

INVESTMENT BANKING ASSOCIATES- 2-3 Positions

Opportunity for the candidates with qualification of CA, CFA, MBA, Financial Modular, ACCA

Rizwan and Company (An independent member firm of DFK International) is looking for Pakistan based Investment banking associates with 3-5 years' experience preferable in the Banking or Capital market sector. The selected candidates will assist the Team Leaders of the firm on large and complex investment banking transactions/advisory for different **projects in GCC and CIS market**. Selected candidates will be working remotely/Pakistan based offices with flexible working hours from Islamabad, Karachi, Lahore. Compensation will be negotiated based on profile and work experience of the selected candidates. Please carefully go through the skills required as given below and send your resume at infoisd@dfk-pk.com by 15 July 2023:

1. Financial Modelling:

- a. Prepare financial models for projects to obtain required outputs such as IRR, tariff, valuation estimates etc.
- b. Making modifications to existing financial models as per requirements from the Client and its Affiliates
- c. Carrying out sensitivity analysis with respect to key commercial drivers
- d. Other financial modelling related work

2. Transaction Structuring:

- a. Propose and evaluate various transaction structures for implementing projects which the Company (or its Affiliates) require assistance with
- b. Prepare and / or analyze risk allocation matrix highlighting the key risks for projects under the proposed structure

3. Support in Evaluating Investment Opportunities

- a. Preparation of financials models to assist Client in evaluating business opportunities and performing cost benefit analysis
- b. Preliminary project analysis and feasibility study to assess the economic and commercial viability of the project.
- c. High level assessment of key project risks, their commercial impact on the Project's stakeholders and possible mitigation options and strategies.
- d. Support the Client in commercial negotiations with the customers
- e. Executing sensitivities case runs and compiling presentations for internal approvals

4. Finance/ Fund Raising Advisory:

- a. Financing plan, and where required proposing financing structures based on market situation to meet project financing requirements
- b. Support in market sounding, discussions, and negotiation with financing parties for debt syndication and finalization of finance documents
- c. Support in raising equity bridge financing

5. Financial Due Diligence (M&A Opportunities):

- a. Evaluation of project agreements from finance-ability / risk perspective
- b. Collect and assess the financial, and commercial information / documents made available by the Seller
- c. Review of Seller financial model inputs based on the detailed technical, insurance and legal due diligence conducted by Client advisors
- d. Refine and optimize the financial model according to financing status, the Client's requests, and inputs from other advisors
- e. Executing sensitivities case runs and compiling presentations for internal approvals
- f. Assist the Client in the contractual negotiations with Seller or its advisors
- g. Support the Client in approaching the lenders, negotiations and coordination with lenders
- h. Assist the Client to achieve all the Condition Precedent in the project agreements and also in the financing agreements with lenders for achieving financial close