

Oakwood Semester 1 Pitch Feedback

General Feedback

1. Too much time spend on SWOT analysis, with it possible to be condensed down into a page for most pitches
2. Not enough comparison across industry peers
3. Financial data could be presented across a longer time span in most cases
4. Make sure any stand out figures are analysed and explained

Sector	Positives	Opportunities for improvement	Questions
Financials	<ol style="list-style-type: none">1. Great use of graphs / visual aid.2. Well-articulated points, adding to the slides and not just reading from them.3. Was ready for questions from directors and answered well.	<ol style="list-style-type: none">1. Make sure figures are always explained if significant, e.g., current ratio being the lowest of competitors.2. Explain what (if anything) is being done to counteract 'threats' e.g., the security breach.3. Perhaps consider insider ownership, more ownership = more likely to run in the interest of shareholders.	BAC (at around -37%) is generally down more than its competitors from its 2022 highs, for comparison JPM is down 23%. Why do you think this is and is this investor fear warranted?
Technology	<ol style="list-style-type: none">1. overall great presenting, organisation, and ability to answer questions2. clear and visual PowerPoint - covers most the key features we hoped to see	<ol style="list-style-type: none">1. next time discuss revenue and income growth over a larger time horizon (maybe build a table showing this data rather than screenshotting an income statement offline)2. Being a South Korean listed stock (KRX), it would have been good to touch on SKs economy (politics, macro conditions etc...) and research the health of the KRX (historical volatility, average annual returns...)	you mentioned that semiconductors are a major part of Samsung's revenue, how does their chip technology compare with their closest rivals?

Industrials	<p>1. Presentation was executed very well, everyone seemed to know the stock with little to no pauses.</p> <p>2. The slides themselves were put together very well, with lots of information on company finances and information. Your team was also one of the only teams that included an entry point, technical analysis, and a take profit.</p>	<p>1. Summing up your investment thesis in one slide at the start would be beneficial - 'setting the pins up to knock them down'.</p> <p>2. Adding a holding period and an estimate of when to buy and potential stock catalysts would also be useful (such as insider buying).</p> <p>3. Summing up why the stock is mispriced and what assumptions are wrong about the company (in growth perhaps) that retail investors overlook.</p> <p>4. Try to avoid reading from the slides.</p> <p>5. A worst case scenario should be added as well - if the economy collapses, where will the stock end up.</p> <p>6. Cover the CEO in depth!</p>	<p>1. What is the company's 'moat' - what makes it different from the competitors? 2. What are the potential stock catalysts that could send it to the moon?</p> <p>3. Why is the beta so high, and how do you justify taking on this much risk?</p> <p>4. Do you see growth in the used car market?</p>
Consumer Staples	<p>1. Good breakdown of company operations and products.</p> <p>2. Generally good at adding to the slides and not just reading from them.</p> <p>3. Good consideration of the risks given the current economic climate.</p>	<p>1. Make the SWOT analysis slides more precise to give further opportunity to go deeper into the rest of the pitch.</p> <p>2. Consider financial data from a longer time period.</p> <p>3. Explain what (if anything) is being done to counteract 'threats'.</p>	<p>You mentioned Estee Lauder P/E is 36.21 and the industry P/E ratio is 44.74, whilst the S&P 500 averages around 21. What do you think gives the industry such a premium and is it deserved?</p>
ETF	<p>1. visual PowerPoint - perfect amount of text on slides</p> <p>2. Well done for identifying the projected lithium market growth - this shows a huge opportunity for this commodity over the next decade</p> <p>3. good first attempt at technical analysis and creating a trade strategy</p>	<p>1. compare this ETF with other lithium ETFs - what is USP of LIT over these?</p> <p>2. you briefly looked into the main ETFs holdings however, we would have liked to have seen some financial analysis on a couple of its biggest holdings to get a better understanding of the kind of stocks held in the ETF</p> <p>3. The presentation lacked knowledge on ESG - you could have analysed the ESG of LITs top holdings to get a better idea of how well the ETF performs</p>	<p>How strict is LIT ETF when it comes to adding stocks with lower-than-average ESG scores?</p> <p>You mentioned in threats that lithium deficits could lead to companies finding alternatives, are there any credible alternatives to lithium-ion batteries in the market?</p>

Real-estate	<ol style="list-style-type: none"> 1. Great presentation - information about company seemed memorised, without needing to look at the slides too often. 2. Great coverage of the CEO (something other teams overlooked). 3. Great use of financial graphs. 4. Good coverage on non-conventional metrics - short interest. 	<ol style="list-style-type: none"> 1. Presentation on financials of the company seemed a bit uncertain with the need to refer to the slide's multiple times. 2. In future make the slides more succinct, while there is a lot of information that needs to be detailed when speaking to a client try to get to the point in four one sentence bullet points. 3. Add an investment thesis for your first slide, setting up the argument you are going to make. 4. Make sure to explain the metric used (what does 'technical analysis - 8.51%' refer to and the holding period). 5. Adding the cashflow and intrinsic value of the stock would be beneficial to your argument. 6. Avoid crowd participation. 7. Covering ESG more in-depth, such as the score is also a must. 	<ol style="list-style-type: none"> 1. How did the dividend hike effect the stock price? 2. Since \$AMT have a 60% market share what room left is there for them to grow (will they be subject to laws against monopolies)? 3. Who are \$AMTs major competitors? 4. What is the ESG score?
Commodities	<ol style="list-style-type: none"> 1. Good utilization of the macro report 2. Strong technical understanding 3. Good use of graphs and simple presentation style 4. clear structure 	<ol style="list-style-type: none"> 1. SWOT could be put into a table, instead of taking up 4 slides 2. Would be useful to see inflation reports and forecasts 3. Go into more specifics - felt too educational on gold as an asset at times, would have preferred to see more analysis on the fundamentals 4. Perhaps easier to solely pitch a Gold ETF next time 	<ol style="list-style-type: none"> 1. What are some macro trends you could see impacting the demand for gold? 2. How might the current political and economic climate impact the price of gold? 3. How does the ETF you proposed compare to competitors in the industry? 4. Why should we include Gold in our portfolio?
Healthcare **	<ol style="list-style-type: none"> 1. Good effect all things considered 2. Clear structure and slides 3. Signs of good analysis 	<ol style="list-style-type: none"> 1. More comparison to industry peers is needed 2. More time could be spent analysing all the financial aspects mentioned 3. SWOT could be put into a table, instead of taking up 4 slides 4. Add references for data used 5. More depth on the Upcoming pipeline slide would be useful and how they related to GSK business model 6. ESG Policy example slide seems to be copied from GSK website 	<ol style="list-style-type: none"> 1. What are GSK's current business strategies and plans for growth, and how realistic are they? 2. How has the company's management been performing and what is their track record like? 3. with current economic conditions, how might GSK's pipeline be affected 4. Do you see the stock returning to its price during Covid, and was it overvalued