

## The Duff & Phelps YOUiversity Deal Challenge 2020

Duff & Phelps, the global advisor that protects, restores and maximizes value for clients in the areas of valuation, corporate finance, disputes and investigations, compliance and regulatory matters, and other governance-related issues, is pleased to announce The Duff & Phelps YOUiversity Deal Challenge (YDC) 2020. This year's program marks the continued evolution of our national case study competition that began in 2010. The 2020 program will once again challenge teams in a broad range of skills, including mergers and acquisitions advisory, disputes, transaction opinions and valuation advisory. However, this year we are revising our finals events so that the YDC is more international than ever!

The winners of the four regional events in the Americas, EMEA, APAC and India will be invited to participate in the global finals of the YOUiversity Deal Challenge.

By working with team members to solve problems presented in a complex fact pattern, you'll apply technical reasoning and critical thinking throughout key stages of the deal-making process. In the end, you'll have a unique perspective on how a deal comes together—from start to finish. YOU could also walk away with thousands of dollars in scholarship funds! Here's everything you need to know to be part of this exciting competition:

### Americas:

1. The Duff & Phelps YOUiversity Deal Challenge is open to teams of students currently attending the same college or university.
2. Each team will consist of two to three students. You may have a faculty advisor to assist you, but it is not required. However, if you are selected for the finals you must have a representative from your university attend the event with you for guidance.
3. Each team member must be in an undergraduate program and graduate between December 2020 and September 2022.
4. There may be more than one team from a school.
5. Teams will register for the Duff & Phelps YOUiversity Deal Challenge by completing the online registration form.
6. Once a team's entry has been validated, Duff & Phelps will send out the case on Wednesday, October 16, 2019.

7. The case will be typical of one that clients would engage Duff & Phelps to perform. It will include a financial transaction that involves aspects of our M&A Advisory, Transaction Opinions, Valuation Services and Disputes service lines.
8. All submitted solutions must be in English.
9. The timeframe for the competition is as follows:
  - Registration due: October 15, 2019
  - Completed case answers/presentation due: December 5, 2019
  - Three finalist teams announced: January 15, 2020
  - Final presentations in Duff & Phelps' Chicago Office: February 27, 2020 (Note – all team members must be attending school on the American continent at time of finals. Expenses to bring any team member to the finals from outside the continent will not be covered)
10. The judges for the competition will be internationally recognized experts from both academia and Duff & Phelps leadership.
11. All finalist teams will receive scholarships: Winning team will receive \$15,000 in total, two runners-up teams will receive \$6,000 in total
12. All information regarding resources to be used and final product to be delivered will be included in the actual case study problem when sent to validated teams.

## **Europe/Middle East/Africa:**

1. The Duff & Phelps YOUniversity Deal Challenge is open to teams of students currently attending the same college or university.
2. Each team will consist of two to three students. You may have a faculty advisor to assist you, but it is not required.
3. Each team member must be in an undergraduate or master's program and graduate between September 2020 and September 2022.
4. Teams must be present on the European/Middle East/African continents in the first half of 2020 to be eligible to participate in our final event.
5. There may be more than one team from a university.

6. Teams will register for the Duff & Phelps YOUiversity Deal Challenge by completing the online registration form.
7. Once a team's entry has been validated, Duff & Phelps will send out the case on Friday, 2 November 2019.
8. The case will be typical of one that clients would engage Duff & Phelps to perform. It will include a financial transaction that involves aspects of our M&A Advisory, Transaction Opinions, Valuation Services and Disputes service lines.
9. All submitted solutions must be in English.
10. The timeframe for the competition is as follows:
  - a. Registration due: 31 October 2019
  - b. Completed case answers/presentation due: 8 December 2019
  - c. Three finalist teams announced: 15 February 2020
  - d. Final presentations in Duff & Phelps' Frankfurt Office: 11 March 2020 (Note: All team members must be attending school on the European/Middle East/Africa continent during the finals. Expenses to bring any team member to the finals from outside Europe, the Middle East or Africa will not be covered)
11. The judges for the competition will be internationally recognized experts from both academia and Duff & Phelps leadership.
12. All finalist teams will receive cash awards: Winning team will receive equivalent to €15.000 total, runner-up teams will receive €6.000 total
13. All information regarding resources to be used and final product to be delivered will be included in the actual case study problem when sent to validated teams.

## **India:**

1. The Duff & Phelps YOUiversity Deal Challenge is open to teams of 2-3 students currently attending the same college or university.
2. Each team member must be in an undergraduate program or graduate between September 2020 and September 2022.
3. There may be more than one team from a school.

4. Students will register for the Duff & Phelps YOUiversity Deal Challenge by completing the online Registration Form.
5. Once a student's entry has been validated, Duff & Phelps will send out the case on 4 November 2019
6. The case will be typical of one that clients would engage Duff & Phelps to perform. It will include a financial transaction that involves aspects of our M&A Advisory, Transaction Opinions, Valuation Services and Disputes service lines.
7. All submitted solutions must be in English.
8. The Timeframe for the Competition is as follows:
  - a. Registration due: 3 November 2019
  - b. Completed case answers/presentation due: 9 December 2019
  - c. Three finalists announced: 3 February 2020
  - d. Final Presentations in Duff & Phelps' Mumbai Office: 5 March 2020 (Note: All finalist teams must be attending school in India at the time of the finals event. Expenses to bring any team member to the finals from outside the country will not be covered)
9. The judges for the competition will be internationally recognized experts from both academia and Duff & Phelps leadership.
10. The winning team will receive ₹100,000 scholarships in total; runner-up teams will receive ₹75,000 and ₹50,000 respectively.
11. All information regarding resources to be used and final product to be delivered will be included in the actual case study problem when sent to validated registrants.

## **Asia Pacific:**

1. The Duff & Phelps YOUiversity Deal Challenge is open to teams of students currently attending the same college or university.
2. Each team will consist of two to three students. You may have a faculty advisor to assist you, but it is not required.
3. Each team member must be in an undergraduate or master's program and graduate between September 2020 and September 2022.

4. There may be more than one team from a school.
5. Teams will register for the Duff & Phelps YOUiversity Deal Challenge by completing the online registration form.
6. Once a team's entry has been validated, Duff & Phelps will send out the case on 8 November 2019.
7. The case will be typical of one that clients would engage Duff & Phelps to perform. It will include a financial transaction that involves aspects of our M&A Advisory, Transaction Opinions, Valuation Services and Disputes service lines.
8. All submitted solutions must be in English.
9. The timeframe for the competition is as follows:
  - a. Registration due: 7 November 2019
  - b. Completed case answers/presentation due: 16 December 2019
  - c. Three finalist teams announced: 13 January 2020
  - d. Final Presentations in Duff & Phelps' Hong Kong Office: 27 February 2020 (Note: All finalist teams must be studying on the Asian continent during the finals. Expenses to bring any team member to the finals from outside the continent will not be covered)
10. The judges for the competition will be internationally recognized experts from both academia and Duff & Phelps leadership.
11. All finalist teams will receive scholarships: Winning team will receive HKD 65,000 total and runner-up teams will receive HKD 45,000 total.
12. All information regarding resources to be used and final product to be delivered will be included in the actual case study problem when sent to validated teams.