



TARGET GRADUATE TRENDS SURVEY 2006/2007

Analysis of the banking and investment sector over the last six years.

The TARGET *Graduate Trends Survey* is based on the data supplied to the TARGET *by sector* series by graduate recruiting organisations.

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Introduction

This report into trends in graduate recruitment in the banking and investment sector over the last six years has been compiled from forms completed by graduate recruiters advertising in the last six issues of *TARGET City & Finance*.

GTI is the market leader in terms of the number of employer advertisers in each of our *TARGET by sector* titles so we are confident that the findings are the best representation of the graduate recruitment situation within each of the sectors.

Nine sectors have been analysed in the *TARGET Graduate Trends Survey 2006/2007*. These are: engineering, IT, law (solicitors and barristers), banking and investment, finance, management consulting, the built environment and property.

The organisations involved

Nearly 45 recruiters in the banking and investment sector completed forms this year to provide us with the data to complete the survey.

We asked them to estimate their current and future vacancies, the number of applications received and the starting salary for graduates.

We also asked them to comment on selection methods, benefits packages and work experience.

The *TARGET Graduate Trends Survey* is the largest and most comprehensive graduate survey in the UK.

Analysis of banking and investment statistics

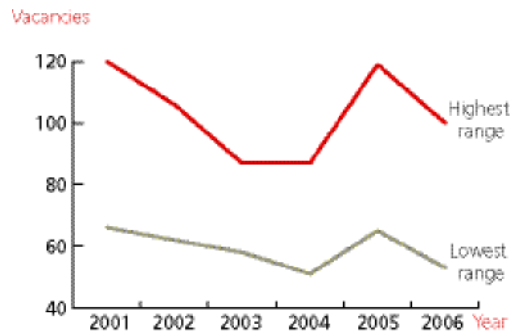


Headlines for the banking and investment sector

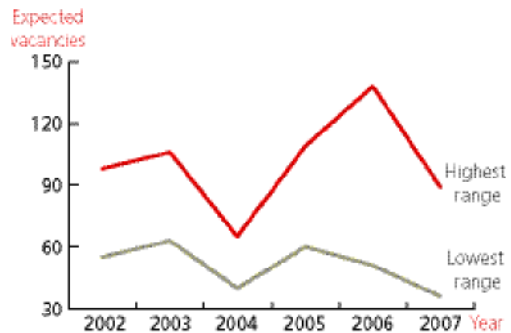
- The number of graduate banking and investment vacancies has fallen sharply, down from an average of 92 vacancies per organisation to 77.
- The sector is extremely cautious about the future, predicting an average of 63 vacancies in the year to come. This is down from last year's optimistic 109.
- Competition for vacancies is still fierce, with an average of 2,022 applications per organisation, although the number is down from last year's 2,721.
- Average graduate starting salaries have dropped by £2k to £31,625.
- Benefits offered to graduates have all improved or remained stable.
- More recruiters are offering work experience in 2007, an increase from last year's 79 per cent to 85 per cent.

Please note that average figures were used for this analysis, ie the middle figure between the lowest and the highest range. Some of the data was collected in ranges, eg for vacancies the response options were 0-5, 6-10, 11-20 etc. On the graphs the lowest range uses the smaller figure and the highest range uses the upper figure. Unless otherwise stated, the headline findings use the average figure.

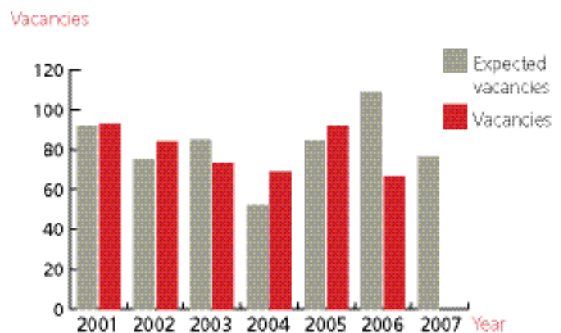
Average number of graduate banking and investment vacancies



Average number of expected graduate vacancies



Comparison of average number of vacancies versus expected vacancies

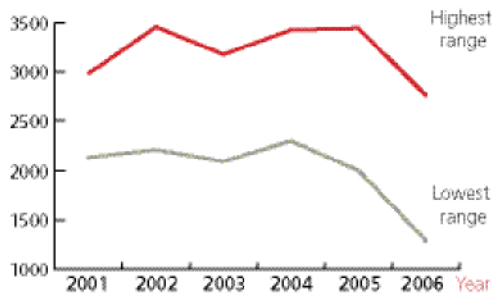


Analysis of banking and investment statistics



Average number of applications received

Applications

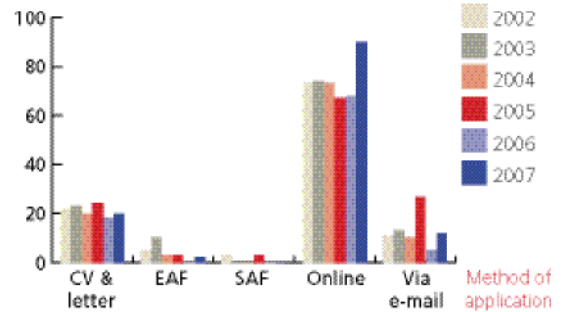


Average graduate starting salaries

	2002	2003	2004	2005	2006	2007
High	£31,111	£30,869	£32,777	£32,857	£37,143	£34,375
Low	£27,111	£26,869	£28,777	£28,857	£30,429	£28,875

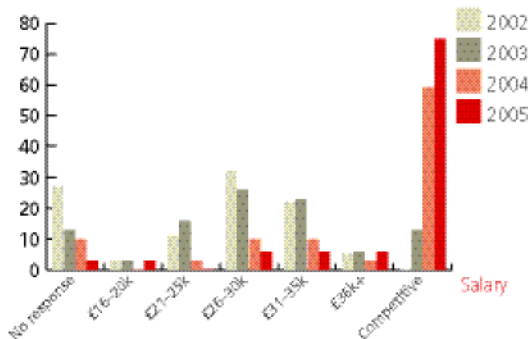
Percentage of employers using each application method

% Employers

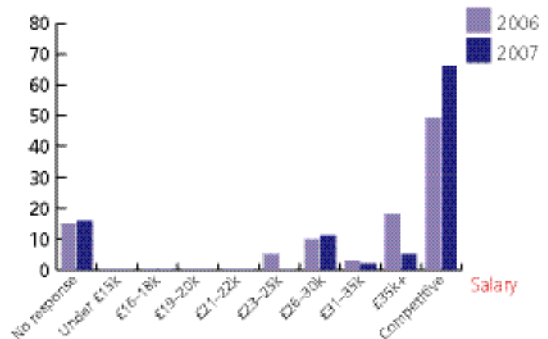


Salaries offered to graduates pursuing banking and investment careers

% Employers



% Employers

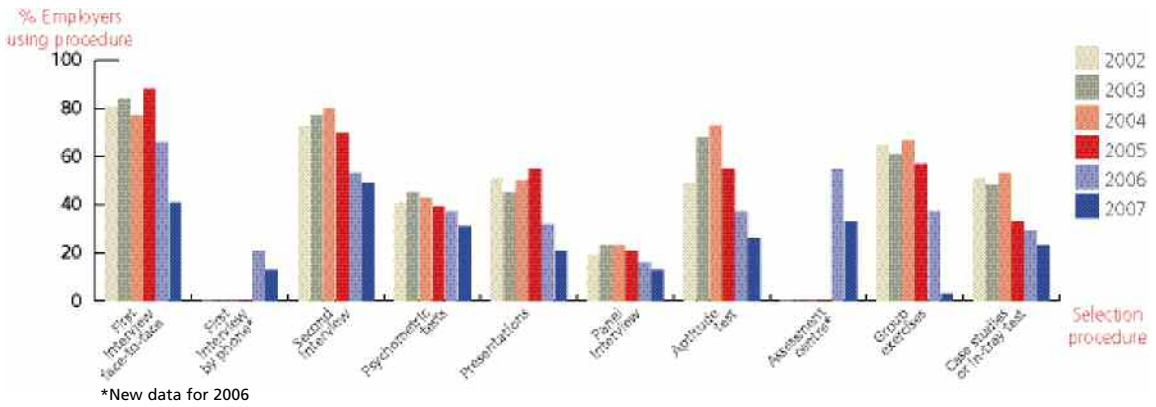


Due to the inflation of average salaries over the years, this year's survey sees new salary bands in this graph, with the highest band now classed at £35,000 or more. The lower bands have also been divided into further categories to make them more specific: for instance, the previous £16-20K salary has now been split into two new bands, £16-18K and £19-20K.

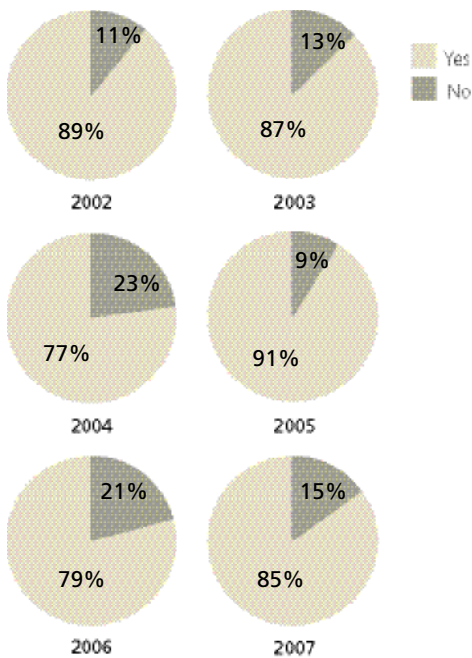
Analysis of banking and investment statistics



Selection procedures favoured by banking and investment employers



Percentage of employers offering work experience



Benefits offered

