



**Backwaters '11**  
18 - 20 Nov  
Powering Our Future



First Prize: Rs 25000  
Second Prize: Rs 15000

Submission Deadline  
30th oct 2011

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# EVENT DETAILS

**PRIZES UP FOR  
GRAB!!**

**1st Prize: Rs.25000**

**2<sup>nd</sup> Prize: Rs.15000**

## INTRODUCTION

Piles of analysis, loads of research, scores of savvy presentations, tonnes of due diligence, dozens of meetings with the client result in those two words which are music to an i-banker's ears – a Clinched Deal. This is the world of Mergers and Acquisitions wherein you have the chance to showcase your analytical, negotiation and presentation skills and impress us with your finance know-how. To establish your supremacy, you need to prove your mettle as the sharpest financial wizard around.

## EVENT FORMAT

### ROUND 1: CASE (REFER APPENDIX)

- Teams have to submit a pitch book within a maximum of **10 slides** (.ppt format) pitching Bainstrow PLC to acquire one of the three target firms mentioned in the case.
- The excel workbook used for valuation can also be **optionally** submitted.
- The pitch should be based on your understanding of the industry, the firms in question, the valuation methodologies and other related factors.
- The data given in the case is deemed sufficient and final for round 1 submission. Logical assumptions are allowed to be made for any data that you may find missing.
- The bid structure and deal price should consider all the information and constraints highlighted about the target firms in the case

### ROUND 2: CAMPUS ROUND

- The six finalists will compete in the final round where teams will conduct further due diligence on valuation, design the final bid structure, negotiate and finalize on a deal price and make an onstage presentation to the judges. Additional data would be provided in this round to the shortlisted teams for the above discussions.

- **IMPORTANT DATES**

Round No.	Submission Deadline	Result Date (tentative)
Round 1	23:59hrs (IST); 30-Oct-11	3-Nov-11
Round 2	Campus round	



## SUBMISSION GUIDELINES

- Mail us your entries at [clinchthedeal@iimklive.com](mailto:clinchthedeal@iimklive.com) in the below mentioned format. The subject line should be <TeamName>\_<UserName>\_ Round<No.>

### ROUND 1:

- **PPT Format:** <TeamName>\_<UserName>\_Round1 (User Name\* of any one user)
- **Cover Slide:** Team name, member details (Name, Institute, Phone No., Registration-id\* & Email id)
- **Please note your team details should not appear anywhere on the remaining slides**

*\*User Name to be input by the user while registering for IIM K Backwaters at [www.iimkbackwaters.com](http://www.iimkbackwaters.com)*

*\*Registration Id (any one member) should be the unique code generated during event registration*

### ROUND 1 PITCH STRUCTURE

#### Slides 2 to 7:

- Analysis of the Indian infrastructure sector, key drivers for growth, constraints & risks
- Analysis of the Buy-side firm - Bainstrow PLC
- Profiles of the target firms along with analysis and acquisition rationale for Bainstrow
- Preferred pecking order for the target firms to be acquired by Bainstrow
- Choice of the appropriate target to acquire with reasoning
- Assumptions and extra information (if any) required for valuation of the target firm
- Valuation methodologies to be used for the selected target firm

**Slide 8:** Brief Valuation snapshot and bid structure for acquiring the selected target firm, based on data given in the case. Synergy valuation is not required for Round 1 submission and should not be considered while determining the bid price for the target firm.

**Slide 9: Timeline** of the acquisition and various activities to be done by the I-bankers, considering you have 3 months to finalize the deal.

**Slide 10:** Provide your I-bank's profile (with a fake name) and your past track record in such deals. Fake resumes/profiles of the team members with past work experience

### POINTS TO BE NOTED

- The firms listed in the case are fictitious. Any resemblance to any listed firms would be purely coincidental. The financial information provided for the firms may be semi-real.
- Please mention any other sources of data, apart from the case, for the sector analysis
- Provide any assumption(s) as footnotes in the slides
- Data given in the case is not real but logical assumptions about the industry and the sector from the real world will be considered valid
- Event organizers would provide additional data related to the firms during the on campus round to the shortlisted teams
- Project specific revenue details for the target firms would not be shared in future rounds



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## RULES AND REGULATIONS

1. Event is open to students from all B-Schools
2. Team size should be a **maximum of 3** members
3. Participants in a team can be from the same or different institutes
4. No participant should be a part of more than one team
5. Each team can submit **only one entry** for the competition
6. After registering for Backwaters'11 at [www.iimkbackwaters.com](http://www.iimkbackwaters.com); the participants have to **register** themselves through the online event registration portal on the site. Event registration will start on **23:59 hrs IST, 13th Oct'11**
7. There must be strictly no IPR infringements in the submissions. On discovery of such infringements, the respective team(s) will be disqualified with immediate effect
8. The selected participants would be reimbursed the 3rd AC fare up to a maximum **of Rs.3000** (2-way). They would be required to **submit original tickets**. In case of air travel, reimbursement will be provided only on producing original boarding pass and the cap remains the same as above
9. The Terms and Conditions of participation are subject to change at any time without specific notice. The amended Terms and Conditions of entry will be effective immediately upon being posted on the website. It is the sole responsibility of the teams to regularly visit the Website to read any changes
10. The decisions of the organizers of the contest and the panel of judges will be final and binding on all the participants

