



M&A  
Case

# **M&A Case Competition Season 2019 / 2020**

## *Program Presentation*

SEPTEMBER 2019

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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 sense of height and architectural grandeur. The sky is a deep blue with scattered white clouds, adding to the dramatic atmosphere. A semi-transparent white banner is overlaid on the left side of the image, containing the text.

# **Section 1**

## **Introduction to MSU IB Club**

# 1 MSU IB Club Overview

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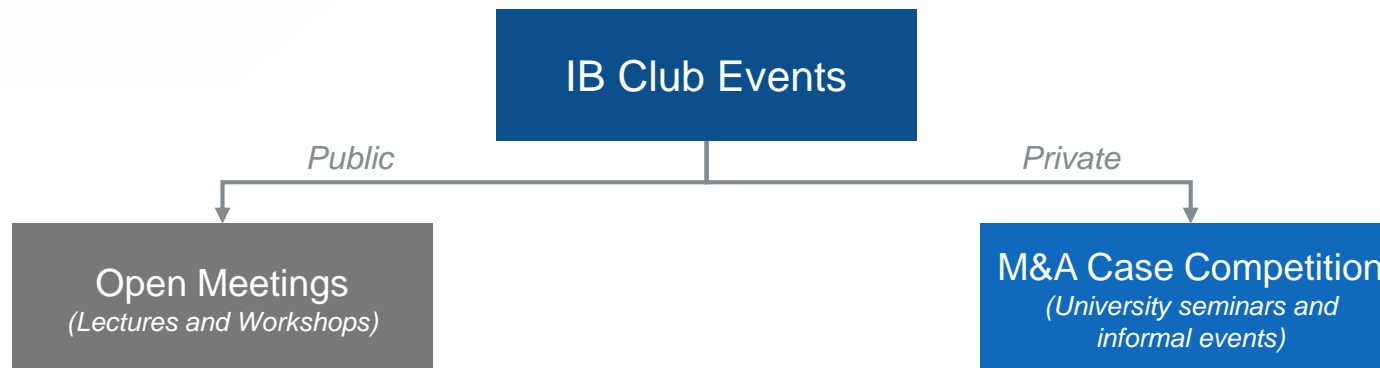
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- IB Club is a community of talented students and specialists in the field of corporate finance
- IB Club holds regular thematic meetings, where club members and guests share their knowledge and experience with the audience
- Such meetings allow the listeners to determine the direction of their career, to better prepare for the interview and work
- For years IB Club has been running the M&A Case program, which is dedicated to developing knowledge, skills and contacts useful in the financial industry





A low-angle, upward-looking photograph of several modern skyscrapers. The buildings feature glass facades with a grid-like pattern of windows. 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**

# 1 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
- Consumer sector

- Retail sector
- Oil & Gas

- FIG

- Industry?

- In the new 2019/2020 academic season we are planning to cover a completely new Industrial

## Unique Industry Coverage

**POLYUS GOLD**  
INTERNATIONAL

**Polyus**

Controlling stake acquisition

May 2011

**КАЛИНА**

**Kalina**

Acquisition of a 100% stake

May 2012

**РАСПАДСКАЯ**  
РАСПАДСКАЯ ОДОО

**Raspadskaya**

Acquisition of a 100% stake

May 2013

**exillon**  
ENERGY

**Exillon Energy**

Controlling stake acquisition

May 2014

**LENТА**

**Lenta**

Controlling stake acquisition

May 2015

**EDC GROUP**

**EDC**

Controlling stake acquisition

May 2016

**BASHNEFT**

**Bashneft**

Controlling stake acquisition

May 2017

**Tinkoff**

**Tinkoff Bank**

Controlling stake acquisition

May 2018

**TMK**

**TMK**

Controlling stake acquisition

April 2019

**?**

April 2020

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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 with actual industry professionals
- M&A Case is structured as team competition (semi-final / final case presentation to jury comprised 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 previous seasons participants
  - Open final with invited HRs and senior bankers
- M&A Case maintains close dialogue with leading investment banks. Current partners of the program are VTB Group and Sberbank



# 1 Key M&A Case Principles

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- M&A Case program is available for everybody who 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)
    - Two types of mentorship (technical and industry mentors)
    - Informal events (2 informal events in the Season)
    - Final with senior bankers and HRs
    - Bi-weekly informal meetings out of University with M&A Case team members (voluntarily)
  - This season M&A Case has VTB Group and Sberbank as program partners
- M&A Case platform provides students communication with bankers 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 2019 / 2020 Team

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## Executive Team

**Matvey Gordeychik**

*Private Equity  
Intern*



**Egor Komarov**

*Leveraged Finance  
Senior Analyst*



**Igor Nazyrov**

*Leveraged Finance  
Senior Associate*



**Artem Privalov**

*Investment Banking  
Analyst*



## Acting Team

**Nikita Dankov**

*Investment Banking  
Analyst*

J.P.Morgan

**Alikhan Kokeshov**

*Investment Banking  
Analyst*



**Daniil Vidyapin**

*Merchant Banking  
Analyst*



**Ilya Spirin**

*Leveraged Finance  
Analyst*



## Advisory Team

**Damir Kamaletdinov**

*Private Equity  
Associate*



**Vladimir Kulikov**

*Merchant Banking  
Senior Analyst*



**Alexey Manakov**

*Merchant Banking  
Senior Analyst*



## Responsibilities

- |  |  |   |
|--|--|---|
| <ul style="list-style-type: none"> <li>▪ Education process coordination</li> <li>▪ Seminars</li> <li>▪ Mentorship</li> <li>▪ Network with industry professionals</li> <li>▪ Interviews and exams</li> <li>▪ All partnership questions</li> </ul> | <ul style="list-style-type: none"> <li>▪ Selection process leadership</li> <li>▪ Seminars</li> <li>▪ Mentorship</li> <li>▪ Q&amp;A regarding homework</li> <li>▪ Admin</li> <li>▪ Informal events</li> </ul> | <ul style="list-style-type: none"> <li>▪ Seminars</li> <li>▪ Mentorship</li> <li>▪ Network with industry professionals</li> <li>▪ Interviewing and exams</li> </ul> |
|--|--|---|

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 rectangular box is overlaid on the left side of the image, containing the text.

## **Section 3**

### **M&A Case Statistics**



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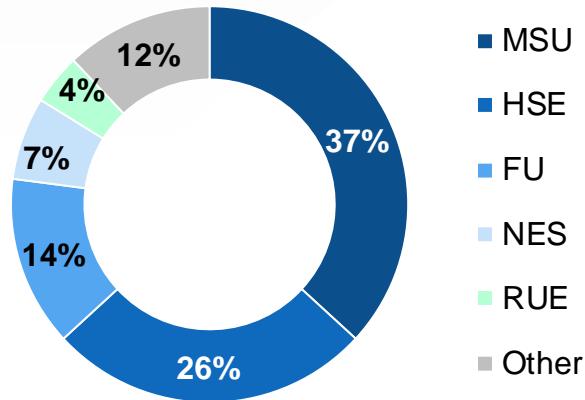
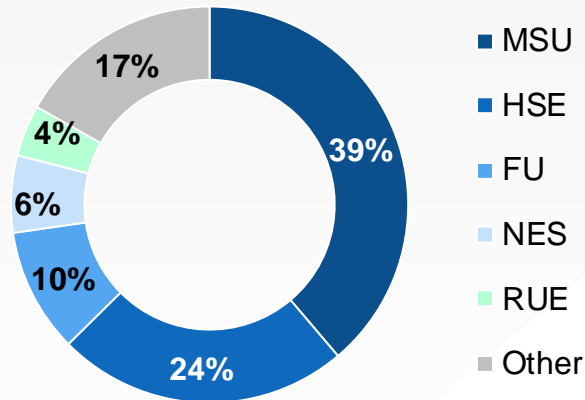
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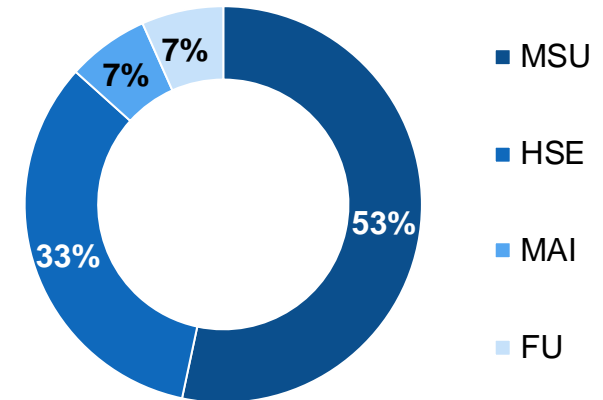
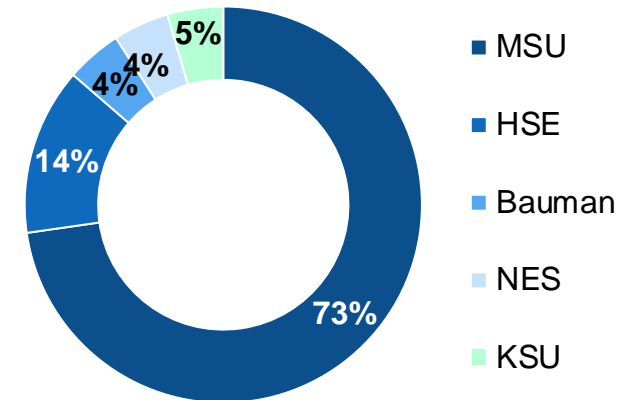
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# M&A Case Statistics

## Applicants Structure by University



## Finalists Structure by University



# 1 M&A Case Participants Universe

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 **VTB Capital**

J.P.Morgan

 **UBS**

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 **SBERBANK**

 **citi**

**Goldman Sachs**

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MUBADALA

**Deloitte.**

  
**EY**

**CREDIT SUISSE** 

 **UniCredit**

McKinsey  
& Company

  
**KPMG**

  
**pwc**

**BCG**

da **vinci** 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:

**August – September**

### Selection Process:

- First stage: CVs screening
- Second stage: Homework  
– Preparation of 1-page teaser of a selected company
- Third stage: Face-to-face interviews
- Fourth stage: Reviewing results and selection in the new study group 2018/2019

## Education

Time interval:

**October – March**

### 1<sup>st</sup> Semester Structure:

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

### 2<sup>st</sup> 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 judges 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	05-Oct-19	Introduction and Excel essentials	✓		
2	12-Oct-19	Informal event			✓
3	26-Oct-19	Model Preparation 1	✓		
4	09-Nov-19	Model Preparation 2		✓	
5	16-Nov-19	Model Preparation 3		✓	
6	23-Nov-19	Industry guidance	✓		
7	30-Nov-19	Valuation methodologies and why valuation is needed		✓	
8	07-Dec-19	DCF and DDM, FF and valuation summary		✓	
9	14-Dec-19	Peer group selection and Multiples approach	✓		
10	21-Dec-19	<b>Exam</b>		✓	

## Semester II

#	Date	Topic	Individual HW	Team HW	Informal Event
1	15-Feb-19	Merger Model		✓	
2	01-Mar-19	IBD with ECM	✓		
3	15-Mar-19	Deal Structuring	✓		
4	22-Mar-19	Soft-skills training			
5	29-Mar-19	IB admin and other analyst workstreams & CVs			
6	05-Apr-19	Semi-Final			
7	12-Apr-19	<b>Q&amp;A</b>			
8	19-Apr-19	Final and Closing Party			✓
9	17-May-19	Debriefing 1			
10	24-May-19	Debriefing 2			



# **Section 5**

**Season 2018 / 2019 Innovations**



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# Season 2019/2020 Key Assumptions

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## Season Key Assumptions

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Balanced approach to group formation taking into account team members skills, knowledge and network

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Individual and team homeworks related to investment banking industry specifics

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Exams at the end of I Semester



Fixed process of teams 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 to Top students



Special meeting for CV, soft skills, IB life hacks

## Participants Distribution

**M&A Case candidates**



**60 Participants / 12 Teams**



**40 Participants / 8 Teams**



**20 Participants / 4 Teams**



**1 Team Winner**



# **Section 6**

## **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 attachment is mandatory



Application should be personal (team application is restricted)



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



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



# Disclaimer

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