

Davy Graduate Programme 2012

In the right hands your career can GROW...

A decorative background pattern featuring a series of overlapping, wavy bands. The top band is a light beige color. Below it is a darker band with a fine, repeating geometric pattern of small squares or diamonds. The bottom band is a solid, slightly darker beige color.

Welcome

Joan McGrath, Head of Human Resources

A decorative background graphic consisting of several overlapping, semi-transparent, wavy bands. The top band is a light beige color. Below it is a band with a fine, diagonal hatching pattern in a slightly darker beige. The bottom band is a solid, medium beige color. The bands create a sense of depth and movement across the lower half of the slide.

Agenda

- About Davy and Overview of Key Divisions (Tony Garry, Chief Executive Officer)
- Overview of Private Clients (Adam Cleland, Head of Portfolio Construction)
- Davy Graduate Programme (Joan McGrath, Head of Human Resources)
- Drinks and Canapes

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Davy

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About Davy

Tony Garry, Chief Executive Officer

Today's Environment

- Markets
- Challenges
- Opportunities
- Considering a role in Financial Services

Brief History

- Founded in 1926
- Transition from pure stockbroking business to a broad-based financial services firm, providing a comprehensive range of services to a diverse set of clients
- 1990's significant growth in overseas client base
Private Client business takes off. Corporate client base continues to expand
- 2006 MBO
- We currently employ over 425 people

Davy Locations



- Dublin
- Belfast
- Galway
- Cork
- London

Mission Statement

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“By harnessing the energy, talent and experience of our people, our Mission is to become the trusted partner of our customers, be a great place to work and deliver extraordinary results”

Some interesting facts about Davy

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- Each day, we handle approximately one-half of all trading in Irish equities
- Davy is the only Irish based primary dealer in Irish Government Bonds and acts as arranger on most Irish Corporate Bond issues
- Davy is Broker to 39 Irish quoted companies (~70%), including 9 of the top 10 quoted stocks
- Since 2000, we have been responsible for 70% of funds raised on the Irish Stock Exchange
- With circa €6.5 billion of clients' assets under management we are the leading wealth manager in Ireland

What can you expect as an employee of Davy?

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Respect

Openness

Trust

Meritocracy

Our commitment to your personal development

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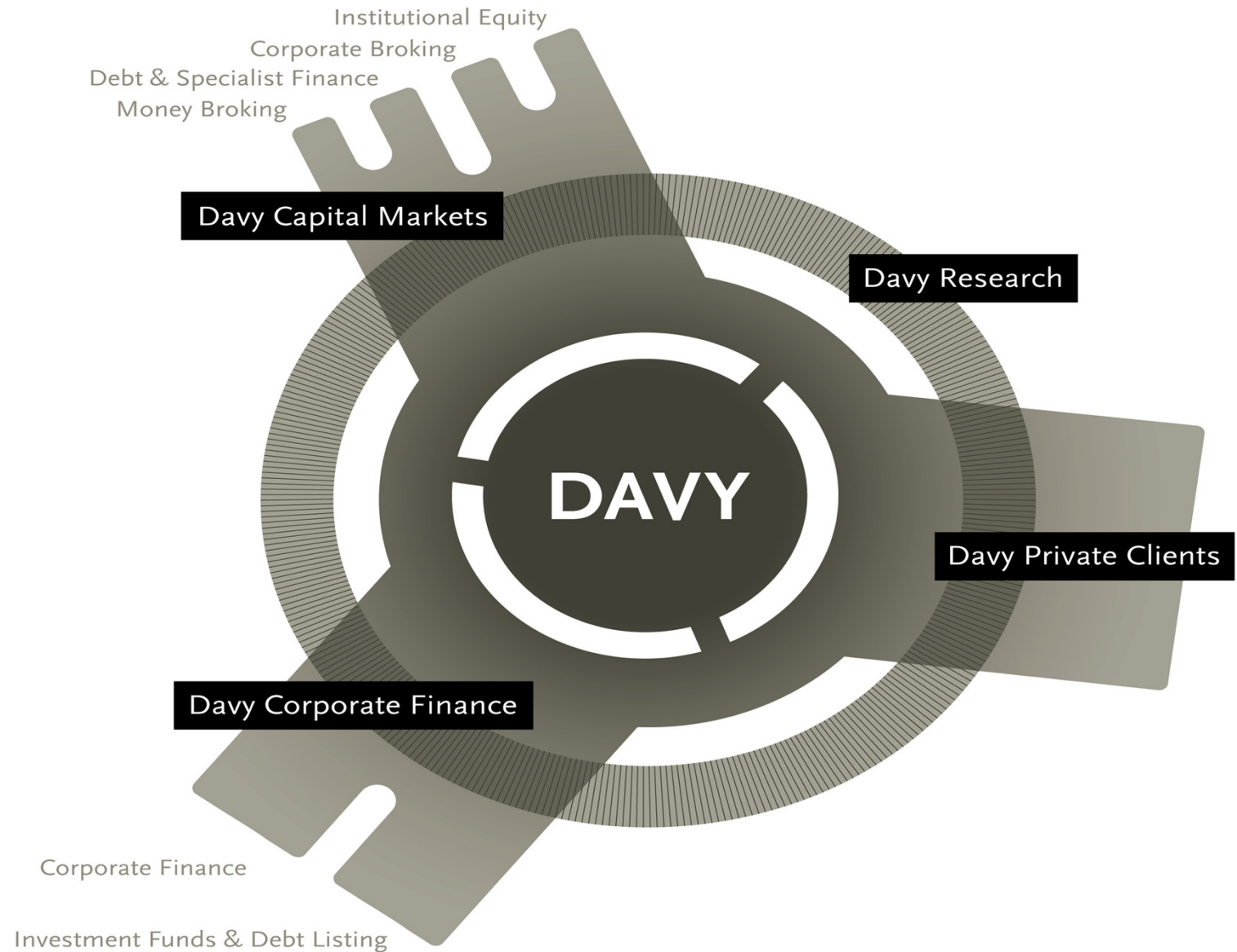
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Overview of Key Divisions

Our Business

- About Davy
- Key Divisions
- Graduate Programme
- Application Process



Davy Capital Markets

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- We are the market leader in the origination, distribution, and trading of Irish equities with a parallel expertise in the European building materials, airlines and gaming sectors
- Our dedicated Equity Sales team has been the most successful in expanding international investor presence in the Irish equity market, particularly North America
- Our leading position is a result of a number of factors:
 - *Our extensive focus on Irish financial product*
 - *Our wide distribution network*
 - *Research expertise*
 - *Strong relationships with the corporate sector*

Davy Capital Markets – Debt & Specialist Finance

- Davy's Debt & Specialist Finance team, the largest in Ireland, acts for both borrowers and investors in the global debt markets
- Specialises in the trading and distribution of Irish and international government bonds as well as corporate bonds to institutional clients

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Equity Research coverage

Davy has diversified outside Irish product, where can bring value added content into its global distribution base

Davy international research product, complementary to Irish expertise

Industrials ...

European building materials, UK housebuilders, global steel and packaging

Industrials...

UK housebuilders, global steel and packaging

Transport & Gaming ...

Airlines - Major European network carriers and top LCC's

Transport & Gaming ...

Gaming- Top UK & European multi channel and Online bookmakers.

Resources ...

Oil & Gas, Metals & Mining

Heavy Materials:

- Holcim
- Heidelberg Cement
- CRH
- Buzzi Unicem
- Lafarge
- Italcementi

Other Materials:

- St Gobain
- Geberit
- Kingspan
- Wienerberger

Distributors

- Travis Perkins
- SIG
- Grafton Group
- Wolseley

UK

Housebuilders:

- Barratt
- Bellway Group
- Bovis Homes
- Persimmon
- Redrow
- Taylor Wimpey

Paper & Packaging:

- Smurfit Kappa

Network Airlines:

- British Airways
- Air France KLM
- Deutsche Lufthansa
- Iberia
- Aer Lingus

Low Cost Carrier

- Ryanair
- Easyjet

Other:

- Irish Continental Group

UK / Irish Multichannel:

- Ladbrokes
- Paddy Power
- William Hill

Online:

- BWIN
- Partygaming
- Betfair

Oil & Gas:

- Tullow Oil
- Cairn Energy
- Premier Oil
- Petroneft
- Draon Oil
- Petroceltic
- Providnce
- Aminex

Metals & Mining:

- Kenmare Resources
- Ormonde Mining

Equity Research coverage

Davy has diversified outside Irish product, where can bring value added content into its global distribution base

Davy international research product, complementary to Irish expertise

Food and Beverage ...

***Euro brewers/
distillers &
selected food
manufacturers***

Food and Beverage ...

***Euro brewers/
distillers &
selected food
manufacturers***

Financials:

*Irish Banks,
Insurance
companies and
other Financial
Services companies*

Other Irish Equities:

Brewers:

- Britvic
- C&C
- Carlsberg
- Diageo
- Heineken
- Pernod Ricard

Food Manufacturers:

- Associated British Foods
- CSM
- Christian Hansen
- Donegal Creameries
- Fyffes
- Glanbia
- Greencore
- Kerry Group
- Origin
- Suedzucker
- Tate & Lyle

Banks:

- Allied Irish Bank
- Bank of Ireland

Insurance:

- FBD Holdings
- Irish Life & Permanent

Financial Services:

- IFG Group

Financial Technology

- Norkom

Pharma:

- Elan
- Icon
- Trinity Bio

Media

- Independent News & Media
- Ulster Television

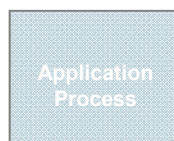
Recruitment

- CPL

Support Services

- DCC Plc
- United Drug

Davy Capital Markets – Institutional Equity Research



- Our Institutional Equity Research team is widely regarded as the most authoritative in Ireland
- Provides insightful, robust, value-added, award-winning analysis across a range of sectors
- Recent awards include:
 - Ireland's leading brokerage firm — Thomson Extel Pan-European Survey, 2011
 - No.1 equity research team, Ireland — Institutional Investor All-Europe Research Team Survey, 2011

Davy Corporate Finance

- Davy Corporate Finance is the advisor of choice to Ireland's leading public, private and semi-state companies advising approximately 75% of Irish listed companies by market capitalisation, including 9 of Ireland's top 10 listed companies
- We are Ireland's leading AIM and IEX advisor, advising over 75% of companies quoted on the IEX Market and over 20 companies quoted on the IEX market of the London Stock Exchange
- We offer a wide range of products and services including IPO's, AIM/IEX admissions, private and public company fundraisings, mergers and acquisitions, management and leveraged buyouts, disposals, company valuations, strategic advice, venture capital sourcing and cross border investments

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Davy Private Clients

Adam Cleland, Head of Portfolio Construction

Davy Private Clients - Overview

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- Davy Private Clients is Ireland's leading wealth manager
- €6.5bn in assets under management
- Multi-asset diversified portfolios aimed at delivering consistent returns throughout the investment cycle
- Strategic relationships with world-leading investment managers ensures we have comprehensive global cross-asset coverage

Davy Private Clients – Our Approach

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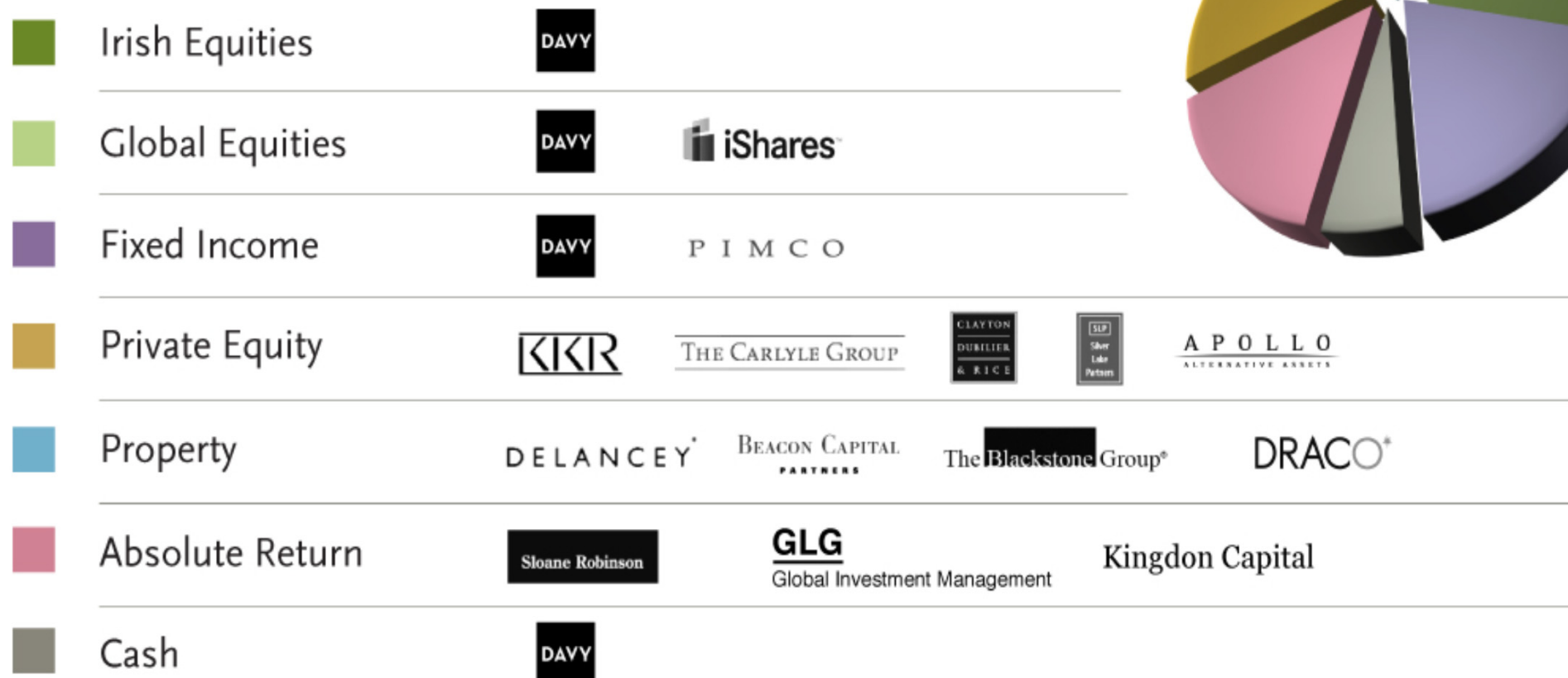
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- Tailored investment services, based on an understanding that every client is unique
- Understanding client needs and designing financial and investment solutions is the core of our business
- There is an exceptional breadth and depth of capabilities across all wealth management disciplines serving the complex needs of today's private client.

Davy Private Clients

Strategic relationships with world-leading investment managers ensures we have comprehensive global cross-asset coverage



Private Equity Offering

THE CARLYLE GROUP

Asian buy-out - Carlyle Asia Partners (CAP)

CAP's focus is on taking controlling positions in established businesses in China, Korea, India, Hong Kong and Australia. CAP focuses on larger transactions (greater than \$25m), proprietary sourcing of opportunities and value creation for portfolio companies.

TIGER

Tiger Global Management, LLC

Growth Capital - Tiger Global Management

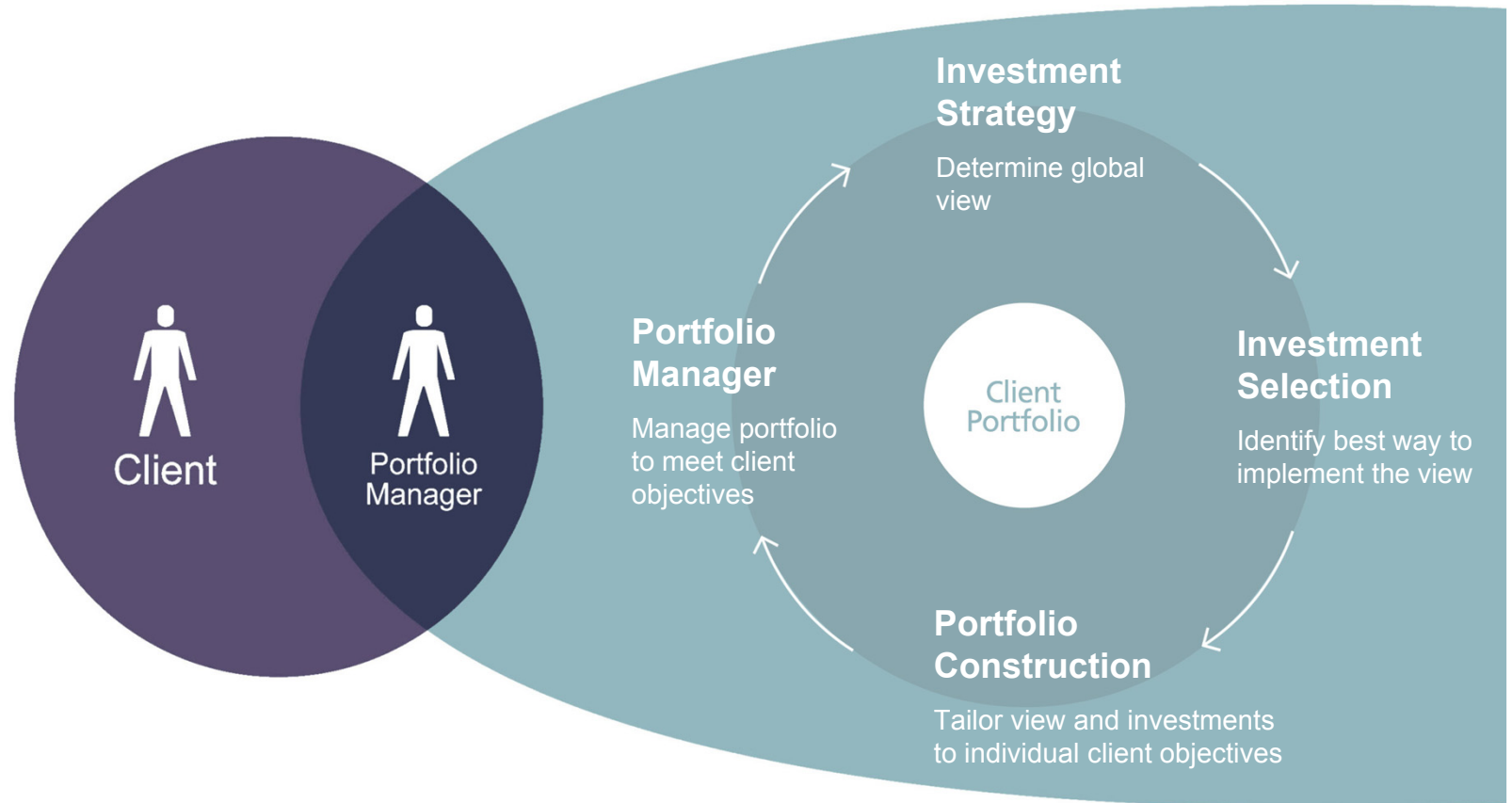
Tiger is a leading private equity firm with a focus on both emerging economies and technology companies. Since its founding in 2001, Tiger has managed the investment of \$6.8billion delivering a return of 72% per annum on realised investments. Recent investments include Facebook, LinkedIn and Daft.

Single Asset - Azur Pharma

Azur Pharma makes pharmaceuticals in the central nervous system and women's health areas in the US market. Davy clients made up about half of Azur's early stage investors when the company did funding rounds in 2005 and 2007. Investors are now in line to get returns of 3-4x their initial investment when the company's reverse takeover of Nasdaqlisted Jazz Pharmaceuticals closes early next year.

AZUR PHARMA

Creating and managing customised portfolios



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Davy Graduate Programme

Joan McGrath, Head of Human Resources

Graduate Opportunities

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- Private Clients
- Institutional Equity Research
- Corporate Finance
- Information Systems

Davy recruits the brightest graduates from

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- Business
 - Engineering
 - Maths
 - Finance
 - Computer Science
 - Law
 - Information Systems
 - Economics
 - Sciences
- *We welcome applications from all final year degree and Masters students who have obtained an average result of 11.1 or higher*

2 Year Programme

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- Work Experience
- Training and Development
- Networking
- Support

Work Experience

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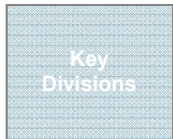
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Career Progression



- Private Clients → Assistant Portfolio Manager → Portfolio Manager → Senior Portfolio Manager → Leader of Team
- Corporate Finance → Executive → Associate → Director
- Equity Research → Junior Analyst → Senior Analyst → Sector Head
- Information Systems → Technical or management route

Training and Development

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Other elements of life at Davy



In-house gym

Fundraising for charity



Lunchtime and after work fitness classes:
Yoga, Pilates, Zumba, Fitness and Circuit Training

Other lunchtime and after work classes:
Language classes, cookery classes, guitar lessons



Clubs and Teams:
Running, Book Club
Tag Rugby, Cycling



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Camaraderie Amongst Davy Graduates

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Application Process

Brochures available here today

Application form available on our website

Closing Date: Thursday 24th November, 2011

Stages in the process:

1. *On-line Aptitude Tests (December 2011)*
2. *Interviews with HR (January 2012)*
3. *Assessment Centres (February 2012)*
4. *Offers (March 2012)*

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Thank you

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