

# *A unique opportunity to launch your career*

Edge - The Deals graduate programme



# *You bring the attitude and the talent...*

*If you can see the big picture behind the numbers, you'll love being part of our inspiring Deals team. Your independent, creative and fresh thinking will allow you to develop valuable insights that help your clients.*



*If you look at things from different angles, you'll add value along the entire deal cycle. Add rigorous analysis and perseverance, and you'll have amazing opportunities working with other highly skilled and motivated deals professionals.*

*If you think that there is no problem that can't be solved, you'll make a fantastic deals advisor. You'll surprise yourself with how good you really are and how quickly you grow!*



*You'll face all kinds of intellectual challenges and you'll always be part of an international team of smart thinkers and deal makers, working together to solve some of the most demanding questions in the deals environment.*



# ... and we'll give you the edge...

A three-year graduate programme tailored by PwC across Europe, Middle East and Africa (EMEA) to launch your career in an international Deals environment



# Our range of Deals business units - You will have them during the three-year programme



CF/M&A

- Deal origination
- Lead advisor in M&A transactions



Transaction Services

- Buy- and sell side financial due diligence
- Independent financial assessment for buyers

## Your pathway through the Edge programme



Day 1

**What** – PwC Welcome day  
**Where** – Your home office  
**You'll know** – Where to get your computer, where IT support is, and where to go to for coffee  
**You'll do** – A whole lot of meeting people... and aim not to forget their names  
**You'll think** – PwC Deals is a friendly place to start your career

Week 1

**What** – Local office orientation and e-learns  
**Where** – Your home office  
**You'll know** –

- The importance of Risk and Quality, compliance, diversity and equality
- More about the three-year programme
- About the coaching and mentoring support you'll get

**You'll do** – A lot of compliance and PwC Risk and Quality e-learns, as well as some pre-work that will set you up for success during the month 1 International Deals Foundation event  
**You'll think** – You will never get to the end of all the e-learns (but you will)

Month 1

**What** – PwC International Deals Foundation event  
**Where** – An exciting event in London  
**You'll know** –

- A lot more Deals going on around the PwC network and professionally
- All about our Deals business units and different business units
- About your first rotation and what you can look forward to of the programme

**You'll do** –

- Plenty of networking with your peers from different Deals business units
- Lots of hands on, experiential learning with expert facilitation

**You'll think** – You're now a Deals business unit and you're ready to start your first rotation

# the opportunity to experience at least three of



- Business valuation & financial modelling
- Tax & financial reporting valuation



- Delivering Deal Value
- Deals Strategy (commercial due diligence)
- Capital markets & accounting advisory services (CMAAS)



Month 2

**What** – Your first business unit rotation  
**Where** – Your home office  
**You'll know** – That the tools and templates that you worked through as part of the International Deals Foundation event are just the start of your learning pathway

- You'll do** –
- A lot of excel based work – But you will be supporting live Deals opportunities in one of our business units that fits into the whole Deals spectrum, from Origination through to Post-Deal
  - Deep-dive learning related to your first business unit
  - A lot of learning on the job
  - Some of the Professional Qualification topics – Such as asset management and investment tools
  - Define and start your professional qualification

**You'll think** – You don't know as much as you thought, but with the support of your coach, and your on the job engagement team, you'll start to grow in confidence and experience



End of Year 3

- You'll be** –
- Fully qualified in your Professional Qualification
  - Awarded the PwC Master of Deals certificate. Congratulations!
  - Ready to apply your technical and business skills, and broad Deals experience to all your up-coming assignments

**What** – Your third and fourth business unit rotations

**Where** – Your home office or another territory office, depending on your choice, if you're a top performer, and business opportunity

- You'll know** –
- That learning quickly and actively listening to your experienced colleagues and clients is as important as your technical skills

- You'll do** –
- Your end of year 2 assessment
  - More analytical activity, supporting Deals, and more Professional Qualification exam work
  - More virtual and/or classroom learning along the way

**You'll think** – The end is in sight...

Month 6-9

- What** – Your second business rotation  
**Where** – Your home office  
**You'll know** –
- That you'll have to adapt quickly to get used to your new stakeholder requirements
  - That PwC Deals is a great place to start your career

- You'll do** –
- More analytical activity, supporting Deals, and more Professional Qualification topics and exam work
  - Your end of year 1 assessment
  - Some virtual and/or classroom learning, including content to prepare you for your next rotation
  - More networking events, to build your PwC and client relationships

**You'll think** – It has been a long but rewarding year in the Edge programme

Year 2-3



# *... to become an international deals expert.*



*Practical learning during your first three years that combines learning on the job with a professional qualification.*

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*Build knowledge working in teams in a talent-rich environment, listening and being listened to. Expertise in a specific industry and deals area.*

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*A lifelong network of colleagues and contacts. Build a network from the people you'll work with, the clients you'll advise and the influential people you'll meet.*

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*Build broad experience across the whole deal cycle. Become a leading advisor in our international Deals business.*

The experience stays with you

To learn more about the Edge programme:

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