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## DO YOU WANT TO BE A PART OF OUR TEAM?

Skills we are looking for:

- Analytical and commercial mind-set
- Good academic results
- High ethical standards
- Independence and proactivity
- An interest for the finance industry
- Good verbal and written communication skills in both Swedish and English

Applications are received at:  
[career.se@paretosec.com](mailto:career.se@paretosec.com)

The application should contain:

- Cover letter (max one A4 page)
- CV (with e-mail address and telephone number)
- Grades from university and high school
- Any professional references

See also [www.paretosec.com](http://www.paretosec.com)

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**Pareto**  
Securities

A leading independent Nordic investment bank



## ABOUT PARETO SECURITIES

Pareto Securities is a leading independent Nordic investment bank. Business areas consist of corporate finance, project finance, equity and fixed income research as well as equity and fixed income sales.

Headquartered in Oslo, Pareto Securities has circa 400 employees with offices in Sweden, Norway, Denmark, Finland, the United Kingdom, Switzerland, Germany, France, the United States, Singapore and Australia.



## BUSINESS AREAS

### Corporate Finance

Pareto Securities is one of the leading players within corporate finance in the Nordic market. Pareto Securities' market share of financial advisory in connection with high yield corporate bonds is close to 50 percent in both Sweden and in the Nordics. In the Nordic market Pareto Securities is also one of the leading financial advisors within initial public offerings, rights issues and M&A transactions. The corporate finance team consists of circa 90 employees globally, of whom around 20 are located at the Stockholm office, with extensive experience from the finance industry and the capital markets.

### Project Finance

Pareto Securities project finance division is the leading arranger in the Nordics for raising capital and managing investments in real estate, maritime and infrastructure assets. The value of our assets under management currently amounts to SEK 45 billion. The project finance division consists of circa 70 employees, of whom around 25 are employed at the Stockholm office, with an extensive network of both local and international clients and investors.

### Equity and fixed income research

Pareto Securities equity and fixed income research team consists of circa 30 analysts who covers more than 200 companies across most sectors, which makes it one of the largest research teams in the Nordics. As an analyst at Pareto Securities you will quickly become part of a very professional and dynamic team and get to participate in exciting projects from day one.

### Equity and fixed income sales

Pareto Securities is a dominating player in both the Nordic and the European market for high yield corporate bonds and has a leading placing power through the largest sales team in the Nordics. The share of international clients is large and more than half of the capital raised typically comes from foreign investors. Pareto Securities also has strong placing power in the Nordic equity markets.

## AN EMPLOYEE'S STORY

### Edward Ekbohm – Corporate Finance

I started working as a part-time employee during my time at the Stockholm School of Economics, after which I was offered a full-time position when I finished my studies. In the corporate finance division we work with initial public offerings, capital raisings through bonds and equities, as well as mergers and acquisitions. The appeal of corporate finance, which made me apply to the department, is the extensive insights that the role provides into companies across a diverse set of industries, and the opportunity it offers to work on projects which often have significant impacts on the development of the companies.

A practical example of a project could be working with a company that needs new capital in order to enhance growth or to complete a major acquisition. In such a transaction an investment bank can be seen as the link between the company in need of capital and the investors who seeks return on their capital. In the corporate finance division we evaluate which companies to work with and how to best provide them with assistance. Thereafter we guide the company through the entire process and work in close cooperation with the management to, for example, structure the transaction, perform due diligence, create presentation materials and a prospectus, and finally, find investors. It is a process that often takes several months to complete and that involves a lot of work, but which at the same time is incredibly educational.

At Pareto Securities junior co-workers are given the opportunity early on to assume significant responsibilities and are able to contribute on several levels, which provide both an opportunity and a challenge. The flat organisational structure of the company is evident in the culture. As an example, we do not have the traditional titles that often exist in the investment banking industry, and I think that this is a contributing factor to why so many enjoy working here.