.

SOCIAL RESPONSIBILITY

Aware of the role we play in financing the economy, we are committed to conducting all of our activities in a responsible manner.

Our Corporate & Social Responsibility policy focuses on environmental and social issues we encounter in running our businesses.

The different measures we have implemented include:

- > Environmental and Social General Guidelines for Business Engagement which define the standards we endorse in all of our businesses. Our policies also set standards for activities involving sensitive sectors (oil, gas, mining sector, etc.) and transversal issues (biodiversity, climate change, etc.);
- > Measures to reduce the direct environmental impact of our activities: we have been "carbon neutral" since 2012. A Carbon Reduction Programme continues to contribute to this process;
- > A Citizenship Programme to strengthen our role in society and encourage our employees around the world to donate their time to working with the most deprived communities and facilitating their social integration through education.

TO LEARN MORE ABOUT OUR STRATEGY, BUSINESSES AND COMMITMENTS, GO TO WWW.SGCIB.COM

SUMMER INTERNSHIPS

If you are in your penultimate year of studies, our summer internships, lasting 10 to 12 weeks, are a great opportunity to develop your knowledge of investment banking while demonstrating your skills and talent.

Combining training and hands-on experience, your internship can increase your chances of getting a full-time position with us once you graduate.

We recruit our summer interns almost a full year in advance of the internship start date in all of our regions and the application process includes an online application form, an online test and interviews.

Make the most out of your summer!

LONG-TERM INTERNSHIPS

A long-term internship provides an extended introduction to the world of banking, giving you more time to get an overall feel for the industry while strengthening your network and giving you an opportunity to focus more on the areas that interest you most. Recruitment takes place throughout the year in all of our countries and our departments.

Get a foot in the door!



GLOBAL GRADUATE PROGRAMME

You are keen on having a great career foundation and be part of the banking world. Our Global Graduate Programme can provide you with the opportunity to succeed long-term in our fast-paced and challenging sector.

In addition to a permanent contract, you benefit from a range of development actions and dedicated follow-up during your first two years with us. These include mentoring, training, cross-business projects, individual career advice and networking events that will boost your career within our Group.

Kicked-off by a global training seminar, you get access from the start to top managers and meet your Graduate peers.

If you are in the final year of your degree or have graduated from a university, business or engineering school, ideally possess experience within the banking industry, are fluent in English and possess strong numerical skills, you may be just the candidate we are looking for!

Recruitment starts in the fall a year ahead of the start of the Programme with an online application, followed, for successful candidates, by an online numerical test, a phone interview and finally an invitation to an Assessment Centre.

Be smart, check the deadline!

GRADUATE PROGRAMME KEY FIGURES

- > Approx. **100** positions offered each year
- > Start date in July at the latest
- > Previous intakes from **26** different nationalities & **70** schools or universities
- > Representing **20** job categories
- > Based in all continents
- > 48% of Graduates working outside their mother country

FULL-TIME POSITIONS

Full-time positions provide you with access to excellent training, development, networking and career progression opportunities.

We recruit for full-time positions on an ongoing basis throughout the year across all of our locations and our business divisions.

Be part of it!

V.I.E.

The V.I.E.* is the ideal opportunity to lay the foundation for an international career while assuming responsibilities within a team in one of our global locations. V.I.E. assignments last one to two years.

We recruit for these roles on an ongoing basis.

Discover new horizons!

*V.I.E. is offered in collaboration with UbiFrance, (French agency for international business development) which establishes eligibility criteria for the programme, which is open to European citizens.

YOU AND US

We recognise that our success relies on the quality of our teams. So we value what you can bring to our business.

Our people vary widely in their background, culture, skills and viewpoints. But there are characteristics we look for in everyone we employ. Academic excellence, strong numerical, analytical and interpersonal skills are expected as standard. There are also personal attributes we seek that make our teams and professionals stand out:

HONEST AND ETHICAL – These are prerequisites for anyone who works with us. Every candidate must demonstrate the highest personal ethical values – whether in dealing with colleagues, clients or supporting the ambitions of our business.

FLEXIBLE AND CREATIVE – Leadership never comes from simply replicating what's been done before. We look for people who are open to fresh ideas, new trends and better ways of working.

CURIOS AND AMBITIOUS – Our industry and the markets we serve are constantly changing and the spectrum of opportunities is always expanding. We need people who can learn quickly and who are always hungry to build on their knowledge and skills to be at the cutting edge of their discipline.

RIGOROUS AND ORGANISED – Our transactions are often complex and need to be completed by tight deadlines. To ensure successful execution and exemplary results for our clients, our people need to be organised, analytical and remain calm under pressure. A cool head and the ability to assess both the risks and rewards of any action are a must.

RECEPTIVE AND ARTICULATE – The best solutions in investment banking have always happened when intelligent, open-minded people work together – whether with clients, colleagues or peers.

DYNAMIC AND ENTHUSIASTIC – Finally, a really great workplace is one where people love to work. That can only happen if you have people who are passionate about what they do. People driven by team spirit, who inspire everyone around them to achieve the best they can and who lead by example.

In return we can offer a rewarding and supportive workplace where your ambition and commitment are the only limits to your success.

CHOOSING THE RIGHT PATH

When applying for an internship, graduate or full-time position, you will have to make very important choices that can shape your future career. We offer a diverse array of career opportunities across multiple markets. To help you embark on the right professional path, it's vital to ask yourself the right questions: In which country do I want to start my career? Which area of banking best suits my skills? How to stand out during the selection process?

LEARN MORE ABOUT ALL OUR OPPORTUNITIES, AND FIND ALL THE ANSWERS AND PLENTY OF TOOLS TO HELP YOU SUCCEED ON WWW.SGCIB.COM/GRADUATES

BUILDING TEAM SPIRIT TOGETHER



Societe Generale (SG) is an equal opportunity employer. SG and its affiliates do not discriminate in employment based upon race, colour, nationality, ethnic or national origin, religion or belief, gender, disability, age, marital or civil partner status, sexual orientation, gender reassignment or any other prohibited grounds.

Societe Generale is authorised and regulated by the French Autorité de Contrôle Prudentiel and Autorité des Marchés Financiers. This material has been prepared solely for information purposes and does not constitute an offer to enter into a contract. Not all products and services offered by Societe Generale are available in all jurisdictions. Please contact your local office for any further information. 2012 Societe Generale Group and its affiliates. July 2012 - © Getty images - FRED & FARID