

HECONOMIE

Global Investment Banking Competition

Powered by **Scotiabank**®

Feb 17 - Feb 21

\$4000+ Cash Prize - Register Now

In partnership with

GSIC

DALIS
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COMITÉ FINANCE
HEC Montréal

CLUB DE TRADING

FEA
FEDERATION EN REPARAIRE
HEC MONTREAL

Competition Team




Mark Andrew Zarow-Robin
President @ HECONomie

Previous experiences:






Ismael El Kherchi
Competition Director

Previous experiences:









Jack Durno
President @ DALIS

Previous experiences:













Aiden Jones
President @ GSIC

Previous experiences:

Étienne Sigouin
Competition Director

Previous experiences:



Gabriel Veilleux
Competition Director

Previous experiences:







Vincent Foucault
President @ CFHEC

Previous experiences:







Antoine Chartrand-Deniger
Competition Director

Previous experiences:





Professional Development

Offering a rare, immersive experience in investment banking, the competition helps students refine practical skills and industry knowledge, positioning them for success in both job interviews and future careers.

Networking

With thoughtfully curated networking events like wine and cheese receptions and conferences, finalists have the chance to connect with accomplished peers and professionals, building valuable relationships in a collaborative environment.



Recruiting Opportunity

Hosted by Scotiabank, this competition provides an exclusive pathway to recruitment, with the bank's senior investment banking team evaluating finalists, offering a unique chance for direct career advancement.

International Competitiveness

Uniting over 200 top business students from more than 20 universities, the SIBC stands as one of the most prestigious competitions in Canada, challenging participants to excel in a rigorous and highly respected platform.

IBC | Global Investment Banking Competition

Premier Canadian Investment Banking Competition Reuniting 20+ Universities in North America

Event Summary

HEconomie is pleased to announce the **Global Investment Banking Competition**, serving as a bridge between academia and investment banking. Participants will assume the roles of Investment Banking Analysts and Associates, tasked with analyzing, strategizing, and presenting solutions to real-world corporate finance scenarios, evaluated by a panel composed of Scotiabank investment banking team. More than just a competition, this event provides professional development, networking, and direct recruitment opportunities within the investment banking industry.

+35 Participating Universities	+300 Competitors	+4000\$ Prize Pool	February 1 st Enrollment Date	Feb 17 - Feb 21 First Round	March 15 th Final Round
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Collaborating Student Clubs Across Canada

Organized in collaboration with premier student investment clubs across three provinces in Canada



Competition Information

Team Sizes	3-4 members
Admission Price	250\$
Final Round Location	Montreal, QC
Finalists	10 Teams

IBC | Global Investment Banking Competition

Tentative Competition Timeline (2/2)



Registration	First Round	Final Round
January 20 th - February 16 st	February 17 th - February 21 st	March 15 th

- The first round is limited to 200 participating teams.
- Students must form teams of 3-4 participants.
- All competitors must be enrolled at the college or university level.
- As investment banking analysts/associates, this analysis will evaluate strategic alternatives for a public company in a client review.
- This round is entirely online, requiring students to submit a video pitch along with all materials (Excel, PowerPoint).
- 10 teams selected for the final round
- Participants elevate their roles to assume that of a Director/VP in Investment Banking, focusing on an M&A pitch for the same company analyzed in the first round.
- The final round will take place in person at the Scotiabank Tower downtown Montreal, QC. Optional accommodation packages at a heavily discounted rate are available for finalists.
- Finalists will present cases to a panel of senior investment bankers from Scotiabank, offering a direct recruitment opportunity for students.

Objective

- The first round requires participants to assume the role of analysts/associates at an investment bank. In teams of 3-4, students will analyze a corporate finance case involving a public company, focusing on strategic alternatives that would be presented in a periodic strategic review with a client.
- This round tests the students' ability to ideate and present solutions based on realistic financial scenarios, simulating the work investment bankers perform when advising clients on potential strategic alternatives.

Case Structure

Role	Analyst/Associate in Investment Banking
Team Structure	Groups of 3-4 students
Context	Participants evaluate strategic alternatives for a public company, focusing on real-world financial metrics and market conditions. They will analyze the company's current situation and propose strategic, whether through M&A, or alternative strategic routes.
Scope	The case is grounded in actual market data, requiring participants to assess real value for the public company, focusing on strategic analysis from the investment banking perspective.

Eligibility

- Currently pursuing studies at a college/university. ✓
- Currently pursuing undergraduate/master's studies. ✓
- Strong interest in Investment Banking at **Scotiabank**. ✓

Submission Guidelines

- 1 Submit all materials, including Pitchbook (PPT), Model (Excel), etc.
- 2 Submit a 15-minute video presentation of the Pitchbook.

Deliverables

Company Overview	• This section outlines the company's financial forecast, strategic objectives, business model, capital requirements, and structure, offering a holistic view of the company's current standing and future goals.
Industry Overview	• Provides insights into market opportunities, industry trends, competitive landscape, and potential risks within the relevant industry, helping position the company in its market context.
Valuation Analysis	• Focuses on share price analysis, trading comparables, precedent transactions, discounted cash flow (DCF) valuations, and leveraged buyout analyses to assess the company's value based on different methodologies.
Corporate Finance Advice	• Provides high-level strategic recommendations based on the valuation and market analysis, offering potential pathways for business growth or restructuring: capital raising, mergers and acquisitions (M&A), and divestitures, offering strategic financial recommendations

Objective

- In the final round, students elevate their roles to that of a Director or Vice President within an investment bank. They must prepare and present a comprehensive M&A pitchbook for the same company analyzed in the first round, targeting specific merger and acquisition (M&A) opportunities.
- The competition shifts focus from analytical groundwork to strategic execution, replicating the high-pressure environment of transaction advisory.

Case Structure

Role	Director/VP in Investment Banking
Context	Participants are required to pitch the same company from Round 1, with a focus on a specific merger or acquisition scenario. Teams will be presented with three potential acquisition targets and must determine which target offers the best strategic fit for their client. The pitch should be structured around strategic rationale, deal valuation, integration considerations, and more.
Scope	Finalists have only 6 hours to prepare their Pitchbook, reflecting the high-stakes and fast-paced nature of investment banking. This limited time frame emphasizes the importance of quick, thorough decision-making and effective teamwork.

Pitch Format

Pitch

- 15-minute Pitch
- 10-minute Question Period
- Pre-determined evaluation grid provided

Jury Panel

- Jury composed exclusively of Scotiabank Investment Banking professionals, offering direct targeted recruitment opportunities

Key Components

- How will you finance the transaction?
- What are the key risks and mitigants in this transaction?
- How will the investment be priced?
- What scenarios should be sensitized to assess the investment's performance?
- How will the investment be valued at exit?
- How will this transaction create value for shareholders?
- What precedent transactions exist in the market that are relevant to this deal?
- What is your evaluation of the transaction timing?
- How do stakeholders, including shareholders and management, react to this transaction?
- How do the three investment options compare, and which would you recommend?

GIBC | Global Investment Banking Competition

HECONOMIE

GIBC provides the opportunity to visit the beautiful city of Montreal, Quebec, at some of its finest venues



Do you need a hotel?

As part of the registration process, we offer the option to book a hotel stay for the night of March 14th for an additional fee, with the possibility of adding a second night on March 15th. Additionally, we provide shuttle service from the YUL airport for competitors arriving on March 14th, transporting them directly to their hotels.





HECONOMIE

3000 Chemin de la Côte-Sainte-Catherine

Montréal QC

H3T 2A7

www.heconomie.ca

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Global Research

