

LAZARD

About Us

Lazard is a market leading financial advisory house.

The firm's value proposition is based on a deep knowledge of local M&A markets, coupled with the extensive global network, history and brand of Lazard. Lazard offers a strong independent advisory model, based on robust long-term client relationships and the avoidance of conflicts and bias that is often present within 'full-service' advisory houses.

Strong Track Record of Performance

Lazard is one of Australia's leading M&A advisors with particular expertise in large and complex transactions. Lazard has advised on 10 of the 14 largest M&A deals in Australian history and is committed to the Australian marketplace. The firm has been recognised on numerous occasions for the provision of exceptional advisory and strategic services, having been awarded the Australian Corporate Finance (M&A) House of the Year award by CFO Magazine in 2007, and the M&A Deal of the Year award in 2005, 2006 and 2007. In 2010 we advised on:

- › Australia's largest completed M&A deal (Newcrest / Lihir)
- › Australia's largest strategic advisory to change of control proposal (Transurban)
- › Australia's largest private equity deal (Healthscope / TPG - Carlyle)
- › Australia's largest debt restructuring (Alinta Energy)
- › Australia's largest dual track demerger (CSR - Sucrogen / Wilmar)

What We Offer Our Graduates

The continuing global financial crisis has brought into focus companies attention on the quality and unbiased nature of financial advice they receive from investment banks and advisory houses. Given the independent nature of the advice Lazard provides to its clients, Lazard graduates have the opportunity to gain unprecedented experience that is arguably unmatched against that available at 'bulge bracket' investment banks and smaller boutique advisory houses.

With its respected position in the market and association with numerous blue chip clients, the firm generates significant deal flow that ensures graduates are continually challenged and stimulated. This together with small deal teams and a non-hierarchical organisational structure ensures that graduates will not be restricted to the often monotonous and inconsequential tasks that are so frequently associated with other investment banks and advisory houses. Lazard's graduates have a unique opportunity to develop their skills in this environment.

The network of support provided by the firm creates the foundations for extensive personal and career development, both domestically and internationally, and the ability to develop a robust and broad skill set within the M&A and advisory industry.

Culture

The culture at Lazard is unique within the financial advisory industry, promoting aptitude, enthusiasm, creativity and independence, in a supportive and dynamic environment. We look for graduates who are skilled, driven and highly motivated, and well equipped to operate cohesively as part of the Lazard team.

Our Core Values

Integrity. We take great pride in the tradition of integrity that we have developed over 160 years.

Independence. We are dedicated to offering our clients independent, trusted and unbiased advice. We limit our participation in conflicting business activities. **Excellence.** We endeavour to deliver service of exceptional quality to our clients, tailored to their unique needs. **Intellectual Capital.** Our people are our product, and intellectual capital is our principal asset. We therefore focus on attracting, training and retaining the best talent. **Clients.** We take a client-centric perspective, attuned to their local needs. We emphasise a long-term approach to client relationships.

Heritage. Our heritage is distinctive, with deep long-standing roots through local offices in our key markets. We link these offices together through a global network of industry expertise for the benefit of our clients. **Culture.**

Ours is an entrepreneurial culture that celebrates the individual while emphasising teamwork. We strive to innovate and adapt as our markets change. **Citizenship.** We are deeply aware of the importance of our conduct to our employees, business partners, clients, regulators, investors and the public-at-large. Above all, we must earn and maintain their trust in all our daily endeavours.

Independent Thinking on a Global Scale.

What We Look For

Lazard strongly believes that the quality of the services it provides is above all defined by the individuals who deliver them. Lazard invests significant time and energy in finding the right people to join its businesses and actively seeks out **high-calibre, multi-talented** and **confident individuals** who can bring enthusiasm and new perspectives to our organisation. The firm recruits from all academic disciplines. At Lazard, those who have completed studies in business and economics thrive alongside classicists, mathematicians and linguists. What they share are **exceptional analytical** and **communication skills** as well as outstanding **intellect, enterprise, energy** and **commitment**.

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Please submit all applications via email to:
careers.australia@lazard.com

Opportunities

Lazard offers both graduate analyst positions and summer internships in our Melbourne, Sydney and Perth offices.

Melbourne

Graduate Positions deadline: 1 April 2011
Summer Internship deadline: 15 July 2011

Sydney

Graduate Positions deadline: 1 April 2011
Summer Internship deadline: 5 August 2011

Perth

Graduate Positions deadline: 1 April 2011
Summer Internship deadline: 15 July 2011