



## 2024 Corporate, Investment Banking & Markets Placement Groups\*

### **CORPORATE BANKING:**

1. **U.S. Corporate Banking** – The U.S. Corporate Banking group serves U.S. based multinational corporations and is comprised of 1) a group of relationship bankers who are primary point of contact for clients, identifying their financial need and providing them with comprehensive suite of MUFG's products, and 2) a group of portfolio managers who focus on the evaluation of clients' creditworthiness through industry and financial analysis. Coverage is industry based with 11 sectors.

### **INVESTMENT BANKING:**

2. **Commodity and Structured Trade Finance** – The Commodity and Structured Trade Finance group encompasses Commodity Finance and Structured Trade Finance. Commodity Finance structures and arranges working capital and short-term fixed asset financing solutions to commodity trading and marketing companies involved in energy, metal, and soft commodities. It specializes in secured borrowing base or secured transactional lending facilities. Structured Trade Finance team structures and arranges both short-term and long-term working capital solutions and balance sheet optimization strategies for trade across various regions including North America and Latin America. Products include pre-export finance, prepayment finance, buyer-led finance, seller-led finance, Letter of Credit (LC) issuance, commercial import/export LC, LC confirmation and discounting.
3. **Corporate Advisory** – The Corporate Advisory group advises on acquisition and event-driven finance, corporate finance, and strategic alternatives. On a day-to-day basis, the group functions within the broader structure of the bank to execute event-driven financings as well as coordinate/support internal processes for complex transactions. The group also provides clients with advice on possible alternate financing arrangements, optimal capital structure and capital allocation policies, and corporate valuation.
4. **Direct Lending** – The Direct Lending group provides debt financing to private equity sponsors to support middle market LBOs, portfolio company acquisitions, and recapitalization transactions, using MUFG's own balance sheet capital. The group is responsible for all aspects of the business, including origination (sponsor coverage), underwriting, portfolio management, relationship management, and loan syndication, across various industry sectors.
5. **Global Financial Solutions** – Global Financial Solutions (GFS) is a team made up of individuals with a wide range of professional backgrounds including accounting, tax, law, insurance, credit, and risk. GFS works with MUFG's clients to structure solutions using MUFG's many products to meet our clients most pressing needs. Product offerings range from the simple loan, commitment or repurchase agreement to the more bespoke hybrid instruments which may include embedded derivatives. We also play a critical role in delivering on MUFG's Working Capital Solutions and Insurance Solutions strategies. We also frequently collaborate with other teams within MUFG.
6. **Project Finance** – The Project Finance group arranges non-recourse financing of project assets in a variety of industries, including power and renewable energy, oil and gas, metals and mining, and infrastructure, and with offices in New York and Los Angeles, takes leading roles in transactions across the Americas as a lender, underwriter, and a financial advisor. MUFG has been the #1 Mandated Lead Arranger (MLA) in the Americas Project Finance market since 2009 and was named the Global Project Finance Bank of the Year for 2018 and Global Bond House of the Year for 2017 by PFI.



7. **Supply Chain Finance** – The Supply Chain Finance group provides a variety of tailor-made solutions and financings across the spectrum of clients’ accounts receivables and payables. The group works closely with the banks’ corporate banking clients with a focus on enhancing a client’s working capital utilizing a variety of receivable monetization structures, account payable solutions, and traditional supply chain finance programs. Supply Chain Finance is relationship focused and transacts in the capacity of lead bank and arranger, co-purchaser and participant in both domestic US and global programs.

## **SECURITIES GCIB**

8. **Capital Markets (generalist pool)** – Broadly, the Capital Markets Group is focused on raising capital for MUFG’s corporate clients in a diverse set of markets. What specific market a CMG employee might seek to access on behalf of a corporate client depends on 1) the client and its goals; and 2) the type and cost of capital seek to raise for that client.

**Investment Grade Finance** – This group leverages MUFG’s strong banking relationships with corporates across industries and services the fixed income needs of these clients. Funding strategies could range from origination and underwriting of both bonds and loans, liability management exercises, sourcing short-term capital through our Commercial Paper program, or accessing hybrid capital. The group, along with the International Syndicate desk, formulates pricing strategy and manages the entire execution process of a funding exercise. MUFG is consistently a Top 10 global leader in debt capital market transactions across a variety of currencies.

**Leveraged Finance** – The Leveraged Capital Markets group structures and executes leveraged debt financings for corporate and private equity clients and seeks to source investors for those debt financings. The group focuses on understanding their clients’ business and financial goals to develop a capital structure and syndication strategy to meet those needs.

**Specialized Finance** – The Specialized Finance group originates structures, underwrites, and distributes loans and bonds for clients with an advisory approach and focuses on the best execution available for the clients, tailored to support their financing needs. These clients are focused on market-leading Project Financing efforts across loans, bonds, and private placements globally, asset-based structures, and specialized markets like Aviation and Reserve-Based transactions.

9. **Securitized Products** – The Securitized Products group provides a variety of structured products and tailor made financing and hedging solutions across all major asset classes to MUFG Wholesale clients and investors. Securitized Products is a market leader in bank and asset backed commercial paper funded securitization facilities and is a leading arranger in the U.S. Securitized Products focuses on originating, structuring and either retaining for our portfolio or on the capital market side distributing and trading Asset-Backed Securities (ABS) and Collateralized Loan Obligation (CLO) transactions.

## **GLOBAL MARKETS:**

10. **Sales & Trading (rotation)** – Our highly-experienced sales and trading teams cover credit, rates, equities, and structured products, backed by cutting-edge insight and analysis. We operate across global platforms, taking advantage of MUFG's international scale, reputation, and financial strength. **The groups below (Credit Sales & Trading, Institutional Investor Sales, Rates Sales & Trading) are included in the rotational program.**

**Credit Sales and Trading** – The Credit Trading & Sales team operates on a global platform with trading desks in New York, London, and Hong Kong. This international presence allows to service clients globally and seamlessly over each 24-hour trading day. MUFG has trading expertise which



spans throughout major liquid corporate and bank sectors. Currently, the international securities business covers global investment grade, high yield, and emerging markets credit. The significant presence in electronic trading ensures consistent and timely execution of all client corporate bond trades. The team also works closely with the Capital Markets group to distribute primary products.

**Institutional Investor Sales** – The Institutional Investor group develops and implements MUFG Securities' Financial Institution client strategy and is driving the International Sales Reform initiative. The group works closely with Sales and Trading teams across product lines and regions to strengthen relationships with target clients, and ultimately increase client profitability. Core areas of focus include: 1) ensuring that we have a robust client planning process, with coverage across all relevant product lines and regions; 2) driving Sales initiatives to enhance our offering for institutional investors; 3) sponsoring development of client infrastructure including enhancement of core Client Relationship Management and Client Value Management Information systems; 4) streamlining credit, legal documentation and other on boarding processes; and 5) leveraging our relationship with other MUFG group entities.

**Rates Sales & Trading** – The Rates team has extensive expertise in multi-currency trading, managing dynamic books in EUR, USD, GBP, JPY, and many peripheral currencies, and in a vast range of interest rate products including swaps, bonds, options, and repo. Clients range from institutional asset managers to leveraged funds, pension funds and central banks.

**11. U.S. Corporate Derivatives Sales & Foreign Exchange Sales (rotation)** – The U.S. Corporate Derivatives Sales group provides interest rate and long-term currency hedging for clients of U.S. Corporate and Investment Banking, and MUFG Canada. Primary products are interest rate swaps, cross- currency interest rate swaps and related options. Most corporate clients are interested in managing interest rate risk in their liability portfolios, matching asset and liability risks, and/or hedging long-term currency risks. The U.S. Corporate Foreign Exchange Sales group works closely with multinational corporations with large foreign currency exposures. The group helps companies develop risk management programs to reduce the volatility of cash flows and earnings due to changes in exchange rates. The primary foreign exchange products which are used in these programs are spot, forwards, swaps, and options.

**\*Note:** Group availability and allocations will change year to year. Please refer to the job posting for specific details regarding group participation for each cohort.