



**National Investment Banking Competition & Conference**  
Conference Prospectus

*Be recognized, nationwide.*

January 11<sup>th</sup>-12<sup>th</sup>, Pan Pacific Hotel, Vancouver, British Columbia

Keynote Speakers | Career Fair | Workshops | Trading Simulation | Networking | Gala Dinner

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# 1. Welcome Letter

Dear Potential Delegates,

We would like to invite you to the 3<sup>rd</sup> National Investment Banking Competition and Conference (NIBC) held on the 11<sup>th</sup> and 12<sup>th</sup> of January 2012 in Vancouver at the luxurious 5-star Pan Pacific Hotel. NIBC, with the generous support of major Canadian investment banks, is delighted to offer you an unparalleled 2-day experience focused on the investment banking industry.

Building on the success of NIBC last year we have worked diligently with a large number of investment banking professionals to create a case competition adjudicated by senior managing directors, as well as interactive workshops on IPO, M&A, Private Equity, Hedge Funds, Sales & Trading and a Trading Simulation to provide students with a comprehensive understanding of the capital markets. In just two days, delegates will obtain an in depth industry overview, knowledge of key technical concepts, and an inside look into the life of an investment banker. We have also arranged many opportunities to speak with industry professionals at events such as the Career Fair, Gala Dinner, Wine & Cheese, Open Q&A Panel, and evening social events.

With a committed Board of Advisors that includes senior investment banking professionals, NIBC represents the most sophisticated investment banking conference catered to students in North America and one of the best opportunities to learn about all aspects of investment banking while meeting likeminded delegates nationwide. Our ambition is to create a venue that attracts highly-driven students with an interest in investment banking to further their knowledge, refine their career goals and build a professional network.

**We hope you will join us for NIBC 2012!**

*The NIBC 2012 Organizing Committee & Board of Advisors*



David Lam

Andra Bosneaga

Sara Keng

Martin Haakonsen

Terence Kwan

Carl Stange

Vina Yiu

Jasmin Kirk

Charles Wong

## 2. Keynote Speakers & Panelists

### NIBC 2012 Gala Dinner Keynote Speaker

**Mr. Ian Telfer, *Chairman of the Board, Goldcorp Inc.***

Mr. Telfer was appointed Chairman of the Board of the Company effective November 15, 2006, and was appointed Chairman of the World Gold Council in December 2009. Prior to this, he was President and Chief Executive Officer of the Company since March 17, 2005, and Chairman and Chief Executive Officer of Wheaton River Minerals Ltd. prior to such time since September 2001.

Mr. Telfer has over 25 years experience in the precious metals business. He has served as a director and/or officer of several Canadian and international companies. Mr. Telfer is a Chartered Accountant. He holds a Bachelor of Arts degree from the University of Toronto and a Masters in Business Administration from the University of Ottawa.

Mr. Telfer's wealth of management, leadership and business skills from his professional experience described above, combined with an in-depth institutional knowledge of the Company's business resulting from his prior role as President and Chief Executive Officer and extensive experience in the mining industry, provide a direct benefit to both the functionality of the Board and to the Company's shareholders.



### NIBC 2012 Morning Keynote Speaker

**Mr. Patrick Meneley, *Vice-Chair & Head of Investment Banking, TD Securities***

Patrick is Vice Chair of TD Securities and Head of Investment Banking. Patrick has overall responsibility for client relationship management, transaction origination and execution for investment banking services, corporate lending and mergers and acquisitions in Canada and the U.S. In addition, Patrick is a member of the Management Committee. Patrick holds an MBA (with distinction) from the University of Western Ontario and a Bachelor of Commerce (with honours) from the University of British Columbia.



## NIBC 2011 Keynote Speakers

### **Mr. Don Lindsay, *President & CEO, Teck Resources Ltd.***

Don Lindsay was appointed President of Teck, Canada's largest diversified mining company with a market capitalization of \$34 billion, in January 2005 and assumed the additional responsibility of Chief Executive Officer in April 2005. Before joining Teck, Don was President of CIBC World Markets and led the bank's Investment and Corporate Banking Division as well as the Asia Pacific Region. Earlier in his career he was responsible for CIBC's Global Mining Group. Don has a B.Sc., (Hons.) Mining Engineering from Queens University and an MBA from Harvard Business School.



### **Mr. Paul Donnelly, *President & CEO, Macquarie Capital Markets Canada***

Paul joined Macquarie in 1995 and has been President and Chief Executive Officer of Macquarie Capital Markets Canada since December 2007. Since joining Macquarie, Paul's focus has been on complex ECM and M&A transactions for clients across all sectors. Paul led some of Australia's most complex and innovative IPOs and advised on more than 50 capital structuring transactions including hybrid securities and share buybacks playing a large part in the development of the Australian hybrid market. Paul has also advised governments and special committees in the UK, Hungary and Australia on privatisations and asset sales.



### **Ms. Kathy Butler, *Managing Director, CIBC World Markets***

Kathy Butler is a Managing Director in CIBC World Markets' Vancouver Investment Banking Group. She joined CIBC World Markets in Toronto in 1996 and has been involved in a number of private and public financings, as well as advisory mandates. Kathy holds an MBA (honours) from the Rotman School of Management and a Bachelor of Commerce in Finance (honours) from the University of British Columbia. Ms. Butler is on the Board of Directors of Atira Women's Resource Society and is a Partner of BC Social Venture Partners.



## NIBC 2010 Keynote Speaker

### **Mr. David Bustos, *Managing Director, RBC Capital Markets***

David is Managing Director & Head, British Columbia for RBC Capital Markets. David's investment banking career included work in Vancouver, Toronto and New York with Scotia Capital, BMO Capital Markets and Salomon Brothers. Prior to joining RBCCM in 2009, David gained experience outside of investment banking, acting as EVP Business Development with Inwest Investments and Wesbild Holdings. During the past 18 years, David has advised a wide range of companies on mergers & acquisitions and capital raising transactions. David received his BCom from The University of British Columbia. He is a graduate of the Portfolio Management Foundation, or PMF.



## Previous and Prospective Final Round Judges

**NICHOLAS HANN**, *Executive Director*, Macquarie Capital  
**CRAIG DUDRA**, *Managing Director*, RBC Capital Markets  
**MATTHEW QUINLAN**, *Managing Director*, CIBC World Markets  
**TED MCGURK**, *VP & Director*, TD Securities  
**JAMIE ROGERS**, *Managing Director*, BMO Capital Markets  
**DAN WILTON**, *Managing Director*, National Bank Financial  
**ANDREW MCLENAN**, *Managing Director*, Scotia Capital

## Prospective Workshop Speakers & Panelists

**PHILIP CHUA**, *Analyst*, Macquarie Capital  
**REBEKAH O'REILLY**, *Analyst*, Macquarie Capital

**CRAIG WERSTIUK**, *Managing Director*, RBC Capital Markets  
**MICHAEL SCOTT**, *Associate*, RBC Capital Markets  
**STEVEN BONE**, *Analyst*, RBC Capital Markets

**KATHY BUTLER**, *Managing Director*, CIBC World Markets  
**RYAN FAN**, *Managing Director*, CIBC World Markets  
**SAM LEE**, *Executive Director*, CIBC World Markets  
**AREZOU BAHARI**, *Associate*, CIBC World Markets  
**TINA ZHAO**, *Analyst*, CIBC World Markets  
**ASHTON HERIOTT**, *Analyst*, CIBC World Markets  
**ALEX DENG**, *Analyst*, CIBC World Markets

**TED MCGURK**, *Vice President*, TD Securities  
**LORI VAINER**, *Analyst*, BMO Capital Markets  
**ELISE SHAW**, *Analyst*, National Bank Financial  
**MICHELLE SUNDVICK**, *Analyst*, Scotia Capital  
**DAN TUCUNEL**, *Vice President*, Bank of America Merrill Lynch  
**JACKY SO**, *Analyst*, Bank of America Merrill Lynch  
**BRADLEY PUNU**, *Managing Director*, Rabobank  
**PAUL THIND**, *Managing Director & Head of Custom Indices*, RBS  
**DIPAK KAMDAR**, *GBM Strategic Product Development*, RBS

**TRACEY MCVICAR**, *Partner*, CAI Private Equity  
**CHRIS TSOROMOCOS**, *Vice President*, Stern Partners  
**JOHN THIESSEN**, *Portfolio Manager*, Vertex One Asset Management  
**BOB ELTON**, *Special Advisor to the Board*, BC Hydro  
**MARK REINEKING**, *Managing Director & Founder*, Tempest Funds  
**IRFAN SHARIFF**, *CFO*, Oceanic Iron Ore Corporation  
**SCOTT POWELL**, *President & Head of Canada*, MDA Training



RBC Capital Markets®



BMO  Capital Markets



 Scotia Capital

Bank of America   
Merrill Lynch



Rabobank



The Royal Bank of Scotland



sternpartners



# 3. Sponsors & Participants

## Corporate Sponsors



## Participants



## Participating Universities



# 4. Event Itinerary



| Start Time   | Conference Day 1 (Wednesday, January 11 <sup>th</sup> , 2012) |                          |                          |
|--|---|--------------------------|--------------------------|
| 9:00 - 9:30 am   | Registration & Event Overview                                 |                          |                          |
| 9:30 - 10:00 am  | Opening Keynote Speech  |                          |                          |
| 10:00 - 10:50 am   | Overview of the Full-Service Investment Bank                  |                          |                          |
| 10:50 - 12:00 am   | Industry Groups   |                          |                          |
| 12:00 - 1:15 pm  | Lunch   |                          |                          |
| 1:15 - 2:20 pm   | Sales & Trading Panel   |                          |                          |
| 2:20 - 3:20 pm   | Corporate Finance from a Client's Perspective                 |                          |                          |
| 3:20 - 4:20 pm   | Investment Banking Around the World                           |                          |                          |
| 4:20 - 5:20 pm   | Open Q&A Panel with Investment Bankers                        |                          |                          |
| 5:20 - 6:00 pm   | Coffee and Snacks   |                          |                          |
| 6:00 - 7:40 pm   | Career Fair   |                          |                          |
| 7:40 - 10:30 pm  | Dinner Break and Networking/Evening Social                    |                          |                          |
| Start Time   | Conference Day 2 (Thursday, January 12 <sup>th</sup> , 2012)  |                          |                          |
| 7:30 - 8:00 am   | Reception   |                          |                          |
| 8:00 - 8:45 am   | Morning Keynote Speech  |                          |                          |
| 8:45 - 12:00 pm  | Trading Simulation by MDA Training                            |                          |                          |
| 12:00 - 1:30 pm  | Lunch   |                          |                          |
| <b>Corporate Finance and Capital Markets Workshop Series</b> |   |                          |                          |
| 1:30 - 2:30 pm   | IPO   | Valuation Methodologies  | Hedge Funds              |
| 2:30 - 3:30 pm   | M&A   | Learn How They Succeeded | Women in Capital Markets |
| 3:30 - 4:30 pm   | Equity Modelling  | Private Equity Panel     |                          |
| 4:30 - 6:00 pm   | Wine & Cheese with Auction & Raffle                           |                          |                          |
| 6:00 - 9:00 pm   | Gala Dinner and Final Judging Round                           |                          |                          |
| 10:00 - 2:00 am  | Night Event   |                          |                          |



## 5. Conference Highlights



Over the last 10 months we have worked closely with our Board of Advisors and corporate sponsors to prepare a unique series of activities and workshops that aim to represent the investment banking industry in the most authentic and comprehensive fashion. Our leading principle has been to provide the best value to students interested in investment banking nationwide and we are confident that over two days at NIBC, delegates will obtain an in depth industry overview, knowledge of key technical concepts, and an inside look into the life of an investment banker.

**Capital Markets Workshop Series:** NIBC has coordinated with senior and junior investment banking professionals to create a series of interactive workshops covering M&A, IPO, Modeling, Private Equity, Hedge Funds, Women in Capital Markets, Success Stories, Sales & Trading, Equities Research, and Valuation. All workshops are taught by practicing industry professionals and reflect many elements of the graduate training program new investment banking hires typically receive.

**Career Fair:** A new addition to this year's Conference, the Career Fair will provide delegates with an unprecedented opportunity to network with industry professionals representing Canadian and International investment banks. Delegates will submit résumés prior to the Conference, which will be combined into NIBC's Résumé Book. This Résumé Book will be disseminated to investment banks participating at the Career Fair and all sponsors of NIBC.

**Overview of a Full-Service Investment Bank:** Intended as introduction and conceptual guide to the various workshops and panels at NIBC, this presentation provides a holistic view of the core products and services a full-service investment bank offers in the greater context of the financial system.

**Open Q&A Panel with Investment Bankers:** This panel provides a "once-in-a-life-time" opportunity to ask candid questions regarding industry fit and lifestyle that are fundamentally important for a sound career choice but infrequently discussed in investment banking recruitment sessions. The panel will be interactive and describe the work and life of an Analyst, Associate or Vice-President.

**Investment Banking from a Client's Perspective:** This panel will provide unique insight from Chief Financial Officers and corporate finance executives of large corporations on the interaction between clients and investment banks with emphasis on how a client perceives the services offered by an investment bank.

**Networking and Social Activities:** At all times the focus of NIBC is on connecting students to successful industry professionals who are eager to share their experiences. We have arranged opportunities to speak with a large number of industry professionals as well as likeminded peers from across Canada during the Wine & Cheese, Gala Dinner, and evening social events.

**Gala Dinner and Final Judging Round:** The conference and competition culminates in the Gala Dinner featuring the final keynote address and final competition round. A gourmet dinner will be served in the Crystal Pavilion of the Pan Pacific Hotel, as Ian Telfer, Chairman of the Board of Goldcorp Inc. and former CEO of the company shares his insights with students and prominent business leaders. The top 20 teams out of the initial 132 teams from across Canada competing in the Preliminary Round of the NIBC Case Competition will present to senior managing directors from leading Canadian investment banks.

## National Representation



There are currently 132 teams comprised of over 450 students from 23 schools across North America competing in this year's Case Competition. This year's Preliminary Case features a full valuation of Bauer Performance Sports Ltd. using methods such as discounted cash flow, trading comparables, and precedent transactions.

## 6. Testimonials

“Well organized and executed conference that gives students a taste of “real-world” investment banking”

– **Jordan Anderson, Assistant Portfolio Manager, bclMC**

“Superb event that gives students a chance to learn about the investment banking industry and meet with local professionals.”

– **Justin Cochrane, Executive Vice President, Sandstorm Metals & Energy**

“The conference is a great opportunity for students to develop their financial skill set in an exciting, dynamic forum.”

– **Michael Scott, Associate, RBC Capital Markets**

“Watching students deliver pitches on real life companies and answer questions from senior managing directors was an exciting and unique experience.”

– **Philip Chua, Analyst, Macquarie Capital**

“If you are serious about starting a career in this industry, I would not hesitate to partake in such an experience, simply because there isn’t a comparable event in Canada.”

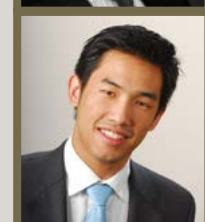
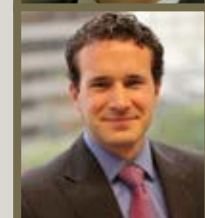
– **Jacky So, Analyst, Bank of America Merrill Lynch**

“Through the networking opportunities I was able to connect with potential employers, which ultimately helped me in obtaining an analyst position at Macquarie Capital.”

– **Rebekah O’Reilly, Analyst, Macquarie Capital**

“The Inaugural National Investment Banking Competition gave me the necessary skills to understand valuation as well as the experience to pitch a transaction to a group of local Managing Directors. The competition process and feedback from industry professionals truly helped during the intense recruiting season, where I was able to land a full-time analyst position in Toronto”

– **Jordan Pandoff, Analyst, BMO Capital Markets**



## 7. External Delegates



Conference attendees from across North America will have the opportunity to experience three nights at the five-star Pan Pacific Hotel which overlooks Vancouver's magnificent waterfront with panoramic views of the harbour, coastal mountains, Stanley Park and the city skyline.

Each External Delegate Conference Ticket includes three night's stay for January 10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> at the Pan Pacific Hotel, in addition to all conference workshops and events. The cost of a External Delegate Conference Ticket is \$250.

### 10% Discount on Flights

We have organized a 10% discount with WestJet for all external delegates booking flights to Vancouver. The code for this discount is CC7212. Please have your travel agents phone WestJet and state this code in order to receive the flight discount. This code is not applicable to online purchases.

## Extend Your Stay

We would be glad to help you plan your extended stay in Vancouver with a variety of activities:

### Whistler

As the host of the 2010 Winter Olympic Games, Whistler is a world-renowned ski destination. Much of what makes Whistler such a unique and memorable destination lies in its awe-inspiring natural surroundings. Whistler Village also offers a great après-ski scene with dining, shopping and nightlife.

### Olympic Sites

The Olympic Venues Tour will give you a behind the scenes look at the many venues in and around Vancouver that played host to many of the sporting competitions, such as the Canada Hockey Place, Pacific Coliseum, and the UBC Thunderbird Arena.

### Gastown

This historic district's streets are lined with Victorian buildings that today house everything from First Nations galleries to stylish clothing boutiques. Whether it is an afternoon of window shopping and relaxing with friends or a night out in Vancouver, Gastown is sure to impress.



## How to Register

Registration is currently open for all delegates on a first-come, first-served basis. We would like to let delegates know that all ticket prices include a substantial subsidy from our corporate sponsors, the UBC Commerce Undergraduate Society and the Sauder School of Business.

Please visit <http://NIBC.ca> for more information or register directly at <http://bit.ly/NIBC-Registration>.

### A Conference Ticket includes:

- Admission to Workshops
- Career Fair
- Gala Dinner
- Wine & Cheese Event
- Evening Social
- 3-Night Accommodation at the Pan Pacific Hotel (for External Delegate Conference Ticket)

If you have any questions, please contact Jasmin Kirk at [Jasmin.Kirk@ubcfinanceclub.com](mailto:Jasmin.Kirk@ubcfinanceclub.com).





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*nationwide.***

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