

# Advisory & Client Services

BlackRock was founded by eight entrepreneurs who wanted to start a very different company. One that combined the best of a financial leader and a technology pioneer. And one that focused many diverse views on a singular purpose: to create a better financial future for our clients - companies, governments, and millions of individuals saving for retirement, their children's educations, and a better life.

Being part of BlackRock means being part of a community of smart, ambitious people. People who value diversity of thought, perspective and background, who believe everyone has a voice at the table. So, whatever your background, whatever you're studying, there's a place for you here.

## **ALADDIN CLIENT SERVICES**

### **Become an Aladdin Ninja**

Every day, the Aladdin Client Services Team tackles the hardest, most sophisticated problems in FinTech. We utilize our in-depth understanding of Aladdin, our clients' businesses, and the investment management process to provide world-class customer service to our rapidly-growing, global client base. We all studied different things and bring unique skills and experiences to the table, but we all share a serious passion for solving tough problems and keeping our clients happy.

## **CLIENT SOLUTIONS**

### **Combine consulting and portfolio management**

The Client Solutions (CS) team combines strategic investment consulting with portfolio management to solve our clients' most complex investment challenges. CS builds custom portfolios spanning all asset classes, sectors, styles, and regions. The team also provides tailored advice to the Firm's institutional clients, including many of the world's most influential asset owners: pensions, endowments, central banks, insurers, and sovereign wealth funds. Rooted in BlackRock's longstanding culture of objective problem-solving, CS collaborates with teams around the firm to provide holistic portfolio and risk solutions to some of our most sophisticated clients.

## **CORPORATE STRATEGY & DEVELOPMENT**

### **Support BlackRock's Board of Directors and Senior Management in driving key strategic priorities**

Corporate Strategy and Development is dedicated to supporting BlackRock's Board of Directors and Senior Management in operating the day-to-day business, optimally positioning the Firm to create value for shareholders, and driving the achievement of our key strategic priorities.

# Advisory & Client Services

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## **FINANCIAL MARKETS ADVISORY**

### **Advise clients with complex capital markets exposures**

The Financial Markets Advisory (FMA) group helps financial institutions, long-term investors, finance ministries and central banks address their most difficult, and interesting capital market, balance sheet and regulatory challenges. The customized services our team provides include customized model construction, complex asset valuation, strategic consulting, asset management and regulatory advisory.

## **STRATEGIC PRODUCT MANAGEMENT**

### **Drive organic revenue growth by enhancing product development and innovation**

Strategic Product Management (SPM) seeks to bring innovation, discipline and focus to BlackRock's product line-up, as well as to partner with each of the firm's business units to ensure alignment behind a clear set of priorities. Done effectively, this ensures that BlackRock continues to meet the needs of its clients and achieves its growth objectives.

# Aladdin Client Services

**BLACKROCK®**

Every day, the Aladdin Client Services (ACS) Team tackles the hardest, most sophisticated problems in FinTech. We utilize our in-depth understanding of Aladdin, our clients' businesses, and the investment management process to provide world-class customer service to our rapidly-growing, global client base. We all studied different things and bring unique skills and experiences to the table, but we all share a serious passion for solving tough problems and keeping our clients happy.

## Our team is known for

Being product experts with a reputation for getting the job done. We...

- Deliver exceptional customer service to users, every time
- Solve difficult problems by providing innovative solutions
- Collaborate with others because we know we can do more together
- Figure out what needs to get done and then do it
- Learn every day, question everything, and embrace change
- Foster a fun, innovative team atmosphere

ACS has a long history of providing top talent to the Aladdin Business and broader BlackRock community – we are laser focused on giving Analysts the skills that they need for a successful career at BlackRock.

## As an analyst you will

- **Answer questions and help our clients run their businesses on Aladdin:** You will take phone calls, emails, and chats from industry practitioners at some of the world's most respected investment institutions. You will solve problems that matter, making direct and measurable difference to our clients. In the process, you will build technical, industry, and relationship skills.
- **Use technology to solve problems:** We will teach you the skills you need to succeed, such as maneuvering relational databases and parsing product logs. We will also give you the opportunity to leverage the tech skills you already have. Know Scala? Help us fine tune our metrics offering! Passionate about Java script? Build self-service tools for our clients!
- **Educate users, leverage service insights, and relay user experience feedback to improve the customer experience and our product:** We believe that the best customer service is proactive, not reactive. We are students of our own data and engage with our clients to keep problems from arising, rather than dealing only with issues that are brought to our attention.

- Work on a global team, with a local presence: Our support model follows the sun – if a market is open somewhere in the world, so are we! You will get to work with teams across the world, while still engaging with a vibrant local team.

## Aladdin at a glance

Aladdin is BlackRock's end-to-end investment platform. Just like the markets and users it services, it is complex and rapidly evolving:

- Home to over \$17 trillion in assets under management
- Nearly 200 unique clients
- A rapidly growing client base that includes close to 30,000 users
- Presence in over 50 countries

As the Aladdin Client Community continues to grow, so does the Aladdin Business:

- Over 500 members of the Aladdin Business
- Over 1,500 engineers dedicated to developing Aladdin

The clients you will work with include some of the world's most sophisticated asset managers, insurance companies, banks, treasuries, pension funds, and sovereign wealth funds.

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# Client Solutions

Client Solutions (CS) is a cross-disciplinary team that services many of the world's most influential asset owners; pensions, endowments, central banks, insurers, and sovereign wealth funds; by combining strategic consulting with portfolio management in order to solve our clients' most complex investment challenges.

In addition to building custom portfolios spanning all asset classes, sectors, styles and regions, the CS group provides support and tailored advice to the Firm's institutional clients, particularly in situations requiring the integration of multiple investment strategies and complex services.

## Our team is known for

- **Innovative solutions:** We design data-driven, custom investment solutions to solve the complex challenges of our clients
- **Uncompromising client service:** We deliver a superior client experience through insightful perspectives based on each client's unique situation
- **Tight-knit group culture:** We are passionate about working in teams – our engagements demand cross-functional expertise that no one person can deliver alone

## As an analyst you will

- Receive training in portfolio analysis and risk management across the full range of asset classes and strategies
- Prepare analysis that will drive real decisions for sophisticated investors worldwide
- Become a "super user" of our market-leading, proprietary investment platform, Aladdin
- Build relationships with other investment professionals, client teams, and leaders across the Firm

## Teams at a glance

Teams:

- Design solutions to meet a broad set of investment challenges faced by the Firm's institutional clients
- Perform portfolio optimization, investment research, risk analysis, and design outcome-oriented solutions
- Incorporate return targets, risk budgets, capital constraints, liquidity needs, and liability profiles, along with a host of other considerations to help clients achieve their holistic investment objectives
- Are tasked with implementing portfolio solutions by finding the best investment managers across asset classes
- Assess the performance, talent, and operational stability of investment strategies within fixed income, equity, and other specialized asset classes



# Corporate Strategy & Development

**BLACKROCK**<sup>®</sup>

Corporate Strategy & Development supports BlackRock's Board of Directors and Senior Management in defining corporate level strategic priorities and partners with senior business leaders in strategy design and implementation. The group is responsible for supporting the firm in positioning BlackRock to generate robust, long-term growth through formulating and executing enterprise-level vision and strategy, facilitating business level strategies and driving large multi-functional assignments and initiatives for the firm; ultimately positioning the Firm to create value for shareholders.

## Our team is known for

- **Trusted Advisor:** Partners with senior management and business units to determine strategic objectives and how to best execute upon them
- **Exposure:** Works across various geographies and businesses to assess performance and drive forward looking strategy
- **Diligence:** Evaluates external business opportunities globally, including acquisitions, partnerships and JVs
- **Visibility:** Educates and updates buy-side investors about the strategic direction and financial results of BlackRock

## As an analyst you will

- Understand key revenue and expense drivers and work with business management to optimize firm productivity
- Be a thought partner for businesses to analyze investment in strategic initiatives, including potential acquisitions, divestitures and capital-related initiatives
- Develop detailed budget and forecast models to drive asset allocation decisions and closely monitor firm performance
- Support BlackRock's participation in shareholder meetings, financial conferences, earnings releases and Investor Days

## Teams at a glance

### Corporate development

Identifies and executes M&A transactions, lift-outs and strategic partnerships

### Strategy

Partners with senior business leaders in strategy formulation and execution

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The Financial Markets Advisory (FMA) is a cross-disciplinary team of capital markets and analytics specialists, financial services experts and experienced project managers whose client group includes financial institutions, financial market regulators, market intermediaries, and government entities. The FMA group leverages the firm's sophisticated risk analytics, data management and financial modelling capabilities to provide advice to address their client's most critical, and often most complex financial issues; such as capital markets, balance sheet, operational, and regulatory challenges. FMA's focus on Data and Analytics affords clients a sophisticated quantitative assessment in support of our broad advisory services.

## Our team is known for

- **Expertise:** Combines the strategic mindset and creative problem solving of a financial consultancy with the asset expertise of an investment bank. Our team advises senior executives at financial institutions and government entities on their most difficult – and most interesting – capital markets, balance sheet, and regulatory issues
- **Customized services:** We provide customized services to meet our clients' needs including model construction, complex asset valuation, strategic advisory, asset management, and regulatory consulting
- **Clients:** include some of the largest, most sophisticated financial institutions in the world, as well as government institutions across the globe, providing our Analysts with diverse and challenging work experiences
- **Scale:** Ability to analyze large, complex data sets, produce comprehensive analyses, and leverage cross-functional professionals to meet client needs
- **Trusted Advisor:** Operates to the highest fiduciary standards and conflict management principles

## As an analyst you will

- Be afforded a diverse and challenging professional experience with broad reach across the public and private sectors
- Interact directly with clients to present results, address requests and questions
- Work on multiple cross-functional project teams concurrently, providing you with access to a range of professionals, their expertise and experience
- Learn about financial institutions, markets, and the key issues driving change
- Hone analytical skills by performing quantitative analyses in support of client engagements
- Enhance written and verbal communications skills by preparing presentations for client projects, supporting the new business pitch process, conducting research, writing proposals, and communicating project results to clients

## Statistics at a glance

Five broad practice areas – Strategic Consulting, Financial Services, Markets, Transaction Support, and Official Sector – work in collaboration with the Data and Analytics Team to meet client needs

Over 475 assignments executed since 2008

Served over 215 unique clients

Executed assignments in 30+ countries

Over 300 global advisory professionals, representing a wide range of expertise

Provided advisory and consulting services on over \$10 trillion in assets and derivatives

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# Strategic Product Management

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Strategic Product Management (SPM) seeks to drive organic revenue growth by enhancing product development, innovation and strategic discipline to the products we offer our clients. The SPM group is tasked with ensuring that BlackRock has an industry-leading product set to support our clients' needs and the firm's growth aspirations in all market environments. Done effectively, this ensures that BlackRock continues to meet the needs of its clients and achieves its growth objectives.

## Our team is known for

- **Fostering innovation** and playing a central role in defining the firm's product strategy
- **Providing objective analysis** and advice on BlackRock's global product set
- Being a **focused and nimble team** that has an outsized impact by serving as a critical connector of the firm's business units
- **Building relationships** and working closely with the various Investment Strategies Groups and Client Business Groups to achieve the firm's goals and objectives

## As an analyst you will

- Utilize research skills and statistical data analysis to identify, analyze and forecast trends across the asset management landscape
- Work on analysis to provide clients with insights and recommendations based on trends in the asset management industry and in the broader economy
- Acquire a deep knowledge of BlackRock's global product set and manage the new product approvals and rationalization processes
- Research new ideas and opportunities for the firm, identify market trends, analyze the investment and commercial performance of existing products, as well as conduct in-depth competitor analysis
- Enhance quantitative product analytics models, build an analytics framework to determine the firm's alpha generation capabilities, and navigate and improve firm-wide data structures
- Analyze competitors and build financial reports to accurately represent the business to internal and external stakeholders

## Teams at a glance

The functions of SPM include:

- Developing and defining a clear product strategy for the firm based on varying time horizons reflecting the lifecycles of markets, client needs, and products
- Enabling and cultivating a robust pipeline of innovative solutions for our clients that can competitively differentiate the firm and enhance its prospects for growth
- Providing objective, rational analysis of each product's strengths and weaknesses to enable optimal decision making
- Eliminating unprofitable and non-strategic products from the line-up so the firm can focus on the things that really matter to our clients
- Managing a rigorous and globally consistent new product approval and development process to ensure every new product is of the highest quality and consistent with the firm's principles
- Aligning the firm's resources behind BlackRock's key product priorities and serving as a critical connector of the firm's business units while driving decision making

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