



UB Equity Research Group

Where do I belong in finance?

Market Current Event of the week!

The Chegg logo is displayed in orange text on a white background.

- Chegg Inc. (CHGG) loses almost half of its market cap during one day of trading...
- Key drivers of the sell-off:
 - Loss of roughly 400,000 subscribers since last quarter (4.86 million - 4.4 million)
 - Disappointing sales forecast during earnings presentation
- Headwinds:
 - Lower enrollment rates among university students this past fall
 - Shift back to in person learning resulting in less demand for online services
 - Students taking lighter course loads due to “pandemic fatigue”



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Equity Research

- All about finding the value of public companies
- Present in almost all finance jobs
- Used most commonly in Investment banking, Buyside/Sellside analysis
- Required Skills:
 - Excel/Financial Modelling
 - Superb Communication skills
 - Work Ethic
- Junior Analyst → Associate → Senior Analyst → Head of Equity Research



Buy Side/Sell Side

- Buy Side vs. Sell Side
- Buy Side- Generating returns via successful, “high alpha” stock picks
 - Hedge funds, Mutual Funds, Pension funds
 - Sort out and pick through sell side analysis
 - Oversee a certain sector
 - Give business to sell side
- Sell Side- Generate returns via volume of trading
 - Commercial & Investment Banking, Stock brokers, Market Makers
 - Predict financial results
 - Give a Buy, Sell or Hold recommendation & Price Target
 - Marketing- Generating sales
 - Work with buy side firms



Investment Banking

- Some big names in the space include Goldman Sachs, JP Morgan Chase, and Barclays.
- The goal of investment banks is to help companies and governments secure necessary funding through capital markets.
- They help entities find the ideal prices when looking to issue stocks or bonds to the public.
- In addition they help companies in M&A process
- Typical Hierarchy : Analyst, Associate, Vice President, Senior Vice President, Managing Director.



Sales & Trading

- What is it: A group at an investment bank that consists of salespeople who call institutional investors with ideas and opportunities.
- They buy and sell securities on behalf of investment firms or clients
- Important since if the firm can't trade well it becomes difficult for the firm to obtain and keep clients
- Unlike Investment Banking which is hierarchical in S&T its a very flat structure and you tend to sit with Associates and Managing Directors



Quantitative Analyst “Quant”

Quantitative Analyst: someone that takes numerical data to make predictions about the future by creating complex models. Involves the use of computer algorithms and programs based on simple or complex mathematical models to identify and capitalize on available trading opportunities.

Degree: Bachelors in Financial Engineering, Statistics or Math (with the incorporation of software engineering)
C++, R, Python, Java

Task include:

- Forecasting risk
- Predicting economic trends
- Building models to predict future market movement (will the market go up or down today)

Quants tend to specialize in specific areas which may include risk management, algorithmic trading and investment management

	Qualitative	Quantitative
Conceptual	Concerned with understanding human behaviour from the informant's perspective Assumes a dynamic and negotiated reality	Concerned with discovering facts about social phenomena Assumes a fixed and measurable reality
Methodological	Data are collected through participant observation and interviews Data are analysed by themes from descriptions by informants Data are reported in the language of the informant	Data are collected through measuring things Data are analysed through numerical comparisons and statistical inferences Data are reported through statistical analyses

Source: Adapted from Minichiello et al. (1990, p. 5)



Private Equity

- Biggest Private Equity Firms: The Blackstone Group, The Carlyle Group, Apollo Global Management, Neuberger Berman Group
- Leveraged buyouts and Venture Capital Investments- Helping clients raise funds privately
- Usually started by high net worth individuals- to purchase, fund or takeover existing companies
- Private Equity analyst or associate- Financial modeling experience, general management knowledge, Passion for business, MBA recommended
 - Long hours, tedious work, hard to break into the industry



Corporate Finance

- Usually deals with academia or being a financial analyst.
- On academia side, this is to those who want to teach corporate finance which requires your BA, MS, & PHD
- Financial analyst side deals with bond & stock valuations, risk & expected return, capital budgeting projects, financial planning, & M&A
- Keen understanding of corporate finance concepts is critical
- Academia is a more common career route than an analyst



Investment Management

- Investment Management = Portfolio Management
- Portfolio managers deal with a clients age, income, retirement outlook, and risk appetite.
- Usually takes around 6 months to construct a portfolio for the client.
- Typical portfolio setup consists of “60/40” rule, 60% equities, 40% fixed income.
- CFA designation is the standard for aspiring portfolio managers.



And many more

- Finance jobs are not limited to these options
- Every company in the world requires financial planning/analysis
- Do your homework- there is a job for everyone if you're willing to find it!



UBERG Philanthropy Opportunity

Healthy Food Wish List



Fruits & Vegetables:

3 pts

- Fresh Produce
- Canned Vegetables – Low or no salt added
- Canned Fruit – No sugar added, packed in 100% juice, extra light syrup
- Unsweetened apple sauce
- Dried Fruit – No sugar added
- 100% Fruit Juice

High Protein Foods:

3 pts

- Canned/shelf-stable meat, poultry, fish (low sodium, packed in water)
- Canned beans (low sodium)
- Dried beans and peas
- Nuts and seeds (no added salt, sugar or oil)
- Nut Butters (no salt added)

Whole Grains:

3 pts

- Brown, white or wild rice
- Whole wheat pasta
- Quinoa, barley, whole wheat couscous
- Hot Cereal – no sugar added; oatmeal, cream of wheat, grits
- Cold Cereal – low sugar, high fiber cereal
- Toasted oats, bran flakes, shredded wheat

Milk & Milk Substitutes:

3 pts

- Low – Fat shelf stable, powdered or evaporated milk
- Soy Milk – unflavored
- Nut Milks – unflavored

Other:

- Cooking oils – olive, canola, avocado, safflower, grapeseed
- Canned pasta/tomato sauce or other tomato products (no salt added)
- Salsa
- Salt-free seasonings and spices

4 pts

3 pts

Non-food items:

- Toilet paper
- Diapers
- Personal hygiene products

> 10 pts

3 pts

Thank you for helping FeedMore WNY fight hunger!



THANK YOU FOR COMING!



Stay In Touch

IG & TWITTER: UBEQUITYRESEARCH