

**Fifth Annual
Undergraduate Investment Case Competition
Spring 2018**

OVERVIEW

The purpose of the competition is to advance understanding of public equity investing using real companies and current industry dynamics. Students at Wharton - UPenn, Princeton, Ivey, Cornell, Yale, Georgetown, Harvard, Stanford, University of Michigan and University of California, Berkeley interested in a career in public market investing should find this exercise rewarding.

A select group of top Farallon investment professionals will serve as judges and provide feedback to all participating teams. Three finalist teams will be chosen from all of the submissions and awarded a roundtrip visit to Farallon's headquarters in San Francisco to present their case work. An overall winner will be selected and the day will conclude with a light reception in our offices.

We are excited to introduce a new award element this year, in addition to three traditional finalists, one other finalist spot will be reserved for the team that makes the best use of alternative data. Alternative data such as credit card data, geospatial imaging, clinical trial data or even simply Google trends are increasingly used to enhance investment understanding from competitive dynamics to revenue prediction.

While there is no obligation for any team to incorporate alternative data into their pitch, as purchasing and processing large data sets can be prohibitively expensive and time-consuming, we welcome all teams to include short blurbs pointing to research extensions that could be explored with specific data sets the team has in mind.

CASE STUDY

Teams of 3-4 students should select a public company they believe has the greatest potential for price appreciation over the next three-to-five years.

Please note that the company must 1) be listed on an American exchange, and 2) have a market capitalization of at least US\$1 billion. Successful analysis should provide insight to the team's view of the company's value versus its publicly traded value.

IMPORTANT DATES

January 29: Webcast: 2018 Case Competition
January 30: Registration Opens
February 26: Final team submissions due
March 16: Judges' case feedback provided via email to all participating teams
March 16: Finalist teams notified via email
April 2: Finalist teams give presentations and winning team is selected at Farallon offices in San Francisco

ELIGIBILITY & REGISTRATION

Juniors and seniors attending Wharton - UPenn, Princeton, Yale, Ivey, Cornell, Georgetown, Harvard, Stanford, University of Michigan and UC Berkeley are invited to participate; sophomores with strong interest and analytical skills may also participate.

Teams of 3-4 students should designate a Primary Contact to register for your team. **Register no later than February 8th, 2018** by sending your fictitious team name *plus* the following information for each team member: name, phone number, email address, and resume on our website.

SUBMISSION GUIDELINES

Your final submission should include a Written Report, Excel Model, and PowerPoint Presentation.

Written Report (up to 10 pages):

1. Company description, investment thesis and recommendation, including a return profile
2. Industry overview and analysis, including evolution and current state
3. Company and business model review, including franchise and management strengths and weaknesses
4. Key drivers, opportunities and risks, including additional analyses which should be taken to further test your thesis
5. Citation of all sources used, including ideas that are not your own

Excel Model:

1. Cleanly formatted, easy-to-understand, and supports your thesis

PowerPoint Presentation:

1. 10 minute presentation (up to 15 slides)

Please note: Do not add branding on your slides to ensure an anonymous judging process. For any branding we find on slides, we will remove it manually.

Here also are some General Guidelines:

1. Aim for clarity and brevity.
2. The report should clearly articulate your investment thesis and demonstrate an understanding of fundamental analysis, market trends, and a company's position within its space.
3. All work should be done using publicly available information.
4. At no point in your research should you identify yourselves as an agent or representative of Farallon.

JUDGING CRITERIA

Please note there is no single correct answer, and each submission will be judged on the investment thesis and supporting analysis; taking into consideration the following factors:

- Understanding of the business model and industry dynamics
- Quantitative and qualitative analysis
- Alternative: Incorporation of alternative data
- Thought process
- Creativity