



UNIVERSITY OF AUCKLAND
INVESTMENT
CLUB

Proposal 2020

Introduction

Welcome to UAIC 2020



UAIC had an exciting year in 2019. Firstly, the club celebrated it's 10 year anniversary. Secondly, we successfully ran the Citi Global Markets Challenge and the National Stock Pitch Competition. Thirdly, UAIC saw increased support from industry through great speaker and education events. Lastly, the club's membership base remained strong with approximately 340 members.

UAIC had a major change to the term structure. Co-presidents Ella and Georgina finished strong in June 2019. Their successors, Sandy and Eric, made the decision to change the Co-presidential term to the calendar year, January-December.

David and Connor were elected in November 2019 to lead the club in 2020. We aim to take advantage of the change in term and build upon the success of our predecessors.

We are expanding UAIC's offering and need support from industry in order to execute our plan to deliver a unique experience to our members.

The subsequent slides explain who we are, our vision, values, offering, schedule, team, budget and contact information.

We look forward to forming partnerships with industry and delivering a unique experience to our members.

David's Experience:

- ✓ **Academics:** Bachelor of Commerce / Bachelor of Science student with Majors in Finance, Economics and Statistics
- ✓ **Work Experience:** Internship in Actuarial Science at Hannover Re (2017/2018) and Transaction Advisory Services at EY (2019/2020)
- ✓ **Club Involvement:** UAIC Senior Equity Analyst (2019), Beta Alpha Psi Professional Events Officer (2020), INFINZ Conference Scholar (2019), UAIC Co-President (2020)
- ✓ **Sport/Cultural/Volunteer Experience:** Bnei Akiva New Zealand Auckland Director (2017), Deputy National Director (2018), Winter Camp Director (2019) and National Director (2019), SavY HR Manager (2019/2020)
- ✓ **Fun fact:** Has a Spotify playlist ready for every occasion

David Saul



Connor McDowall



Connor's Experience:

- ✓ **Academics:** Bachelor of Commerce / Bachelor of Engineering (Honours) student with Majors in Engineering Science, Finance and Accounting
- ✓ **Work Experience:** Internships in Engineering at Fletcher Building (2016/2017), Corporate Finance at Deloitte (2017/2018), Management Consulting at Deloitte (2018/2019), and the Commercial Team at ExxonMobil Australia (2019/2020)
- ✓ **Club Involvement:** MCC Treasurer (2018/2019), Dean's Executive Committee (2018/2019) and Dean's Leadership Programme (2017), INFINZ Conference Scholar (2019), UAIC Investment Committee Senior Equity Analyst (2019), UAIC Co-President (2020)
- ✓ **Sport/Cultural/Volunteer Experience:** Ironman New Zealand (2019), Ironman 70.3 Sunshine Coast (2019) and Tauranga Half (2019), Fundraiser for the Mental Health Foundation of New Zealand (2018/2019)
- ✓ **Fun Fact:** Great with names

Vision & Values

Vision

UAIC aims to provide a unique and valuable experience for its members by delivering a variety of educational and practical events. Members should expect to gain analytical, communication and presentation skills

Values

Diversity and Inclusion

UAIC will promote a culture of inclusivity and enjoyment where all are welcome

Education

UAIC will educate members about all careers available in the financial industry and provide opportunities for members to increase their skillsets

Opportunity

UAIC will provide ample opportunity to members

Fun

UAIC events and opportunities will be enjoyable experiences

Offering

We will offer the following events to our members

Current

- ✓ **Two Competitions:** The Citi Global Markets Challenge and Stock Pitch Competition
- ✓ **Investment Committee:** A three stage investment process
- ✓ **Bulletin:** Regular publication of finance articles
- ✓ **Education events:** Investing 101, Investing 102, Round Table and Excel Modelling
- ✓ **Eight committee members** managing UAIC
- ✓ **10 Year Anniversary Cocktail Party**

Proposed

- ✓ **Four Competitions:** One existing and three new competitions, each addressing a different area of finance
- ✓ **The Women Engagement Initiative:** A series of events including a mentoring programme, educational tutorials and speaker events
- ✓ **How to series:** Two existing and two new education events dedicated to teaching practical finance skills
- ✓ **Investment Committee:** A refined two stage investment process
- ✓ **Bulletin:** Weekly publication of finance articles
- ✓ **17 Committee Members** managing UAIC
- ✓ **Note:** All events are negotiable

A company's value depends on the methods you use, and the assumptions made in your models.

Transaction and traditional comps are the most intuitive methods but limit the modelling of new opportunities. At the other end of the spectrum, Discounted Cash Flow (DCF) methods are more thorough but introduce increasing levels of uncertainty due to the estimation of a greater number of parameters.

No matter the method, valuation is a unique combination of art, skill and science.

In the Jarden Stock Pitch Competition, Competitors will:

- ✓ Prepare qualitative and quantitative analysis on a publicly listed company of your choice
- ✓ Use a set of valuation methods to value the equity
- ✓ Present your analysis on the company
- ✓ The winning team will represent the University of Auckland in the National Valuation Competition

Key Information:

- ✓ Costs \$2800; \$1000 for Prize Money, \$1000 for National Valuation Competition Prize Money, \$200 for Room Hire and Duty Manager fees, \$300 for Catering, \$150 for Judges Gifts, \$100 for Printing, \$50 for General Expenses.
- ✓ Targeted at multidisciplinary undergraduate and post graduate students. The event aims to **reach 60 people**, 15 teams of 4.
- ✓ Measured for success by the # of entries, # of submissions, participant mix and satisfaction with responses gathered through survey

Jarden Stock Pitch Competition



Citi Global Markets Challenge



Financial markets are akin to changing tides. Major shifts come and go with the impact never quite the same. In recent history, we have seen the rise and fall of the Dotcom bubble, the global financial crisis decimate the economy, and new investment vehicles enter the market with varying levels of risk.

It's important to adapt quickly to changes in the market and exploit foreseeable trends to maximise the returns of your portfolio.

In the Citi Global Markets Challenge, you will:

- ✓ Research micro and macroeconomic factors which influence portfolio performance
- ✓ Identify the catalysts which catalyze market conditions to generate portfolio returns
- ✓ Form a portfolio from several asset classes
- ✓ Measure your portfolio's performance against the benchmark fund
- ✓ Present your qualitative analysis and portfolio performance compared to the benchmark
- ✓ Represent the University of Auckland at the Global Finals in Sydney if you win the competition

The Citi Global Markets Challenge is:

- ✓ Costs \$1800; \$1000 for Prize Money, \$200 for Room Hire and Duty Manager fees, \$300 for Catering, \$150 for Judges Gifts, \$100 for Printing, \$50 for General Expenses.
- ✓ Targeted at multidisciplinary undergraduate and post graduate students. The event aims to **reach 100 people**, 25 teams of 4.
- ✓ Measured for success by the # of entries, # of submissions, participant mix and satisfaction with responses gathered through survey

UBS Investment Banking Competition

Businesses acquire others for several reasons. Many look to diversify their portfolio, leverage an incumbent to pivot into new ventures, or remove a competitor from the market.

Investment bankers are the real estate agents of the corporate world. They play a crucial role in structuring and facilitating transactions when businesses buy or sell assets to each other. They will perform several services: underwriting transactions, raising capital on the debt and equity markets, and advising clients on mergers, acquisitions, or divestments.

In the UBS Investment Banking Challenge, you will:

- ✓ Evaluate an M&A offer and rationalise an appropriate action
- ✓ Prepare qualitative and quantitative analysis to support your rationalisation
- ✓ Analyse different scenarios and transaction risks to pivot to new opportunities based on different outcomes
- ✓ Present your recommendation

Key Information:

- ✓ Costs \$1800; \$1000 for Prize Money, \$200 for Room Hire and Duty Manager fees, \$300 for Catering, \$150 for Judges Gifts, \$100 for Printing, \$50 for General Expenses.
- ✓ Targeted at Uni/multidisciplinary undergraduate and post graduate students. The event aims to **reach 80 people**, 20 teams of 4.
- ✓ Measured for success by the # of entries, # of submissions, participant mix and satisfaction with responses gathered through survey



GD1 Venture Capital Competition

New Zealand has a growing venture capital ecosystem. In 2019, the New Zealand government committed 300m to the New Zealand Venture Investment Fund (NZVIF) to grow the market and support venture capitalists who are looking to invest in the next big thing.

In recent years, New Zealand is making a name breeding unicorns: Allbirds, Rocketlab, Xero, A2 Milk and Lanzatech all relied on early stage funding to grow their businesses. New Zealand will continue to breed unicorns as has a unique entrepreneurial spirit, applying number eight wire mentality to solve the problems of tomorrow.

In the GD1 Venture Capital Competition, you will:

- ✓ Research a number of New Zealand start ups
- ✓ Conduct investment and due diligence procedures to evaluate start ups
- ✓ Propose a portfolio of start ups to invest in
- ✓ Present your recommended portfolio to an investment committee

Key Information:

- ✓ Costs \$1800; \$1000 for Prize Money, \$200 for Room Hire and Duty Manager fees, \$300 for Catering, \$150 for Judges Gifts, \$100 for Printing, \$50 for General Expenses.
- ✓ Targeted at Uni/multidisciplinary undergraduate and post graduate students. The event aims to **reach 100 people**, 25 teams of 4.
- ✓ Measured for success by the # of entries, # of submissions, participant mix and satisfaction with responses gathered through survey



How to Series...



Initially, the world of finance can be daunting. A newcomer can feel lost in the sea of technical jargon and breadth of application. UAIC has a responsibility to break down these technical barriers and show how the world of finance is both fun and exciting.

The How to Series... includes:

- ✓ Session 1: A Share Between Friends – A walkthrough on how to buy/sell shares on Sharsies and Hatch, facilitated by Connor McDowall and David Saul
- ✓ Session 2: Investing 101 – Part 1 of an introduction to the world of investing, facilitated by Raymond Webb
- ✓ Session 3: Yo-Pro Panel– A panel discussion with young graduates working in finance
- ✓ Session 4: Investing 102 – Part 2 of an introduction to the world of investing, facilitated by Raymond Webb

Key Information:

- ✓ Costs \$750; \$200 for printing, \$350 for gifts, \$200 for spot prices
- ✓ Targeted at Uni/multidisciplinary undergraduate and post graduate students. The event aims to **reach 100 people**
- ✓ Success is measured by the # of participants, disciplinary mix, event rate of conversion and event satisfaction

Many women are put off pursuing careers in Finance due to self imposed and external pressures. UAIC has a responsibility to break down the barriers and misconceptions associated with finance.

The Women Engagement Initiative includes:

- ✓ Mentor Programme: Pair a group of applicants with young women working in finance for mentorship
- ✓ Meet the Role Models: A speaker session for women to listen to talks given by women in industry
- ✓ Education Sessions: Upskill sessions for UAIC Competitions, Job, Bulletin, and Investment Committee Applications
- ✓ Collaboration Events: Work with other groups to promote and administrate industry events

Key Information:

- ✓ Costs \$3,450; \$100 for printing, \$200 for consumables, \$1500 for breakfast + learn sessions, \$300 for food and catering, \$1000 for collaboration expenses, \$150 for gifts and \$200 for room hire and duty manager
- ✓ Is targeted at multidisciplinary women in undergraduate and postgraduate degrees. The Women Engagement Initiative will **reach 100 women**
- ✓ Success is measured by the # of participants, disciplinary mix, event rate of conversion and event satisfaction

Women Engagement Initiative



Investment Committee



As one of UAIC's legacy offerings, a group of analysts manage investments on behalf of the club.

The Investment Committee:

- ✓ Meets twice a week to discuss markets, industries, and equities
- ✓ 14 Members' alternate pitching qualitative analysis on a publicly listed equity outlining the business, industry, strategy, competitive advantages, and investment risks
- ✓ A vote is cast on whether to progress the pitch to the next stage of the investment process
- ✓ In the next stage, the committee member values the company and makes a recommendation on whether we add the stock to the fund
- ✓ The committee has a vote to decide if we add the stock to the fund, focusing on value investing
- ✓ Based on the second vote, the IC Chairperson will work with our broker to buy shares in the company on behalf of the club
- ✓ A subset of the committee represent The University of Auckland in the National Valuation Competition

Key Information:

- ✓ Costs \$0
- ✓ Targeted at **14 members**
- ✓ Success is measured by the returns on investments and analyst satisfaction

Another of UAIC's legacy offerings is the Bulletin, a group of analysts who research, write and publish a weekly bulletin report.

The MYOB Bulletin:

- ✓ Research interesting topics in the finance industry
- ✓ Report on trends and interesting news articles
- ✓ Create opinion pieces
- ✓ Interview finance professionals
- ✓ Draft and compile articles
- ✓ Publish a regular report

Key Information:

- ✓ Costs \$300; \$300 for publication expenses
- ✓ Targeted at 10 editors with the publications having a readership of 400 general members
- ✓ Success is measured by the # of readers and article quality

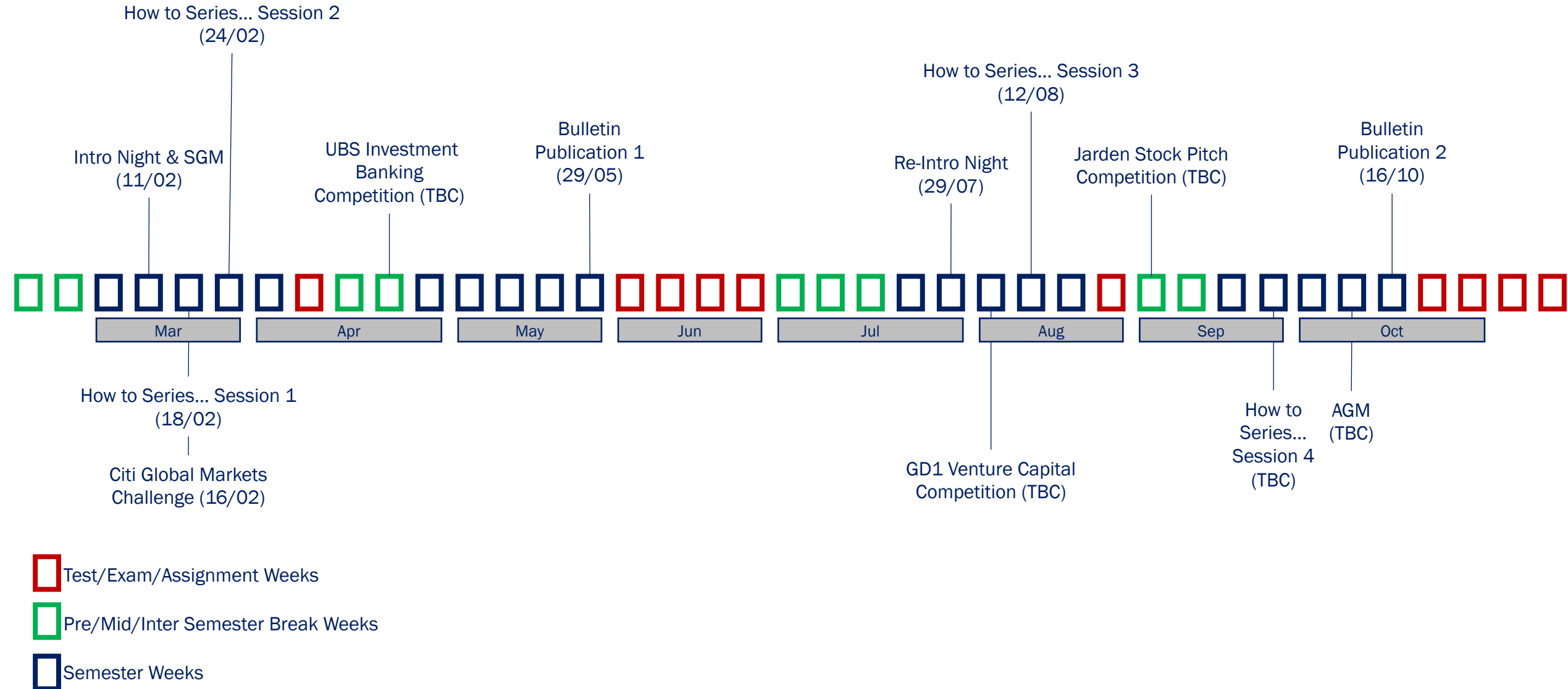
MYOB Bulletin



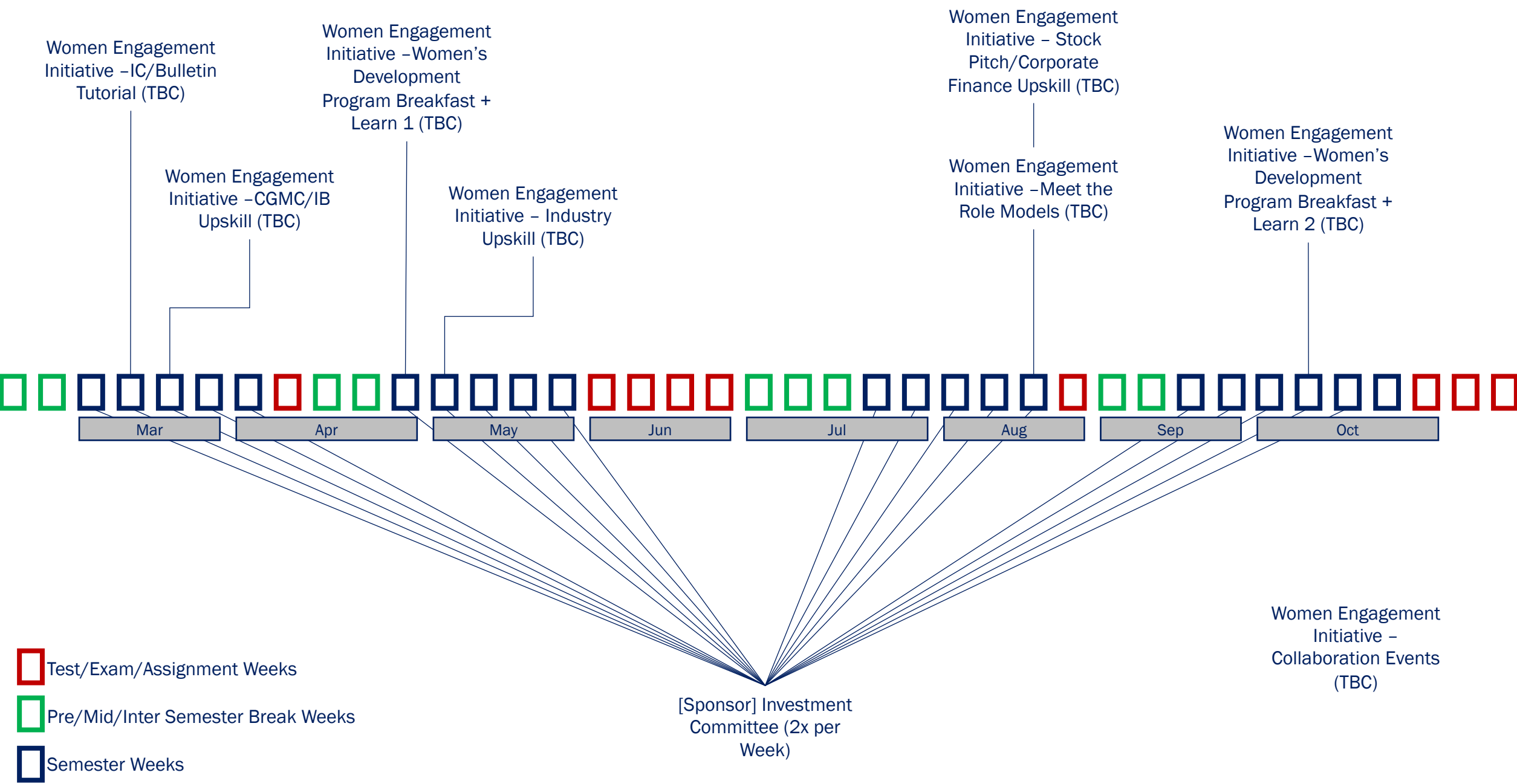
Timeline

Our events run as follows

Proposed



Proposed



Executive Committee Roles

We recruited passionate people to execute our vision

Overview

We want to expand what UAIC has to offer in 2020. In order to facilitate these events, we hired the best team possible.

In the subsequent slides, we outline and explain both the new and existing roles in our 2020 executive committee.





Co-Presidents

Marketing



Treasurer



Women
Engagement



Education



Competitions



IC
Chairperson



Social



Bulletin Editor
In Chief



Co-Presidents



Connor



David

Every great company needs a competent CEO to steer the business through the turbulent waters of the corporate ocean.

Satya Nadella has taken Microsoft to new heights under his corporate leadership. Elon Musk continues defy expectations using Tesla, SpaceX and The Boring Company to tackle the technical and social problems that will define our generation.

Like the corporate captains before them, Connor and David will be at the helm of the HMS UAIC, steadying the ship in a way that would make Kane Williamson proud.

Responsibilities include:

- ✓ Managing the executive team
- ✓ Producing new content
- ✓ Building and managing stakeholder relationships
- ✓ Making strategic decisions for UAIC

The monetary policy set by a reserve bank maintains price stability, promotes the maintenance of a sound and efficient financial system, and supplies the country with enough cash to keep the country ticking over.

Suvarn is the governor of the UAIC reserve bank, our master of coin and keeps cash flowing through UAIC's veins. His cutting financial analysis could make any company with questionable financials quiver in fear.

Responsibilities include:

- ✓ Invoicing sponsors
- ✓ Facilitating executive committee reimbursements
- ✓ Managing budgets
- ✓ Preparing annual financial statements for the AGM
- ✓ Managing membership payments
- ✓ Tracking memberships
- ✓ Using MYOB accounting software to manage payments

Treasurer



Women Engagement



Caterina



Taraani



Madhu

Steve Jobs and Apple revolutionised the mobile industry with the iPhone. Henry Ford turned the automobile industry on its head with automation. Uber changed the way we travel to connect with friends.

Caterina, Madhu and Taraani are following in these visionary leaders' footsteps, breaking down barriers and making finance more accessible for women.

Responsibilities include:

- ✓ Liaising and forming relationships with other organisations
- ✓ Organising and managing speaker panels and events with graduates
- ✓ Managing a newly formed mentoring programme
- ✓ Organising educational events and tutorials for women

A wise analyst once said ‘An investment in knowledge pays the best interest’. Our members will be the ones who reap the benefits. Chris and Tribhuvan will be the spiritual successors to Aswath Damodaran, spreading knowledge far and wide. However, instead of industry unlevered betas, the executives will educate our members on the opportunities in finance and the club.

Responsibilities include:

- ✓ Organising and facilitating speaker events with industry professionals and club alumni
- ✓ Creating and populating an educational database with finance guides written for events
- ✓ Organising and facilitating the How To Series...
- ✓ Publishing educational content through the club’s media channels

Education



Chris



Tribhuvan

Competitions



Competition fuels success. Many industries were driven to new heights on the back of fierce rivalries. Notable rivalries include: Coke vs Pepsi, Ford vs GM and Boeing vs Airbus. Everybody loves a bit of friendly competition and UAIC is about to release four new start-ups into the domestic business school club market.

Ahmed, Ashley, Daniel, Saeyavan, Sasha and Aryana will manage our new start-ups, fuelling their growth to reach subsequent rounds of series funding. Our competitions team will also prime our existing competitions for series C, D and E funding.

Responsibilities include:

- ✓ Organising and managing competitions
- ✓ Supporting competition tutorials prior to the event
- ✓ 2x managing [Sponsor] Investment Banking and [Sponsor] Stock Pitch Competition
- ✓ 2x managing Citi Global Markets Challenge and [Sponsor] Venture Capital Competition
- ✓ 2x managing [Sponsor] Corporate Finance and [Sponsor] Industry Competition

Competitions



Sasha



Aryana



Ahmed



Ashley



Saeyavan



Daniel

Humanity is blessed with beautiful works of art. Michelangelo brought us the ceiling in the Sistine Chapel. Leonardo Da Vinci gave the Mona Lisa her lovely smile. Vincent Van Gogh reimagined looking up at the stars with The Starry Night.

Fast forward 130 years, modern art is drastically different. Social media is prevalent and a new form of expression. Jade, Zach and Nikita will channel their inner renaissance painter with social media as their paintbrush.

Responsibilities include:

- ✓ Organising and facilitating member uptake
- ✓ Producing advertising material for competitions and events
- ✓ Creating and publishing social media content (Instagram, Facebook, LinkedIn)
- ✓ Creating, managing and publishing website content
- ✓ Managing photography at events

Marketing



Jade



Nikita



Zach

Social



Raewyn

Finance is full of glitz and glam. Ross Johnson partied like there was no tomorrow on the back of the RJR Nabisco's corporate benefits. High frequency traders' exploited arbitrage opportunities between public exchanges and dark pools to generate insane profits and spend big on lavish lifestyles.

We won't have billions of dollars on our balance sheet to fuel lavish lifestyles, but we will have a great time regardless. Raewyn will drive the social experience UAIC deserves.

Responsibilities include:

- ✓ Planning and running the annual cocktail party
- ✓ Organising the social components of events and competitions (food, drink, entertainment)
- ✓ Organising club and executive social events
- ✓ Building the club's culture

Financial markets are prevalent with both public stock exchanges and dark pools in most major economies. Companies may choose to dual list on different exchanges in multiple countries across the globe.

In order to navigate the twists and turns of public trading, Nehaal will shepherd the committee through the endless night of market news, investor reports and financial statements.

Responsibilities include:

- ✓ Managing the Investment Committee (a group of analysts who meet twice a week to discuss and value stocks)
- ✓ Chairing stock votes
- ✓ Managing the club's fund
- ✓ Delegating meeting minutes
- ✓ Organising and managing transactions when buying stocks for the fund

IC Chairperson



Nehaal

Bulletin Editor



Nikhil

The finance world has seen its fair share of scandals. Enron hid billions of dollars in debt from failed deals and projects by exploiting accounting loopholes, special purpose entities and poor financial reporting. The crisis in the subprime mortgage market catalysed the financial crisis, leading to the collapse of Lehman Brothers. Where there is a scandal, there is a reporter to cover the scoop.

Nikhil will be our Editor-in-Chief, delivering the best news and dish out cold hard facts.

Responsibilities include:

- ✓ Managing the bulletin team (a group who write articles on a range of financial and economic topics for a regular publication)
- ✓ Proofing and editing content for the publication
- ✓ Seeking contributions from reputable external parties
- ✓ Creating regular updates and announcements

2020 Budget

We have forecast the required sponsorship to support UAIC

Membership Fees	\$	8,000.00
Required Sponsorship	\$	13,500.00
Grants	\$	1,000.00
Social Event Income	\$	5,000.00
Additional Sponsors	\$	-
Additional Income	\$	-
Total Income	\$	27,500.00
Administration	\$	2,245.00
Women Engagement	\$	3,450.00
Marketing	\$	1,750.00
Networking and Alumni Engagement	\$	8,000.00
Investment Banking Challenge	\$	1,800.00
Venture Capital Challenge	\$	1,800.00
Global Markets Challenge	\$	1,800.00
Corporate Finance Competition	\$	1,800.00
Stock Pitch Competition	\$	2,800.00
Investment Committee	\$	-
Bulletin	\$	300.00
Education - How to Series...	\$	750.00
Total Expenses	\$	26,495.00
Surplus	\$	1,005.00

Key Points:

- ✓ UAIC's membership target is 400 members with a membership subscription of \$20 pp
- ✓ There were ~340 members in 2019. We aim to grow our membership base by 18%
- ✓ Social income is driven by the tickets sales for the annual cocktail party
- ✓ Competition expenses include \$1000 in prize money for 1st place and \$800 in operational expenses
- ✓ Networking and Alumni Engagement includes the Annual Cocktail Party
- ✓ The \$3450 allocated to Women Engagement focuses on supporting our mentorship program and speaker events
- ✓ The \$1005 surplus is to replenish cash reserves
- ✓ All figures are estimates and subject to negotiation

Contact Details

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