



Global Banking Training

Global applied knowledge

2013 GLOBAL INVESTMENT BANKING VALUATION OLYMPIAD

In partnership with **Greensea Capital**

www.globalbankingtraining.com

Greensea Capital LLP is an independent investment bank with sustainable objective and expertise in green global social domain like Clean energy, Agriculture and Education sectors. Our team has hands on experience of US\$5+billion in transactions across Americas, Europe, Asia and MENA. We have strong network and execution experience in emerging markets like Brazil, China, India and Russia.

Winners of the 2012 Global Investment Banking Valuation Olympiad:
UNIVERSITY OF CAMBRIDGE





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PRIZES

- ▶ Winning team will get paid £1,000 cash
- ▶ The team leader will have 1 month paid internship at Greensea Capital.
- ▶ All participants will receive a 10% discount for the Global Investment Banking Program (full time or part-time) or the Investment Banking Boot Camp.



STRUCTURE OF THE OLYMPIAD

- ▶ **First Stage:** Teams will complete an Online Business Valuation Test
- ▶ **Second Stage:** We will select the best 10 teams to take part in the second step of the competition - a presentation that will take place in the London office of Greensea Capital

AGENDA FOR THE SECOND STAGE

The winning teams will have to assume they work for a leading UK based mid-market M&A advisory firm and they have just signed an engagement letter with a client to represent them in finding a suitable buyer for their business. They need to identify a UK based company listed on the London Stock Exchange as a potential client and prepare a presentation.

The presentation will last no more than 20 minutes. The Investment memo should not be longer than 3,500 words excluding appendices. You are welcome to put Excel based financial numbers to support your analysis as a part of the appendix.

The valuation of the company will be based on their annual report with the help of Excel financial models by the following two methods:

- ▶ Value the firm by comparing with its peer group (Comparable comps)
- ▶ Value the firm using Discounted Cash Flow Model (DCF) along with both terminal value methods (Perpetuity Growth method and Exit Multiples)

DEADLINES

- ▶ April 16th - Registration
- ▶ April 30th - Online Test
- ▶ June 21st - Presentation

HOW TO REGISTER

1. Only teams of 4 people (precisely) are eligible to register
2. The team leader must send the following details:
 - 2.1. Team leader's full name, email address, telephone number, postal address, university name
 - 2.2. Full name, email address, telephone number, postal address, university name for each team member
3. All details must be sent to info@globalbankingtraining.com
4. For ethical purposes all questions must be asked and will be answered in an 'open mode' on our Facebook page: www.facebook.com/globalbankingtraining

The investment memo may contain the following sections:

- ▶ **Executive summary:** half a page with sufficient information for decision making at a senior management level.
- ▶ **Business and Industry Analysis:**
 - Critically analyze the nature and profitability of the industry with reference to attractiveness of the Porter's 5 forces analysis/SWOT analysis.

Determine the company strength and weakness with reference to its competitive strategy based on the theory that a firm's value is a factor of:

 - (i) the industry in which they operate,
 - (ii) life-cycle of the industry and
 - (iii) companies competitive advantage with regards to sustainability of their earnings
- ▶ **Technology and Marketing:**

Depending on the company you select, you may have to determine in detail whether the technology is critical in the operations and revenue generation.

- ▶ **Pre/Post merger capital and management structure of the company:** You should detail out the capital structure and various strengths of the senior management.
- ▶ **Regulatory/Legal/Tax disclosure:** You need to do a wider research to foresee any of these obstacles in closing this transaction.
- ▶ **Investment rationale:** You should use all your strategic and sales knowledge to make a case for the business (DCF, Comps analysis, etc.)
- ▶ **Accretion-Dilution Analysis:** You need to provide Accretion-Dilution analysis with three potential acquirers.
- ▶ **Proposal to a potential investor:** It should provide some rough idea to the buyer on what percentage of equity you are willing to go for.
- ▶ **Premium Range:** Once you have identified the potential acquirer, you need to provide a range of expected premium on the top of the valuation by using 'Transaction comp' method.

CONTACT US:

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