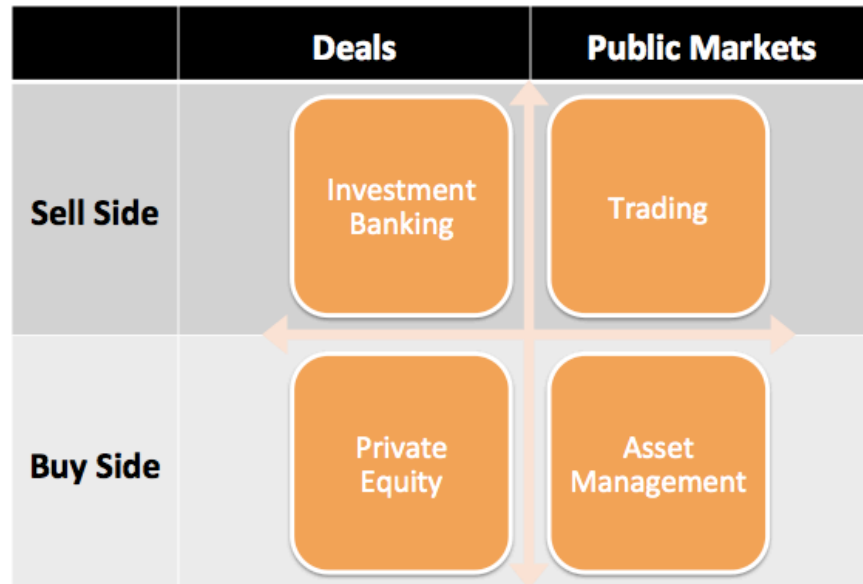


Finance - Career Exploration Workshop

❖ Introduction



❖ Investment Banking

- The Role of an Analyst
 - Models (Operating, Transaction, Valuation)
 - Presentation Pitch-book
 - Process Management (coordinating calls, meetings, negotiations, document collaboration)
- **Input VS Output**
 - Input
 - Hours
 - Always on call
 - Risk
 - Efficiency over creativity
 - Output
 - Skill set development
 - Exposure to CFOs
 - Network
 - Exit opportunities
- **Preparation**
 - Research
 - Learn about yourself, learn the culture
 - Network & find opportunities

❖ **Private Equity and Venture Capital**

Sources of investment capital invest and acquire equity ownership of private companies

Returns for shareholders through deal origination & portfolio oversight

➤ **Private Equity:**

- **Job Description**
 - Source new deals
 - Analyze the economics of a deal
 - Conduct due diligence
 - Prepare material for senior partners
 - Make investment transaction
 - Oversee the portfolio
 - Manage investment exits
- **Preparation**
 - Develop analytical skills
 - Excel
 - LBO modeling skills
 - Financial knowledge
 - Accounting experience
 - Market research skills

➤ **Venture Capital**

Venture Capitalists are the investors who provide startup companies with the financial capital needed to expand.

- **What Venture Capitalists Do**
 - Risk awareness
 - ◆ Future legal issues
 - ◆ Clear goals
 - ◆ Possible exit
 - Management
 - ◆ An effective management team
 - ◆ A team with great staff and managers
 - Size of Market
 - ◆ Ability to generate >\$1 billion
 - ◆ Competitiveness
 - ◆ Competitive edge
- **Preparation**
 - Diligence
 - ◆ Research of companies
 - Knowledge in a single industry
 - ◆ Professional Experience
 - ◆ Major
 - Business Background

❖ Asset Management

Management of client's investment by a financial service company
Invest on wide range of product offering

➤ **What Asset Managers Do**

- Research the market
- Meet with clients
- Determine the right portfolio mix
- Pick investment options
- Execute trades

➤ **Pros & Cons**

- Pros
 - Good salaries, stable career, retain a life
 - Huge variety of work (client type, asset class, investment style)
 - Predictable, but exciting
- Cons
 - Competitive field
 - Dependent on the market
 - Approval needed by the client

➤ **Hedge Funds VS Mutual Funds**

- Similarities
 - A pooled investment vehicle administered by a professional management firm
- Differences
 - Hedge fund – more aggressive
 - Only available to specific group of investor

➤ **Career Tracks**

- Portfolio Management and Research Roles
 - Fund accountant
 - Junior research analyst
 - Economist
 - Quantitative analyst
 - Buy-side/Sell-side research analyst
- Portfolio Manager
 - Broker/Advising roles
 - Stockbroker assistant
 - Financial adviser
 - Private banker

➤ **Preparation**

- Strong GPA
- Major in Business, Economics or relevant field
- Read articles, books and newsletters
- Become knowledgeable
- Find a mentor
- Get an internship
- CFA
- MBA, quant-focused Ph.D.

❖ **Trading**

Selling and trading stocks, futures or other securities

➤ **Traders VS Brokers**

- **Trader**
 - Work with portfolio manager of the investment firm
 - Handle a larger quantity of money
- **Broker**
 - Work directly with the individual clients
 - Less working hours and stress
 - Handle less money
 - Have a monthly quota

➤ **Pros & Cons**

- **Pros**
 - Challenging
 - Satisfaction
 - High Salary
 - Extensive Networking
 - High Mobility
- **Cons**
 - Long Working Hours
 - High Pressure
 - Competition
 - Location

➤ **Preparation**

- Bachelor Degree
- Detail-oriented skill, multitasking skill and ability to work constantly under pressure
- Pass the Series 7 Exam and licensed with Financial Industry Regulatory Authority (FINRA)