

The best working with the best.



MARS & CO

AN INTERNATIONAL STRATEGY CONSULTING FIRM

GREENWICH . LONDON . PARIS . SAN FRANCISCO . TOKYO . SHANGHAI

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WHAT DO YOU WANT FROM YOUR CAREER?

Challenging work in a young, collaborative environment? Immediate exposure to the highest levels of strategic and operational thinking? A workplace where you are personally mentored by some of the **finest minds** in the business? Do you want to use your education, training and personal skills to become a catalyst for change in major industries?

If your answers are yes, then Mars & Co is your **best bet**.

With over 200 consultants at locations in Greenwich (NYC Metro), London, Paris, San Francisco, Tokyo and Shanghai, Mars & Co has become a recognized **international** force in strategic consulting. Due to our unique business model, you'll find the opportunity to work with Fortune 100 companies on a breadth and depth of **strategic issues** that is unattainable at other consulting firms. You'll find a learning environment that provides you with the managerial and problem-solving skills that translate into any business environment you may find yourself now or later in your career. You'll also find an atmosphere where professionalism and **analytical rigor** are prized and rewarded and where clients place absolute trust in your findings.

Find out why we've developed a reputation for being one of **"the world's best"**.

WHO WE ARE

Exclusivity is our cornerstone

One of the signature features that differentiates us from our competitors is our strict policy of working for one client per industry. As a result of building an unmatched level of client trust through exclusivity, we have developed long-term relationships (many spanning decades) with our clients that allow us to provide superior depth in our strategy services — a depth that our competitors can't match since they do not offer the same fidelity. We have a prestigious client base consisting mainly of Fortune 100 companies and our staff enjoys a level of trust with clients that is often difficult to achieve elsewhere. This is because our clients know that whatever information they share with us remains confidential and will never benefit another business in the same industry.

THE TYPE OF WORK WE DO

Generating new insights

Mars & Co is dedicated to giving our clients, who tend to be highly successful already, the "margin of difference" to outperform their competitors going forward. We do this by providing superior, in-depth analysis of the economics and modus operandi of the client's business operations, industry, competitors, suppliers and customers. As a result, we put our clients in the best possible position to quantify, locate and obtain the profits that can be generated in their environment.

We achieve this by applying rigorous, fact-based analytic tools and methodologies to all our endeavors, providing our clients with detailed and bankable action plans. We back up these action plans with factual support, not with reports containing industry "beliefs and hypotheses" that sit on shelves.

Because we only work with one client per industry we never address the same issue twice. Each project is a unique learning experience requiring thoughtful, creative problem solving. When our analytic tools and skills are combined with a client's operating experience, opportunities are unlocked that neither we nor they would have derived independently. The results are powerful, exciting and rewarding.

OUR PEOPLE AND CULTURE

The culture at Mars is unique

At Mars & Co, you'll find a friendly, open environment that thrives on providing mutual growth. In fact, we rely upon the quality of the inter-relationships among our staff to achieve success. Effective relationships are achieved through shared goals and values and a common understanding of the principles that guide the commercial and organizational development of the firm.

Simply stated, our company is dedicated to two things:

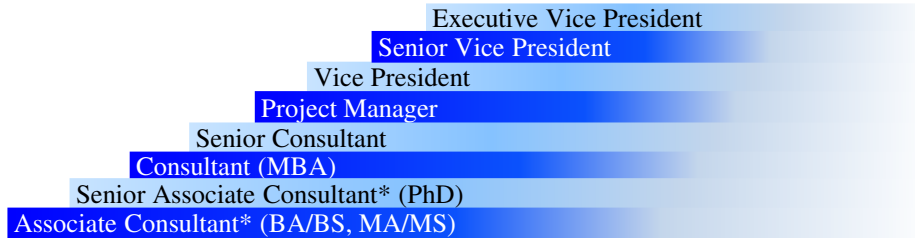
- Helping clients achieve superior financial returns by outperforming their competitors
- Providing its professional staff with superior opportunities for personal growth and income

We do this by creating an atmosphere that fosters collaboration and promotes self-confidence. Our consultants are generalists, never pigeon-holed into an industry or functional practice group. Our "open door" policy encourages you to seek guidance and ask questions. You won't find a rigid "chain of command" here and if you have a question, you can go directly to an executive to discuss it.

YOUR CAREER PATH

There is no limit to what you can do

At Mars & Co, we promote only from within. This is how we can provide continuity to our clients and growth opportunities for our staff. We also have an unwavering belief in meritocracy, which means that we make sure that outstanding professional and personal attributes are well rewarded. The combination of these policies ensures that entry-level staffers can be promoted rapidly to more senior positions.



* At Mars & Co, both Associate and Senior Associate Consultants are fully integrated members of a project team in roles that vary in accordance with the project's objectives and their demonstrated level of performance. In this regard, these positions surpass that of traditional junior analysts.

TRAINING

One year here is like three years somewhere else

We operate under the apprenticeship principle. This is why at Mars & Co, you'll learn a great deal in a short amount of time. Our client relationships ensure that you'll get opportunities to perform top level work quickly and our collaborative work environment means that you'll be learning from some of the best, most experienced minds in the business.

Careers at Mars & Co are built through on-the-job learning. Because of the company's unique philosophy of only promoting from within, the firm is committed to investing significant amounts of project and non-project time to training via mentoring. In fact, training of new staff members is one of the key performance metrics upon which senior staff members are specifically evaluated. Moreover, emphasis is placed on exposing new staff members to a variety of different business problems and analytical techniques via project staffing opportunities that allow people to work across multiple industries and business functions in a single year.

THE RECRUITING PROCESS

Seeking individuals with uncommon common sense

We are seeking bright individuals who can become catalysts for change in major organizations. For this reason, Mars & Co is committed to hiring the right candidates. Therefore, the most senior members of our staff are deeply involved in the hiring process. We also encourage candidates to contact members of our junior staff directly to get their perspectives on working at the firm.

Mars & Co looks for high achievers as demonstrated by superior academic performance at leading universities and colleges. Mastery of a foreign language is not a requirement, but is advantageous. All applicants are expected to be skilled in the use of modern analytical techniques and to possess basic spreadsheet and database manipulation skills.

In addition to our full-time opportunities, Mars & Co employs a limited number of interns (primarily during the summer) at some of our office locations.

Successful Associate and Senior Associate Consultants

- Typically have Bachelors, Masters or Doctorate degrees in:
 - Engineering
 - Mathematics
 - Economics
 - Or one of the physical sciences, such as chemistry or physics

Successful Consultants

- MBA from a top tier business school
- Significant, relevant business experience
- Excellent communication skills, both verbal and written
- Undergraduate degrees in engineering, mathematics, economics or one of the physical sciences

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** Candidates must not require sponsorship for a work visa, now or in the future, to be employed with Mars & Co in the United States. Applicants interested in our non-U.S. locations should ask about the work authorization policies specific to each of our international offices.*

**GREENWICH/
NEW YORK METRO**

PARIS



SAN FRANCISCO



TOKYO



LONDON

SHANGHAI