

CFA Institute Research Challenge (Singapore) Kick-off

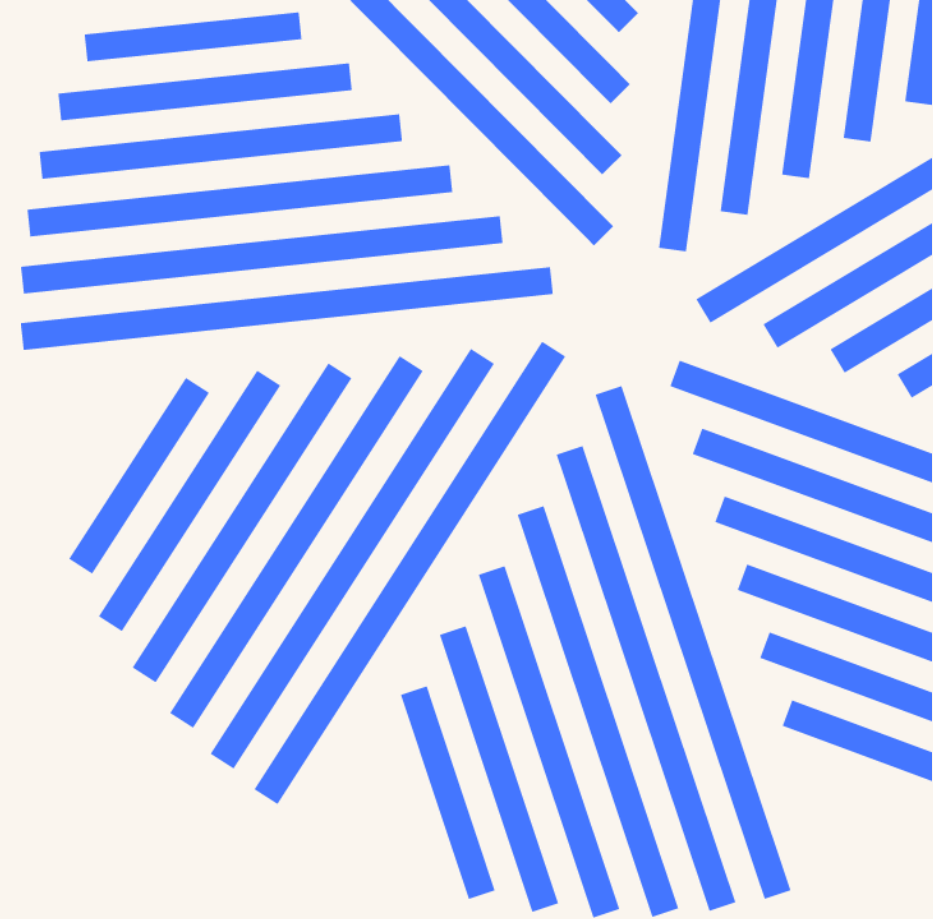
24 SEPTEMBER 2024



Programme Agenda

24 SEPTEMBER 2024

- | | |
|--------------------------|---|
| 7:00 PM – 7:05 PM | Welcome Remarks <i>CEO</i> |
| 7:05 PM – 7:10 PM | Opening Remarks <i>University Outreach Committee Chairperson</i> |
| 7:10 PM – 7:40 PM | Introduction to CFA Institute Research Challenge |
| 7:40 PM – 8:30 PM | Sharing Session <i>Cook Capital (2023-2024 National Champion Team)</i> |
| 8:30 PM | End |



CFA SOCIETY SINGAPORE IS PROUD TO PRESENT

CFA Institute Research Challenge (Season 2024 – 2025)

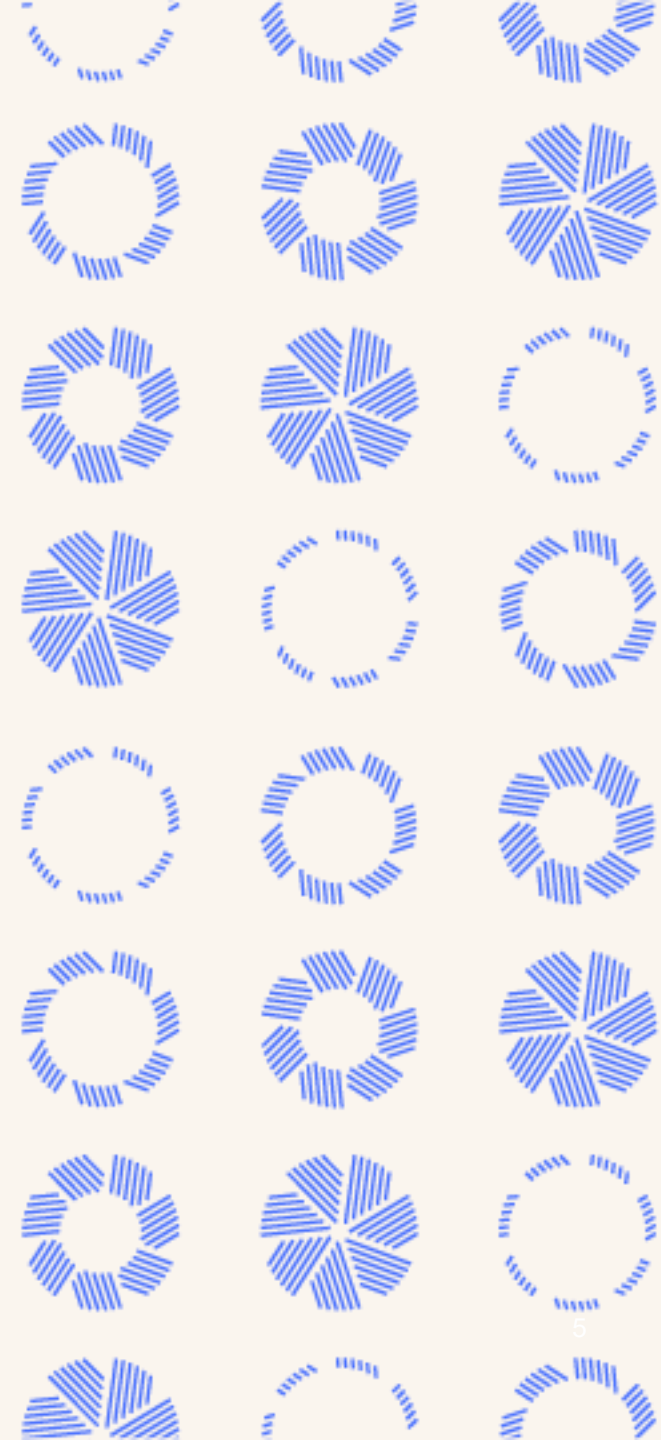


**CFA Society
Singapore**

RESEARCH CHALLENGE

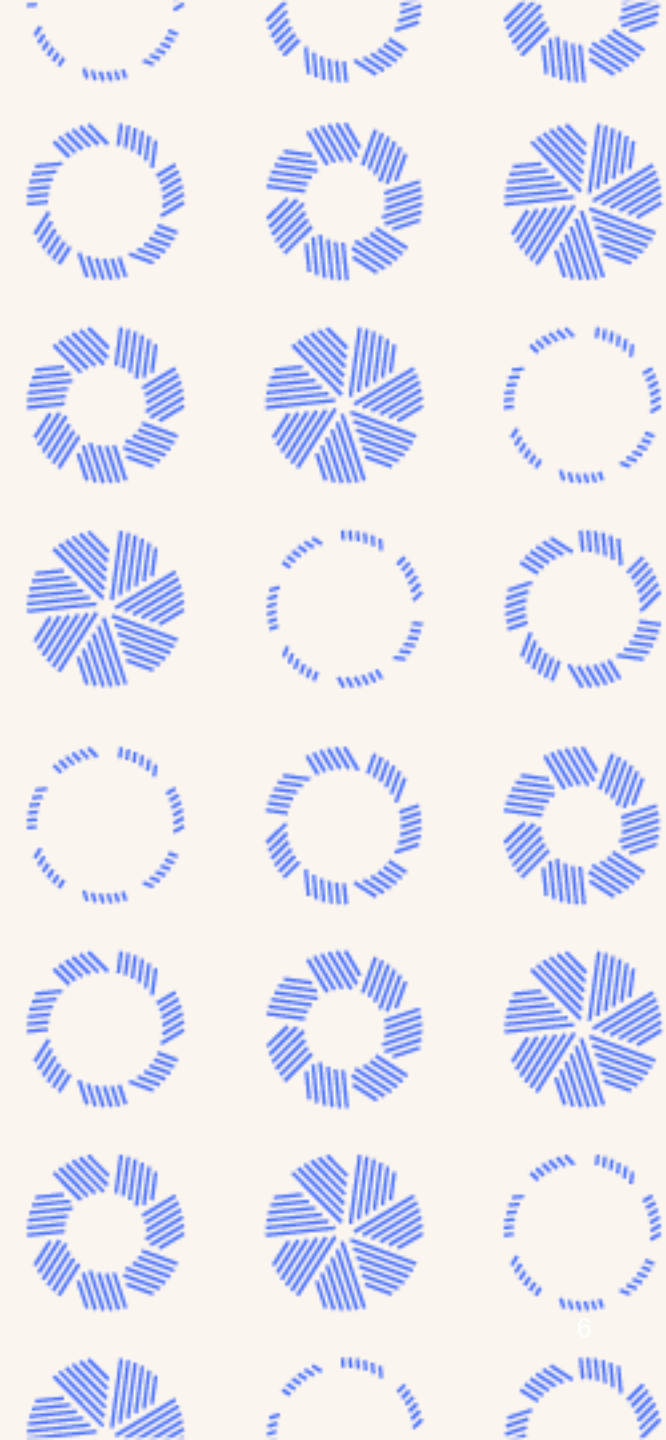
CFA Institute Research Challenge

- **Worldwide intercollegiate competition** between teams of students
- Unique educational opportunity to apply what you have **learned in the classroom to real-world practice in equity research**
- Organized by local CFA Institute volunteers – usually through CFA member societies
- Winners from the local competitions advance to one of the **three regional competitions**, culminating in a **global final**



How it works

- Assemble teams of **3 – 5 undergraduate** and/or graduate students from your university
- **Research and analyze** a given subject company. Prepare a **written report and presentation deck**.
- **Present and defend your findings** to a panel of industry experts.
- The winning team from the Singapore Finals **advances to sub-regional competition** and stands a chance to participate at the Global Finals.



2023 – 2024 Research Challenge Recap

A light gray world map serves as the background for the infographic. The numbers and labels are overlaid on the map, with each statistic positioned over a different geographical region.

6,700+

Students

3,000+

Volunteers

150+

CFA Societies

1,000+

Universities

120

Local Challenges

90+

Countries

2023 – 2024 Research Challenge Recap

120
LOCAL
CHALLENGES



33
SUB-
REGIONAL
APAC TEAMS



10
APAC
REGIONAL
SEMIFINAL
TEAMS



4
APAC
REGIONAL
FINAL
TEAMS



**6 REGIONAL
CHAMPIONS**

Australian National University
Asia Pacific Regional Final Champions

CFA Society Australia

Fundacao Getulio Vargas (FGV), Sao Paulo
Americas Regional Final Champions

CFA Society Brazil

University of Waterloo
Americas Regional Final Champions

CFA Society Toronto and
CFA Society Ottawa

University of the Philippines Diliman
Asia Pacific Regional Final Champions

CFA Society Philippines

Qatar University
EMEA Regional Final Champions

CFA Society Doha

Otto Beisheim School of Management
EMEA Regional Final Champions

CFA Society Germany

- **4 main Sub-regions** for Asia Pacific. 10 winners to be selected
- Singapore is categorised under **Southeastern Asia**; will compete with 6 other countries
- **3 teams will advance** to Asia Pacific Regional semifinals

- 10 teams are **split into 2 breakout rooms**
- **2 winners from each breakout room** will advance to APAC Regional Finals

- **4 teams will compete** in the Asia Pacific Regional Finals
- **2 teams will emerge as regional champion** to represent APAC in the global finals

**2024 GLOBAL
CHAMPION**



University of Waterloo
CFA Society Ottawa and
CFA Society Toronto

Sub-regional competitions

Winners from the local competitions this year will advance to a Sub-Regional competition. Sub-Regions have been predetermined using United Nations and CFA Institute definitions. Sub-Regional competitions will be virtual and will take place in March. Winners will be announced at the end of March.

Americas Sub-Regions

Atlantic Islands & Latin America
Canada
Central & Southwest US
Eastern US
Midwest US
Southeastern US
Western US

Asia Pacific Sub-Regions

Oceania
Eastern Asia
South Eastern Asia
Southern Asia

- Cambodia
- Indonesia
- Malaysia
- Philippines
- Singapore
- Thailand
- Vietnam

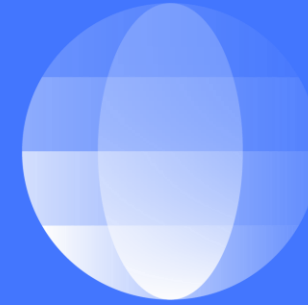
EMEA Sub-Regions

Sub-Saharan Africa
Eastern Europe
Northern Europe
Southern Europe
Western Europe
Middle East & North Africa

CFA INSTITUTE RESEARCH CHALLENGE (SEASON 2024-2025)

Regional and Global Competitions

Winners from the sub-regional competitions this year will advance to one of three regional competitions, which will be hosted virtually.



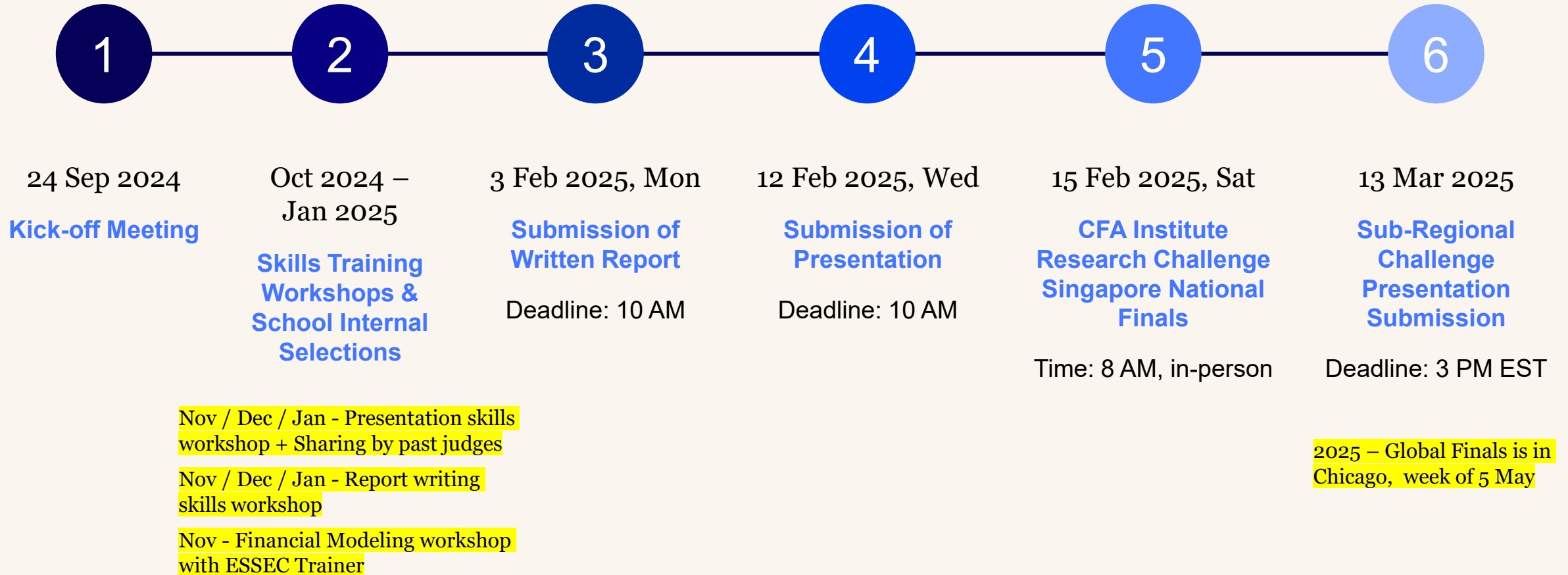
Regional Semifinals
8-9 April 2025
(LIVE Virtual Format)

Regional Finals
10-11 April 2025
(LIVE Virtual Format)

Global Final
Week of 5 May 2025
(LIVE in-person at Chicago)

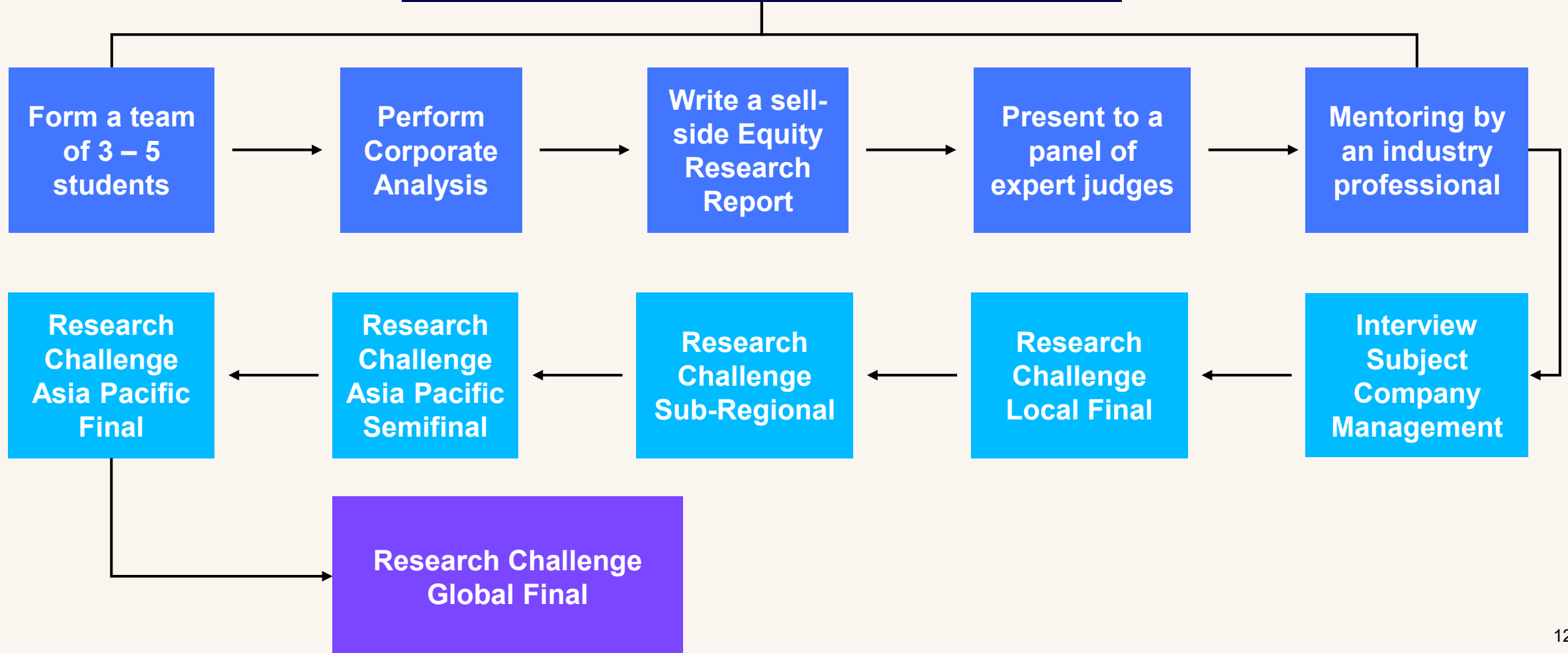
Local competition timeline

CNY: 29 & 30 Jan 2025



Key components of the challenge

Universities will host an internal selection competition



Participating teams

| University | Faculty advisor | Mentor |
|--|--------------------------------------|--------------------|
| ESSEC Business School, Asia-Pacific | Dr. Peng Xu / Rick Marchese | Samir Mehta, CFA |
| Nanyang Technological University (NTU) | Candice Gao / Prof. Lee Boon Keng | Gerald Wong, CFA |
| National University of Singapore (NUS) | Dr. Lee Hon Sing | Melvin Tan, CFA |
| SIM Global Education (SIM GE) | Lydia Irene Yeo / Lenz Tan | Richard Wong, CFA |
| Singapore Institute of Technology (SIT) | Dr. Phoebe Gao | Terence Lim, CFA |
| Singapore Management University (SMU) | Dr. David Ding | David Leow, CFA |
| Singapore University of Social Sciences (SUSS) | Dr. Carmen Shih / Chang Soek Khim | David Lum, CFA |
| Singapore University of Technology and Design (SUTD) | Dr. Douglas Streeter Rolph | Dee Senaratne, CFA |
| James Cook University, Singapore | Dr. Tiong-Yang Thong | CT Chan, CFA |

Report scoring

Business Description

- This section should include a detailed description of the company and its products and services. It should also convey a clear understanding of the company’s economics, including a discussion of the key drivers of revenues and expenses.

Industry Overview & Competitive Positioning

- This section should include an overview of the industry dynamics, including a competitive analysis of the industry.

Investment Summary

- This section should include a brief description of the company, significant recent developments, an earnings forecast, a valuation summary and the recommended investment action

Valuation

- This section should include a thorough valuation analysis of the company using conventional valuation metrics and formulas.

Financial Analysis

- This section should include a detailed analysis of the company’s historical financial performance, and a forecast of future performance.

Investment Risks

- This section should address potentially negative industry and company developments that could pose a risk to the investment thesis.

Environmental, Social, and Governance

- This section should provide information on the subject company’s consideration of ESG factors. Environmental is conservation of the natural world. Social is consideration of people and relationships. Governance is standards for running a company.

| SECTION | MAXIMUM POINTS | COMMENTS |
|---|----------------|----------|
| Business Description | 5 | |
| Industry Overview & Competitive Positioning | 10 | |
| Investment Summary | 15 | |
| Valuation | 20 | |
| Financial Analysis | 20 | |
| Investment Risks | 15 | |
| Environmental, Social, and Governance | 15 | |
| TOTAL | 100 | |

Sample report

University of Waterloo Student Research

Retail Sector, Consumer Discretionary Industry
Toronto Stock Exchange ("TSX")

This report is published for educational purposes only by students competing in The CFA Institute Research Challenge.

Canadian Tire Corporation

Date: 04-Dec-2015
Ticker: TSX:CTC.A

Closing Price: \$129.00
C\$1.00:US\$0.75

Recommendation: Buy (16.5% Total Return)
Target Price: \$148.00 (US\$111.00)

Figure 1: Summary of Market, Financial, and Valuation Data

| Market Data | Common | Class A |
|--------------------------|-----------|------------|
| Closing Price | \$200.00 | \$129.00 |
| Avg. Daily Vol. | 449 | 305,914 |
| Shares O/S | 3,423,366 | 71,530,598 |
| Market Cap. (\$ mm) | | \$9,912 |
| P / E (LTM) | | 15.8x |
| Enterprise Value (\$ mm) | | \$16,278 |
| EV / EBITDA (LTM) | | 11.0x |

| Financial Data | 2010 | 2011 | 2012 | 2013 | 2014 |
|----------------|-------|-------|-------|-------|-------|
| Rev. Growth | 6.1% | 12.7% | 10.0% | 3.1% | 5.7% |
| Gross Margin | 30.3% | 29.5% | 30.6% | 31.6% | 32.5% |

Executive Summary

Canadian Tire Corporation, Limited ("CTC" or the "Company") is a Canadian retailer, real estate owner-operator, and financial services provider. These three businesses form CTC's reportable operating segments: Retail, CT Real Estate Investment Trust ("CT REIT"), and Financial Services ("CTFS").

Investment Recommendation

We issue a **Buy** recommendation on CTC with a 12-month target price of \$148.00 / Class A non-voting share with a projected total return of 16.5% from its December 4, 2015 closing price of \$129.00. Our target price is calculated by (1) using a Sum-of-the-Parts approach to arrive at an implied share price valuation for the Class A non-voting shares, and (2) forecasting the 12-month target price by CTC's cost of equity. Our recommendation is driven by our:

Investment Thesis and Outline

Backed by a stable industry outlook, CTC is well positioned for growth and further market penetration of the Canadian retail sector. The combined result of the Sum-of-the-Parts valuation and current market view of CTC's dual share class structure suggests that the Class A non-voting shares are presently undervalued. The undervaluation of the Class A non-voting shares represents an opportunity to invest in highly complementary businesses in the Canadian retail sector. After determining CTC's exposure

Presentation scoring (for local, regional, and global)

Financial Analysis

- How thorough was their analysis of the industry, company, and competitors?

Valuation

- Were the valuation methodologies appropriate and detailed?

Environmental, Social, and Governance

- Did the analysis thoroughly incorporate conservation of the natural world, consideration of people and relationships, and standards for running a company?

Presentation

- How effective/convincing was their presentation? Was it logical and did the facts support the recommendation?

Question & Answer

- Were they able to answer the questions effectively and with confidence?

Team Involvement

- Team involvement in the presentation/questions and answers.

Materials

- Quality of slides.

| SECTION | MAXIMUM POINTS | COMMENTS |
|---------------------------------------|----------------|----------|
| Valuation | 20 | |
| Financial Analysis | 20 | |
| Environmental, Social, and Governance | 10 | |
| Presentation | 20 | |
| Question & Answer | 20 | |
| Team Involvement | 5 | |
| Materials | 5 | |
| TOTAL | 100 | |

Presentation scoring (for sub-regional)

Financial Analysis

- How thorough was their analysis of the industry, company, and competitors?

Valuation

- Were the valuation methodologies appropriate and detailed?

Environmental, Social, and Governance

- Did the analysis thoroughly incorporate conservation of the natural world, consideration of people and relationships, and standards for running a company?

Presentation

- How effective/convincing was their presentation? Was it logical and did the facts support the recommendation?

Question & Answer

- Were they able to answer the questions effectively and with confidence?

Team Involvement

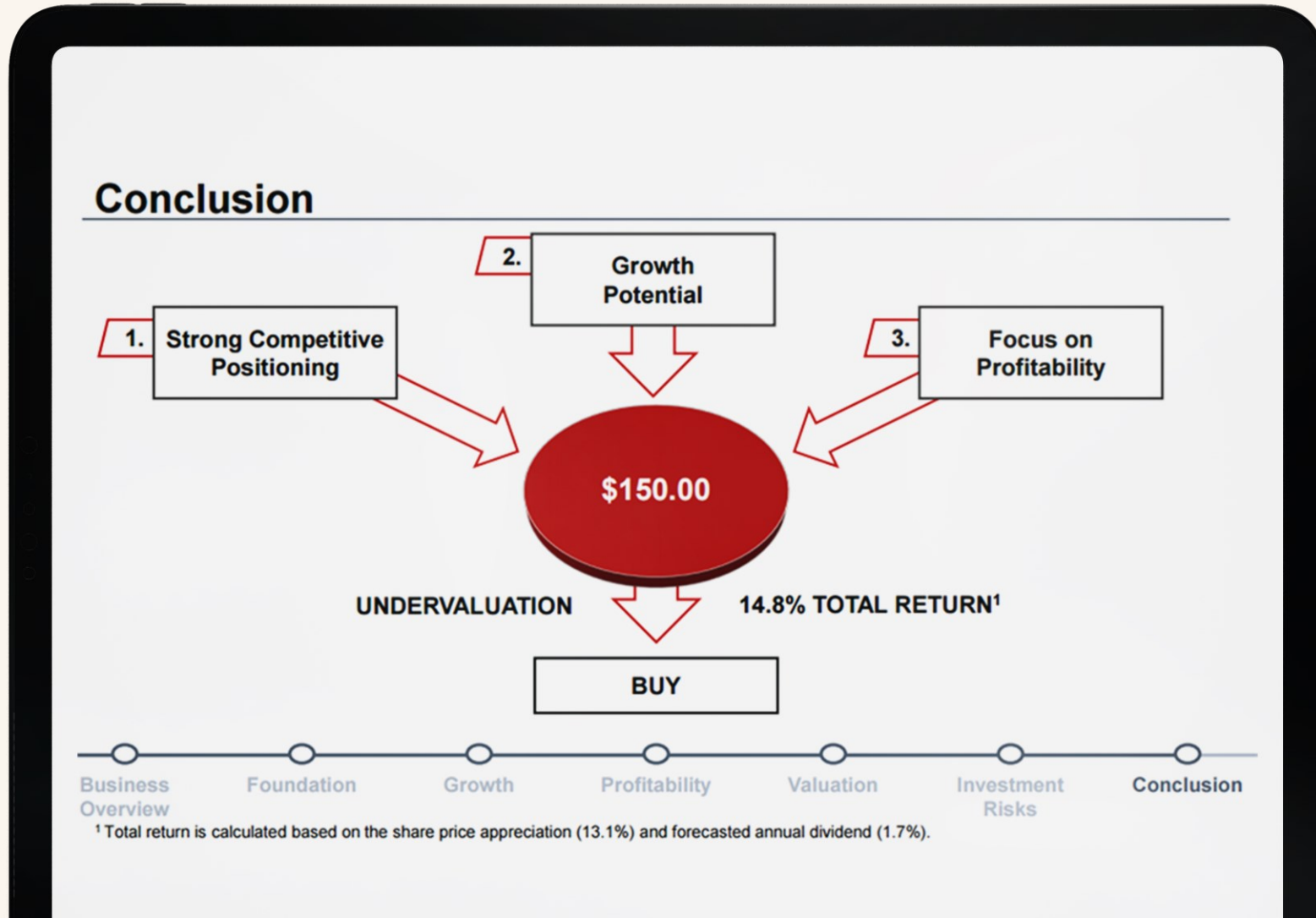
- Team involvement in the presentation/questions and answers.

Materials

- Quality of slides.

| SECTION | MAXIMUM POINTS | COMMENTS |
|---------------------------------------|----------------|----------|
| Valuation | 20 | |
| Financial Analysis | 20 | |
| Environmental, Social, and Governance | 10 | |
| Presentation | 20 | |
| Team Involvement | 5 | |
| Materials | 5 | |
| TOTAL | 80 | |

Sample presentation



Selected subject companies



SATS Ltd.
(S58.SI)



iFAST Corporation Ltd
(AIY.SI)



SUBJECT COMPANY

SATS Ltd (S58.SI)

Sector: Industrials

Industry: Airports & Air Services

Sats Ltd provides gateway services and food solutions. SATS Food solution business comprises of airline catering, food distribution and logistics, industrial catering as well as chilled and frozen food manufacturing, besides linen and laundry services catering industries such as healthcare, hospitality and government agencies. The company's gateway solution offers airfreight, baggage, and ramp handling, passenger services, aviation security, cargo, warehousing, perishables handling to cruise handling and terminal management. SATS Ltd. was incorporated in 1972.

iFAST iFAST Corporation Ltd (AIY.SI)

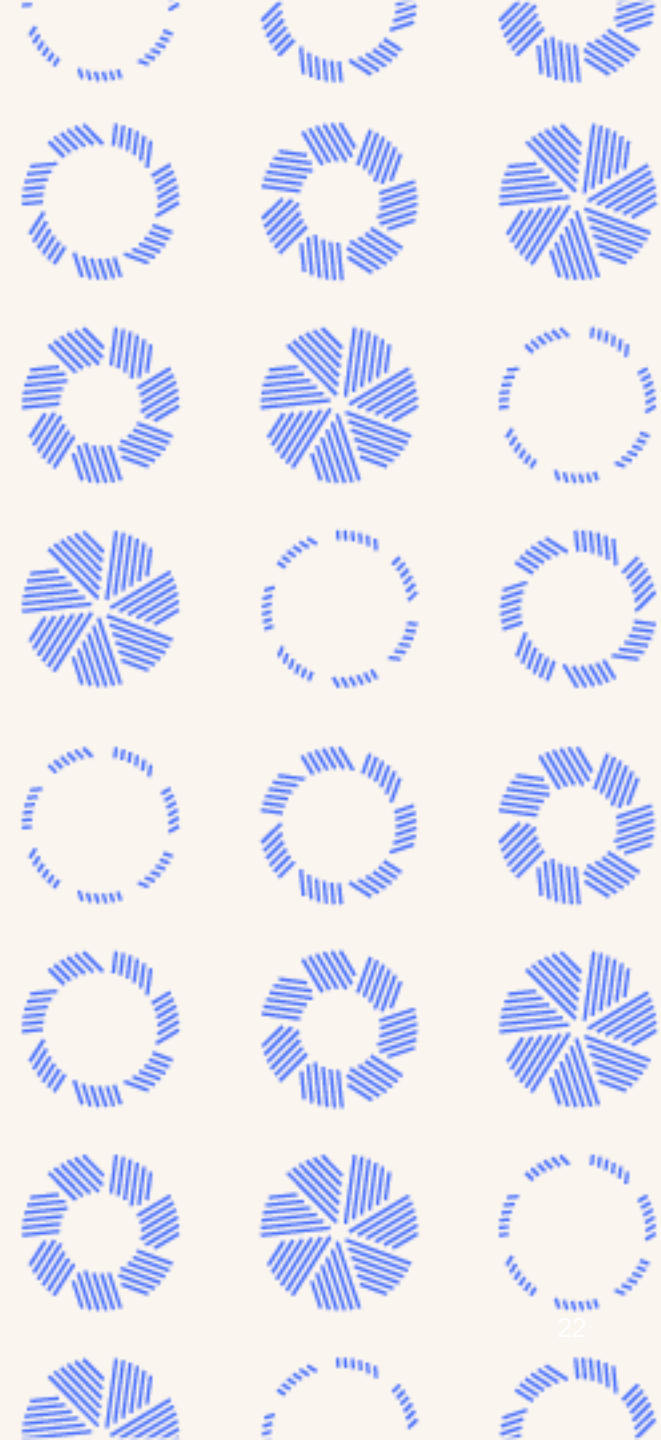
Sector: Technology

Industry: Software Application

iFAST Corporation Ltd. is a Singapore-based company that provides digital banking and wealth management platform. The Company provides a comprehensive range of investment products and services to financial advisory firms, financial institutions, banks, Internet companies, multinational companies, as well as retail and high net worth investors in Asia. Its business divisions include business-to-business (B2B), business-to-consumer (B2C), fintech solutions (B2B2C), Bondsupermart, iFAST Fund Management, iFAST Global Bank and iFAST TV. It offers access to over 17,500 investment products including funds, bonds and Singapore Government Securities (SGS), stocks, Exchange Traded Funds (ETFs), insurance products, and services. Its insurance products, and services, including online discretionary portfolio management services (DPMS), research and investment seminars, financial technology (fintech) solutions, banking, pension administration, investment administration and transactions services.

Participation benefits

- **Real-life learning experience** as an Equity Analyst
- Get in-depth training in **company analysis** and **presentation skills**
- Bolster your resume/CV
- Get **hands-on mentoring**
- **Network** with professionals and peers to make inroads within the industry
- **Compete in regional and global competitions**, if you advance.



Interaction with subject companies

- **Only students are allowed to ask questions** of the designated officers present; neither the industry mentor nor the faculty advisor may ask questions.
- **Students may only communicate with the company during established meetings or planned communications** (*including emails/calls that take the place of an in-person meeting*) set up by CFA Society Singapore.
- **Industry mentor or faculty advisor must be present** for all student-subject company interactions.
- Students **may NOT interview middle management or other employees** of the company.
- Students **may interview and survey suppliers, customers, vendors, competitors**, etc. as a normal course of research.

Faculty advisor and industry mentor involvement

FACULTY ADVISOR

- **Insight and guidance** on research methods and tools as taught in academia
- **10 hours maximum** of productive time prior to the submission of students' written report
- **Additional 3 hours** for each local, sub-regional, regional or global finals
- Access to faculty for other projects unrelated to Research Challenge is permitted
- All work must be the original work of the students

Scan for Faculty
Advisor Guidelines



Faculty advisor and industry mentor involvement

INDUSTRY MENTOR

- **Insight and guidance** on industry practice
- **6 hours *maximum*** of productive time prior to the submission of students' written report
- **Additional 2 hours** for each local, sub-regional, regional or global finals.
- Company management question development
- **Review first draft** of research report
- **Presentation development** assistance

Scan for Industry
Mentor Guidelines



Rules overview

- Reports and presentations must be the students' **original work**.
- Students **may NOT have contact** with the subject company outside of organized events.
- Students, mentors, and faculty must all agree to abide by the **CFA Institute Code of Ethics and Standards of Professional Conduct**.
- Students may not enlist the help of any professionals other than the **mentor or faculty advisor**.
- Mentors and faculty **may NOT contact the company**.
- Mentors, faculty, and subject company **may NOT provide material non-public information**.
- Written reports must **conform to the guidelines** set forth by CFA Institute and include the cover and back pages provided by CFA Institute
- Teams **may not use props** in their oral presentations

2025 Research Challenge Official Rules



Scan to find out
more

Faculty Advisors Guidelines



Scan to find out
more

Industry Mentors Guidelines



Scan to find out
more



Up for the challenge

AM I ELIGIBLE TO PARTICIPATE?

You are eligible to participate if:

- You are a **full time student** at a participating university
- You **do not hold the CFA Charter**
- You **have never worked in a role within the core investment management profession**, as defined by the CFA Institute Mission
- You have **never participated in the CFA Institute Research Challenge at the Singapore Finals.**



Up for the challenge

WHAT ARE THE TEAM MEMBERS REQUIREMENTS?

- Must consist of **undergraduate, graduate, or a combination of**. Students **must be enrolled in the university they represent** and registered for **at least a part-time course load** at the time of the **kickoff meeting**.
- Each team consists of **3 – 5 students** (undergraduate or graduate).
- Can have no alternates. If a team loses one of its members, that member **can be replaced no later than two weeks prior to the submission of the written report at the local level**. If a team falls below three registered members after this date, they will not be eligible to continue in the competition.
- Agree to **abide by the CFA Institute Code of Ethics and Standards of Professional Conduct**.



Up for the challenge

WHAT CAN I EXPECT AS A STUDENT PARTICIPANT?

The majority of **LOCAL LEVEL PARTICIPANTS** indicated that they spent:

- **100 – 150 hours** researching their assigned company and assembling their report.
- **30 or more hours** practicing and assembling their presentation.

The majority of **REGIONAL LEVEL PARTICIPANTS** indicated that they spent:

- **more than 60 hours** preparing for the regional competition.



Up for the challenge

HOW TO REGISTER FOR THE CHALLENGE?

Teams are selected and organized by a representing **university faculty advisor**. Speak with your faculty advisor to let them know your interest.



Participating teams

| University | Faculty advisor | Mentor |
|--|--------------------------------------|--------------------|
| ESSEC Business School, Asia-Pacific | Dr. Peng Xu / Rick Marchese | Samir Mehta, CFA |
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| National University of Singapore (NUS) | Dr. Lee Hon Sing | Melvin Tan, CFA |
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| Singapore Institute of Technology (SIT) | Dr. Phoebe Gao | Terence Lim, CFA |
| Singapore Management University (SMU) | Dr. David Ding | David Leow, CFA |
| Singapore University of Social Sciences (SUSS) | Dr. Carmen Shih / Chang Soek Khim | David Lum, CFA |
| Singapore University of Technology and Design (SUTD) | Dr. Douglas Streeter Rolph | Dee Senaratne, CFA |
| James Cook University, Singapore | Dr. Tiong-Yang Thong | CT Chan, CFA |

CFA INSTITUTE RESEARCH CHALLENGE (SEASON 2024 – 2025)

Opportunity starts here!



Questions?



Scan Me

