



Smart Woman Securities

Research Team Meeting 2/2
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Meeting Agenda

SWS Intro



RT Schedule



Action Items



Meet your SAs



RT Expectations

Research Team Goals



1

Improve relationships
within industry groups
and across RT

2

Improve quality of
memos and technical
skills

3

Prepare for
spring/summer
internship recruitment

Your Goals? How to align yours with RT's?

1

Improve relationships
within industry groups
and across RT

2

Improve quality of
memos and technical
skills

3

Prepare for
spring/summer
internship recruitment



Friendship

Teamwork → Independent
work

Motivate each other



Mentorship

Ask for help and be helpful
SAs, CROs, Peers

Network and learn from
mentors



Leadership

Memo & Self Expression, the
strong voice

Let your leadership shine



Research Team Structure

Chief Investment Officers (Julia Tan & Joanna Li)

Oversee Investment Board, manage portfolio, and lead investment discussions

Chief Research Officers (Ellie Ferrell & Emily Nguyen)

Lead Research Team meetings, manage Senior Analysts, and oversee industry teams

Investment Board

Review RA memos, select stocks to invest in portfolio, and develop expertise in an industry

Senior Analysts

Lead their industry teams, teach about industry, and mentor RAs

Research Analysts

Research a specific industry, compose an investment memo, and attend RT meetings

SWS Four Core of Investment



Economic MOAT

Industry Trends

Financial Strength

Independent Valuation



Consumer Industry Info

- **Overview**
 - Companies that make and sell products for direct use by buyers.
- **Subsectors**
 - Retail, Restaurant, Hospitality, etc.
- **Company Examples**
 - Lululemon, Colgate, Nike, Pepsi, etc.
- **Industry Trends**
 - Media/Tech changes
 - Supply Chains
 - Sustainability
 - Retail
- **Who Should Join**
 - Anyone! Especially those interested in researching brands that they are familiar with or use.



Coca-Cola

lululemon

L'ORÉAL



FIG Industry Info

- **Overview**
 - Investing in companies that handle financial products and transactions
- **Subsectors**
 - Asset Management, Insurance, Debt Restructuring, Investment Banking, Financial Technology
- **Company Examples**
 - Barclays, Goldman, Morgan Stanley
- **Industry Trends**
 - Ongoing digital transformation and engagement increase in AI (increasing of financial technology)
 - Increased personalization
- **Who Should Join**
 - Anyone is welcome! These firms have a huge impact on the companies we interact with everyday and could be somewhere you end up working



TMT Industry Info



- **Overview**
 - An industry that includes companies on new technologies
 - Companies that depend on research and development (R&D)
- **Subsectors**
 - Hardware, semiconductors, software, media, cybersecurity, and telecom
- **Company Examples**
 - Microsoft, IBM, Adobe, Netflix, Meta
- **Industry Trends**
 - Growth of generative AI
 - navigating privacy, cyberattacks, government regulations
- **Who Should Join**
 - Everyone - particularly those with an interest in technology or data science!



Healthcare Industry Introduction

- **Overview**
 - Companies that provide goods and services to treat patients with curative, preventative, rehabilitative care
- **Subsectors**
 - Pharmaceuticals, biotechnology, medical equipment & distribution, facilities, and managed healthcare
- **Company Examples**
 - Pfizer, UnitedHealth, & Molina
- **Industry Trends**
 - AI in diagnostics & drug development
 - Telehealth & telemedicine
 - Remote patient monitoring
- **Who Should Join**
 - Anyone! - learn how to invest in companies that improve our quality of life!



REITS Industry Info

- **Overview**
 - Companies that own or finance income-producing real estate
- **Subsectors**
 - Industrial, Retail, Self-Storage, Infrastructure, Data Center, Office, Lodging, and Health Care
- **Company Examples**
 - Public Storage, Realty Income Corp, STAG industrial, and Welltower Inc
- **Industry Trends**
 - Rising inflation
 - Mortgage interest rates
 - Remote work
 - E-Commerce
- **Who Should Join**
 - ANYONE:) Learn how to invest in companies that are all around us and are the foundation of the economy
 - Last semester I pitched a company that owned Barracks!



Industrials Industry Info

• Overview

- Companies that deal with producing, manufacturing, and distributing goods and services

• Subsectors

- Aerospace, construction, machinery, manufacturing, etc

• Company Examples

- Boeing, Deere & Co, General Electric, Lockheed Martin

• Industry Trends

- Automation and digitalization
- Internet of Things (IoT)
- Supply chain responses
- Sustainability

• Who Should Join

- Anyone! Especially those interested in economics, as industrials substantially impact and reflect the greater economy



Energy Industry Info

- **Overview**
 - Investing in companies that focus on exploring and developing oil and renewables
- **Subsectors**
 - Oil and Gas, Nuclear Energy, Renewable Energy, Energy Development Technologies
- **Company Examples**
 - ExxonMobil, Shell, Chevron, Centrica, Valero Energy Corporation
- **Industry Trends**
 - Decline of Fossil Fuels
 - Growth in Renewable Energy
 - Exploration of Nuclear Energy
- **Who Should Join**
 - Anyone! Energy affects basically every aspect of our lives.





Bonding Ideas

Required:

- Have **at least one bonding event a month with industry group**
 - Send pics and receive a point!
- Make a groupchat

Optional/Ideas:

- **Team-Building exercises** at industry meeting (ex: highs and lows)
- Movie or trivia night, hiking, coffee
- Practice stock pitches with each other
- Recruiting advice
- Study Groups
- **Picnic on the lawn!**



New Optional Resource: Content Recommendations



Optional:

- Will be shared in slides and weekly recap email
- Each week will provide a recommendation to learn more about Finance!! Content ranging from...

Podcasts



Books



Movies



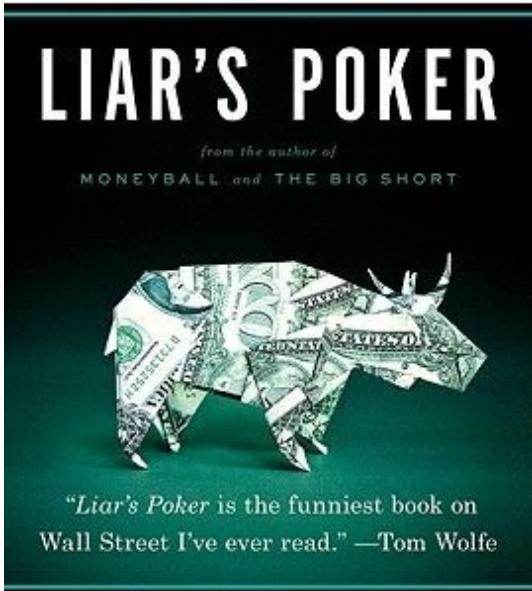


Optional: Content Recommendation

Starting with a Classic Book.... LIAR'S POKER by Michael Lewis

- One of the most famous finance books!!
- A **MUST** read if going into Sales and Trading or Investment Banking
- Notes:
 - Book helps contextualize the wild time period of 80s-90s Wall Street.
 - Michael Lewis describes his own experiences working at Salomon Brothers which are quite interesting.
 - Additionally he gives some insight into the backgrounds of mortgage backed securities and their emergence into Wall Street in the 1980s.

#1 NATIONAL BESTSELLER



MICHAEL LEWIS

**Happy Friday!
Grab Donuts!**