



## THE STOCK PITCH COMPETITION

You and your team will have the opportunity to showcase your research, analytical and presentation skills through your stock pitch to an elite panel of BCM's finest. We want to see a considered and in-depth analysis of the stock of your choice with a professional presentation and evidence of robust team work. Due to having a limited time slot, all presentations will be reviewed and the five best will be invited to pitch at the competition for the coveted title of 'BCM Stock Pitch Champions'.

## THE RULES

The submission of your summary pitch must be on a single page and must be sent to [graduates@berenberg.com](mailto:graduates@berenberg.com) by **October 8<sup>th</sup>** with the subject "Bucknell University Stock Pitch Summary 2018". Successful teams will be notified by October 9<sup>th</sup>.

- You must be in a team of 3 people.
- You can pitch any stock.
- You will have a 10-minute pitch slot followed by 5 minutes of Q&A.

## THE DETAILS

October 11<sup>th</sup> 2018 · 6pm – 8pm · Academic West Room 108

## ABOUT US

Berenberg Capital Markets LLC (BCM) is a US-based broker-dealer; headquartered in NY, with branches in Boston and San Francisco. Together BCM and its parent company Berenberg cover approximately 800 European and US equities, with a 120+ person research department based in London and NYC. Building on its strength and expertise across multiple industries, BCM continues to rapidly expand the breadth of research, sales, trading and capital markets services it offers, in order to assist its institutional and corporate clients' access to the global equity markets. BCM is committed to building long-term relationships with its clients based on high levels of accountability, responsibility, insight, vision and expertise.





## THE STOCK PITCH COMPETITION GUIDELINES

### Submission criteria

- The company must be a listed equity (i.e. no pre-IPOs, no funds, no derivatives, no bonds, no commodities etc.) with market capitalization over US\$200m.
- The stock must be liquid, subject to a 3-month average daily trading volume of US\$1m per day.
- Please make sure your stock pitch is only one page long, and follows the template below.

### Issues to be addressed in the stock pitch

- The target price must be clearly stated.
- The stock pitcher should be comfortable holding the stock in a 1-2 year horizon (i.e. not just a quick trade).
- What is the valuation relative to peers and to history?
- What are the key drivers for the sector?
- How does the company make money?
- Why do you see value that the market doesn't?
- What is the justification for your growth rate projections etc.?
- The 3-month average daily trading volume should be stated.
- What are the risks against your recommendation?





## THE STOCK PITCH COMPETITION SUBMISSION TEMPLATE

Student Name

Name of University

Major

Expected Year of Graduation

Company Name

Ticker

Industry

Current Price

Target Price

Market Cap

P/E

Average daily liquidity

**What does the company do?**

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**How does the company operate within its industry, both positively and negatively?**

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**What are the key drivers for profitability?**

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**How do you value the company?**

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**Risks to your stock recommendation:**

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