

**Edinburgh University Trading &
Investment Club**



"An Investment in Your Future"

Information Booklet
09-10

Words of Wisdom

“All lasting business is built on friendship.”

– Alfred A. Montapert

“Business is a combination of war and sport.”

– Andre Maurois

“Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.”

– Dale Carnegie

“Failure doesn’t mean you are a failure, it just means you haven’t succeeded yet.”

– Robert H. Schuller

“One of the tests of leadership is the ability to recognize a problem before it becomes an emergency.”

– Arnold H. Glasow

“There are no secrets to success. It is the result of preparation, hard work, and learning from failure.”

– Colin Powell

“The roots of education are bitter, but the fruit is sweet.” – Aristotle

“Intelligence without ambition is a bird without wings.” – Salvador Deli

Foreword

Welcome to the Edinburgh University Trading & Investment Club (EUTIC), the most successful student-run club or society at the University of Edinburgh. With over 12 years worth of experience, EUTIC boasts the largest real money fund of any UK university equivalent at a worth of over £30,000. EUTIC also has an excellent network of alumni, strong relationships with leading investment banks, and a fantastic social calendar.

We appreciate your interest in becoming more involved with EUTIC. Inside this booklet you will discover more about EUTIC, including the club's structure and how it is run from top to bottom. More importantly, you will learn how EUTIC is built on the contributions from all of our members and how you can get as much as out of the club as you put in. You will also learn about all the great career and social opportunities being a EUTIC member can offer.

If you should have any questions or would like further information then please feel free to contact myself, or any other member of our committee.

All the best,

Sam Doig

EUTIC Vice-President

vp@eutic.org

www.eutic.org

EUTIC Sponsors



BLACKROCK

Morgan  Stanley

Confirmed as of 6.9.09
Listed Alphabetically

Table of Contents

The Way EUTIC works	7
Weekly Meetings	7
The Fund	8
Sectors	8
Investing	9
Sponsored Events	10
Social Events	10
How to get involved	11
Finance Explained	11
Topics	11
Presentations	12
Joining a Sector	12
Sponsor's Race	13
CMC Markets Trading Competition	13
The A.G.M.	14
Running for a position	14
Our Committee	15
Frequently Asked Questions	16

Objectives

- To gain the opportunity to invest in equities and the experience of managing a real portfolio
- To stimulate an underlying genuine interest in business and finance
- To develop a better understanding of the financial markets.
- To become actively involved in investing by developing a strong theoretical understanding and putting it to practice
- To improve business acumen and gain exposure to an array of investing techniques
- To promote and develop interpersonal and presentation skills
- To educate our members on applying for internships and graduate jobs, and give them the opportunity to network with those currently working in the banking & finance industry
- To provide EUTIC members with value for money, through quality weekly meetings plus excellent events/presentations and the best bar & nightclub student deals in Edinburgh

The Way EUTIC works

EUTIC is made up of three groups of members: (1) Committee, (2) Sector Heads and (3) Analysts. Both the committee and sector heads themselves fall into the third group, illustrating the club's horizontal structure. We have our weekly meetings every Thursday at 6:30 pm in Appleton Tower that last for about an hour. Every opinion in EUTIC counts and all members are encouraged to get involved by giving talks/presentations or by participating in "Do you play FTSE?", the CMC Markets Trading Competition and our annual sponsor's race, as well as all other events/competitions organised with partners of the club.

Weekly Meetings

Our weekly meetings follow more or less the same format throughout the academic year depending on guest speakers from our sponsors and what competitions/stock pitches are being held at the time. The meeting always starts with a welcome from the President/Vice-President and a run through of the meeting's line-up. Following this, the Chairperson gives a 10 minute presentation of "The Week That Was", detailing all the major happenings in the business and political world in an informative and informal manner. Following this the meeting consists of either talks/presentations on a wide variety of topics, or stock pitches from different sectors. See the later sections of this booklet for more information.

Often we also have guest speakers from our sponsors who usually give a talk on their graduate/intern programmes. This is often followed by a sponsor's event in another location (see "Sponsored Events" section for more details).

The meetings are finished off with a small competition called "Do you Play FTSE?". This involves two members going head to head to try and convince the audience in exactly one minute as to whether or not the FTSE Index will go up or down in the next week based on industry predictions, news stories

and his/her own judgment. This is often a great way for new members to introduce themselves! The member who wins one particular week has to defend their “title” the following week. There is an extra incentive for members to win, as once the “champion” wins 4 weeks in a row they will receive a free bottle of champagne (and not the cheap stuff!!).

The Fund

The Fund is an important element of EUTIC’s operations. We are proud to be able to provide this opportunity to our members and are grateful for the continued support of our sponsors.

Sectors

Each sector is lead by a sector head that is responsible for coordinating the team of analysts and acting as the vanguard. The sector head should ensure that analysts develop their knowledge of the financial markets and acquire the necessary skills to recognise a good investment opportunity. Being a sector member allows you to discuss and contribute towards the choice of portfolio strategy to use for investing. It is highly recommended to consult the Investment Strategies Guide that can be found on the EUTIC website before making any investment. The portfolio is separated into nine sector teams, which meet once a week, as detailed below:

Consumer Sector Robert Potts & Chloe Donegan consumer@eutic.org	Emerging Growth Hristina Vaceva emgr@eutic.org	Financial Paul Brown financial@eutic.org
Healthcare Max Jarvis healthcare@eutic.org	Industrial Silviya Pavlova Foteva industrial@eutic.org	Oil & Utilities Alistair Garioch & Ryan O'Hare oilutilities@eutic.org
Property Freddie MacGregir property@eutic.org	SRI - (Socially Responsible Investing) Pheobe Coutts & Elisabeth Green sri@eutic.org	TMT - (Technology, Media, Telecommunications) Caspar Stops tmt@eutic.org

An equal percentage of the portfolio is allocated to each sector, and it is the members of each sectors' collective responsibility to actively manage this fund. Any EUTIC member is welcome to join any sector. If you wish to join a particular sector as a EUTIC member then just contact the relevant sector head about where and when they meet, or alternatively just check the EUTIC website where the information is always available. Sectors may invest in any relevant stock that is listed on the London Stock Exchange including those on the International Retail Service (IRS).

Investing

Once a semester each sector will have the opportunity to invest. Each sector chooses a number of stocks to invest in, and allows each member to contribute towards creating an investment proposal and stock pitch for any one of these particular stocks. These are presented to the society at one of our weekly meetings. Ultimately investment decisions are achieved

democratically through a vote following the stock pitch and the trade is then executed by the treasurer. As a sector you should decide how many stocks you wish to buy and hold before your stock pitch. Any one sector should not hold more than 4 stocks. Usually you will pitch for 2 or 3 but invest in only 1 or 2. You will be able to find out a lot more information about how to research a stock and prepare a good stock pitch in the Investment Strategies Guide found on the website.

Sponsored Events

Every semester, EUTIC works with our sponsors to create exclusive networking events for our members. These usually take place at any one of Edinburgh's luxurious hotels, and include a presentation and speech from important figures from a particular sponsor detailing information about their spring and summer intern and graduate programmes. Complimentary food and drinks is often provided and is a fantastic way for you to get the chance to meet and network with bankers and heads of recruitment who will give you great advice and tips on how to apply for internships and jobs in the future.

Social Events

Being a EUTIC member allows you to take part in the many great social events that we have throughout the whole year. Our partnership with FiftySixNorth Bar next to George Square allows us to host discounted drinks after every weekly EUTIC meeting, which many members and often guest speakers attend. Members can also benefit from EUTIC guest list entry to Po Na Na every Thursday night, one of the best clubs in Edinburgh!

This year we will also be working with other societies and the Global Investment Group at St. Andrews to host big dinners/parties. In the past, these often involve turnouts of over 100 people so it is a great way to socialise and meet other students!

How to get involved

If you are interested in getting involved with EUTIC but do not study a finance/business/mathematical degree then do not feel discouraged in the slightest. Joining EUTIC will give you full access to our website (www.eutic.org) and a membership card which will allow you to enjoy the great bar/club deals that come with being a EUTIC member. We also encourage all our members to get involved with the society as much as possible.

'Finance Explained'

Members are encouraged to get involved as much as possible with our weekly meetings. This past year (08-09) we introduced a new series of presentations titled "Finance Explained", in which members with an interest in a particular area of finance or the economy share their knowledge with the rest of the society. Here is a list of topics that we have lined up for 2009-2010:

Topics

- a. How the City Works
- b. Equity Markets Explained
- c. Debt Markets and Fixed Income Explained
- d. Bond Markets & Syndication Explained
- e. Money Markets Explained
- f. Economics Explained (a very broad topic!)
- g. Commodities Explained
- h. Investment Funds Explained
- i. Stock Market Crashes & Bubbles
- j. The Credit Crunch Explained
- k. Derivatives Explained
- l. M&A Deals Explained
- m. Private Equity Explained
- n. Company Valuation

Any member of the society who feels that they have enough knowledge on any one of these topics is strongly recommended to give a presentation.

Presentations

However, presentations are not restricted to just 'Finance Explained' topics. Members of EUTIC have often given presentations based on topics that are of great interest to themselves. For example, this past year we had talks on how the Credit Crunch has affected the British Football Industry and the American Car Industry. EUTIC attracts people from lots of different backgrounds who are able to share their personal knowledge and understanding of different aspects of the economy with the society. This is very important to the appeal of EUTIC. Any members who have a topic they would like to talk about can just get in touch with a member of our committee and discuss it further.

"Do you play FTSE?" at the end of each meeting is often a great way for members to introduce themselves to the society and as such is often very popular with those new and wanting to get involved. Simply contact a member of the committee if you would be interested in participating.

Joining a Sector

Joining a sector is a great way to further your interest in a particular part of the economy, as well as giving you the opportunity to meet like-minded people. Information on when and where sectors meet will be announced at one of our weekly meetings at the beginning of the academic year. Joining a sector will not only allow you to contribute towards stock pitches but will also ensure that you can take part in the Morgan Stanley/Schroders Trading Game that each sector competes in.

Sponsor's Race

Once every year EUTIC cooperates with one of our main sponsors to run a month-long competition between sectors. Over the past few years two of our main sponsors Morgan Stanley and Schroders have each been kind enough to sponsor this competition with prizes donated to the members of the winning sector. The competition is that each sector picks a stock that they believe will increase in the value the most over a period of a month. At the end of the month, the stock with the largest positive percentage change in value will be the winner. Prizes in the past have included a sector being flown down to London for a weekend's paid hospitality from Morgan Stanley, including a tour round their headquarters and wining and dining!

CMC Markets Trading Competition

From 2008 onwards EUTIC has developed a partnership with the Edinburgh based spread betting company CMC Markets, a global leader in online trading. Through this partnership we organised a month-long competition which allowed members of EUTIC and other prestigious finance societies from around the UK take part in online virtual spread betting. Each person started with the same sum of virtual money and could use this to invest in any way they saw fit on the virtual markets that mirrored those in the real world. The person with the most profit at the end of the month received a top prize of £500, with 2nd and 3rd place receiving prizes also. The competition will be run again this year in conjunction with CMC and with more University societies from around the UK participating.

The A.G.M.

Late in the 2nd semester EUITC hosts its annual general meeting. At this meeting, the President thanks everyone for their participation and contributions throughout the year and then elections are held for the following year's committee and sector head positions. Any matriculated Edinburgh University student who is a member of EUTIC is eligible to stand for election. Each person standing has roughly 60 seconds to give a speech on why they believe they would be best for the position they are running for. Once every person standing has finished their speech, the society as a whole takes a democratic vote on the winner.

Running for a position

Being on the EUTIC committee or becoming a sector head requires a lot of time and effort. Students should think carefully about whether or not they believe they can effectively balance their coursework and sports/activities with EUTIC commitments. However, if you are interested in running for a position and believe you won't compromise your other commitments, then please get in touch with the relevant current committee members/sector heads. Competition is usually pretty fierce so if you are serious about running then it is strongly recommended that you become as actively involved with the society as possible throughout the academic year.

Our Committee

POSITION	NAME	EMAIL
President	Timothy Ogunlesi	President@eutic.org
Chairman	Plamen 'PJ' Balchev	Chair@eutic.org
Vice President	Sam Doig	Vp@eutic.org
Treasurer	William Nicolson	Treasurer@eutic.org
Secretary	Emma Li	Secretary@eutic.org
Head of Sectors	Kiril Prodanichin	Sectors@eutic.org
Company Relations	Rizwan Hashim	Companyrealtions@eutic.org
Social Secretary	Sophie Lisinski	Socialsec@eutic.org
PR	Francesca Collard	Publicity@eutic.org
IT Director	Ivaylo Grozdev	It.director@eutic.org

For individual profiles of our committee please visit www.eutic.org

Frequently Asked Questions

1. How do I become a member of EUTIC?

- To become a member of EUTIC simply come to one of our main meetings every Thursdays in Appleton Tower and speak to the Secretary Emma Li, who will register you. Once you have joined Emma will take your email address and contact details so that you can access the EUTIC website.

2. How much does EUTIC membership cost?

- It is £5 for any matriculated University of Edinburgh students to join and £10 for any non University of Edinburgh student.

3. Do you have to be studying Finance/Economics to join?

- No, not at all. All of our members study a wide variety of subjects.

4. Where does the club get the money to invest?

- The EUTIC Fund is made up from the sponsorship money we have received over the club's lifespan. Members do not put their own money into the EUTC Fund. A percentage of our profits is donated to charity at the end of every academic year.

5. Will EUTIC assist in developing core knowledge in the field of finance?

- Our members give presentations at our weekly meetings on a wide variety of subjects that is not limited to just the world of finance. This year we will be starting a new series of presentations entitled “Finance Explained” which covers a large number of topics that aim to educate members on different aspects of finance, regardless of one’s previous knowledge.

6. During the semester if one finds the coursework load becoming a strain, can someone temporarily stop being a part of the club and resume again?

- It is not compulsory as a EUTIC member to attend every meeting. If you find that you need to take a step back from extra-curricular activities in order to concentrate on their studies, then this is recommended. Once you feel that you are able to devote more time to EUTIC, then you don’t need to re-register.