



M&A
Case

M&A Case Competition Season 2021 / 2022

Program Presentation

SEPTEMBER 2021

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A low-angle, upward-looking shot of a modern skyscraper with a glass facade. The building's sharp lines and reflective windows create a strong sense of height and architectural scale. The sky is a deep blue, filled with soft, white clouds that are reflected in the building's glass panels. A semi-transparent white rectangular box is positioned on the left side of the image, serving as a background for the text.

Section 1

Introduction to MSU IB Club

1 MSU IB Club Overview

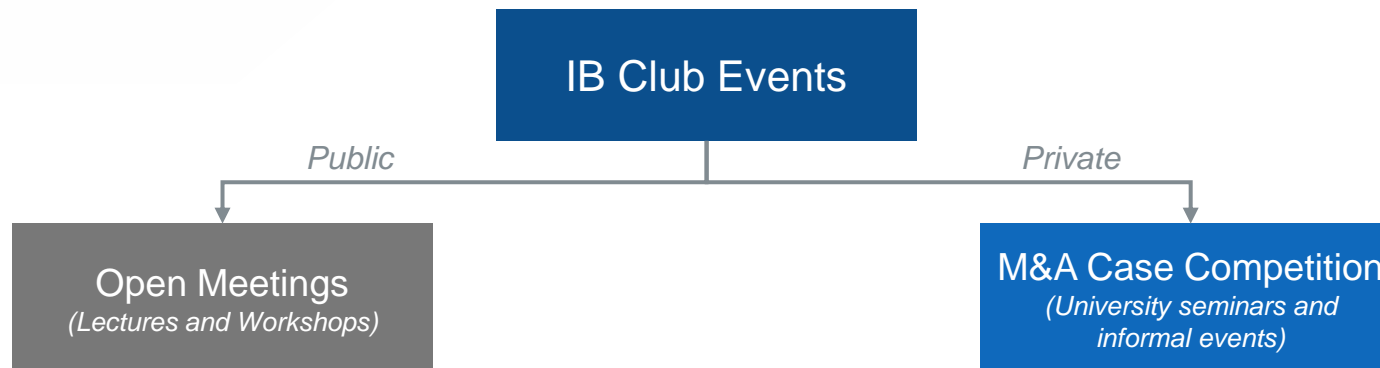
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- IB Club is a vibrant community of like-minded corporate finance enthusiasts and experienced practitioners
- IB Club holds regular meetings, where club members and invited experts share their knowledge and experience with the audience
- These meetings allow listeners to better navigate their career paths, and prepare a solid knowledge base for future interviews and jobs in finance
- For years IB Club has been organizing annual "M&A Case" competition, which provides students with hands-on mentoring, networking and intensive training in corporate finance



A low-angle, upward-looking photograph of several modern skyscrapers. The buildings feature glass facades with grid-like window patterns. The perspective creates a sense of height and architectural scale. A semi-transparent white rectangular box is overlaid on the left side of the image, containing the text.

Section 2

About M&A Case Competition

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About M&A Case Competition

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- M&A Case is a unique platform for communication of students interested in careers in investment banking and corporate finance with representatives of the industry
- The main goal of M&A Case – successful employment of the program graduates
- M&A Case promotes development of contacts and skills necessary for working in corporate finance
 - Financial modeling
 - Industry analysis
 - Preparation of marketing materials
 - Presentation
 - Public speaking and negotiation skills and more
- M&A Case consists of a series of educational seminars and the final presentation to senior bankers
- The subject of M&A Case is a real M&A deal



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Essence and History of M&A Case Competition

M&A Case History

- M&A Case competition continues the Club's social ladder function by providing practice-oriented corporate finance knowledge and skills
- As of today the educational program of M&A Case competition has covered all major industries:
 - Metals & Mining
 - Retail sector
 - FIG
 - Consumer sector
 - Oil & Gas
 - Agriculture

– Industry?

- In the new 2021/2022 academic season we are planning to cover a new industry / sector

Unique Industry Coverage

 Polyus Controlling stake acquisition May 2011	 Kalina Acquisition of a 100% stake May 2012	 Raspadsкая Acquisition of a 100% stake May 2013	 Exillon Energy Controlling stake acquisition May 2014	 Lenta Controlling stake acquisition May 2015	 EDC Controlling stake acquisition May 2016
 Bashneft Controlling stake acquisition May 2017	 Tinkoff Bank Controlling stake acquisition May 2018	 TMK Controlling stake acquisition April 2019	 Highland Gold Minority stake acquisition and MTO June 2020	 Rusagro Controlling stake acquisition April 2021	 April 2022

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Unique Platform for Investment Banking Career

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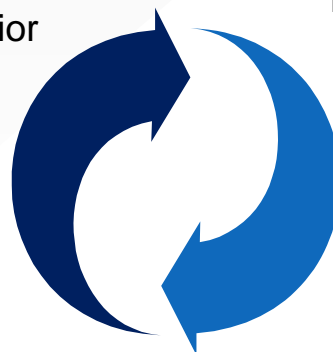
Education

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- M&A Case is a platform which offers to its participants unique mix of education for investment banking industry and network of actual industry professionals
- M&A Case is structured as team competition (semi-final / final case presentation to jury comprised of senior investment bankers) with huge preparation stage, including:
 - Practical seminars (modelling, valuation, deal structuring)
 - Hometasks (team and individual)
 - Team games
- Education process is led by M&A Case team and invited senior bankers / industry professionals
- During education process we focus on practical skills that will be extremely useful for investment banking career



Network

- Network is a key essence of M&A Case
- We believe that close and ongoing dialogue with investment bankers is key driver for future career growth
- Our network oriented part of the Case includes:
 - Communication with case team
 - Discussions with invited speakers
 - Mentorship program with industry professionals
 - Informal events with investment bankers and alumni
 - Open final with invited HRs and senior bankers

1 Key M&A Case Principles

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- M&A Case program is available for everybody who is motivated enough
 - We do not require financial knowledge and technical skills from candidates as part of selection process because we strongly believe that personality is much more important than technical skills
 - Our target is to gather audience with diverse experience (including students with non-financial background)
- Network is the essence of the M&A Case.
 - Key formats are:
 - Case team communication
 - Invited speakers (investment bankers and industry specialists)
 - Informal events (2 informal events in the Season)
 - Final with senior bankers and HRs
 - Informal meetings out of University with M&A Case team members (voluntary)
- M&A Case platform provides students with networking and recruiting opportunities
- Our ultimate goal is to create a unique community which will connect students with investment banking industry professionals

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M&A Case Season 2021 / 2022 Team



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Management Team

3

Matvey Gordeychik
Private Equity
Analyst



4

Egor Komarov
Single Family Office
Investment Manager

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Igor Nazyrov
Merchant Banking
Associate Director



Artem Privalov
Investment Banking
Associate



Executive Team

Daria Telepneva
Retail Banking
Research Analyst



Bobur Khashimov
Leveraged Finance
Analyst



Artem Shevchenko
Leveraged Finance
Analyst



Supervisory Board

Nikita Dankov
Investment Banking
Associate

J.P.Morgan

Damir Kamaletdinov
Private Equity
Associate



Pavel Kabeshov
Investment Banking
Analyst

J.P.Morgan

Vladimir Kulikov
Merchant Banking
Associate



Junior Execution Team

Vladimir Ambroladze
Leveraged Finance
Analyst



Vladislav Aronov
Asset Management
Analyst



Anastasia Bylinkina
Investment Banking
Intern

J.P.Morgan

Nikita Chubukov
Leveraged Finance
Analyst



Ivan Egupov
Merchant Banking
Analyst



Rashid Khismatullin
Private Equity
Analyst



Evgenia Korzhakova
Corporate Development
Intern



Badma Lidzhanov
Leveraged Finance
Analyst



Boris Pravdin
Leveraged Finance
Analyst



Maria Skorkina
Valuation and Modelling
Analyst



Alexander Tumakov
Merchant Banking
Analyst



Nikolay Kuznetsov
Investment Banking
Analyst



Alexey Manakov
Investment Banking
Associate

J.P.Morgan

Ilya Misharev
Investment Banking
Analyst



Kirill Povkh
Investment Banking
Associate



Nikolay Vershinin
Investment Banking
Analyst

J.P.Morgan

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, reaching towards a cloudy sky. The perspective creates a sense of height and scale. A semi-transparent white horizontal band is overlaid across the middle of the image, containing the text.

Section 3

M&A Case Statistics

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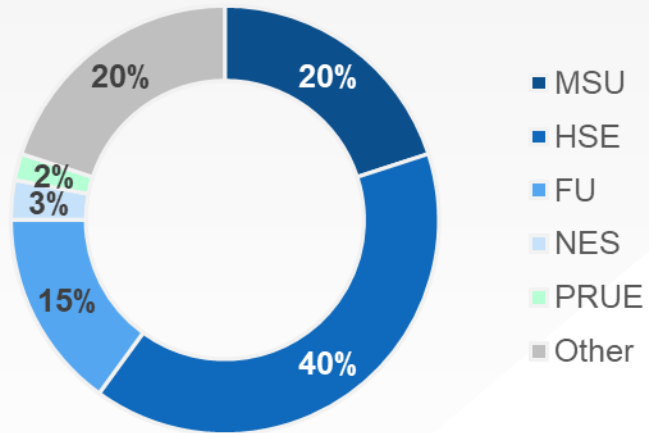
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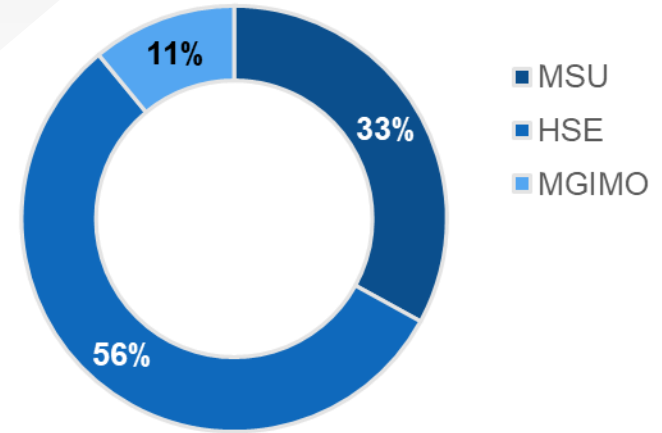
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M&A Case Statistics

Applicant Structure by University

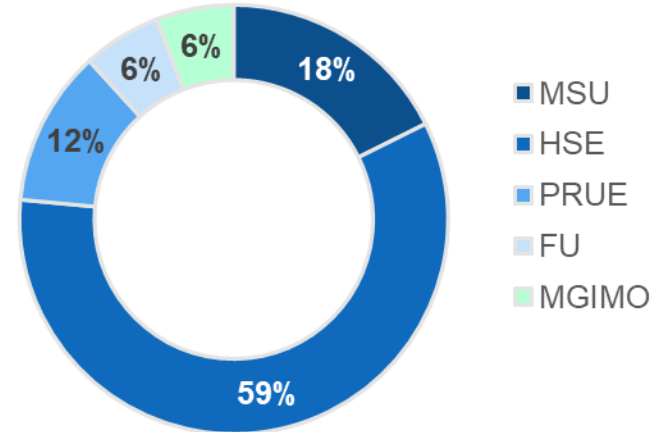
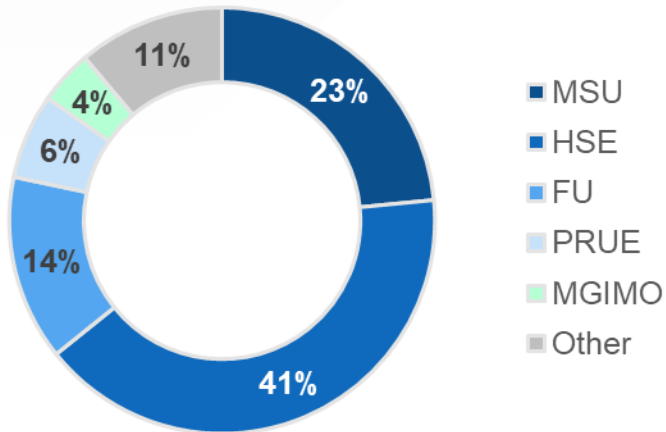


Finalist Structure by University



2019 / 2020

2020 / 2021



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M&A Case Participant Universe

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 **VTB Capital**

J.P.Morgan

 Goldman Sachs

 **UBS**

4

 **SBERBANK**

 **citi**

 **HSBC**

CREDIT SUISSE 

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MUBADALA

 **UniCredit**

da **vinci** capital

 **KPMG**

Deloitte.

 **pwc**

 **EY**

BCG

McKinsey
& Company

 **NEO**

ZANYDRAGON
CAPITAL

A low-angle, upward-looking photograph of a modern skyscraper with a glass facade. The building's structure is composed of a grid of dark metal frames and large glass panels that reflect the sky. The perspective creates a sense of height and scale, with the building's edges converging towards the top of the frame. A semi-transparent white horizontal band is positioned across the middle of the image, serving as a background for the text.

Section 4

Season Structure

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Stages of M&A Case Competition

Selection Process

Time interval:

September

Selection Process:

- First stage: CV and teaser screening
- Second stage: Online video interviews
- Third stage: Review of results and admission of the new study group 2021/2022

Education

Time interval:

September – March

1st Semester Structure:

- Seminars, hometasks, tests, exam
- Communication with mentors
- Pitch book preparation

2st Semester Structure:

- Seminars, hometasks, tests, exam
- Communication with mentors
- Pitch book preparation
- Meetings with invited guests
- “M&A Negotiations” game

Semifinals / Finals

Time interval:

April

Semifinals:

- 8 teams will be invited to a Semifinal

Finals:

- 4 teams qualified through the Semifinal will be invited to present their solution to the jury at the final

Debriefing:

- Separate meetings with finalists to analyze work undertaken during the season and discuss Final presentation

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Preliminary Season Timetable

M&A
Case

iB
Club

Semester I

#	Date	Topic	Individual HW	Team HW	Informal Event
1	25-Sep-21	Introduction and Accounting 101	✓		
2	02-Oct-21	Excel and PowerPoint 101	✓		
3	09-Oct-21	Informal Event			✓
4	16-Oct-21	Introduction to Valuation			
5	23-Oct-21	Modeling 1: PL			
6	30-Oct-21	Modeling 2: BS & CF			
7	06-Nov-21	Modeling 3: General & Fine tuning	✓		
8	13-Nov-21	Valuation 1: DCF	✓		
9	20-Nov-21	Valuation 2: Multiples	✓		
10	27-Nov-21	Industry guidance 1: Target sector		✓	
11	04-Dec-21	Industry guidance 2: CPR, FIG, TMT, Real Estate			
12	11-Dec-21	Industry guidance 3: M&M, O&G, Utilities			
13	18-Dec-21	Merger Model			
14	25-Dec-21	Exam		✓	

Semester II

#	Date	Topic	Individual HW	Team HW	Informal Event
1	05-Feb-22	IB admin and other analyst workstreams	✓		
2	12-Feb-22	Strategic Management			
3	19-Feb-22	Deal Structuring		✓	
4	26-Feb-22	ECM	✓		
5	05-Mar-22	Public M&A: key legal issues			
6	12-Mar-22	Final Test			
7	26-Apr-22	Semifinal			
8	16-Apr-22	Final and Closing Party			✓

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Season 2021/2022 Key Assumptions

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Season Key Assumptions

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Balanced approach to group formation accounting for team members' skills, knowledge and network

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Individual and team hometasks related to investment banking industry specifics



Exams at the end of Semester I



Fixed process of team elimination and fixed semi-final / final



number of teams



Two informal events with large number of invited guests including industry professionals and previous seasons finalists



Personal rating with special benefits for Top students



Special meeting for CV, soft skills, IB lifehacks

Participants Distribution

M&A Case candidates



60 Participants / 12 Teams



40 Participants / 8 Teams



20 Participants / 4 Teams



1 Team Winner



Section 5

Application Process

1 Application Process Details

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Register on <https://www.ib-club.ru/m-a-case-competition>



Fill all boxes in English, CV and teaser attachment is mandatory



Application should be personal (team application is restricted)



CV's mandatory items are: university, faculty, program (bachelor or master) and grade



Investment teaser: see details on [the next slide](#)



Homework: watch finance-related films and understand the structure of an investment bank



All questions may be addressed via IB Club's group in VK

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Application Process: Investment Teaser Details

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For the first stage of the selection process all applicants should prepare investment teaser of **Lenta**

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Preparation tips:

- The teaser should contain 1 page prepared in Power Point and converted into ".pdf" format
- The teaser should describe investment attractiveness of the company (both portfolio and direct investment are applicable)
- You can use all publicly available information for teaser preparation, but note that "copy-paste" approach will not be encouraged, please spend your time and show commitment
- We do not require any specific financial details (but if you know something, it will be good to show) and you can use your own knowledge in any specialty (psychology, chemistry, physics etc.) to complete the task
- Please note, that formatting will be a very important criteria for further selection process

Disclaimer

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