

Applied Investment Management
Open House
September 8, 2015

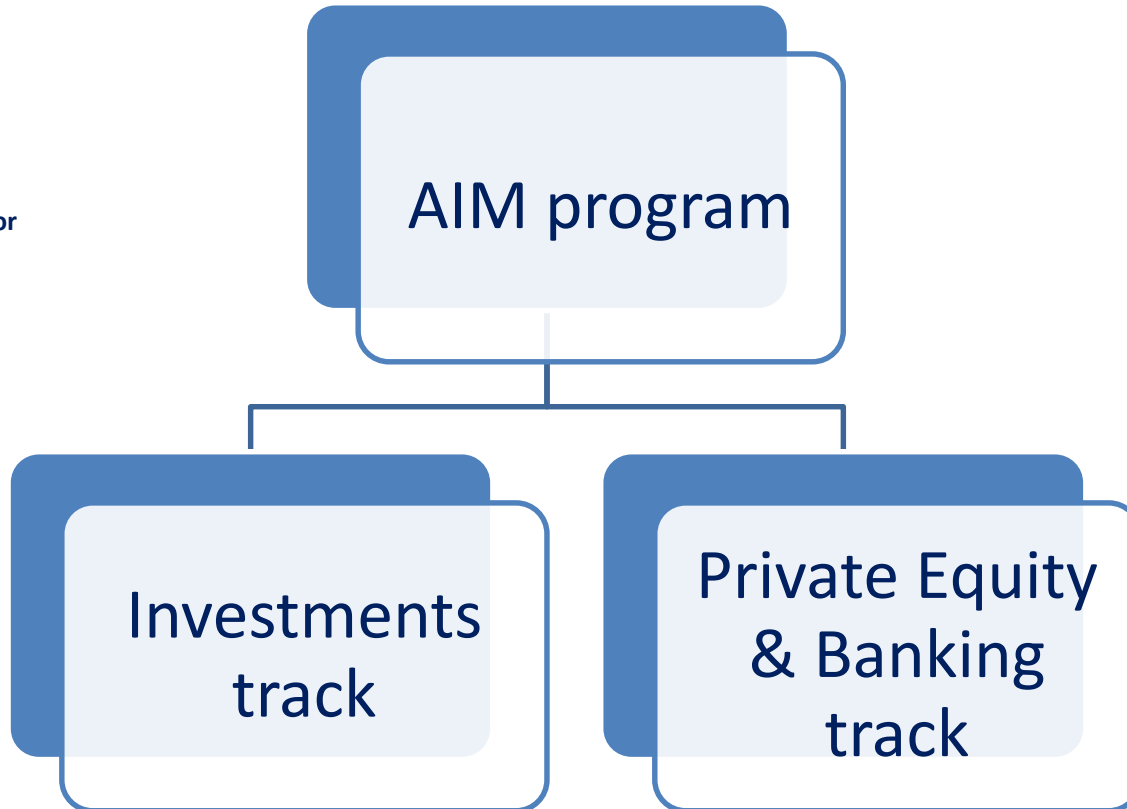
Investment Banking / Private Equity
Track



Marquette's AIM program is adding a *Private Equity & Banking* track



Dr. David Krause,
AIM Program Director



What is the *Private Equity & Banking Track*?

- While similar to the Investments track, it focuses on the concepts and skills necessary to succeed in the private equity and investment banking sector.



How does the curriculum differ between the two AIM tracks?

- Generally speaking, they are the same through the junior year.
- In the senior year, the PE & Banking track requires that the following courses be taken in lieu of three investments courses:
 - FINA 4381: Investment Banking
 - FINA 4340: Private Equity, Society and Ethics
 - FINA 4350: Applied Financial Modeling

AIM IB/PE Staff

- Dr. David Krause – AIM Director
- Jeff Germanotta – Adjunct Instructor of Finance (Investment Banking / Private Equity)
- Michael Wagner – Adjunct Instructor of Finance (Entrepreneurial Finance and Alternative Investments)
- Scott Hawig - Adjunct Instructor of Finance (Advanced Financial Modeling)
 - Chris Merker - Adjunct Instructor of Finance (Investment Ethics)
 - Bill Walker - Adjunct Instructor of Finance (International Finance and Investments)
- Jessica Hoerres – AIM Program Director

AIM IB/PE Track

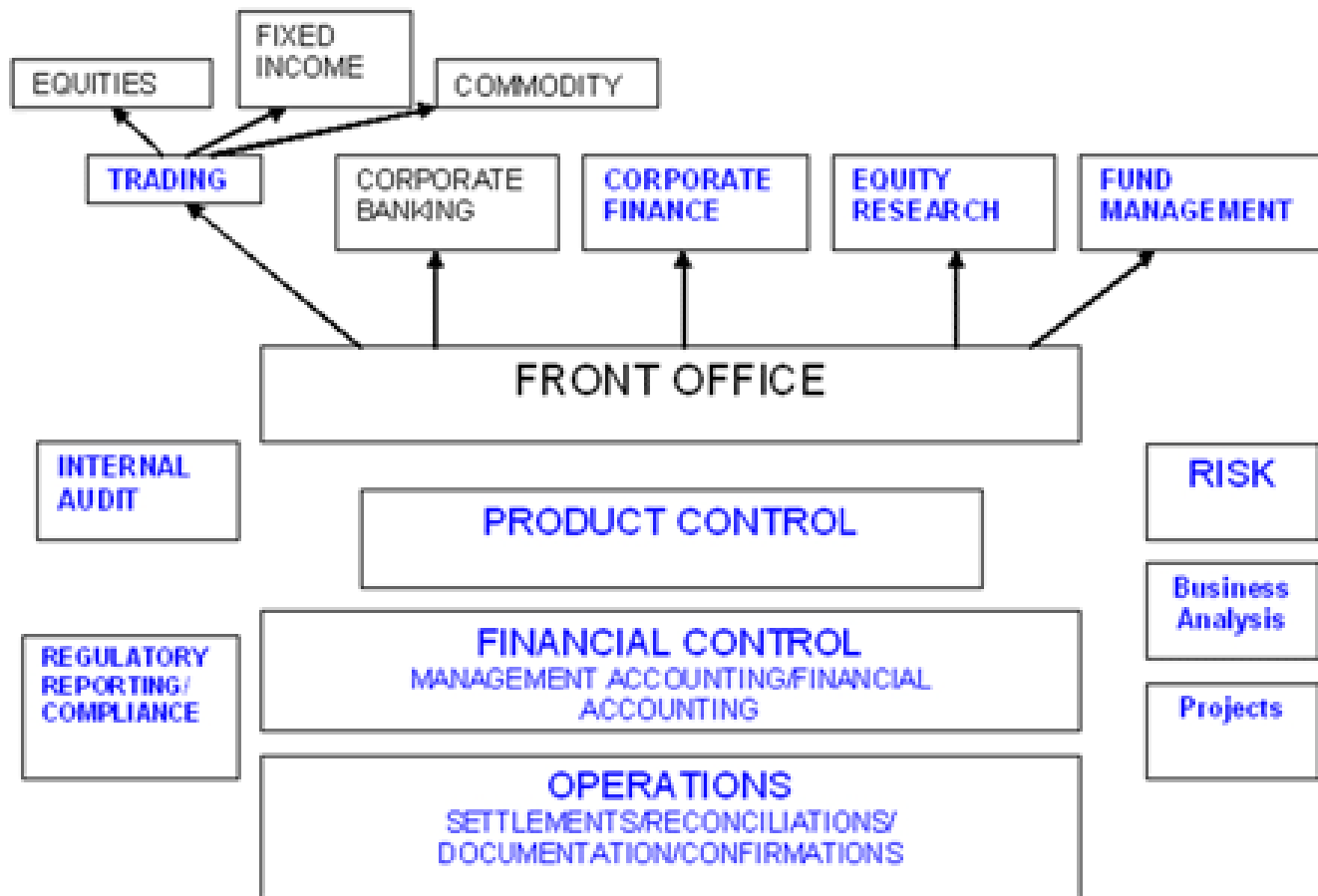
Focuses on the concepts and skills necessary to succeed in the investment banking and private equity sector

Elements:

- Summer internships
- Opportunities to learn from experienced professionals
- Financial modeling and case studies
- Management of the micro-cap equity fund
- Use of “in the trenches” guest speakers in the classroom
- Creation of a Private Equity & Banking Club
- Opportunities for students to assist in the monitoring and evaluation of the performance of private equity investments within various investment portfolios

Investment Banking Overview

Typical structure of an investment bank



Investment Banking Model

What Investment Banks DO

- Capital raises
- M&A transactions
- Advisory

What Investment Banks DON'T Do

- Analyze individual securities
- Portfolio Management
- Invest

Early

- Private Equity Placement
- Venture Investment

IPO

- IPO Underwriting

Growth

- Buy-side Advisory
- Follow-on Offerings
- Divestiture Advisory
- Share Repurchase

Later Stage

- Strategic Alternative Analyses
- Seller Advisory
- Recapitalization Advisory

Why Investment Banking?

Why Investment Banking?

- Exciting transactions
- Meaningful work for clients
- Fast-paced environment
- Challenging work
- Opportunity to learn
- Intelligent, experienced co-workers & clients
- Career development

Types of Investment Banks

Boutique

- Small deal size and deal teams
- Specialized by region, sector, type and/or style

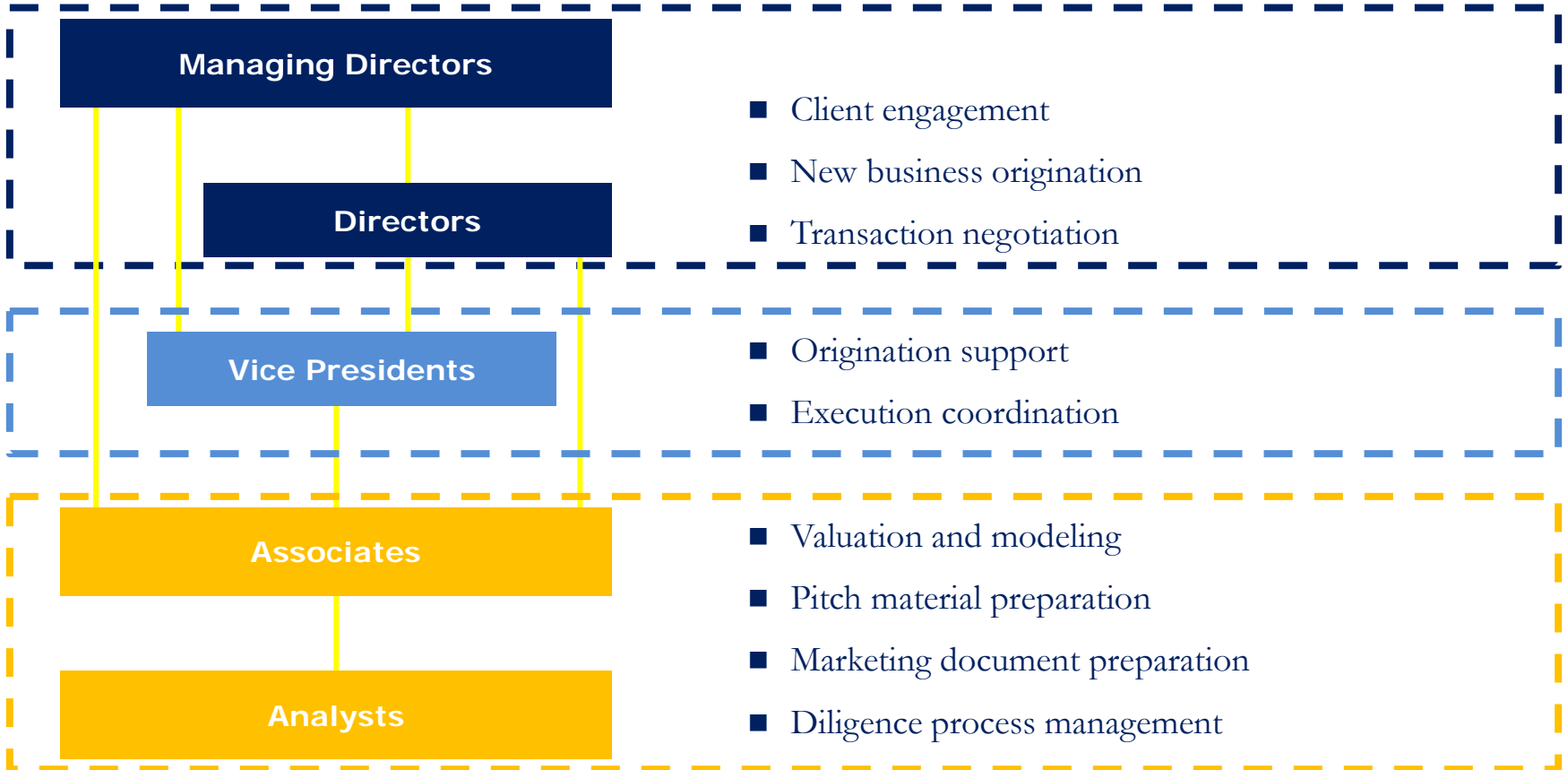
Middle Market

- Smaller deal teams
- Mid range deal size
- Multiple geographies
- Full range of services

Bulge Bracket

- Large deal teams
- Largest deal sizes
- Global
- Full range of services

Team Structure

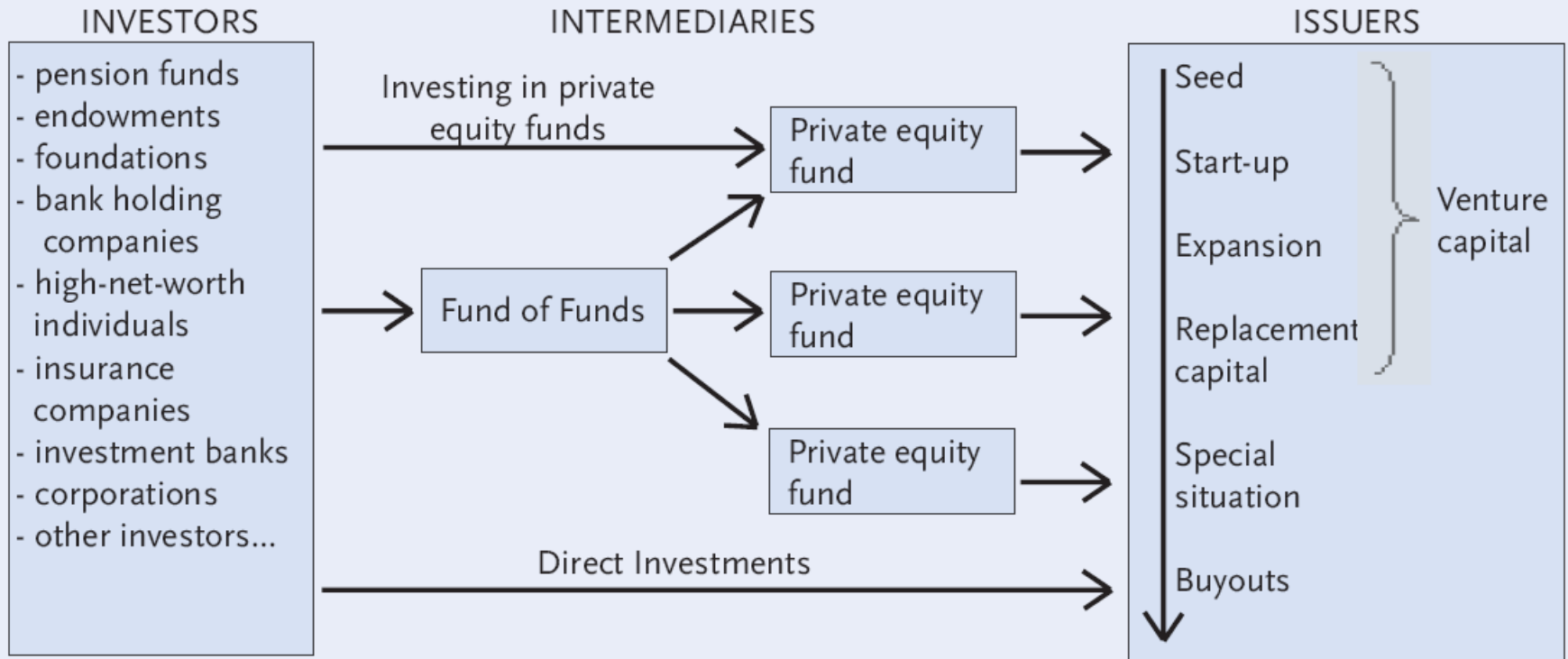




Role of an Analyst

- Industry and company **ANALYSIS**
- Financial **MODELING**
- Company **VALUATION**
- **MARKETING** materials: Pitch books, teasers, road show presentations
- Facilitate due diligence, coordinate meetings and complete other organizational **PROCESSES**
- Develop **KNOWLEDGE** of industries and transactions

Private Equity Overview



Source: Federal Reserve Bank of Dallas, IFSL, EVCA/Thomson Venture Economics/PricewaterhouseCoopers

NIBC Competition & Conference

National Investment Banking Competition & Conference

- Given a case study and asked to create a pitch book
- Gain valuable experience in valuation, including DCF, LBO, precedent transactions, comparable companies, and accretion/dilution model
- Opportunity to pitch in Vancouver in front of top investment banks

Last Year's Team



Student Contact Information

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