



FINANCE & INVESTMENTS



ie
BUSINESS SCHOOL

Pathway
Discovery Day

CHASING THE #NextBestYou



Pathway Director

JAVIER TORDABLE

25 years at the forefront of Corporate & Investment Banking CIB, specialized in Capital Markets & Exchanges

Background

- 15+ years of Deutsche Boerse & Euronext (MTS Markets)
- Founded 3 platforms (FICC, Commodities, Equity)
- Advisor of FinTechs (SME, crowdfunding, digital assets)

Recent

- Designed BBVA Spark, a new bank for scaleups
- Designed ELSM, European Loan Secondary Market for Direct Lending Funds
- Designed the creation investment vehicles with VC and PE firms
- Co-funded an Exchange on blockchain - Tokenization



Snapshot of the Finance Sector 2024 (i)

Wall Street reports best quarter for investment banking in 2 years

Goldman Sachs, JPMorgan Chase, Morgan Stanley, Bank of America and Citigroup reported \$8.2bn in fees



Each of the big five investment banks has outperformed the benchmark S&P 500 index over the past three months © AP

Slow and steady is a virtue in this US IPO recovery

One upshot is that companies considering a listing have to be more conservative in their pricing



Amer Sports, the maker of Wilson tennis rackets, raised \$1.56bn in January © Bloomberg

Private credit boom continues; pressure builds on Europe's debt market

Snapshot of the Finance Sector 2024 (ii)

Global stock markets record best year since 2019

S&P 500 ends 2023 just shy of record as investors bet interest rates have peaked



The benchmark S&P 500 index of US stocks dipped 0.3% on Friday, the final trading session of 2023 © Spencer Platt/Getty Images

Global stocks slide as fears mount over US growth

Market turbulence driven by fears of potential US economic slowdown and fall in Nvidia shares



Nvidia chief Jensen Huang throws a ceremonial pitch at a baseball game on Tuesday in San Francisco. The US chipmaking giant shed 9.5%, or more than \$250bn © AP

US venture capital fundraising hits a 6-year low

A 60% decline in 2023 from the year before sends a gloomy signal to funders and the start-ups that rely on them

Big Finance Sector Trends

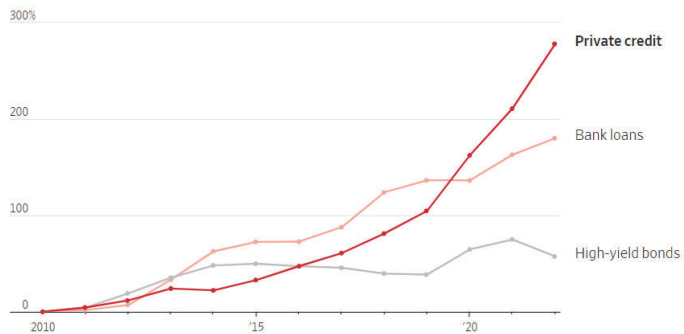
THE WALL STREET JOURNAL.

MARKETS & FINANCE

The New Kings of Wall Street Aren't Banks. Private Funds Fuel Corporate America.

With interest rates at multiyear highs, hedge funds and private equity are taking over lending

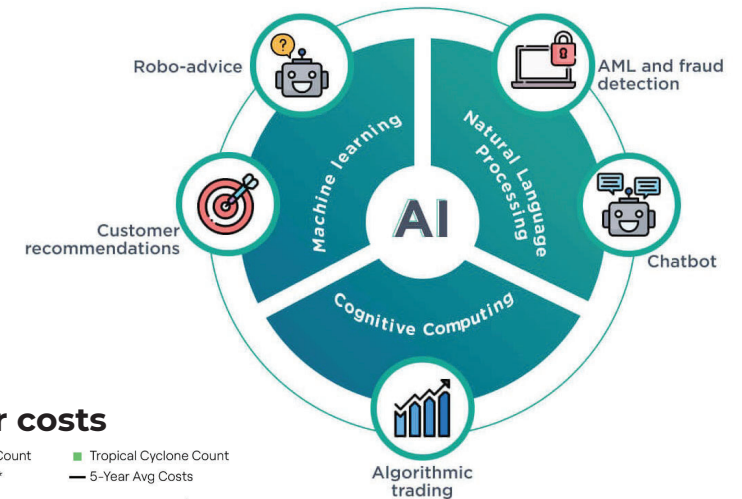
Growth in debt outstanding since 2010



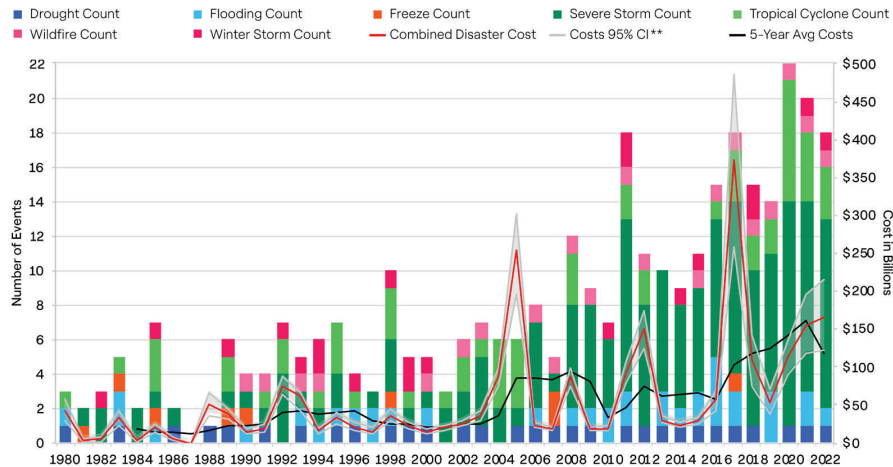
Source: Barclays

FinTech

AI Applications in Financial Services

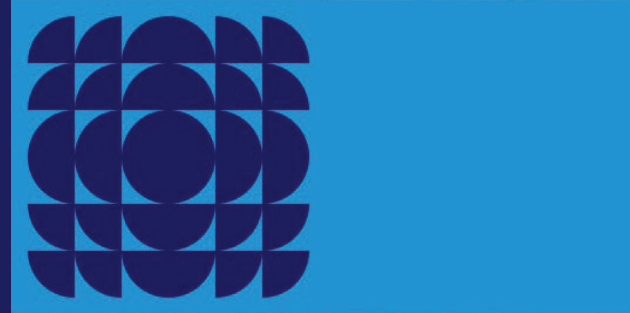


US billion dollars climate disaster costs





Understanding the pathway



FINANCE...

FUNDS BUSINESS GROWTH,

FUELS ECONOMIC DEVELOPMENT,

CREATES SAVINGS & WEALTH,

POWERS INNOVATION and

LEADS THE WORLD

“Invest in disruptive innovation, a technologically enabled product or service that potentially changes the way the world works”

Cathie Wood

“Those who don’t know how to manage money will always work for those who do”

Dave Ramsey

“Price is what you pay, Value is what you get”

Warren Buffet

“Accounting measures the past, Finance values your dreams”

Javier Vega, IE Professor

Myth Busting



“Banking is necessary, Banks are not”, Bill Gates

“Private Equity is changing the business world, they are the new kings”, The Economist

“The Future of finance is Technologically Embedded”, Amazon

“Companies must act on Climate Change, can’t bank or rely on governments”. Bill Winters

“Users can expect to conduct their entire financial world on the X platform”, Elon Musk

“Tokens are the next generations for Capital Markets”. Larry Fink

“The financial industry is a service industry. It should serve others before it serves itself”, Christine Lagarde

6 forces currently impacting this pathway



Corporate Finance & IB
*skills, tools & models
mass adoption*



Private Markets,
proliferation of players



AI, Robo, algorithmic
*Hybrid Investment, Trading &
Asset Management*



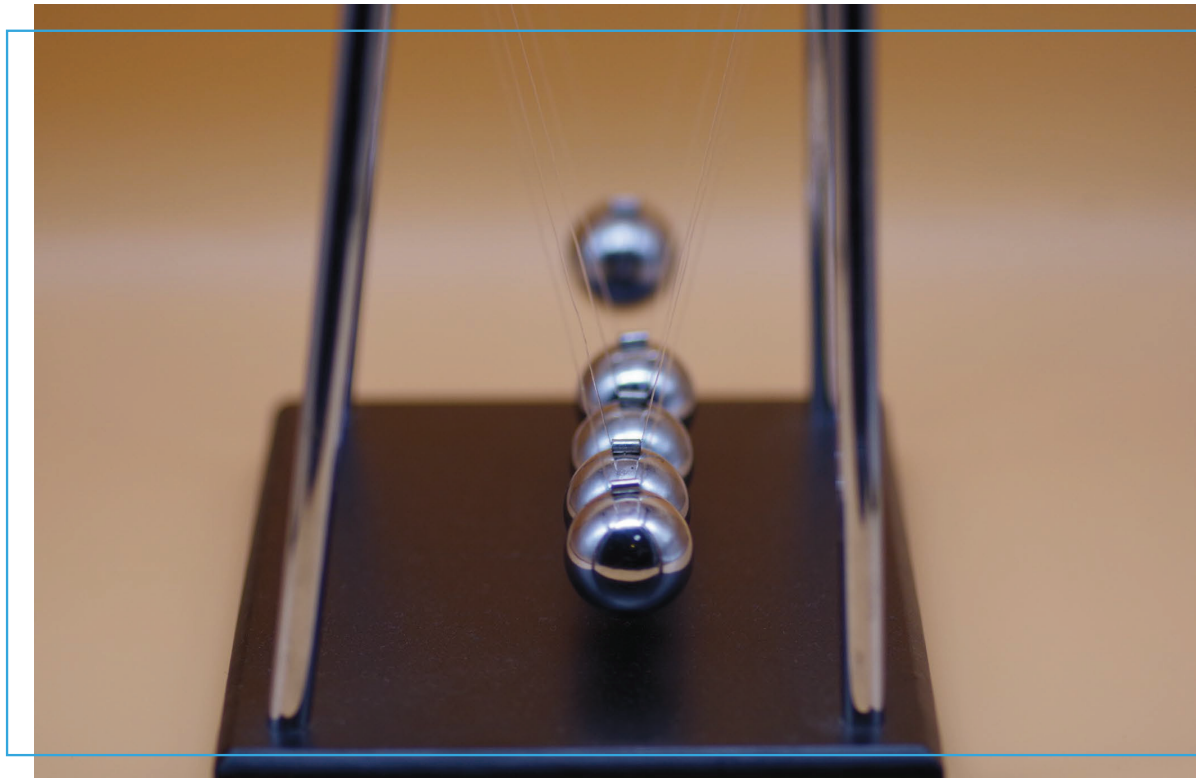
Sustainable Finance,
Impact Investment



Financial Technologies
Retail & Wholesale FinTech

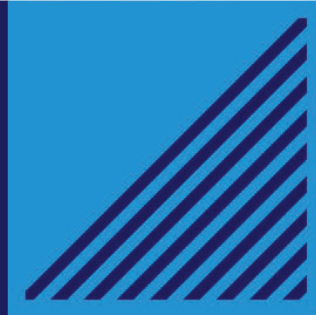


DOVISH vs HAWKISH
ECB & Fed Monetary Policy





Career areas within the Pathway



3 Finance Pillars & 2 Top Trends





FINANCE & INVESTMENTS



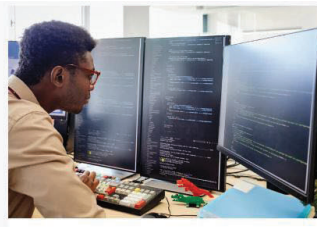
**CORPORATE
FINANCE &
INVESTMENT
BANKING**



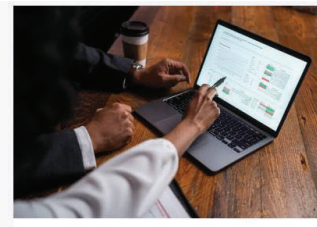
**PRIVATE EQUITY,
VENTURE CAPITAL
& ALTERNATIVE
INVESTMENTS**



**ASSET
MANAGEMENT &
GLOBAL MARKETS**



**FINTECH & DIGITAL
FINANCE**



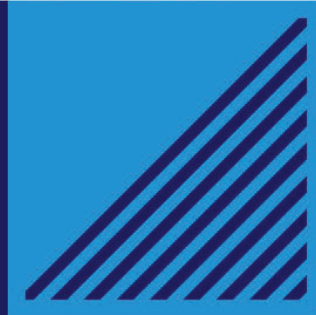
**FINANCIAL
ANALYTICS &
FORENSICS**



**SUSTAINABLE
FINANCE & IMPACT
INVESTING**



Exploring pathway & fit



Who do you want to be within Finance?



Why should you consider this pathway?

1. Do you like **numbers, detail** and **measuring & calculating**?
2. Do you like **Accounting, excel, modeling, Investing & trading**?
3. Do you enjoy **Analytical thinking, research** and **forecasting**?
4. Are you good at identifying **Opportunities** for **Businesses** and **Strategies**?
5. Do you enjoy bringing **Focus & Results** to ideas and teams?
6. Are you inspired by **Entrepreneurship** and **Innovation**?



Type of Roles

Tech & Data Management + Risk management & Compliance
 Corporate positions (HR, Marketing, Operations...)



POOL

PRESENTATION TITLE

Small/Boutique

SECTION TITLE

Let's look at both sides of the coin



THE UPSIDES

1. Great pay and social reward
2. Great learning curve and career ladder progression
3. Great impact and leadership status

THE DRAWBACKS

1. Very poor work-life balance
2. Very stressful
3. Very demanding & competitive



Relevant companies and functions in this pathway

J.P.Morgan

Goldman Sachs

 **UBS**

Morgan Stanley

 Deutsche Bank

 **BARCLAYS**

 **citi**

Jefferies

 **Santander**

 Rothschild & Co

 **PJT**
Partners

 Houlihan Lokey

BBVA

 SEAYA

Allianz 

AQUILA
CAPITAL

BlackRock

 **IFC**
International
Finance
Corporation
WORLD BANK GROUP

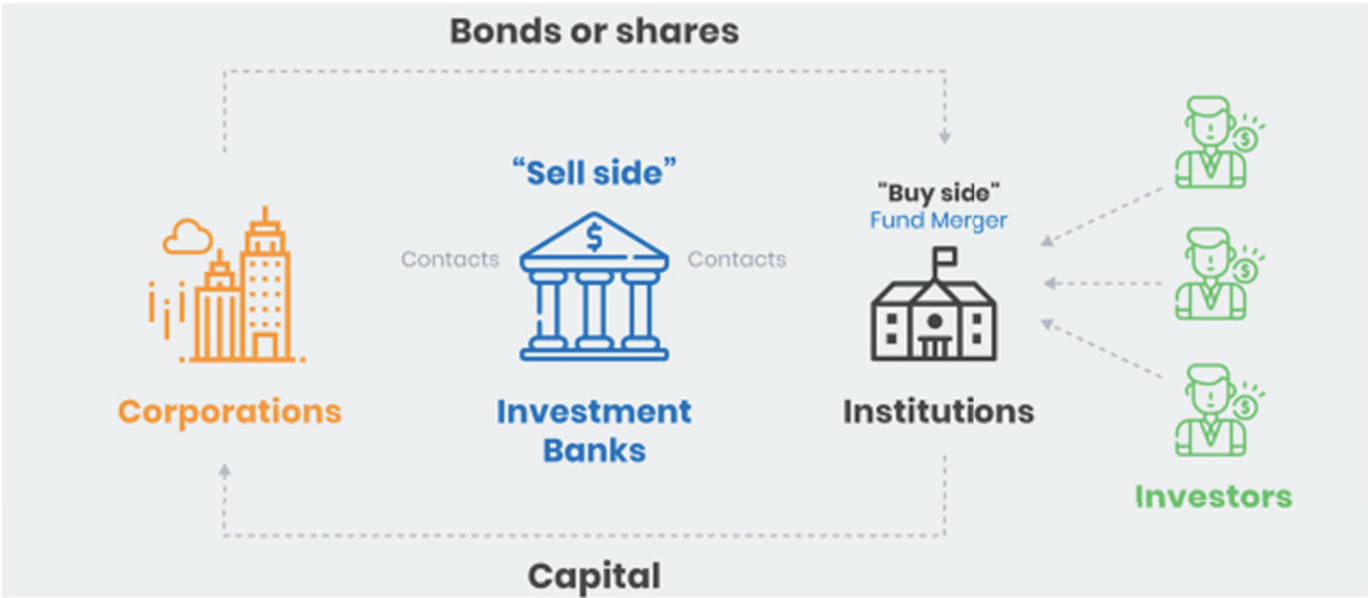
PLUGANDPLAY

 **Bridgepoint**

SIEMENS

- Head of Operations
- Senior Associate
- Investment Associate
- Investment Director
- Head of Projects
- Head of Sales
- Iberian Sales Lead
- Managing Director

Pathway Ecosystem



Alumni Across the Career Areas

Inspiring profiles



Kim



Area: Wealth Management

2023... Relationship Manager

2022... IMBA, IE Business School

2019... Chef and Restaurant Manager

2016... BA, Business



Matteo



Area: Private Equity

2023... Investment Associate

2020... IMBA, IE Business School

2020... Banca IMI, M&A

2019... BA, Business

Alumni Across the Career Areas

Inspiring profiles



 Mark

Doconomy

Area: Impact Investing

2024... Corporate Finance manager

2022... IMBA, IE Business School

2021... Master in French translation

2019... BA, Political Science and economic



 Ghassan



Area: Venture Capital

2024... Chief of Staff

2021... IMBA, IE Business School

2020... Four Seasons Hotel – Divisions Head

2019... BA, Marketing

Alumni Across the Career Areas

Inspiring profiles



Adriana



Area: FinTech – DeFi - Crypto

2024... Sales Director

2021... IMBA, IE Business School

2020... Goldman Sachs, IB

2018... BA, Business



Krystyna

Bridgepoint

Area: Private Equity

2024... Senior Associate

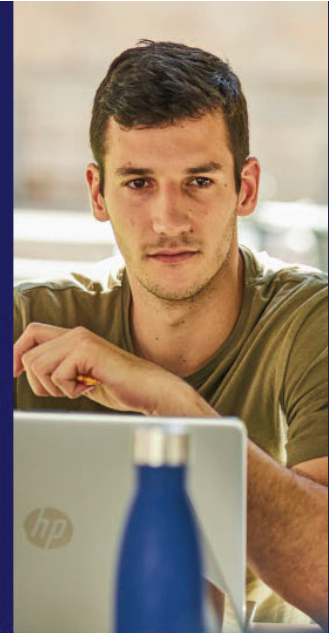
2019... IMBA, IE Business School

2018... UBS – Wealth Management

2009... BA, Economics



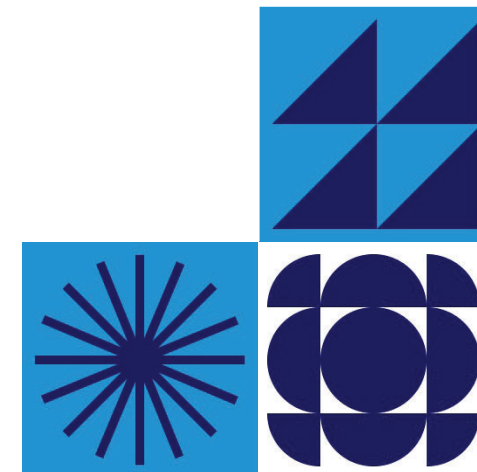
Accelerate your
discovery



Pathway from an Academic Perspective



Core Courses
Financial Analysis and Reporting
Managerial Accounting
Financial Markets
Corporate Finance
Concentration
Advanced Corporate Finance
FinTech, Digital Finance & Defi
Real Estate Finance
Financial Modelling
Asset Management & Global Markets
Corporate Finance & Investment Banking
Electives
Advanced Financial Statements Analysis
Building Financial Projections
Wealth Management
(Optional) Dual Degrees
Finance



Your next steps to learn more about the pathway

Read



WSJ



efinancialcareers

Finextra



Bloomberg



Student clubs you can join at IE



Heads up

Careers

INVESTMENT BANKING *day*

Discover. Network. Apply.

J.P.Morgan

 Deutsche Bank


Morgan Stanley

 UBS

Jefferies

EVERCORE

 BARCLAYS

 Rothschild & Co

 citi

 RJT
Partners

September 17 | IE Tower | 15:30

Heads up (and II)

INTRODUCTION TO PRIVATE EQUITY & INTERNSHIP OPPORTUNITY

**PARTNERS
GROUP**

ie UNIVERSITY
TALENT & CAREERS

ie UNIVERSITY
FINANCE AND
CAPITAL MARKETS



ANE GARCIA ZABALA

Private Equity Senior
Associate at Partners Group



ANSELMO GARCÍA PALMA

Private Equity Investment
Associate at Partners Group

September 18th

Time: 17:00h

Place: Velazquez – Room TBC