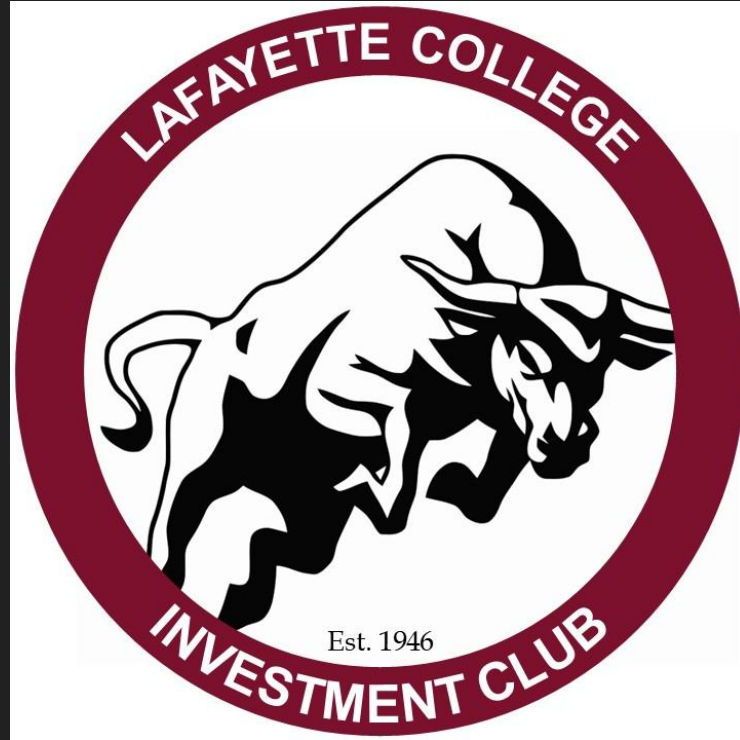


Investment Club 11/8/19

Agenda

- Market update
- Sector headlines
- Resume walk-through





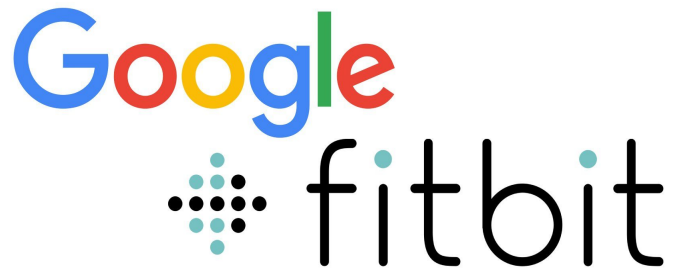
Market Update

11/8/19



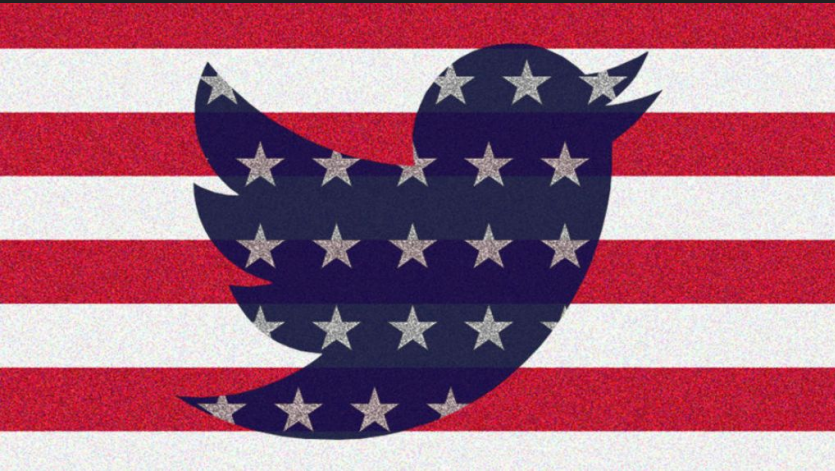
Google Acquired Fitbit

- Fitbit IPO'd in 2015, worth \$10B
- Now being acquired by Alphabet (Google's parent company) for just \$2.1B
- Why would GOOGL want FIT?
 - Ad sales - 84% of Google's 3rd quarter revenues were from ads... could Fitbit be another ad platform when wearers ask their wrist "Hey Google"?
 - Device Sales - a very small piece of Google's business
 - Data - now Google will know your heart beat and much you've sweat. They promised to not use health/wellness data to better target ads... but will they be tempted?



Twitter Banned Political Ads

- Twitter CEO Jack Dorsey took 10 tweets to explain that Twitter has banned political ads
- TWTR wont accept cash from politicians to boost their reach
- Facebook on the other hand, expects about 0.5% of 2020 revenue to come from political ads



McDonalds CEO Fired

- MCD CEO Steve Easterbrook got fired for a relationship with an employee
- Easterbrook took over in 2015
 - Since then MCD has been doing very well, but now investors adjust to future uncertainty
- New CEO Chris Kempczinski and an unnamed insider have been buying shares, to boost the company's stock price
 - MCD has only gained 8.7% this year while the S&P has gained 23.1%



SoftBank First Quarterly Loss in 14yrs



- Softbank plunged to its first quarterly loss in 14 years, and largest loss in its 38 year history
- Softbank was dragged down by an \$8.9B hit at its giant Vision Fund
- CEO Masayoshi Son also said that his judgement was “really bad” when he turned a blind eye to problems with WeWork
- The scale of these losses show the risks in Son’s strategy of spending large sums of money on cash-burning startups
- This also hurts his chances of starting a second massive fund anytime soon



Energy Sector: Saudi Aramco

أرامكو السعودية
Saudi Aramco



- Saudi Arabian state controlled oil company (private)
- Want to initiate an IPO in December 2019
 - Crown Prince Mohammed bin Salman claims valuation of \$2 trillion
 - Apple recently broke through \$1 trillion ...
- Most profitable company to go public ever
 - 2018 profit: \$111 billion

Risks of stock:

- More than a quarter of all investments (2018) in America were ESG ... up 38% over two years!!!

More facts!!!

- ESG nightmare/risks; Will come with a lot of stock specific risk:
 - Environmental: Business model dependent on humans continuing the use of oil
 - Social: Consistent human rights violations (as a country) & political risk
 - Governance: 95% stake from government raises all sorts of governance red flags
 - Conflicts of interests~ country & company
 - Diverse board... not!!!
 - Country before investors?
- My prediction: Stock \$ will swing with politics of the country
 - Petroleum sector of Saudi Arabia is 87% of gov revs
 - Aramco is central to the petroleum sector
- From 2014 to 2016 WTI fell 68% from \$107 —> \$33, Saudi Arabia went into a recession
 - GDP fell 14%

Healthcare Sector: Recent Performance

Stock	YTD	3-month	Recent EPS	% EPS Surprise	EPS Date
Gilead	0.82%	-1.33%	1.65	-0.60%	10/24/2019
Medtronic	21.47%	4.42%	1.26	6.78%	8/20/2019
Pfizer	-14.66%	0.11%	0.75	19.05%	10/29/2019
Thermofisher Scientific	33.78%	4.65%	2.94	2.88%	10/23/2019
Unitedhealth Group	5.33%	3.57%	3.88	3.47%	10/15/2019
XLV Healthcare Sector ETF	10.85%	3.45%	N/A	N/A	N/A
S&P 500	22.91%	5.01%	N/A	N/A	N/A

Gilead Potential Patent Infringement

- Department of Health and Human Services sues Gilead for PrEP patent infringement (HIV prevention drugs)
 - Jefferies Financial Group analyst estimates a potential 5% on annual sales of \$2.5 billion (~125 million/yr)
 - Gilead pledges to donate Truvada despite HHS patent lawsuit (11/7)



Pfizer Reorganization

- Pfizer shifts focus to patent protected drugs with reorganization and Mylan-Upjohn merger (7/29/19)
 - Pfizer netted ~\$12 billion from debt sale to Mylan, and Mylan-Upjohn is expected to become generic drug giant
 - Pfizer purchased oncology medication company, Array biopharma, for \$11 billion (7/30/19)



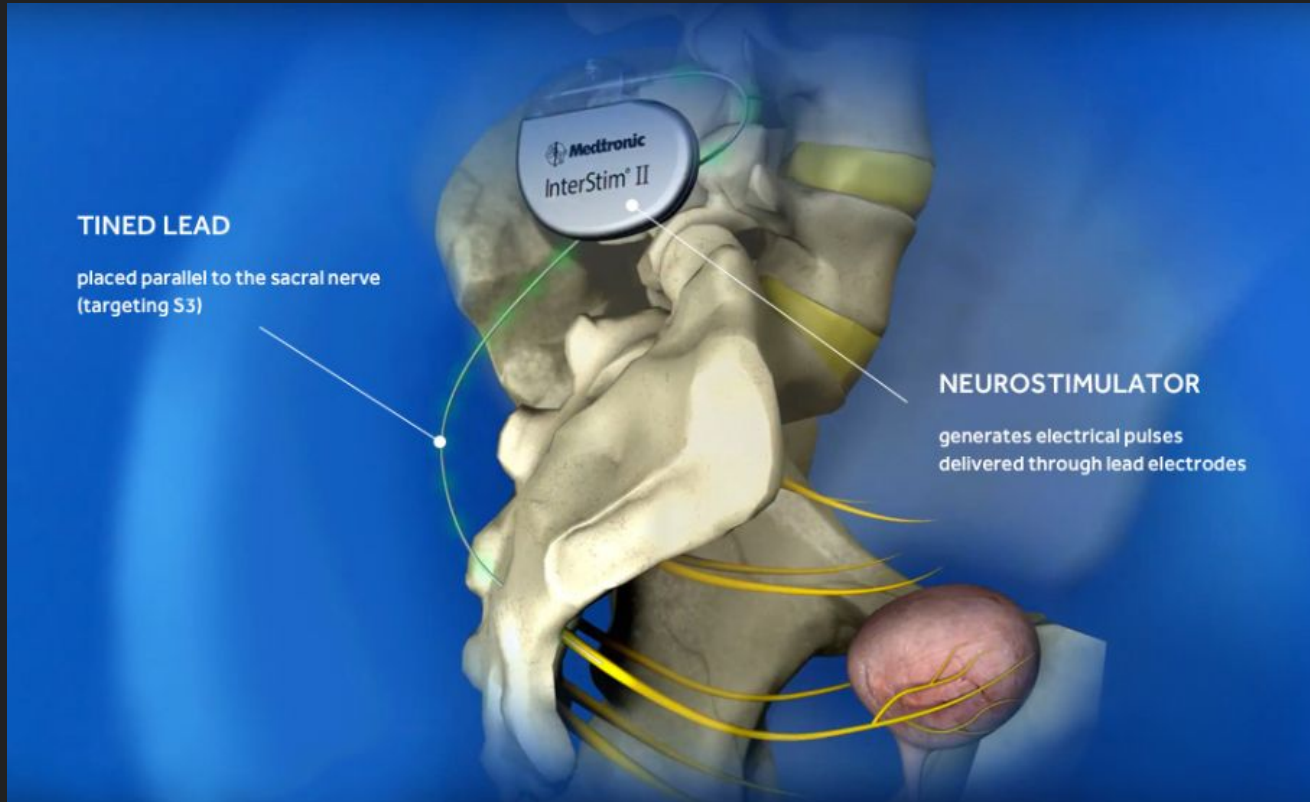
Albert Bourla, DVM, PhD

Pfizer CEO as of 1/1/19

Medtronic Sues Axonics for Patent Infringement

- Medtronic claims four of their patents related to sacral neuromodulation (SNM) and implant recharging tech (11/7)
- David vs Goliath
 - CEO of Axonics denied accusation and claims that Medtronic has monopoly in SNM market for past 20 years with its InterStim device

Medtronic Dominates Sacral Neuromodulation Market



Resume Walk-Through

- Purpose
 - Who you are, what you do/have done
 - Brag, in moderation
- First impression
 - Not just the content...
 - Formatting



Looks great!

Samuel J. Klearman
21 Oak Street
New Canaan, CT 06840
203-969-5437
samuel.klearman@ncps-k12.org

Objective

To successfully apply my developed service and retail experience to contribute to the success of New Canaan Foreign Car through my internship.

Education

New Canaan High School, New Canaan, CT 06840
Pending graduation June 2017
Grade Point Average: 3.7
Courses: AP Calculus, AP Music Theory, Band, AP English, AP Spanish, AP Economics, AP Environmental Science, AP Government/Politics

Work Experience

March 2014 to Present - New Canaan Bicycles - Mechanic/Sales Associate

Responsible for repairing bicycles, driving the store van, maintaining website, answering phone, keeping track/ordering of inventory, helping customers find and buy merchandise, cashier duties include sales, refunds, deposits, and over-the-phone transactions. 40-50 hr/week in the summer, 8-16 hr/week in the school year. Over 2000 total hours worked.

June 2014 to present - Professional Guitarist/Trumpeter/Vocalist (solo/band)

Responsible for timely arrival to events, practicing and rehearsing weekly with band for events, negotiating pay, transportation to small to medium-sized shows.

Extracurricular Activities

- Concert and Jazz Band - trumpet, guitar; seven years
- Drama Pit Orchestra - trumpet and guitar; four years
- Personal music recording and band - guitar, bass, vocals; four years
- Service League of Boys community service club; one year
- NCHS Band Student Council member; one year
- CT Western Regional Trumpeter; one year

Skills and Abilities

- Keyboard speed 60 wpm
- Competent user of Microsoft Office 2010 Application Programs:
 - Word
 - Excel
 - Powerpoint

GPA

Experience

Extracurriculars

Andrew T. Chuma

chumaas@lafayette.edu | 133 Remington Road, Ridgefield, CT 06877 | (203) 917-5073

EDUCATION

Lafayette College, Easton, PA	May 2019 Graduation
<i>Bachelor of Arts, Economics and Finance Certificate</i>	
<ul style="list-style-type: none"> Major and Minor GPA: 4.0/4.0 Cumulative GPA: 3.92/4.0 Awards and Honors: Dean's List, Lafayette College Student-Athlete Academic Honor Roll, Patriot League Academic Honor Roll 	
Lafayette College Federal Reserve Challenge, <i>Team Member</i> , Easton, PA	May 2017 - Present
<ul style="list-style-type: none"> Chosen to represent Lafayette College in the National College Fed Challenge Worked with team of students and staff to create presentation on suggested monetary policy and direction of the Fed 	
Lafayette College Technical Clinic, <i>Team Member - Economics and Finance</i> , Easton, PA	December 2016 - Present
<ul style="list-style-type: none"> Provided consulting services to the city of Easton and Lafayette College Researched and analyzed the value of surrounding properties; presented economic solutions to the city and college 	

INTERNSHIP EXPERIENCE

KPMG LLP, <i>Innovation Lab Advisory Intern</i> , San Francisco, CA	June - August 2017
<ul style="list-style-type: none"> Executed and presented research to account teams and clients including Charles Schwab, Lending Club, and Clorox Led research for multiple projects focused on industry disruption in Credit and Lending and Technology in the Workforce Created deliverable for the firm's Strategic Growth Initiative in the Advisory practice Worked hand in hand with partners at the firm to create innovation sessions for clients 	
BHMS Investments, LP, <i>Investment Team Intern</i> , New York, NY	December 2016 - January 2017
<ul style="list-style-type: none"> Worked to standardize Deal Process template and assist with research into prospective companies Prepared presentations on potential investments, analyzed offering referendums, and completed preliminary deal evaluations 	
Vineyard Vines Corporate, <i>Customer Care Intern</i> , Stamford, CT	June - August 2016
<ul style="list-style-type: none"> Assisted in operations of Customer Care Department by aiding and developing relationships with customers via phone and email Learned about financial decisions, budgeting, marketing, and sales in a rapidly growing retail business Researched and presented industry analysis and social trends projects to executives 	

LEADERSHIP EXPERIENCE

NCAA Division 1 Varsity Football, <i>Defensive Line</i> , Easton, PA	August 2015 - Present
<ul style="list-style-type: none"> Awarded full athletic scholarship as Defensive End for the Lafayette College Varsity Football team; Patriot League Top GPA on team three years in a row with a 3.93 (2016) and 4.0 (2017); Lafayette College Gold Standard Student-Athlete 	
Boys and Girls Club of Easton, <i>Money Matters - Executive Director</i> , Easton, PA	January 2017 - Present
<ul style="list-style-type: none"> Initiated development of nation-wide program for local BGC and served as teacher and mentor for club members Developed and taught curriculum involving critical beginner financial and economic concepts 	
NCAA Peer Mentoring Program, <i>Peer Mentor</i> , Easton, PA	August 2016 - Present
<ul style="list-style-type: none"> Selected as a mentor for five freshmen student-athletes and coached them on time management, prioritization, and efficiency Met with each student twice a week to review and advise on academic coursework, responsibilities, and commitments 	
Student-Athlete Advisory Committee (SAAC), <i>Athletic Initiatives Committee Chair</i> , Easton, PA	August 2016 - Present
<ul style="list-style-type: none"> Nominated as a team, community, and academic leader to represent Lafayette College and enhance student-athlete experience 	
Oaks Leadership Academy, <i>Nominee & Participant</i> , Easton, PA	August 2016 - Present
<ul style="list-style-type: none"> Coach-nominated participant in workshops and seminars designed to develop leadership skills and characteristics 	

OTHER EXPERIENCE

Externships, <i>Extern</i> , New York, NY	December 2016 - January 2017
<ul style="list-style-type: none"> Participated in shadow experiences and learning opportunities at Credit Suisse Capital Markets, BNY Mellon Trades Market 	
Investment Club, <i>Club Member</i> , Easton, PA	September 2015 - Present
<ul style="list-style-type: none"> Helped manage \$550,000 portfolio and pitched various stocks and bonds; advised team on buy/sell options 	

SKILLS & ACTIVITIES

- Skills:* CapitalIQ, Tracxn, eMarketer, Pitchbook, Microsoft Office, Excel, PowerPoint, R programming, Proficient in Spanish | Entrepreneurship, Teamwork, Communication, Problem solving
- Activities:* Intramural basketball (captain), Golf (casual) | Mentoring, tutoring, coaching (athletics and academics) | Music (piano)

EDUCATION

Lafayette College, Easton, PA	Anticipated May 2019
Double Major: <i>Bachelor of Arts Economics</i>	GPA 3.68
<i>Bachelor of Arts Government & Law</i>	(Dean's List 3 Semesters)
Certificate in Financial Policy and Analysis	

WORK EXPERIENCE

Celgene Corporation, Commercial IT Business Practice	Summit, NJ
<ul style="list-style-type: none"> Collaborate with IoT group to apply blockchain technology to Celgene's pharmaceutical supply chain Facilitate informational meetings with external researchers to expand Celgene's potential for blockchain technology Engage IT Senior Leadership to outline three-year roadmap of metrics for future technology goals Key contributor to implementation of Marketing Automation Platform for I&I and Hem/Onc divisions 	Summer 2017
Lafayette College EXCEL Research Scholar, Economics Department	Easton, PA
<ul style="list-style-type: none"> Research used to obtain grants for community youth projects Explored correlation between use of family asset program and reduced summer learning loss in children Presented weekly project-related reports to supervisors and overall research findings to Lafayette community 	Summer 2016 – Spring 2017

LEADERSHIP POSITIONS

Lafayette College Investment Club	Easton, PA
<i>Chairman of the Board</i>	Spring 2017 – Present
<i>Consumer Retail Analyst (Executive Board)</i>	Spring 2016 – Spring 2017
<ul style="list-style-type: none"> Meet with advisors, manage club portfolio, and distribute portfolio to board for analysts to identify sector trends Present oral and written reports on general economic trends and individual corporations to Investment Club Appeared on CNBC and CNN Money 	

EXTERNSHIPS IN FINANCIAL SERVICES

Merrill Lynch, Wealth Management	New York, NY
<ul style="list-style-type: none"> Observed client-specific portfolios designed by qualified financial advisors 	January 2017
Needham & Company, Sales Trading	New York, NY
<ul style="list-style-type: none"> Explored sales trading manager's role in maintenance of client relationships 	January 2017
Daruma Capital Management, LLC, Capital Management	New York, NY
<ul style="list-style-type: none"> Met with research analysts to learn about recommending purchases for small-cap portfolios 	January 2017
Vanguard, EXPLORE Program	Malvern, PA
<ul style="list-style-type: none"> Gained exposure to Vanguard's financial culture and presented findings to broad audience 	January 2017

ADDITIONAL WORK EXPERIENCE

Needham & Company, Emerging Technology Conference	New York, NY
<ul style="list-style-type: none"> Spoke with and attended presentations given by emerging technology leaders Registered conference attendees and maintained conference rooms 	May 2017
Lafayette College Office of Alumni Relations, Student Worker	Easton, PA
<ul style="list-style-type: none"> Manage data inputs using LeopardLink software, documenting payments and attendance Communicate with Lafayette College alumni and prepare correspondences for alumni events 	Fall 2016 – Present

ADDITIONAL LEADERSHIP POSITIONS

Lafayette College Student Government, <i>Multicultural Affairs Representative</i>	Spring 2017 – Present
Lafayette College Student Alumni Council, <i>Representative</i>	Spring 2017 – Present
Lafayette College PARDner, <i>Student Mentor</i>	Spring 2017 – Present

ACTIVITIES

Easton Area Community Center, <i>Volunteer</i>	Summer 2016 – Present
Third Street Alliance for Women and Children, <i>Volunteer</i>	Spring 2017 – Present
Lafayette College Reunion Weekend, <i>Employee</i>	Summer 2016/17
Kappa Kappa Gamma Sorority, <i>Member</i>	Fall 2016 – Present

School

Experience

Experience

EXTERNSHIPS

Extracurriculars

Tips and Tricks

- General formatting
 - Section division
 - Margins
 - Font
 - Alignment
- Wording
 - Stretch as much as ethically possible

WORK EXPERIENCE

Seaville Shores Campground

Ocean View, NJ

Grounds Maintenance Intern

Summer 2019

- Assisted in planning and executing rehabilitation of various buildings and structures on grounds
- Developed understanding of real-world project timeframes and required efforts
- Gained hands-on experience with construction and maintenance equipment

FAQ

Do I have to include my GPA?

Can I round my GPA?

Can I lie about my GPA/positions/experience?

Can my resume be two pages long?

Can I “get creative” with the formatting?

How much money should I spend on resume paper?

Can I have high school activities on my resume?

Relevant coursework?