UNIVERSITY OF NOTRE DAME

ADVISORY BOARD PRESENTATION
DISCUSSION MATERIALS

April 29, 2024

AIM LVIII

AIM LVIII Analysts

Fares Achkar
Sherwin-Williams, AptarGroup

Alex Boykas
American Tower, Constellation Brands

Andre Fisher
Workday, BlackLine

Priyanshi Gupta
Microsoft, Ulta Beauty

Joshua Isaacs
Mastercard, Intel

Thomas Judson
TSMC, Disney

Emily Krzeminski
Asbury Automotive, e.l.f. Beauty

Sudhir Kumar
Prologis, Nvidia

Jonathan Lapshan
Alphabet, Knife River

Max Lau
Enterprise Products, Quanta Services

Kevin Lawrence
Autodesk, VSE Corp.

Maya Malackowski
Calumet Specialty Products, Sysco

Simon Mariani
Live Nation, Brinker International

Colin Morse
CarGurus, Alignment Health

Margot Neligan
McDonald's, Manhattan Associates

Mark Pagel
Stryker, Polaris

Alex Renzi
Verizon, Atlas Energy Solutions

Sam Schuster
Equinix, Malibu Boats

Nick Strider
Verisk Analytics, PayPal

Peter Thompson
Fluor, Dynatrace

Jack Walsh
Build-A-Bear Workshop, Netflix

Kevin Wang
Amazon, Huntington Ingalls

Ellie Wyshner
Perimeter Solutions, Kenvue

Brian Zeuthen
United Rentals, Clean Harbors

AIM Advisory Board and Notre Dame Attendees

Kristen Bitterly Michell

Will Brennan

Mike Carroll

Kevin Casey

Colleen Coen

Kelly Cornelis

Jessica Mattes

Kristina Pierce

Tom Schreier

John Rudolph

Lizzie Reed

Notre Dame Attendees:

Jacob Benedict

Patty Brady

Shane Corwin

Jason King

Megan Piersma

Joe Sweeney

AIM Advisory Board Presentation Agenda

Presentation Schedule

I. Structured Class Presentation (2:00-2:40)

Introduction and Semester Overview (Ellie Wyshner)

- Economic Overview (Emily Krzeminski and Simon Mariani)
- Portfolio Performance Summary (Fares Achkar, Kevin Lawrence, and Maya Malackowski)
- Discussion of Portfolio Decisions and Final Portfolio (Peter Thompson)

II. Breakout Rooms with Individual Company Discussion (2:40-3:55)
(Breakout room details provided separately)

III. Summary of Trips/Speakers and Closing Remarks (Ellie Wyshner) (3:55-4:05)

IV. Q&A with Board Members (4:05-4:30)

I. **Semester Overview**

II. Economic Overview

III. Portfolio Performance Summary

IV. AIM LVIII Decision Summary

V. Breakout Rooms

VI. Closing Comments and Q&A

Course Fundamentals

Course Objectives

Blend traditional academic objectives with practical experience of hands-on investment management

Provide thorough grounding in the practice of portfolio management

Emphasize rigorous individual security evaluation and selection

Methodology

- AIM LVIII inherited a ~$31 mm portfolio from the previous class
- For round one, each student analyzes an existing stock and ultimately pitched a buy or sell recommendation
- For round two, analysts pitch a new stock of their choice to be considered for addition to the portfolio
- Finally, the class votes on the composition of the new portfolio based on each analyst's final recommendations

Investment Philosophy

- Bottom-up, deep fundamental analysis approach with top-down consideration
- Create a portfolio with well-researched trade decisions that contribute to the growth of the portfolio's value for the use of future classes
- Outperform the benchmark over the long-term
    - The primary benchmark is the Russell 3000 & the secondary benchmark is the S&P 500

Investment Guidelines and Constraints

Common equities traded on major U.S. exchanges

One stock should not exceed over 10% of the portfolio

35% Small & Mid-Cap, 65% Large-Cap – With a +/– 10% limit

Company ethics in line with those of the University

Industry composition should roughly match the Russell 3000

Three-to-five-year outlook

Analyst Responsibilities

Individual Responsibilities

- A student is assigned as "CIO" for each class
    - Responsibilities include a market update and organization of the class period
- Completion of analyst reports and group projects
- Staying informed on the markets / stocks in the portfolio
- In-depth research and coverage of two stocks and effective communication of findings to peers
- Peer Reviews

Analyst Reports

1. Company Strategy, Competitive Position, and Fundamental Analysis
2. Pro Forma Forecasts and WACC Calculation
3. Valuation, Primary Discovery, and Final Recommendation

Group Assignments

Economic Analysis

Portfolio Performance

Information

Newsletter

Trading

In-Class Responsibilities

- Provide thoughtful feedback during class presentations
- Actively participate in discussions
- Create an intellectually honest environment where dissenting opinions are encouraged

I. SEMESTER OVERVIEW

II. ECONOMIC OVERVIEW

III. PORTFOLIO PERFORMANCE SUMMARY

IV. AIM LVIII DECISION SUMMARY

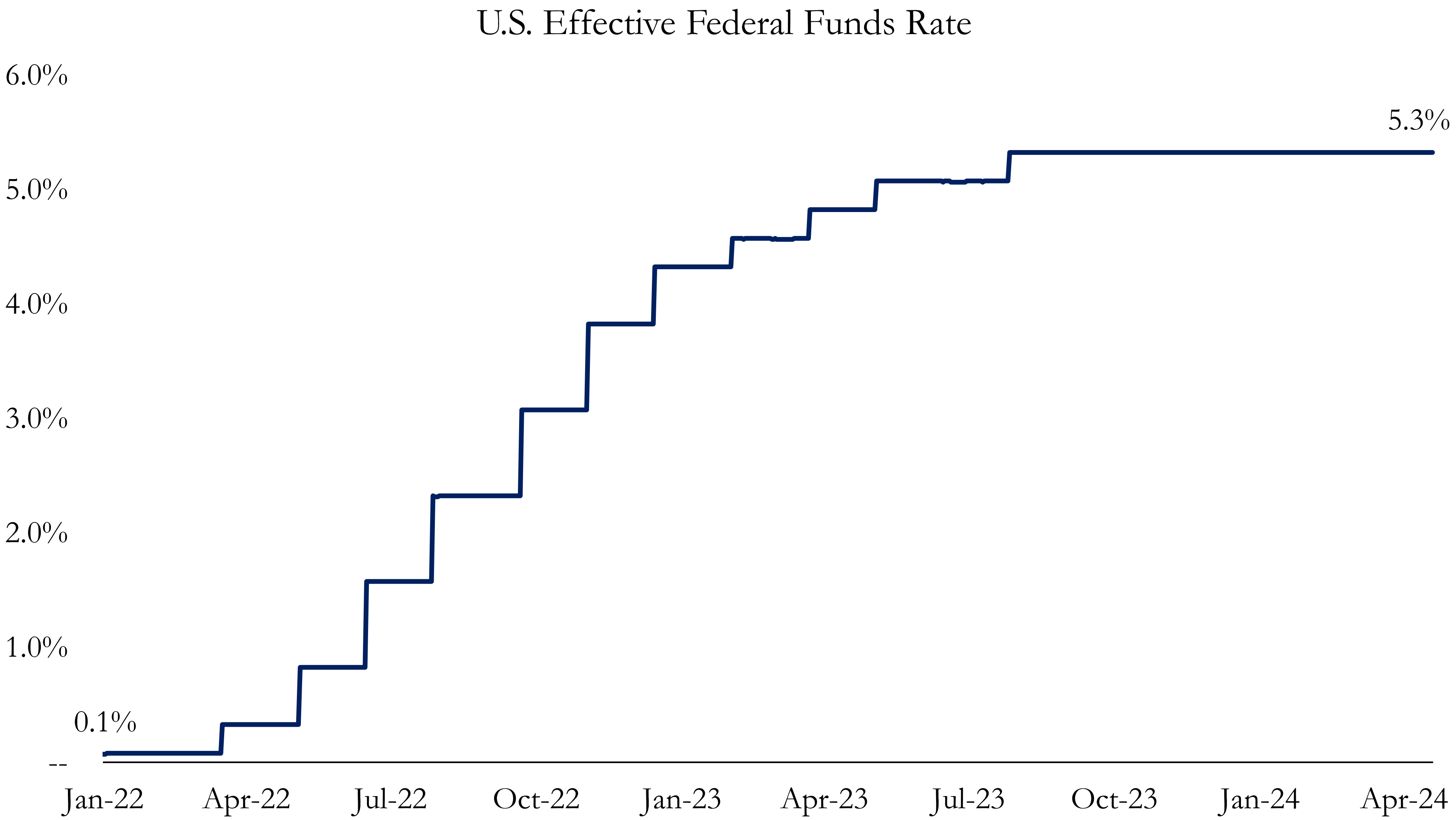
V. BREAKOUT ROOMS

VI. CLOSING COMMENTS AND Q&A

Proof of Hot Economy

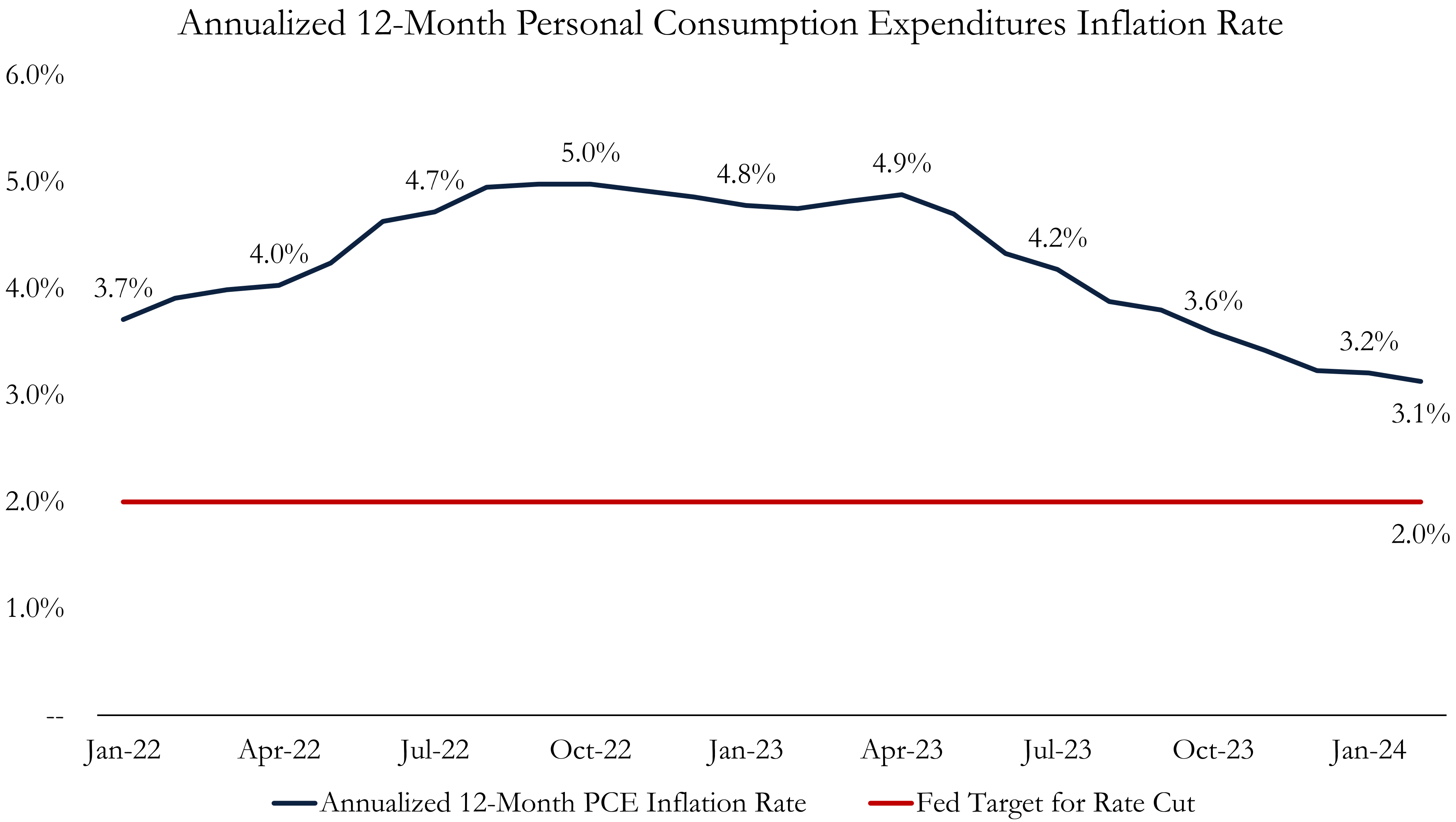
Source: Federal Reserve Economic Data: Unemployment Rate, Percent, Monthly, Seasonally Adjusted

Rates at Peak - Expecting Cut in November



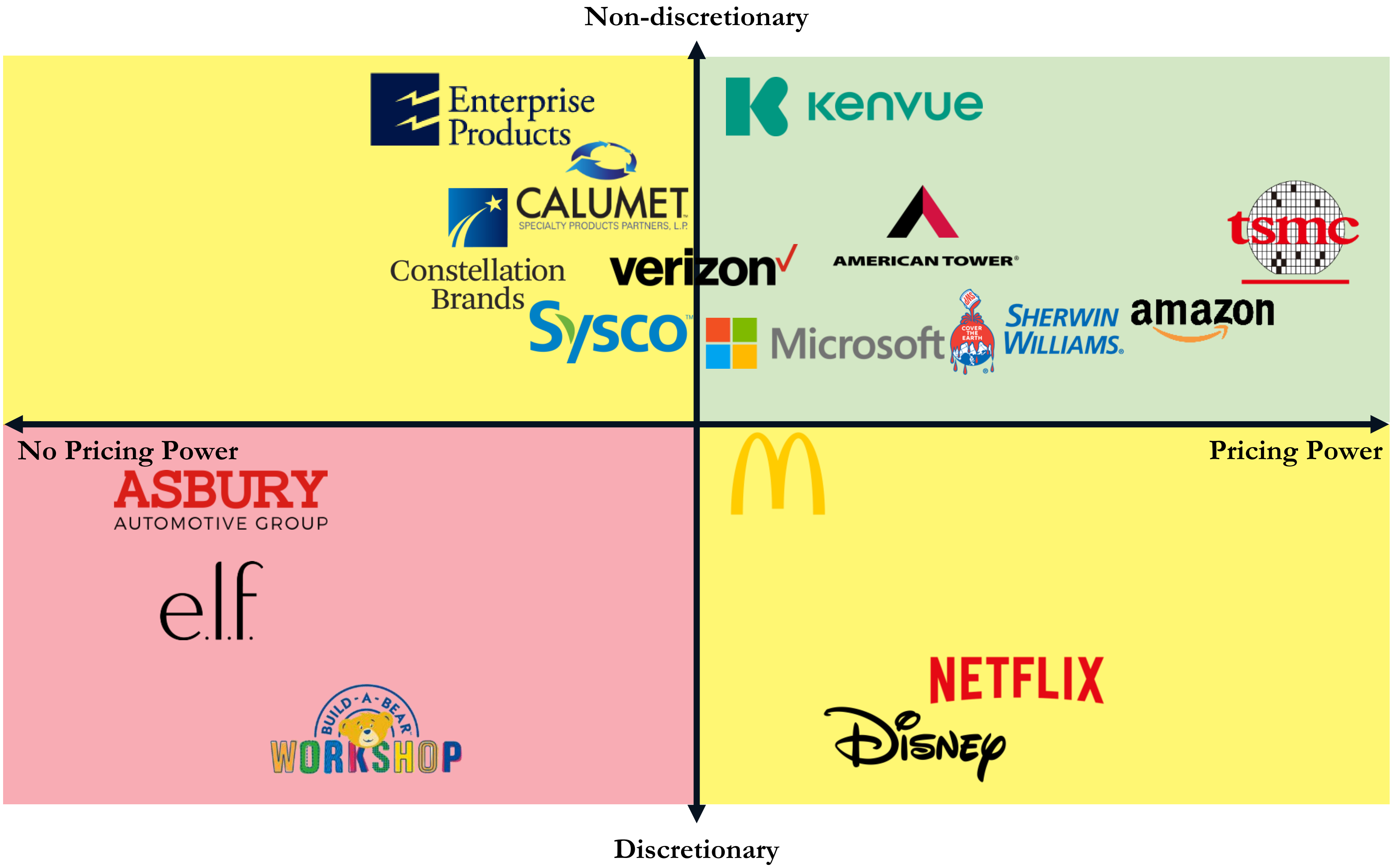
Source: Federal Reserve Economic Data: Federal Funds Effective Rate, Percent, Daily, Not Seasonally Adjusted

PCE Declining - Not Yet at Fed's Target for Rate Cut



Source: Federal Reserve Bank of Dallas: Trimmed Mean PCE Inflation Rate

Inflation: Impact on AIM Portfolio



Non-discretionary

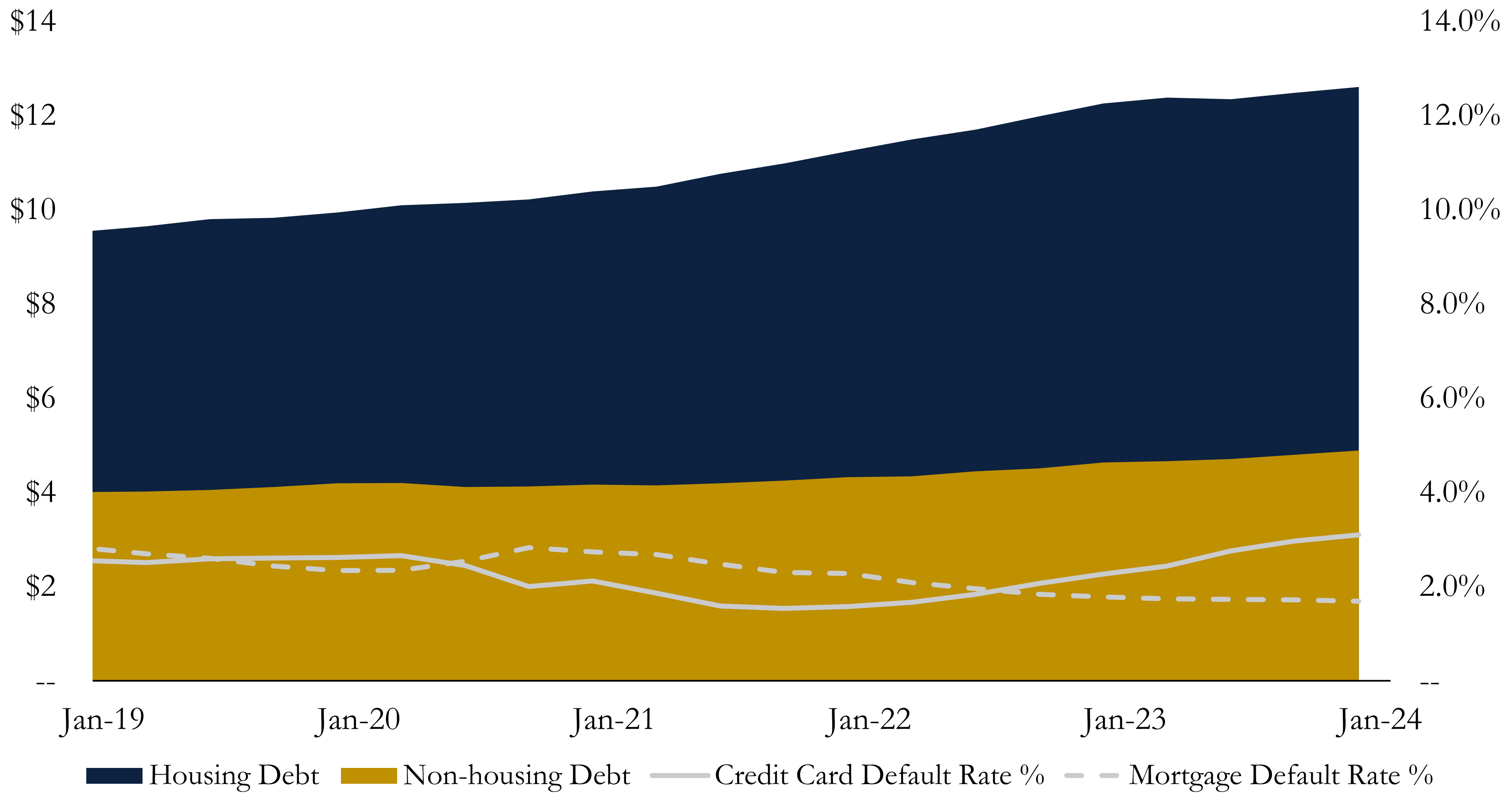
No Pricing Power

Pricing Power

Discretionary

Inflationary Pressures Leading to Higher Debt Levels

U.S. Consumers Total Debt ($ tn) and Default Rates (%)



Source: Federal Reserve Bank of New York: Household Debt and Credit

Customer Trends: Impact on AIM Portfolio


Non-discretionary

Low Stickiness

High Stickiness

Discretionary

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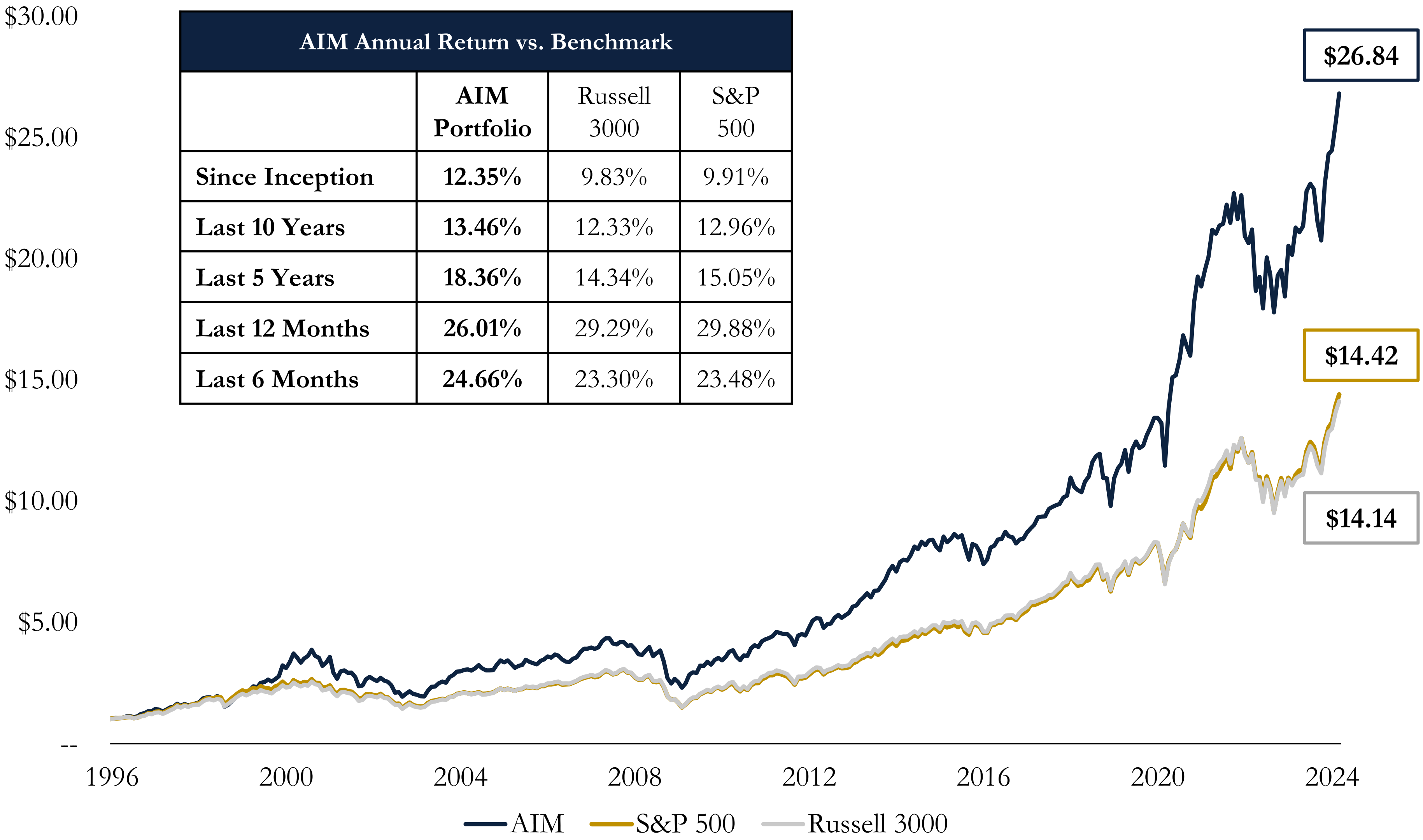
AIM Portfolio Cumulative Performance

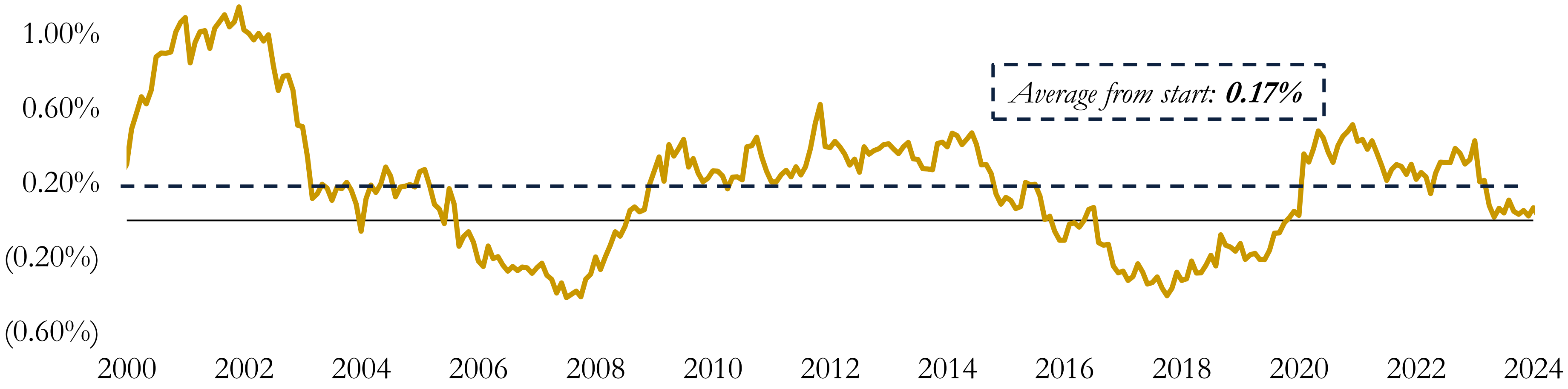
AIM Annual Return vs. Benchmark

	AIM Portfolio	Russell 3000	S&P 500
Since Inception	**12.35%**	9.83%	9.91%
Last 10 Years	**13.46%**	12.33%	12.96%
Last 5 Years	**18.36%**	14.34%	15.05%
Last 12 Months	**26.01%**	29.29%	29.88%
Last 6 Months	**24.66%**	23.30%	23.48%



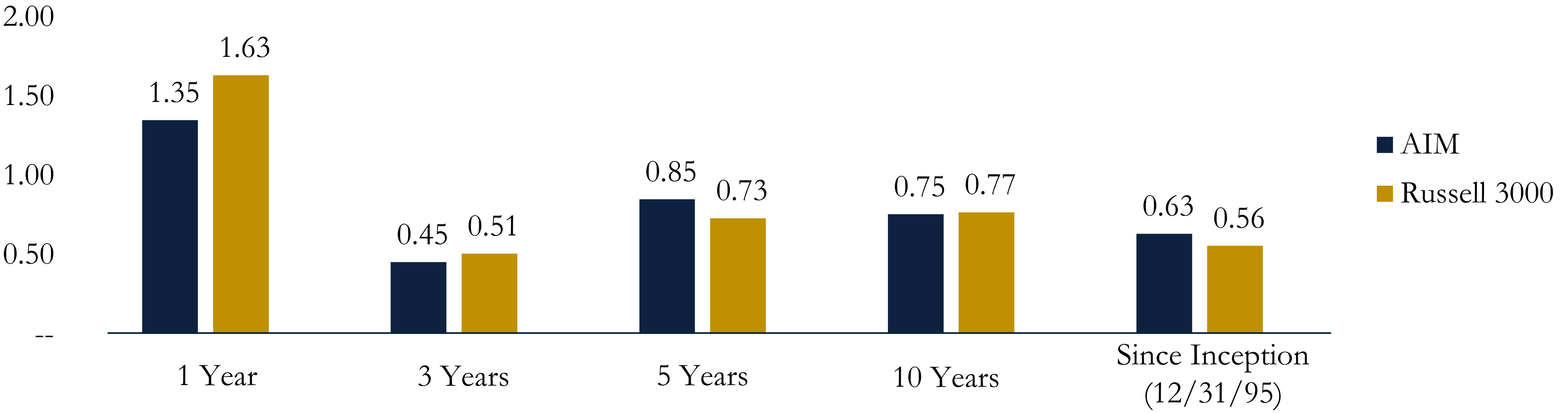
Alpha and Sharpe

Rolling Monthly Alpha

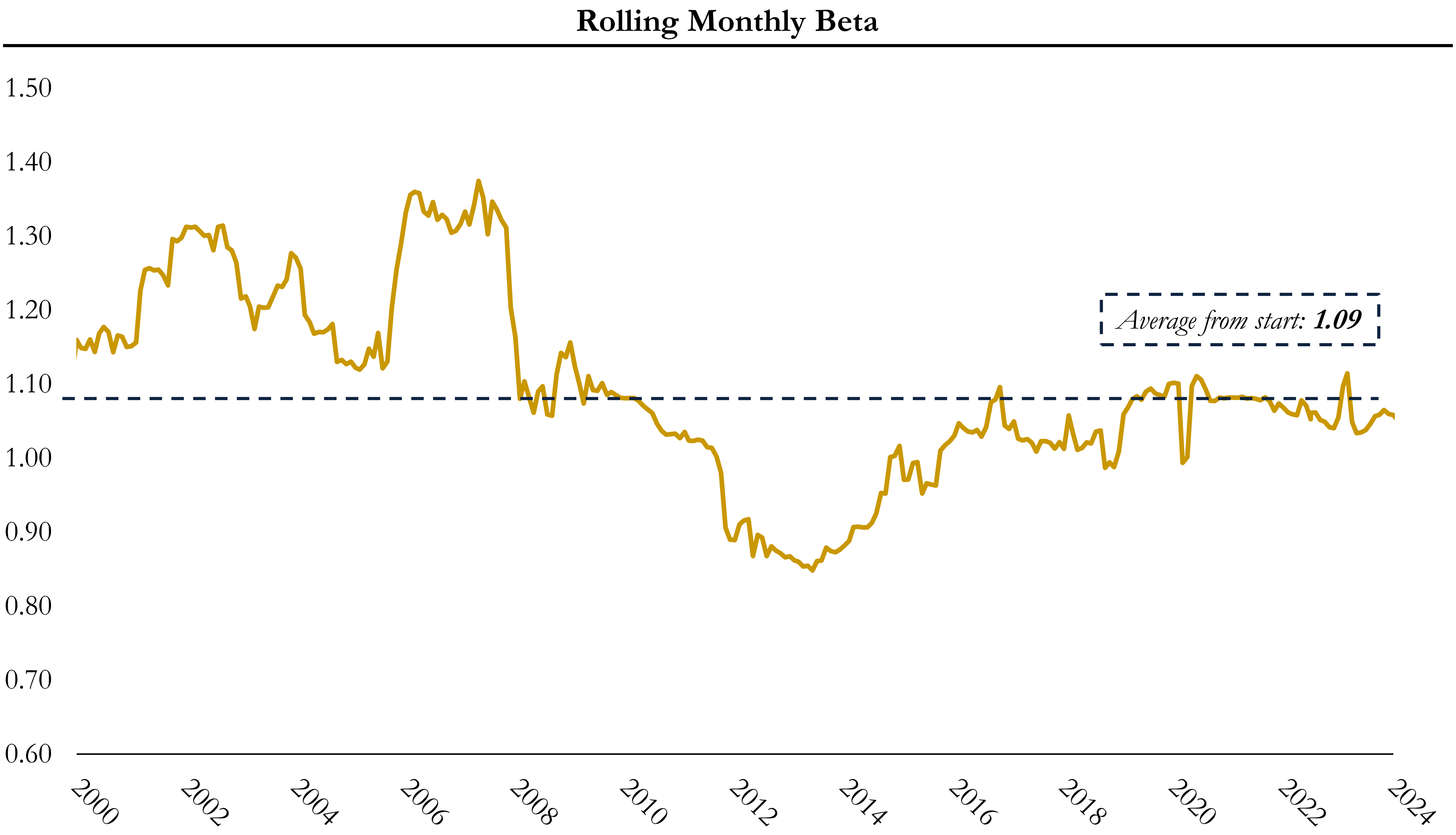


Average from start: ***0.17%***

Sharpe Ratio



Rolling Beta



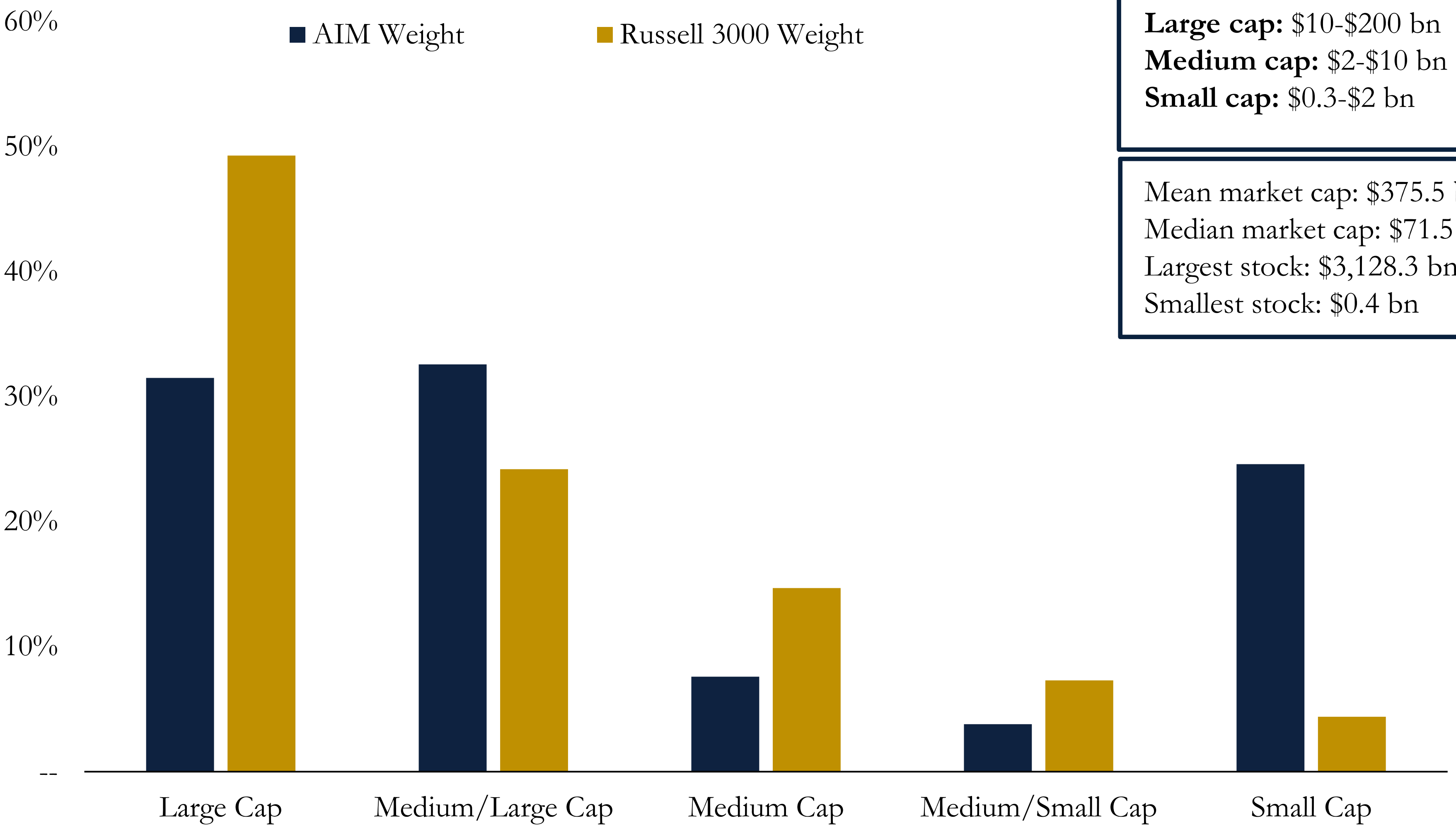
Multi-Factor Regression Analysis

FACTOR REGRESSIONS FOR MONTHLY RETURNS

Single-Factor Model:	3 years	5 years	10 years	Inception (12/31/95)
Alpha	0.14	0.32	0.07	0.17
Beta (Market)	1.06	1.06	1.07	1.09

Six-Factor Model:	3 years	5 years	10 years	Inception (12/31/95)
Alpha	0.41	0.50	0.14	0.26
Beta (Market)	1.03	1.02	1.02	1.03
Size (SMB)	(0.09)	(0.03)	(0.02)	0.06
Value (HML)	0.07	0.01	(0.08)	(0.06)
Profitability (RMW)	(0.24)	(0.15)	(0.07)	0.01
Investment (CMA)	(0.20)	(0.22)	(0.14)	(0.15)
Momentum (Mom)	(0.06)	(0.08)	(0.11)	(0.06)

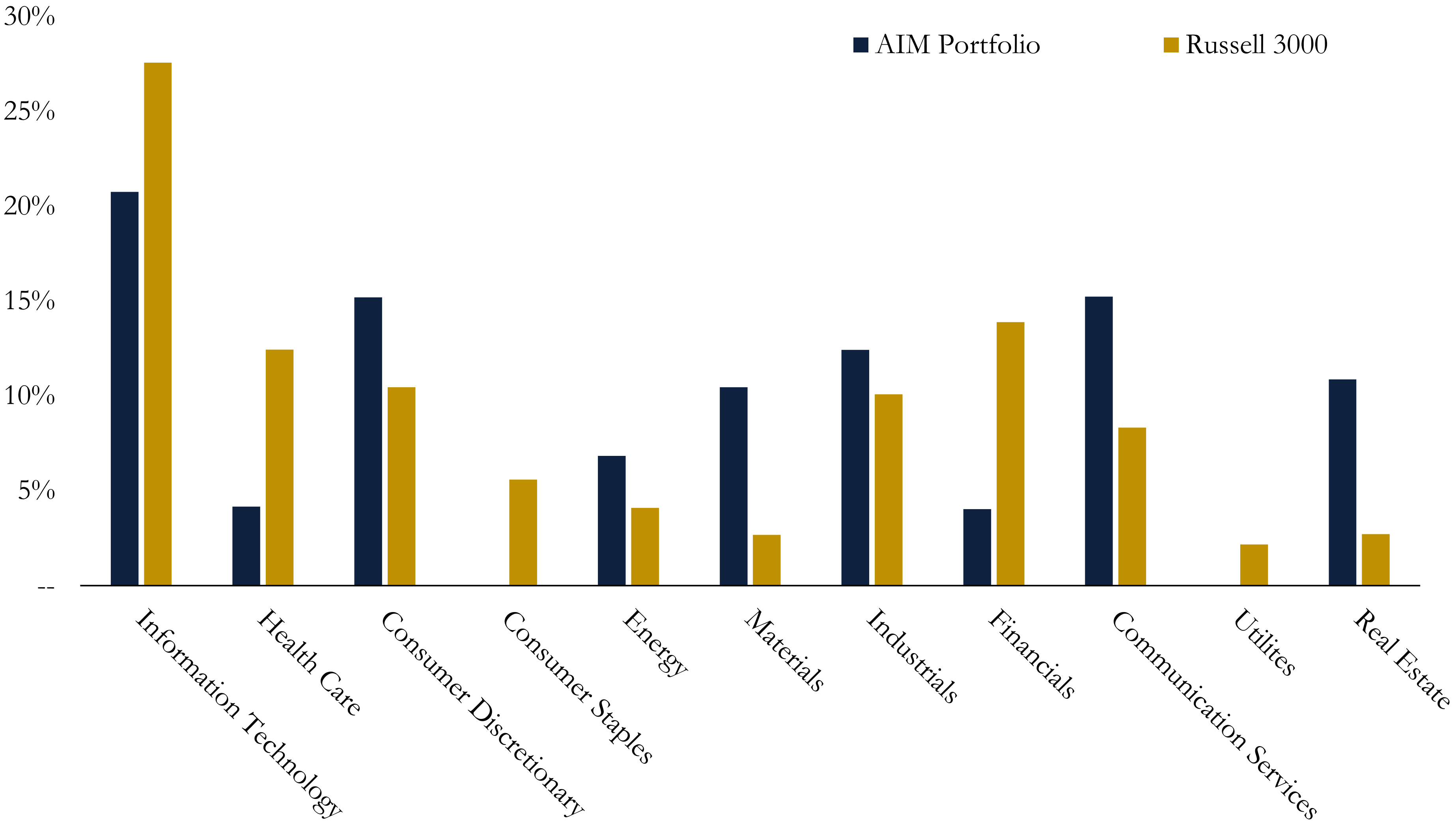
Portfolio Characteristics – Size & Fundamentals



Large cap: \$10-\$200 bn
Medium cap: \$2-\$10 bn
Small cap: \$0.3-\$2 bn

Mean market cap: \$375.5 bn
Median market cap: \$71.5 bn
Largest stock: \$3,128.3 bn
Smallest stock: \$0.4 bn

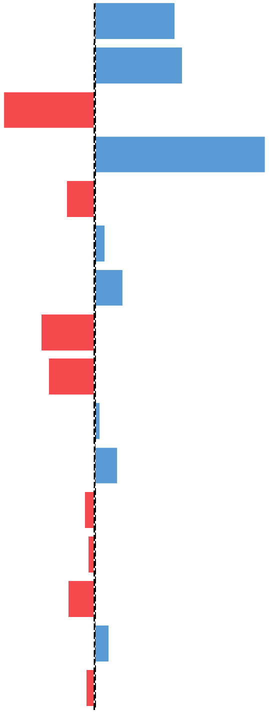
Inherited Sector Weights vs. Benchmark



Sector Attribution Analysis

PERFORMANCE ATTRIBUTION VS BENCHMARK (RUSSELL 3000)

Prior 6 Months	Portfolio		Russell 3000		Performance Attribution				
Type/Sector	Weight	Returns	Weight	Returns	Allocation	Selection	Net	Negative	Positive
Total	100.00	24.66	100.00	23.30	2.15	(0.79)	1.36		
Equity	99.54	24.81	100.00	23.30	2.28	(0.79)	1.49		
US Equity	91.70	21.56	100.00	23.30	(0.78)	(0.79)	(1.57)		
Non-U.S. Equity	7.85	55.39	---	---	3.06	0.00	3.06		
Communication Services	15.51	22.36	8.13	27.36	0.30	(0.78)	(0.48)		
Consumer Discretionary	13.15	21.29	10.68	19.47	(0.06)	0.20	0.14		
Consumer Staples	1.18	---	5.84	13.75	0.44	0.03	0.47		
Energy	6.39	(0.14)	4.26	5.70	(0.06)	(0.84)	(0.91)		
Financials	4.18	21.96	13.57	28.61	(0.49)	(0.28)	(0.77)		
Health Care	6.75	21.62	12.81	16.30	0.21	(0.15)	0.05		
Industrials	13.92	28.62	9.81	26.17	0.00	0.38	0.38		
Information Technology	17.25	32.47	27.09	30.90	(0.59)	0.44	(0.15)		
Materials	4.19	18.63	2.68	19.29	(0.06)	(0.03)	(0.09)		
Real Estate	9.18	35.56	2.86	16.80	(0.70)	0.26	(0.44)		
Utilities	---	---	2.28	13.91	0.22	0.00	0.22		
Cash & Temporary	0.46	2.62	---	---	(0.13)	---	(0.13)		



Selection → AIM portfolio returns for that segment versus benchmark performance

Example: Positive selection for Information Technology

Allocation → Weighting of a sector versus performance relative to the benchmark

Example: Positive attribution for Consumer Staples, as AIM is underweight a sector that underperformed the overall benchmark performance

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Final Portfolio Decisions

Held 14 Positions from the Inherited Portfolio

Sold 11 Positions from the Inherited Portfolio

Ticker	AIM 58 Inherited Portfolio Name	YTD
ABG	Asbury Automotive Group, Inc.	(4.38%)
ADSK	Autodesk, Inc.	(11.08%)
AMT	American Tower Corporation	(19.94%)
AMZN	Amazon.com, Inc.	14.93%
CLMT	Calumet Specialty Products Partners, L.P.	(16.17%)
EPD	Enterprise Products Partners L.P.	11.54%
GOOGL	Alphabet Inc.	10.31%
MA	Mastercard Incorporated	7.09%
MCD	McDonald's Corporation	(7.75%)
MSFT	Microsoft Corporation	6.33%
SHW	The Sherwin-Williams Company	(1.69%)
SYK	Stryker Corporation	8.92%
TSM	Taiwan Semiconductor Manufacturing Co	23.18%
VZ	Verizon Communications Inc.	10.98%
BBW	Build-A-Bear Workshop, Inc.	23.45%
BL	BlackLine, Inc.	(8.12%)
CARG	CarGurus, Inc.	(8.11%)
EQIX	Equinix, Inc.	(6.67%)
FLR	Fluor Corporation	0.10%
LYV	Live Nation Entertainment, Inc.	(3.89%)
PLD	Prologis, Inc.	(21.79%)
PRM	Perimeter Solutions, SA	52.61%
URI	United Rentals, Inc.	9.85%
VRSK	Verisk Analytics, Inc.	(6.69%)
WDAY	Workday, Inc.	(8.64%)

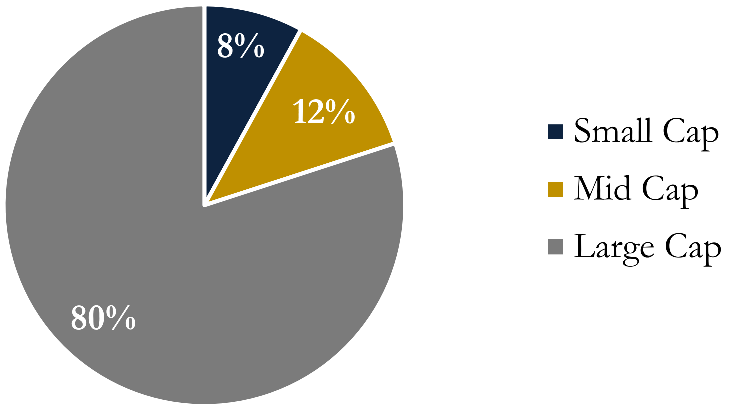
Ticker	AIM 58 Evaluated Portfolio Name	YTD
AESI	Atlas Energy Solutions Inc.	30.94%
ATR	AptarGroup, Inc.	13.07%
CLH	Clean Harbors, Inc.	11.00%
DT	Dynatrace, Inc.	(16.99%)
KVUE	Kenvue Inc.	(8.12%)
NFLX	Netflix, Inc.	14.00%
PWR	Quanta Services, Inc.	12.76%
PYPL	PayPal Holdings, Inc.	1.47%
STZ	Constellation Brands, Inc.	8.23%
SYY	Sysco Corporation	6.29%
VSEC	VSE Corporation	17.33%
ALHC	Alignment Healthcare, Inc.	(39.61%)
DIS	The Walt Disney Company	24.72%
EAT	Brinker International, Inc.	4.75%
ELF	e.l.f. Beauty, Inc.	8.58%
HII	Huntington Ingalls Industries, Inc.	5.10%
INTC	Intel Corporation	(31.74%)
KNF	Knife River Corporation	13.93%
MANH	Manhattan Associates, Inc.	5.12%
MBUU	Malibu Boats, Inc.	(37.10%)
NVDA	NVIDIA Corporation	53.88%
PII	Polaris Inc.	(7.13%)
ULTA	Ulta Beauty, Inc.	(15.61%)

11 Stocks Added to the Portfolio by AIM 58

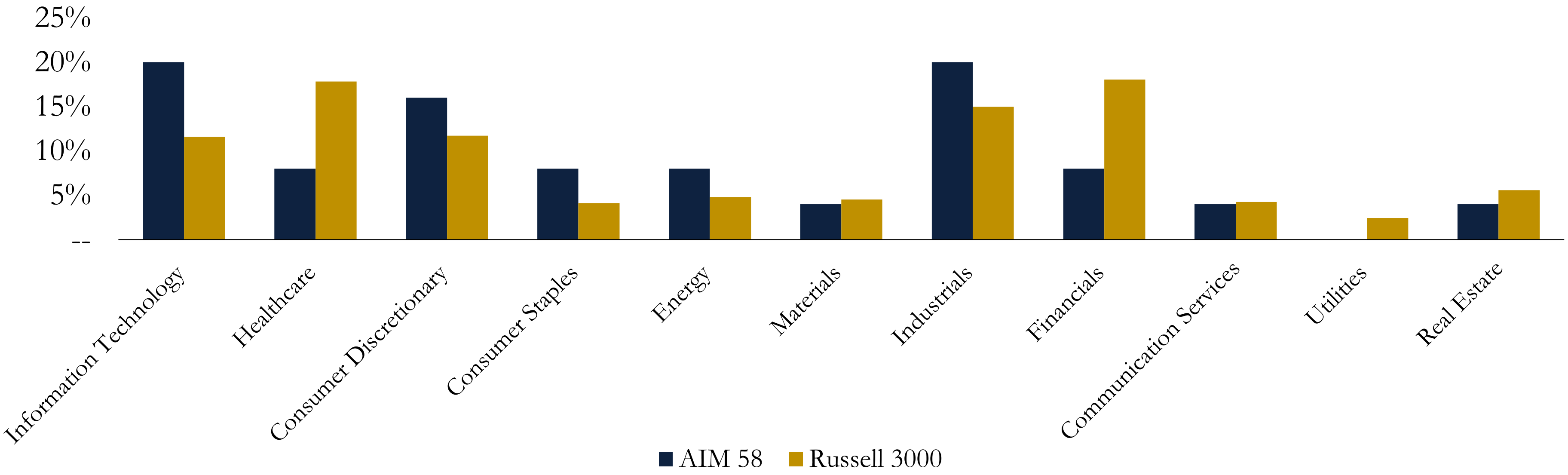
12 Other Evaluated Stocks

Portfolio Breakdown

AIM LVIII Sector Allocation



AIM LVIII Sector Allocation



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Breakout Rooms

Breakout Room 1: Mendoza 133

- Jacob Benedict
- Kristen Bitterly Michell
- Patty Brady
- Will Brennan
- Shane Corwin

Breakout Room 2: Mendoza 134

- Mike Carroll
- Kelly Cornelis
- Mark Dumich
- Megan Piersma
- Lizzie Reed

Breakout Room 3: Mendoza 158

- Kevin Casey
- Colleen Coen
- Jason Reed
- John Rudolph
- Joe Sweeney

Breakout Room 4: Mendoza 162

- Jason King
- Jessica Mattes
- Kristina Pierce
- Tom Schreier

Breakout Room 1

Analysts

Alex Boykas
American Tower,
Constellation Brands, Inc.

Fares Achkar
Sherwin-Williams, AptarGroup

Emily Krzeminski
Asbury Automotive Group,
e.l.f. Beauty

Simon Mariani
Live Nation, Brinker

Colin Morse
CarGurus, Alignment Healthcare

Nick Strider
Verisk Analytics, PayPal

Board Members & Faculty

Jacob Benedict

Kristen Bitterly Michell

Patty Brady

Will Brennan

Shane Corwin

Constellation Brands (NYSE: STZ)

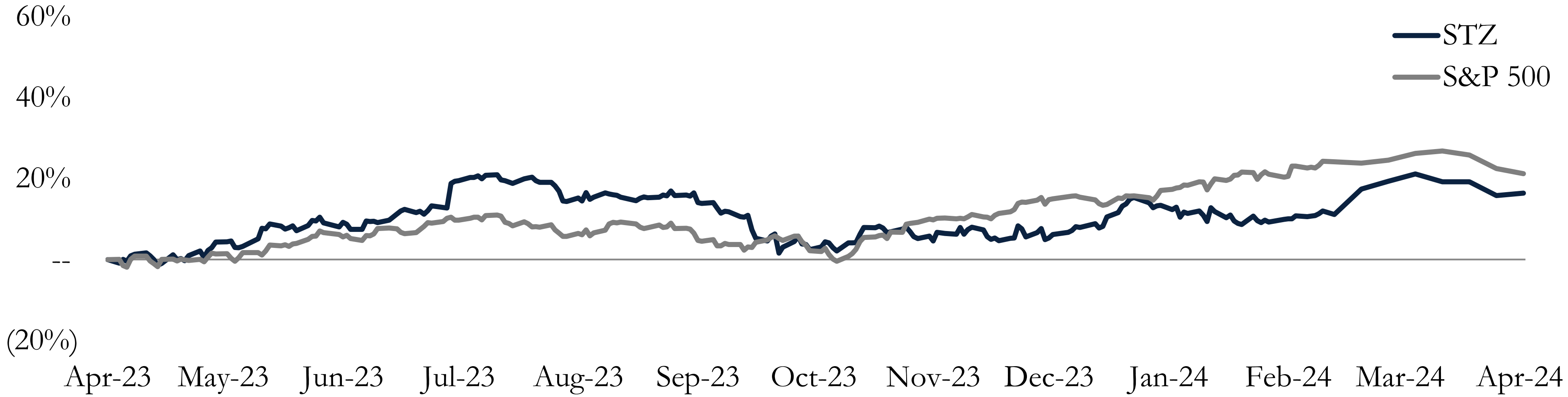
Company Overview

- Constellation Brands is a leading beer, wine & spirits marketer and producer operating primarily in the United States
- Its beer segment is lead by stalwart brand names like Modelo & Corona
- Wine & Spirits segment is undergoing a strategic overhaul and remains an underperformer for the business

Selected Financial Data

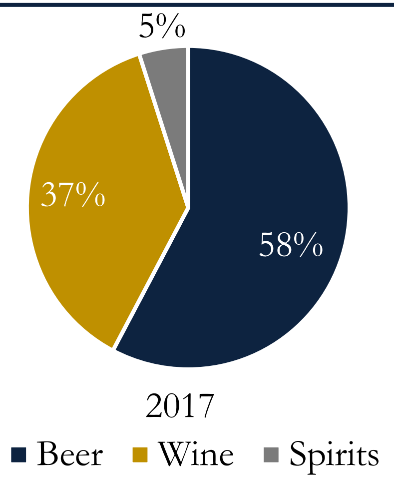
Share Price (as of April 22, 2024)	$259.74
Enterprise Value	$59.7 bn
FY2025E Revenue	$11.1 bn
FY2025E EPS	$13.30
Forward P/E	19.5x
Forward EV/EBIT	18.6x
Dividend Yield	1.4%

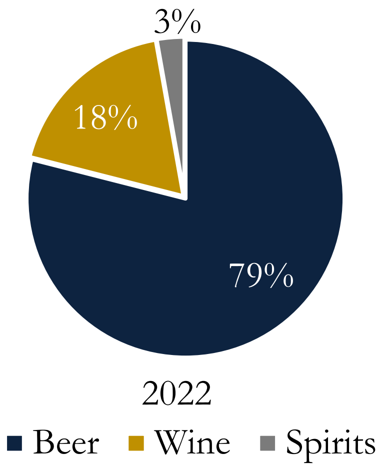
One-Year Share Price Performance (% Change since April 22, 2023)



A Margin Story Worth Drinking To

Changing Demands Shift Product Mix





Dominant Beer Margins Show Efficient Segment

	EBIT Margin	Number of Brands	SKUs
Constellation Brands	39%	5	150
ANHEUSER-BUSCH	24%	100	1500+
MOLSON COORS beverage company	14%	50	750+

+ $4 bn

Planned capex, primarily for efficiency and capacity upgrades over the next three years

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	40.0%	$185.52-$323.33	$273.71
Discounted Cash Flow - Exit Multiple	15.0%	$210.11-$350.61	$307.57
Comparable Companies - EV/EBIT	15.0%	$275.72-$367.59	$318.68
Comparable Companies - P/E	20.0%	$284.78-$393.11	$334.69
Dividend Discount Model	10.0%	$198.58-$270.92	$256.08
Intrinsic Value per Share			**$296.01**
Current Share Price (as of April 22, 2024)			$260.70
Upside/(Downside) to Current			**13.5%**

- ✓ Best-in-class operating margins in the beer segment with overwhelming product shift to that segment
- ✓ Positive positioning for future trend capture
- ✗ Wine & Spirits segment remains in strategic overhaul and lags behind the beer segment significantly

AptarGroup, Inc. (NYSE: ATR)

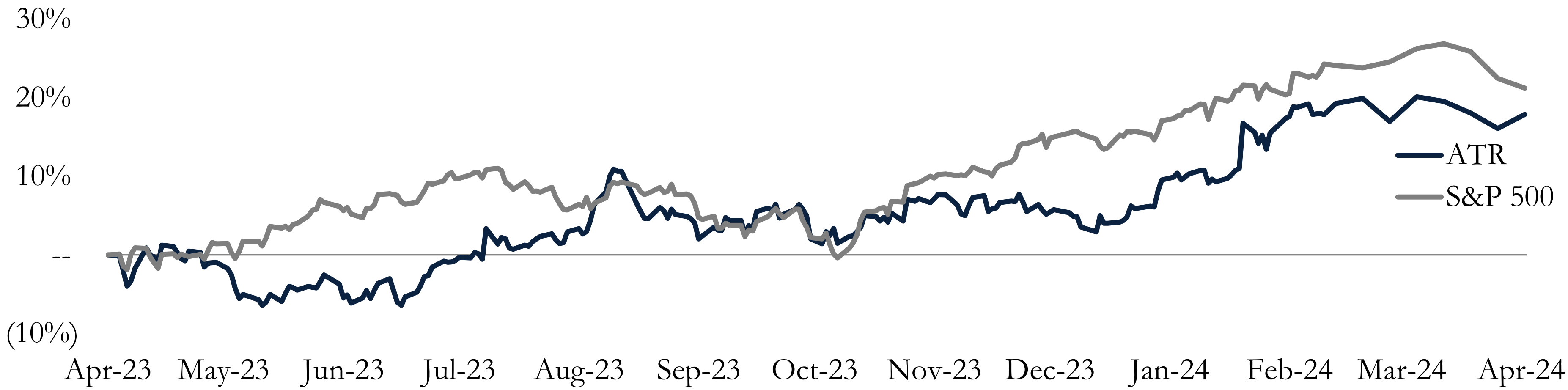
Company Overview

- Aptar is a global leader in drug and consumer product dosing, dispensing and protection technologies to many end markets
- The company operates through three operating segments: Aptar Pharma, Aptar Beauty, and Aptar Closures
- Aptar has been able to uniquely position itself by having 50 manufacturing facilities in 20 countries, combining a commoditized legacy business with a newer, proprietary Pharma segment backed by IP

Selected Financial Data

Share Price (as of April 22, 2024)	$140.32
Enterprise Value	$10.2 bn
FY2025E Revenue	$3.9 bn
FY2025E EPS	$5.74
Forward P/E	26.9x
Forward EV/EBITDA	13.4x
Dividend Yield	1.2%

One-Year Share Price Performance (% Change since April 22, 2023)



Pharma is the Key to Aptar's Success

Powered by Key Secular Megatrends

Accelerated Growth in Biologics, GLP-1 Drugs

Increasing Rate of Nasal Drug Delivery Conversion (Naloxone)

Worsening Allergy Season: 30 days longer vs. 1990

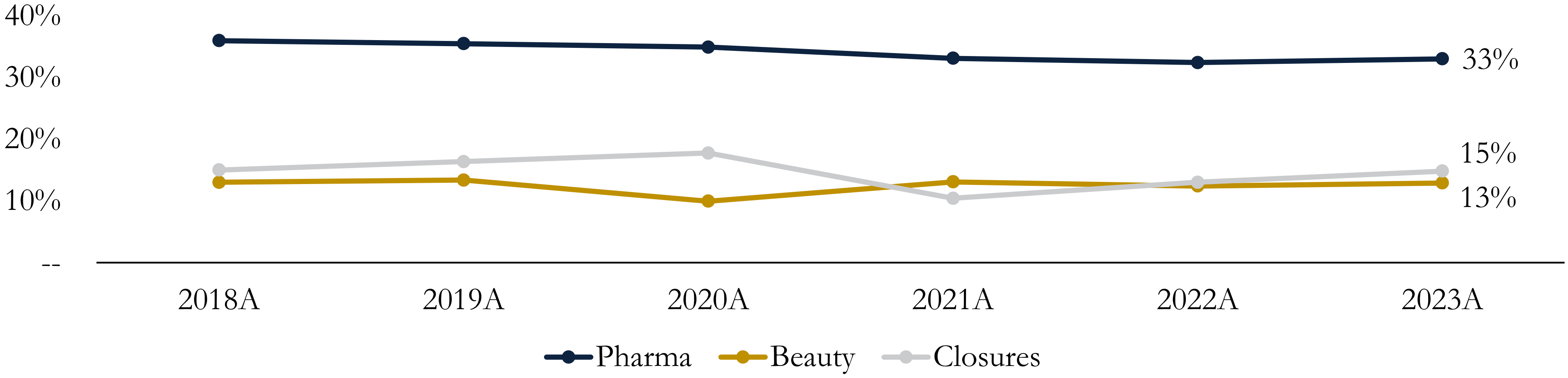
High Switching Costs

"Once a drug gets the FDA approval, **the packaging is locked in**. It is rare to see changes because you would **need to get re-approved**, which takes months"

Daniel Windoff (ND '21 MBA)

Analyst, Cambiar Investors

Different EBITDA Margin Profile



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$77.50-$142.80	$119.90
Discounted Cash Flow - Exit Multiple	45.0%	$131.30-$201.60	$177.40
Comparable Companies - EV/EBITDA	10.0%	$137.50-$171.20	$156.40
Comparable Companies - P/E	10.0%	$125.70-$175.00	$152.20
Comparable Companies - EV/Revenue	10.0%	$113.20-$178.60	$170.60
Sum-of-the-Parts	10.0%	$149.00-$192.10	$186.10
Intrinsic Value per Share			**$164.00**
Current Share Price (as of April 22, 2024)			$140.32
Upside/(Downside) to Current			**16.9%**

- ✓ Unique "Hybrid" position within the Paper and Packaging Industry
- ✓ Aptar Pharma to benefit from key megatrends driving strong growth
- ✓ As Pharma grows, gradual shift in margins profile, earnings acceleration and multiple expansion

e.l.f. Beauty, Inc. (NYSE: ELF)

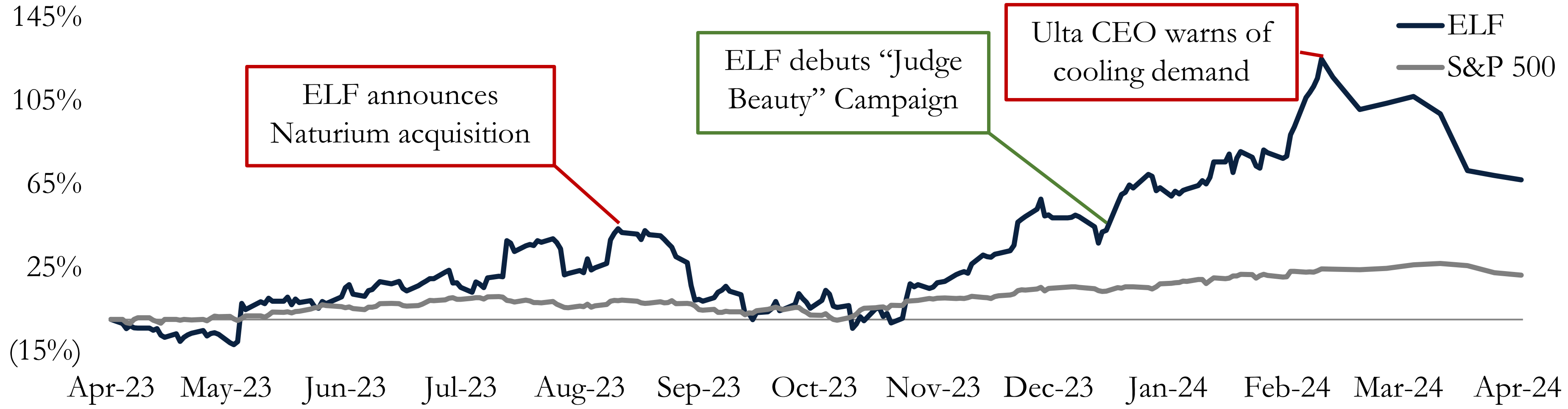
Company Overview

- e.l.f. Beauty, Inc. is one of the fastest growing beauty brands in the world
- ELF operates in two main segments: color cosmetics, which includes lipsticks and foundations, and skincare, which includes cleansers and serums
- The company's moat lies in its disruptive marketing engine, which has driven brand recognition, and robust supply chain used to create "dupes"

Selected Financial Data

Share Price (as of April 22, 2024)	$161.46
Enterprise Value	$8.7 bn
FY2024E Revenue	$1.0 bn
FY2024E EPS	$2.53
Forward P/E	45.8x
Forward EV/EBITDA	51.4x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



ELF announces Naturium acquisition

ELF debuts "Judge Beauty" Campaign

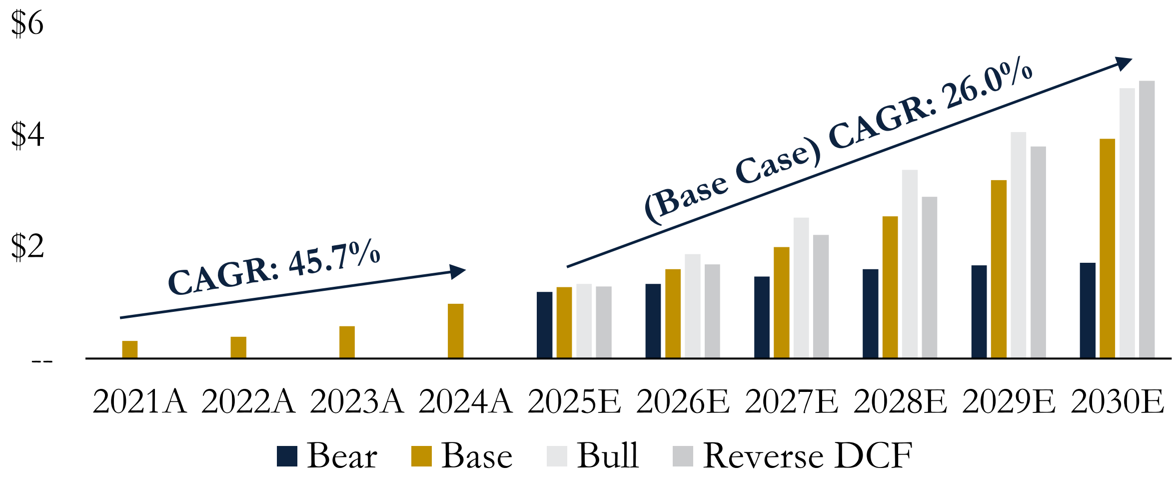
Ulta CEO warns of cooling demand

Best-in-Class Comes at a Cost

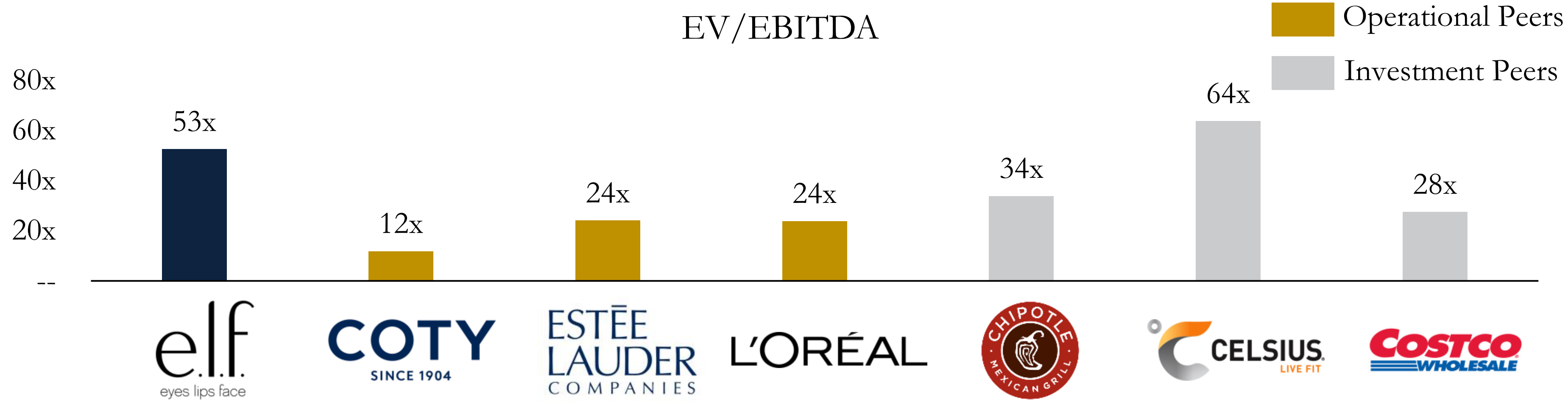
"Duping" Strategy

ELF ($)	$14	$7	$10	$14
Prestige ($$)	$49	$23	$38	$38

Revenue by Case ($ bn)



Expensive Relative to Peers



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	32.5%	$70.40-$230.29	$158.47
Discounted Cash Flow - Exit Multiple	32.5%	$153.19-$424.33	$305.51
Comparable Companies - EV/EBITDA	15.0%	$110.15-$166.25	$146.96
Comparable Companies - P/E	15.0%	$133.75-$293.66	$215.66
Precedent Transactions	5.0%	$65.03-$82.80	$72.78
Intrinsic Value per Share			**$208.82**
Current Share Price (as of April 22, 2024)			$161.46
Upside/(Downside) to Current			**29.3%**

- ✓ ELF is a best-in-class cosmetics company that will continue growing its product franchises and adapting to what its consumers want to see next, turning products around quick with its efficient supply chain
- ✗ It is difficult to tell how long ELF's explosive growth will last
- ✗ In an industry where so much growth is inorganic, ELF's valuation may be depressed later on, even if the company grows more similar to its "investment" peer set

Brinker International (NYSE: EAT)

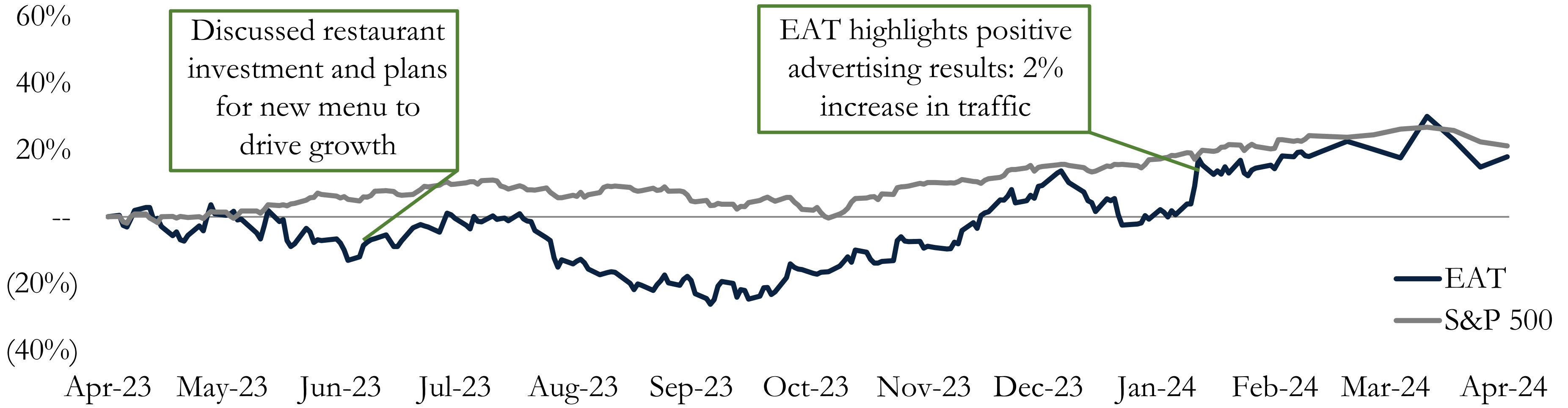
Company Overview

- Multinational hospitality company that owns two restaurant chains: Chili's and Maggiano's
- Locations are primarily company-owned (72%) in the United States (77%) and are Chili's (97%)
- Kevin Hochman hired as CEO in 2022 has led to new strategy: 1) reinvestment into restaurant facilities, 2) advertising, and 3) investment into its employees; the same playbook used at Yum! Brands

Selected Financial Data

Share Price (as of April 22, 2024)	$46.21
Enterprise Value	$4.1 bn
FY2025E Revenue	$4.8 bn
FY2025E EPS	$4.09
Forward P/E	12.9x
Forward EV/EBITDA	6.8x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



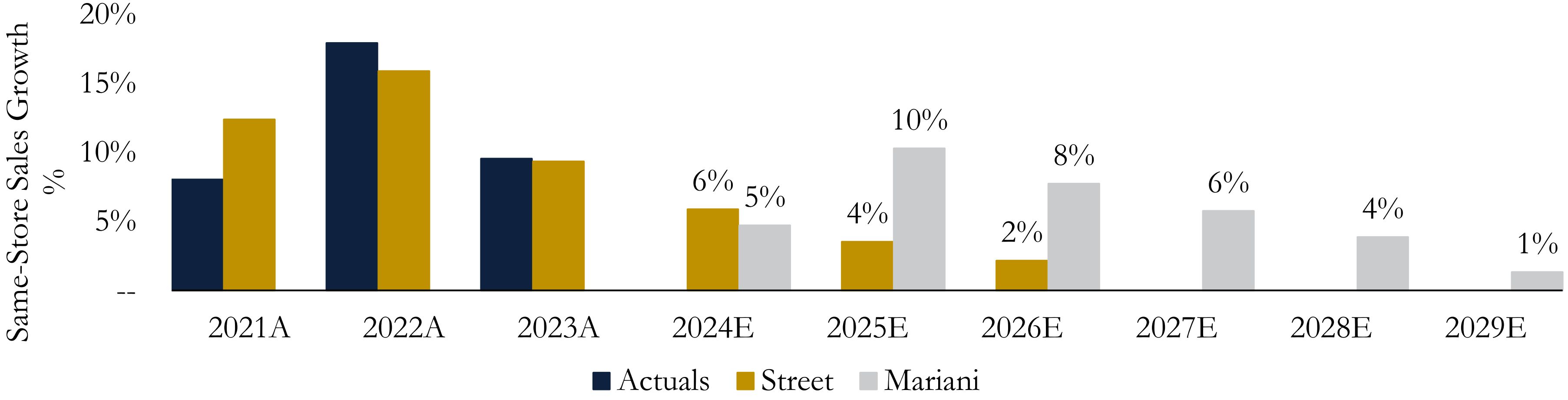
Discussed restaurant investment and plans for new menu to drive growth

EAT highlights positive advertising results: 2% increase in traffic

Source: Bloomberg, Capital IQ, Company Filings

Same-Store Sales Growth By Advertising

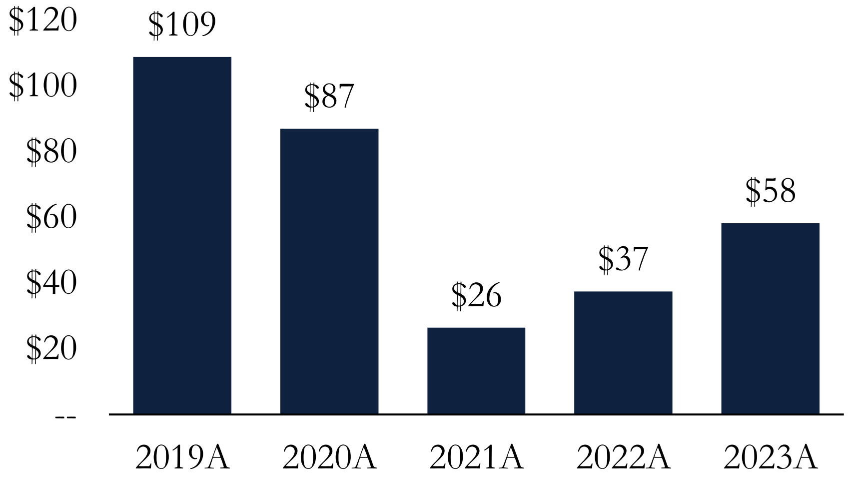
Same-Store Sales Growth Set to Improve



Advertising Campaign: "3 For Me" Deal

- Drink, appetizer, and entrée for set price highlighted in first TV campaign in over three years
- Traffic increase of 2% through Q2 2024, which has been offset by sales-mix impact
- Based on primary discovery, reliable customer base who has a go-to meal & few orders for "3 For Me"
- Management used FY 2024 to increase traffic and will use FY 2025 (and beyond) to increase sales-mix

Advertising ($ mm) has Room to Increase



Source: Bloomberg, Company Filings

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	45.0%	$22.00-$108.78	$60.26
Discounted Cash Flow - Exit Multiple	13.8%	$13.69-$87.98	$46.19
Comparable Companies - EV/EBITDA	13.8%	$53.35-$66.66	$52.82
Comparable Companies - P/E	13.8%	$31.75-$70.86	$46.69
Precedent Transactions	13.8%	$58.79-$129.21	$89.54
Intrinsic Value per Share			**$59.46**
Current Share Price (as of April 22, 2024)			$46.21
Upside/(Downside) to Current			**28.7%**

- ✓ Increased traffic from first advertising campaign in three years, which will continue moving forward
- ✓ Redeveloped menu and lack of in-store "3 For Me" meal advertising leads to positive sales-mix impact
- ✗ With effectively only Chili's, EAT trades at a lower multiple and is more susceptible to customer trends

Alignment Healthcare (NASDAQ: ALHC)

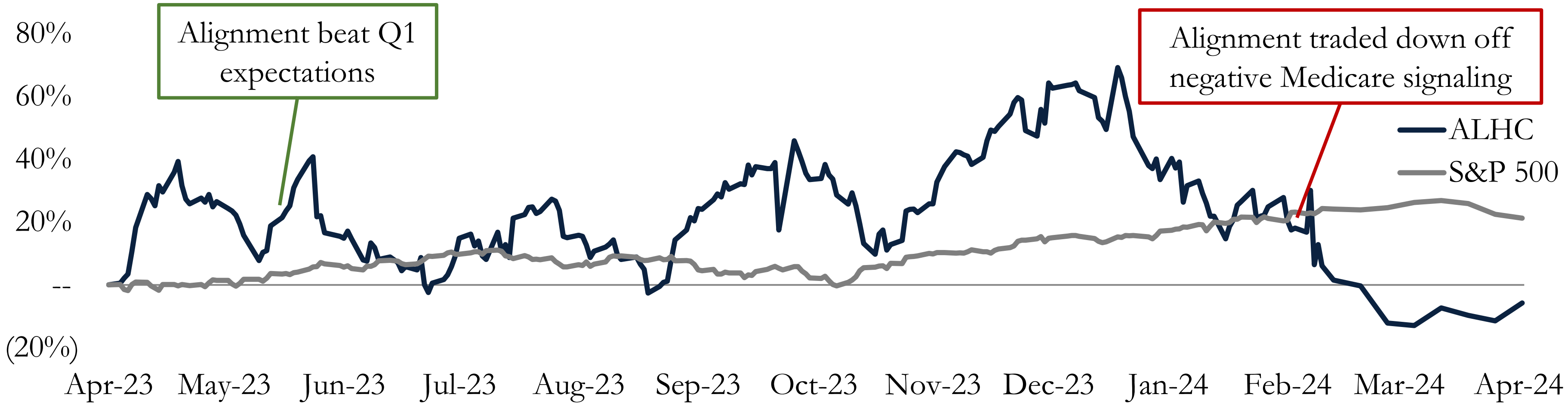
Company Overview

- Alignment Healthcare is a Medicare Advantage insurance provider operating primarily in the Western United States
- Alignment has seen rapid growth in recent years due to their leading benefits package
- Alignment is defined by their emphasis on preventative medicine and their tech-enabled approach to treatment

Selected Financial Data

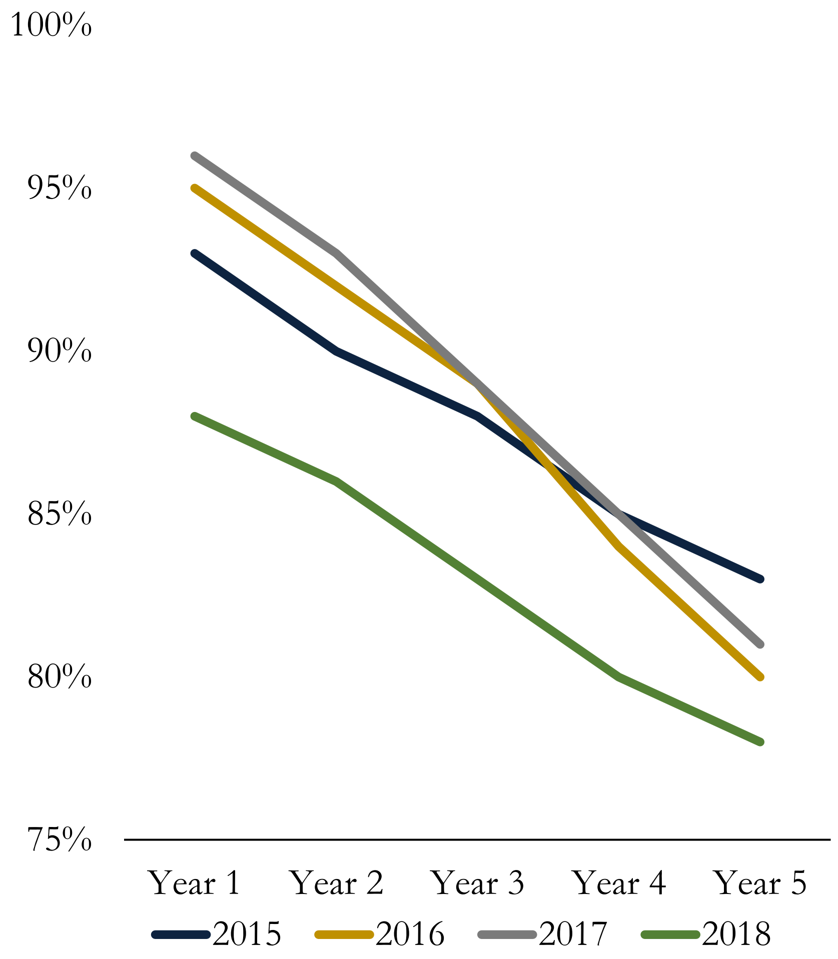
Share Price (as of April 22, 2024)	$5.01
Enterprise Value	$1.0 bn
FY2025E Revenue	$3.1 bn
FY2025E EPS	($0.27)
Forward P/E	--
Forward EV/EBITDA	--
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

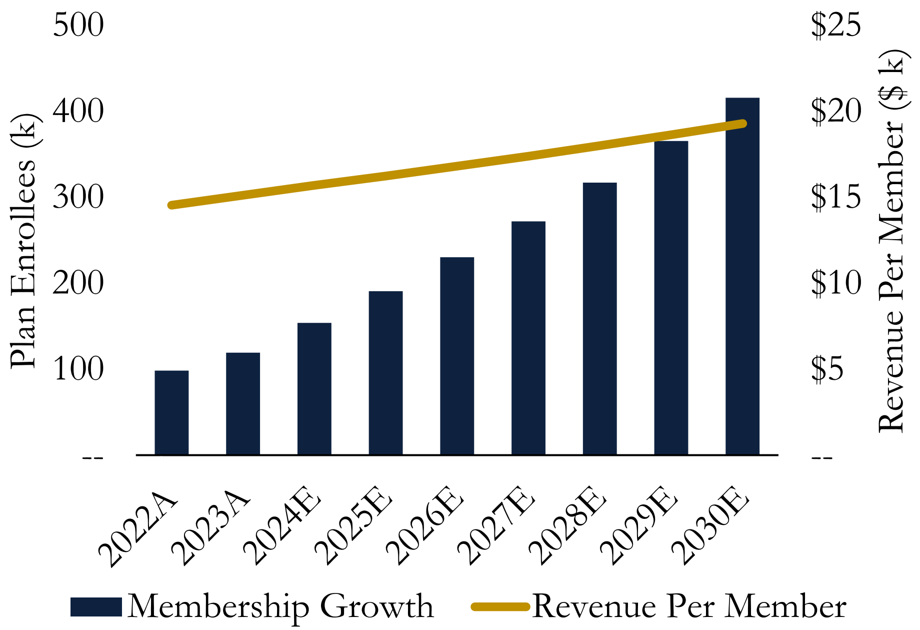


Defined by Growth

MLR by Starting Year Cohort



Plan Enrollees and Revenue Per Member



Analyst Concerns

- Upside potential is predicated on Alignment expanding outside of core California marketplace
- Alignment is extremely reliant on federal level Medicare spending policies
- Market accurately captures Alignment's intrinsic value, AIM would be betting on business success

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	40.0%	\$1.10-\$9.52	\$5.56
Discounted Cash Flow - Exit Multiple	40.0%	\$1.27-\$9.45	\$5.28
Comparable Companies - EV/EBITDA	0.0%	\$0.99-\$1.95	\$1.39
Comparable Companies - EV/Revenue	5.0%	\$3.97-\$6.51	\$5.27
Economic Value Added	15.0%	\$1.11-\$6.57	\$3.75
Intrinsic Value per Share			**\$5.16**
Current Share Price (as of April 22, 2024)			\$5.01
Upside/(Downside) to Current			**2.9%**

- ✓ Differentiated consumer offering with sustainable moat
- ✗ High model reliance on chosen discount rate, low confidence in WACC assumptions
- ✗ Execution risk surrounding management's ability to expand outside of California

PayPal Holdings, Inc. (NASDAQ: PYPL)

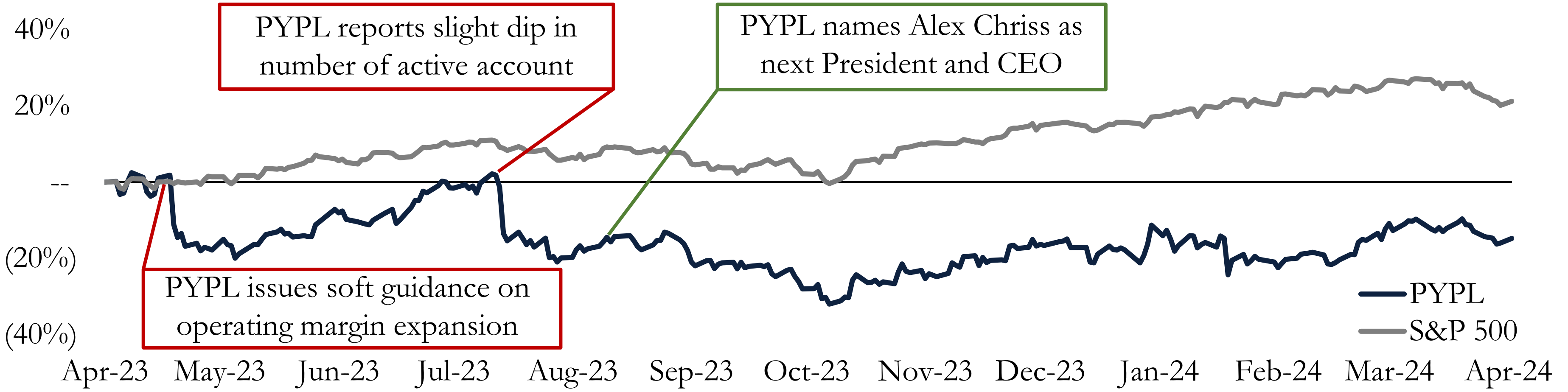
Company Overview

- PayPal Holdings, Inc. (NASDAQ: PYPL) is a **leading digital payments company**
- It operates a **technology platform that enables digital payments** on behalf of merchants and consumers worldwide
- **Operating in more than 200 markets**, PYPL provides transaction solutions under its brands, including **PayPal, Venmo, Braintree**, and more
- The company was founded in 1998 and is headquartered in San Jose, CA

Selected Financial Data

Share Price (as of April 22, 2024)	$63.19
Enterprise Value	$63.4 bn
FY2024E Revenue	$31.9 bn
FY2024E EPS	$5.14
Forward P/E	12.3x
Forward EV/EBITDA	8.7x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)


PYPL reports slight dip in number of active account

PYPL names Alex Chriss as next President and CEO

PYPL issues soft guidance on operating margin expansion

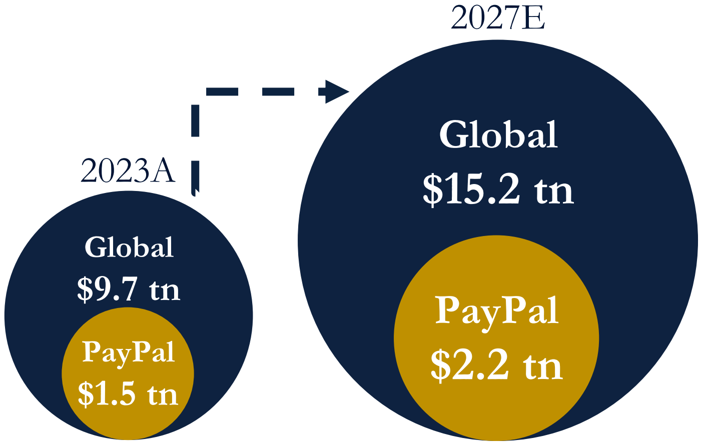
Source: Capital IQ, Company filings

A Growing Business at a Reasonable Price

PayPal

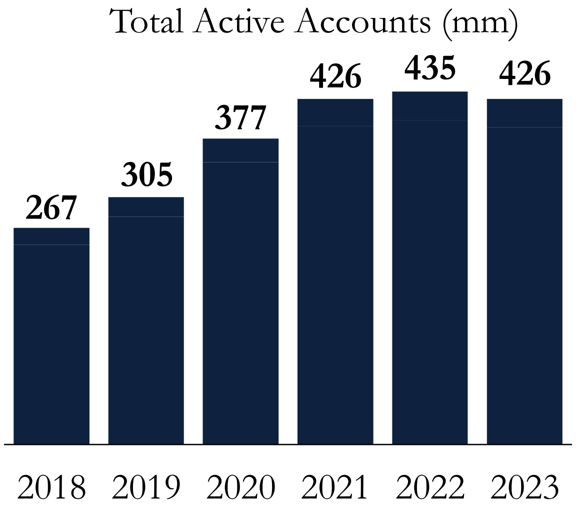
Expanding Digital Payment Volume

PayPal's growing share of global digital TPV



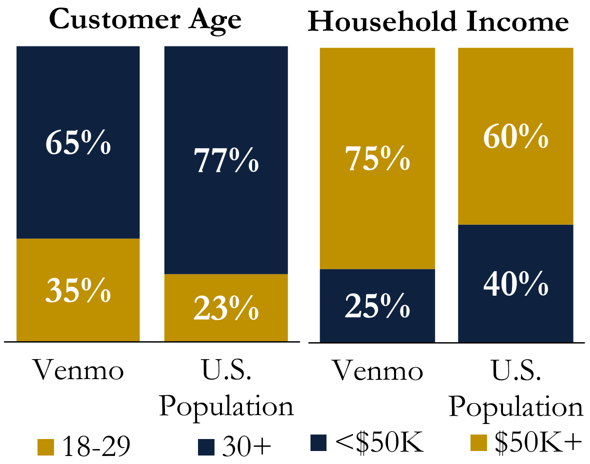
Strong Account Base & Network Effects

PayPal's active accounts increase network effects across its platform



Improving Monetization Of Venmo

Focused on improving monetization for key products, like Venmo



Expanding its Higher Growth PSP services

Strong TPV growth from its payment service provider (PSP) segment

Braintree
A PayPal Service

Zettle
by PayPal

chargehound

Source: Capital IQ, Statista Market Insights 2023, PayPal IR, Company filings, US 2019 Census data

Final Valuation & Recommendation

PayPal

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	25.0%	$70.40-$96.00	$83.10
Discounted Cash Flow - Exit Multiple	25.0%	$68.40-$92.40	$88.30
Comparable Companies - EV/EBITDA	22.5%	$79.30-$85.10	$82.20
Comparable Companies - P/E	22.5%	$76.20-$86.90	$81.50
Comparable Companies - EV/Revenue	5.0%	$117.90-$135.10	$126.40
Intrinsic Value per Share			**$86.00**
Current Share Price (as of April 22, 2024)			$63.19
Upside/(Downside) to Current			**36.1%**

- ✓ PayPal is positioned to capitalize on the rapidly expanding digital economy with its first-mover advantage, strong brand recognition, and compelling network effects
- ✓ Refreshed management is focused on improving overall profitability and monetization for Venmo
- ✓ Attractive valuation, effectively pricing in zero growth, under appreciating PayPal's scale and network effects

BREAKOUT ROOM 1 APPENDIX

American Tower Corp (NYSE: AMT)

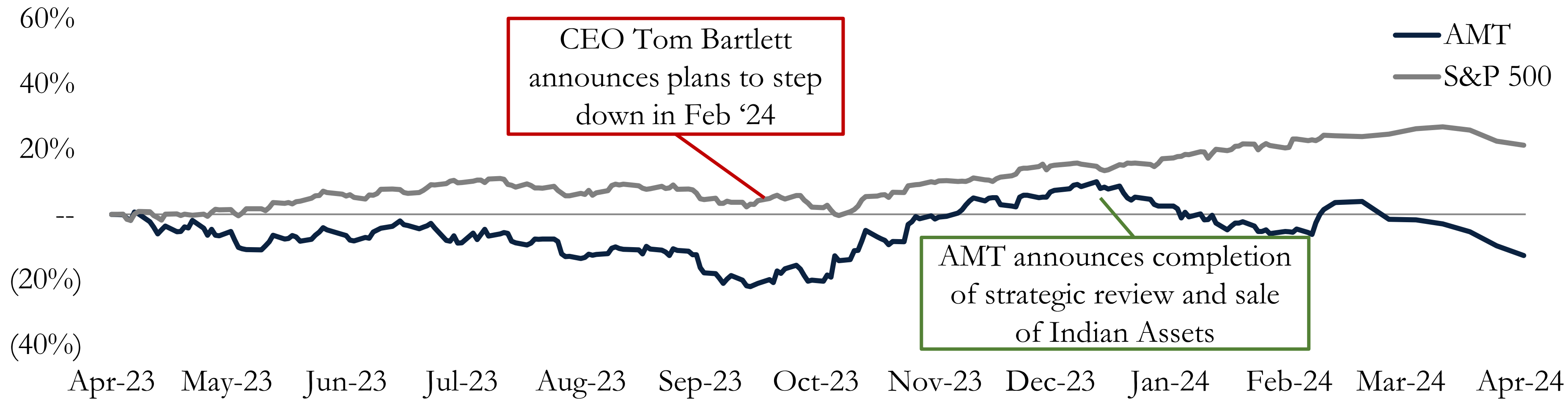
Company Overview

- American Tower is a leader in global wireless telecommunications infrastructure
- Four Geographic Segments: US & Canada, Latin America, Europe & Africa
- AMT rents space on their tower infrastructure to wireless telecommunications providers
- AMT provides upgrades to technology on towers for additional fees
- Headquartered in Boston, MA

Selected Financial Data

Share Price (as of November 28, 2022)	$172.30
Enterprise Value	$142.2 bn
FY2024E Revenue	$11.8 bn
FY2023E EPS	$7.50
Forward P/FFO	20.0x
Forward EV/EBITDA	14.2x
Dividend Yield	3.5%

One-Year Share Price Performance (% Change since April 22, 2023)

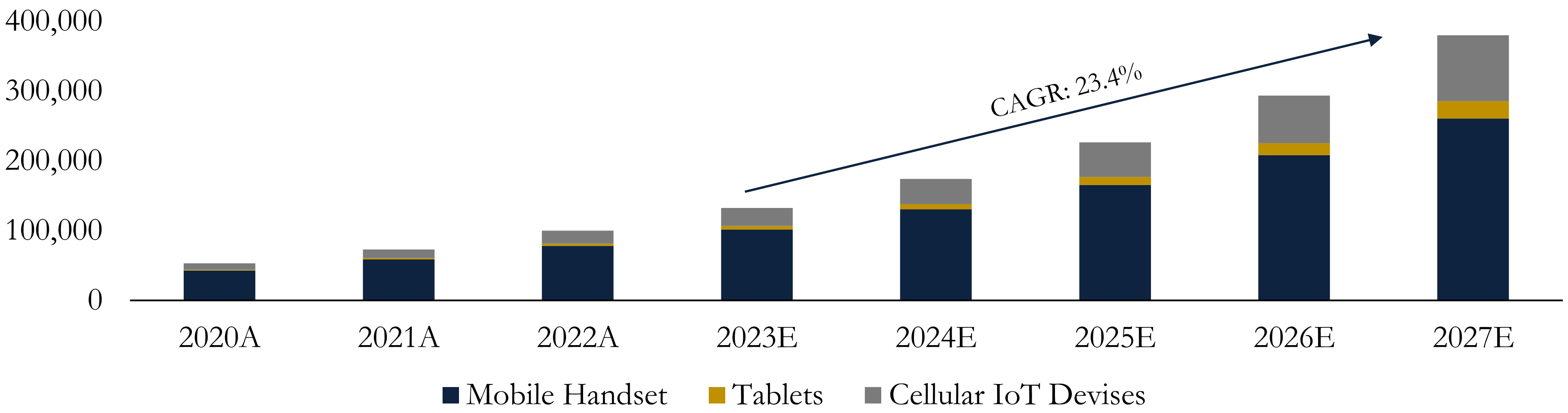


CEO Tom Bartlett announces plans to step down in Feb ‘24

AMT announces completion of strategic review and sale of Indian Assets

Scale Expansion

Mobile Data Usage Drives Demand For Infrastructure Coverage



Low Downside Opportunity for Int'l Growth

High single digit escalators cement predictable growth

Aftermarket parts and services benefit from a growing installed base and frequent maintenance

Growth 4G & 5G upgrades offer

US Operations Provide Strong Foundation

Annual 3% Price Escalators

30.4 % of Market Share

89% of Revenue Generated by Big 3

New Entrant, Dish, Provide Co-Location Oppo

Final Valuation & Recommendation

AMERICAN TOWER

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	60.0%	$151.50-$249.01	$213.79
Discounted Cash Flow - Exit Multiple	10.0%	$188.23-$291.07	$254.00
Comparable Companies - EV/EBITDA	5.0%	$134.83-$264.97	$176.98
Comparable Companies - P/FFO	5.0%	$147.82-$246.48	$205.08
Dividend Discount Model	20.0%	$207.77-$304.97	$267.28
Intrinsic Value per Share			**$226.24**
Current Share Price (as of April 22, 2024)			$172.30
Upside/(Downside) to Current			**30.4%**

✓ Vast Geographic footprint that allows them to deploy capital at greatest risk-adjusted value

✓ Very predictable cash flow growth mapped out for at least 5 years

✓ Incredibly sticky customer base and massive scale create a strong defensive position

The Sherwin-Williams Company (NYSE: SHW)

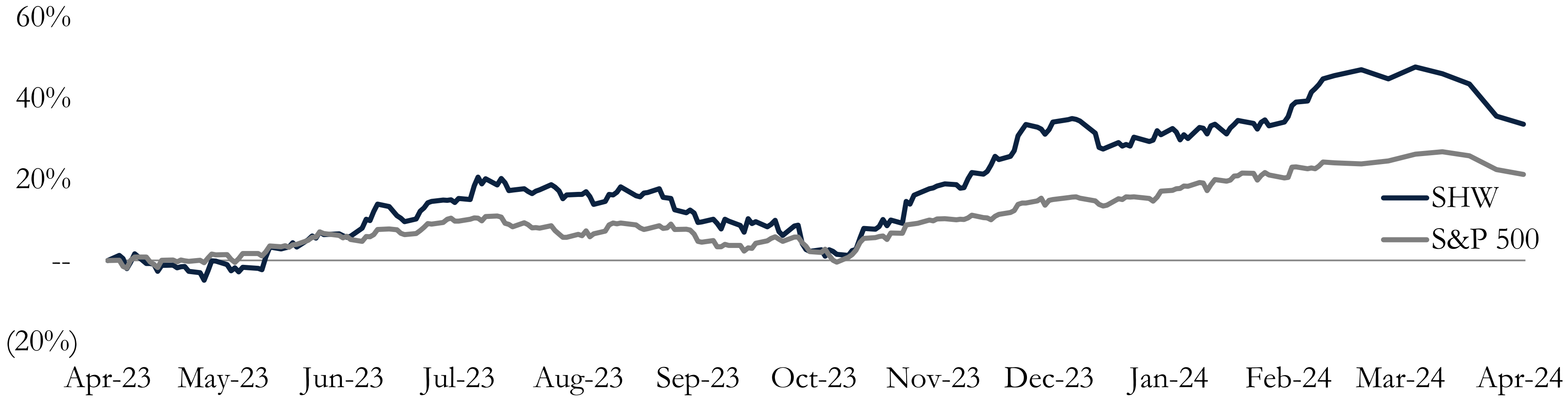
Company Overview

- Sherwin-Williams develops, manufactures, distributes, and sells paints and specialty coatings to professional, industrial, commercial, and retail customers worldwide
- The company employs over 64,000 people, operates over 5,000 stores, and maintains 136 distribution centers operating in over 120 countries
- Three Segments: Paint Stores Group (PSG), Consumer Brands Group (CBG) and Performance Coatings Group (PCG)

Selected Financial Data

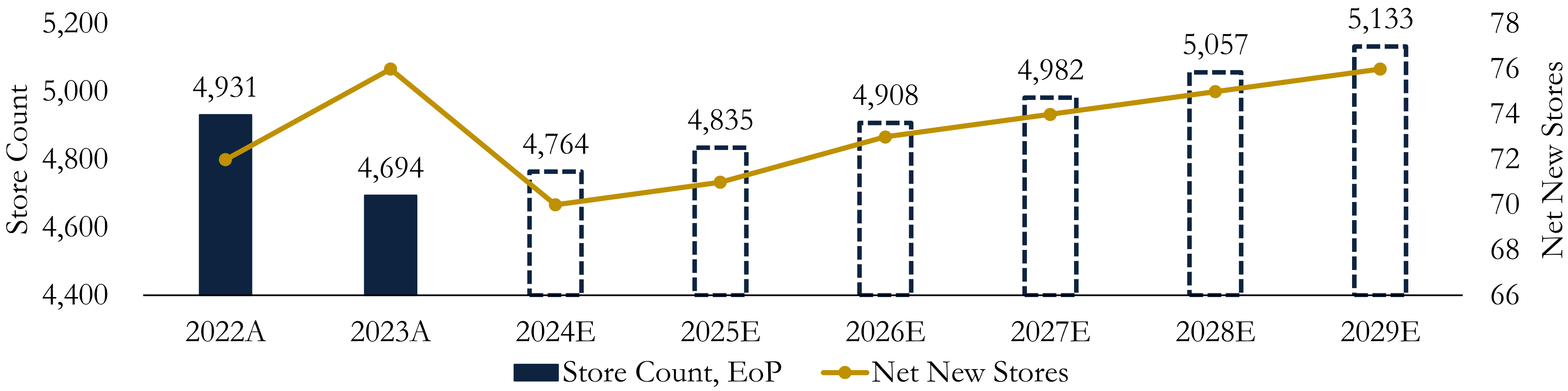
Share Price (as of April 22, 2024)	$309.26
Enterprise Value	$89.3 bn
FY2025E Revenue	$25.3 bn
FY2025E EPS	$13.63
Forward P/E	28.2x
Forward EV/EBITDA	20.5x
Dividend Yield	0.9%

One-Year Share Price Performance (% Change since April 22, 2023)



The Paint Store of Choice for Contractors

The Paint Stores Group Will Continue to Dominate



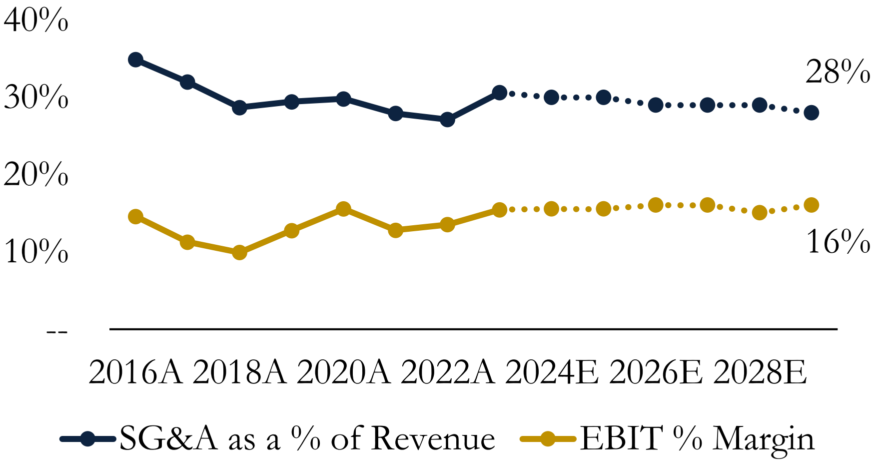
Unmatched Pros Segment

Patrick Eby
Co-Founder and CEO,
Brothers Colors Painting

"In this segment [with contractors] they're just unmatched… we use Sherwin-Williams for 90% of our paint jobs"

"Even when they raise prices, they remain cheaper than competitors and its only a small part of our expenses"

Leveraging SG&A



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$197.40-$385.40	$280.60
Discounted Cash Flows - Exit Multiple	45.0%	$297.10-$458.40	$361.60
Comparable Companies - EV/EBITDA	15.0%	$254.20-$345.50	$314.40
Comparable Companies - P/E	15.0%	$247.70-$351.50	$315.50
Comparable Companies - EV/Revenue	10.0%	$265.00-$286.80	$276.40
Intrinsic Value per Share			**$326.00**
Current Share Price (as of April 22, 2024)			$309.26
Upside/(Downside) to Current			**5.4%**

✓ Best-in-class company in the best position to capture renewed volume growth

✓ Proven compounder with a consistent, proven capital allocation strategy

✗ Valuation implies minimal upside to the current share price

Asbury Automotive Group, Inc. (NYSE: ABG)

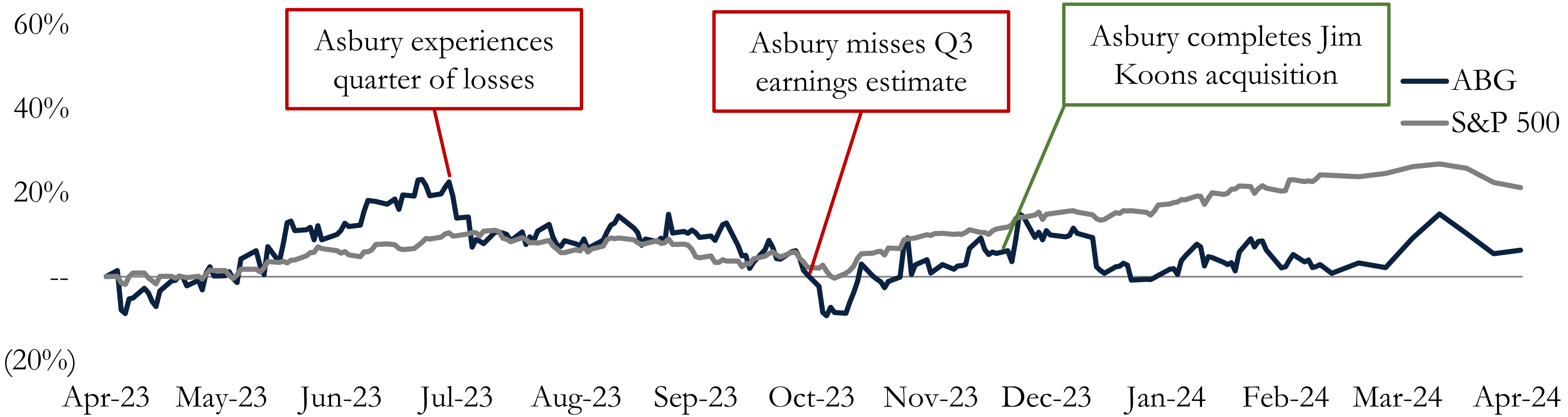
Company Overview

- Asbury Automotive Group, Inc. is one of the largest **automotive retailers** in the United States
- The Company owns 158 new car dealerships and 37 collision centers across 16 states
- Asbury strives to offer the most **guest-centric** experience possible with Clicklane, a 100% online vehicle retail tool and new Parts & Service software to make serving customers more efficient

Selected Financial Data

Share Price (as of April 22, 2024)	$216.86
Enterprise Value	$9.8 bn
FY2024E Revenue	$18.1 bn
FY2024E EPS	$31.67
Forward P/E	6.5x
Forward EV/EBITDA	6.7x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



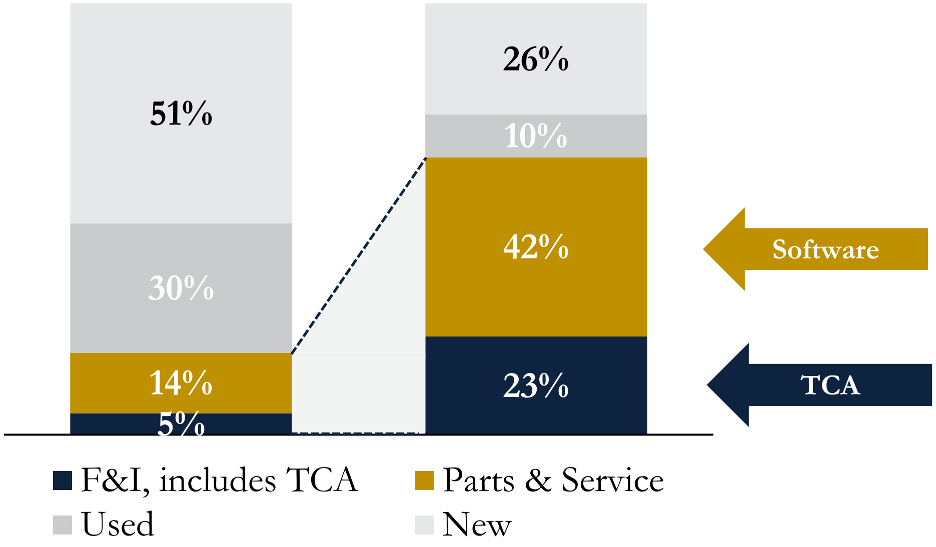
Asbury experiences quarter of losses

Asbury misses Q3 earnings estimate

Asbury completes Jim Koons acquisition

Superior Margins & Technology

Actively Growing High-Grossing Segments

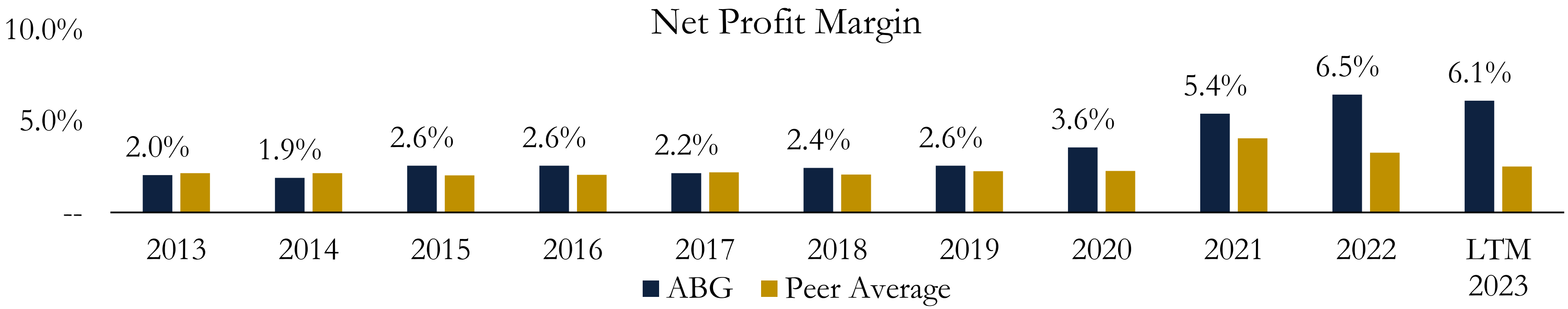


Technological Advancements

Created the automotive industry's first **100% online** retail tool

New exclusive partnership with Tekion who owns the first **cloud-native** platform serving the entire auto retail ecosystem

Higher Profitability Compared to Peers



Final Valuation & Recommendation

ASBURY AUTOMOTIVE GROUP

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$167.89-$332.49	$241.62
Discounted Cash Flow - Exit Multiple	30.0%	$237.40-$385.17	$300.50
Comparable Companies - EV/EBITDA	15.0%	$162.23-$281.41	$242.21
Comparable Companies - P/E	15.0%	$171.00-$245.73	$220.66
Sum-of-the-Parts	10.0%	$322.25-$342.31	$327.22
Intrinsic Value per Share			**$264.79**
Current Share Price (as of April 22, 2024)			$216.86
Upside/(Downside) to Current			**22.1%**

- ✓ The market is overweighting both future margin pressure post-COVID and sales disruptions caused by P&S software integration
- ✓ Both Clicklane and the EV tailwind provide a unbeatable new avenue for vehicle revenue
- ✓ Through software integration and the purchase of TCA, ABG is committed to making its highest grossing segments more efficient and will continue to drive their revenue

Live Nation, Inc. (NYSE: LYV)

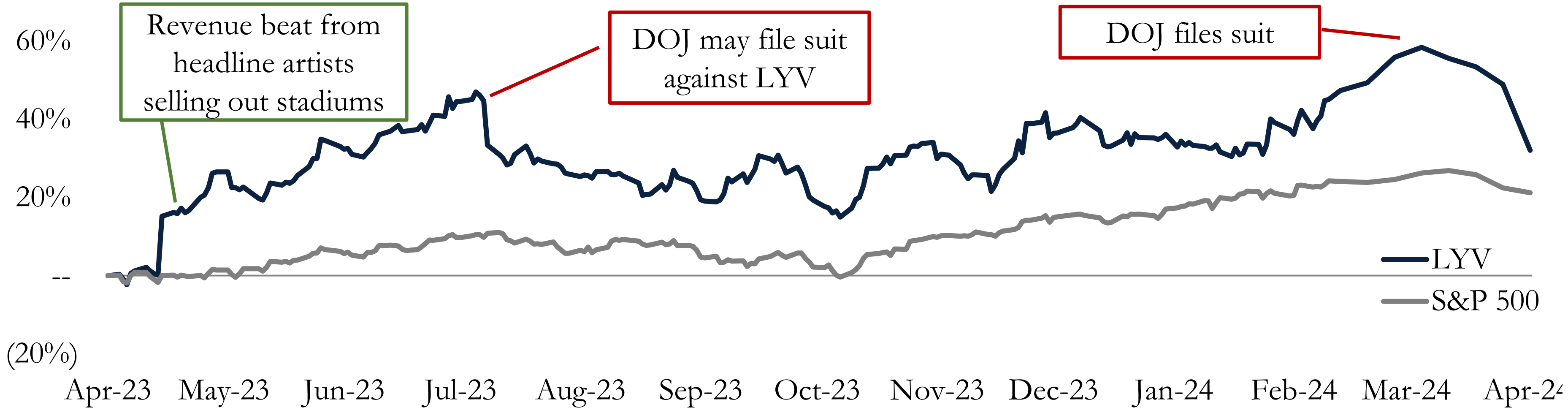
Company Overview

- Live Nation is the world's leading live entertainment company
- Vertically integrated with its Concerts & Promotion, Ticketing, and Sponsorship & Advertising segments connecting over 765 million fans in 49 countries during 2023
- Antitrust lawsuit filed against LYV for its market dominance that harms consumers: high fees, dynamic pricing, and poor customer experience

Selected Financial Data

Share Price (as of April 22, 2024)	$88.45
Enterprise Value	$23.0 bn
FY2024E Revenue	$24.4 bn
FY2024E EPS	$1.85
Forward P/E	50.0x
Forward EV/EBITDA	11.1x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Revenue beat from headline artists selling out stadiums

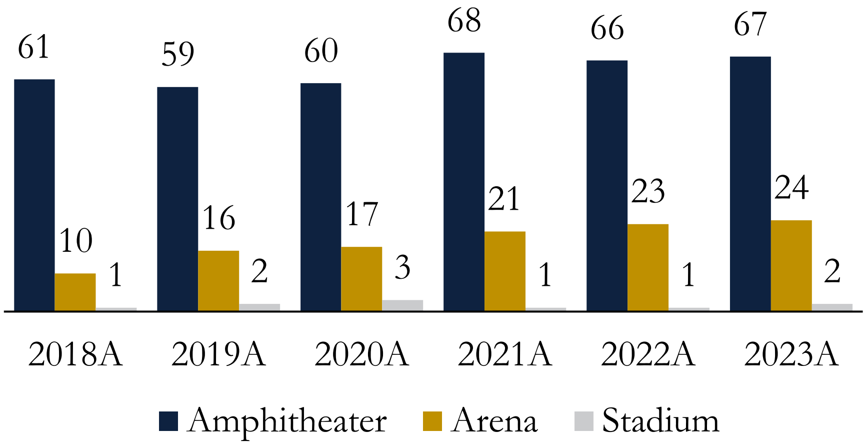
DOJ may file suit against LYV

DOJ files suit

Source: Bloomberg, Capital IQ, Company Filings

Concerts Growth Cannot Continue

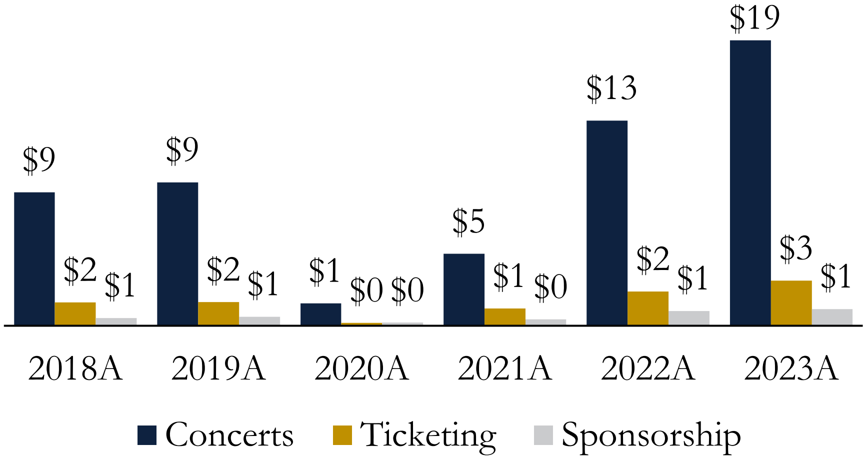
Number of High-Capacity Venues is Hardly Increasing



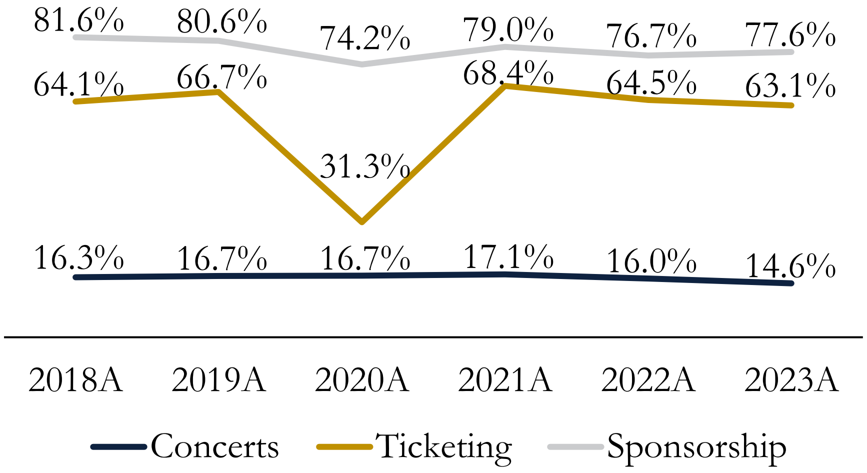
"Growth in amphitheater, arena and stadium fan count drove the majority of the increase in show attendance"

"In particular, there are a limited number of artists that can headline a major North American or global tour or who can sell out larger venues, including many of our amphitheaters."

Concerts Segment Fuels Revenue ($bn)



Artist Fees Drive Down Gross Margin %



Source: Company Filings

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	35.0%	$32.96-$141.86	$77.06
Discounted Cash Flow - Exit Multiple	25.0%	$29.91-$130.09	$70.50
Comparable Companies - EV/EBITDA	15.0%	$59.99-$105.82	$79.88
Comparable Companies - P/E	15.0%	$45.72-$102.75	$72.87
Precedent Transactions	10.0%	$49.01-$305.53	$157.62
Intrinsic Value per Share			**$83.27**
Current Share Price (as of April 22, 2024)			$88.45
Upside/(Downside) to Current			**(5.9%)**

- ✓ Operates with a 70%+ market share in the live entertainment industry as a result of vertical integration
- ✗ LYV has not increased the amount of high-capacity venues it operates needed for concerts growth
- ✗ Department of Justice's investigation into LYV will prevent further revenue and margin expansion

CarGurus, Inc. (NASDAQ: CARG)

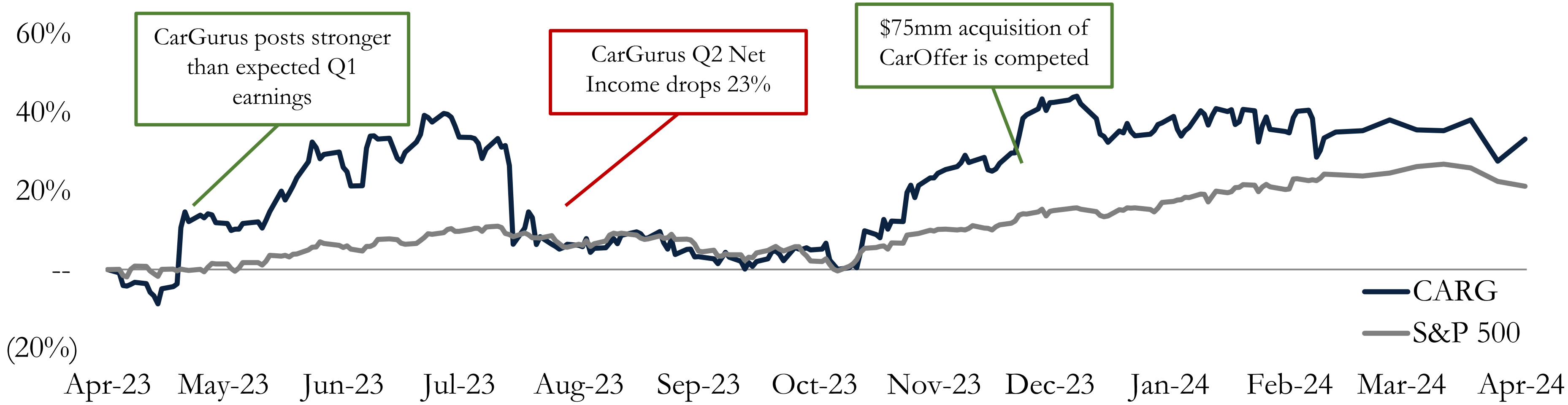
Company Overview

- CarGurus was founded in 2006 and is the world's largest online automotive marketplace
- The marketplace business offers dealerships leads and market data through tiered subscription packages while generating incremental ad revenue
- In 2021, CarGurus acquired CarOffer to evolve into a complete transaction-enabled marketplace offering dealer-to-dealer (D2D) and consumer-to-dealer (C2D) digital wholesale services

Selected Financial Data

Share Price (as of April 22, 2024)	$22.63
Enterprise Value	$2.3 bn
FY2025E Revenue	$1.2 bn
FY2025E EPS	$1.69
Forward P/E	16.28x
Forward EV/EBITDA	15.7x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



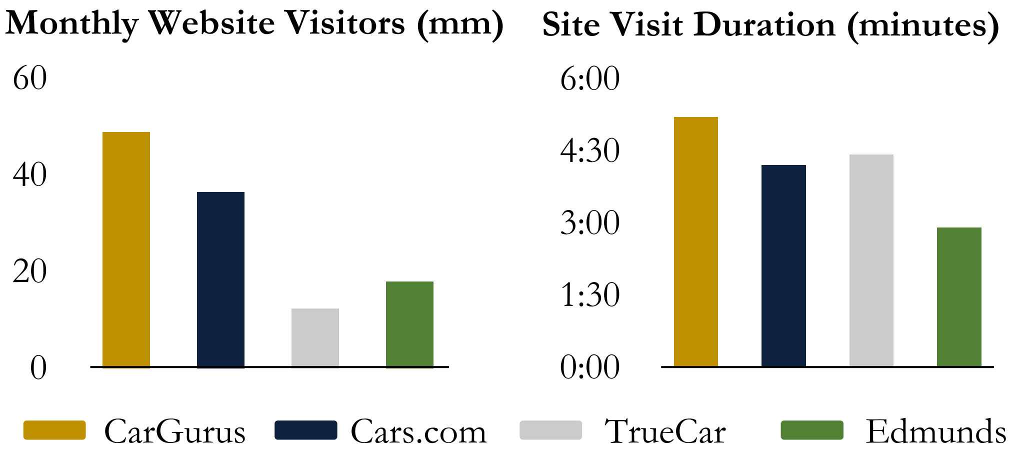
CarGurus posts stronger than expected Q1 earnings

CarGurus Q2 Net Income drops 23%

$75mm acquisition of CarOffer is competed

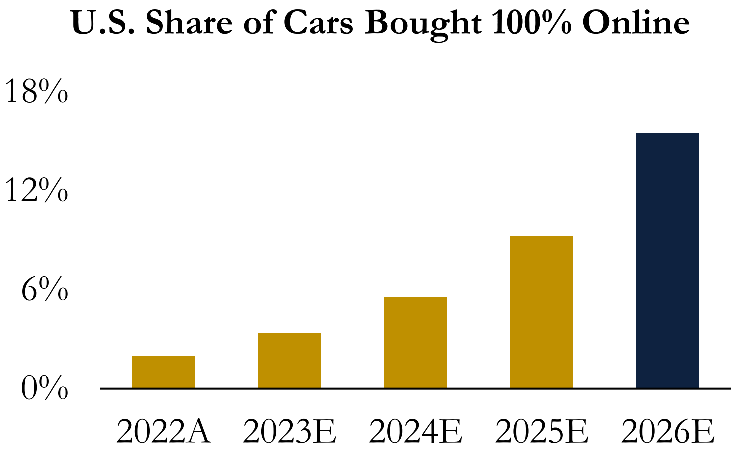
Marketplace: Positioned For Success

Industry Leader

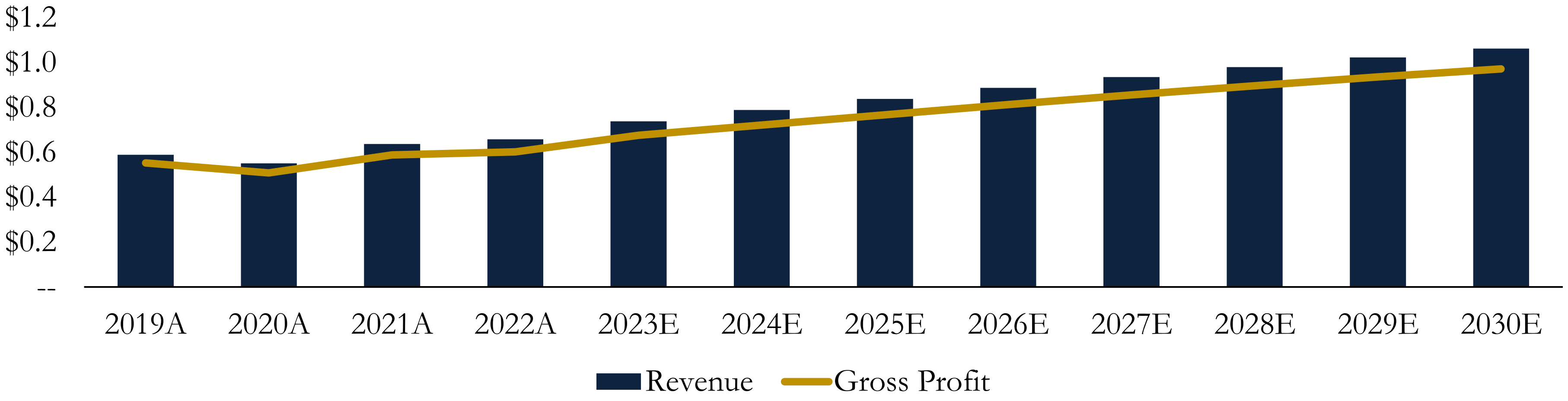

Monthly Website Visitors (mm)

Site Visit Duration (minutes)

Explosive Tailwinds


U.S. Share of Cars Bought 100% Online

Continued Marketplace Dominance ($ bn)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	42.5%	$12.18-$39.43	$27.47
Discounted Cash Flow - Exit Multiple	42.5%	$12.04-$38.74	$27.01
Comparable Companies - EV/EBITDA	5.0%	$14.44-$37.13	$21.34
Comparable Companies - P/E	5.0%	$20.56-$26.9	$23.99
LBO	5.0%	$3.07-$33.77	$21.03
Intrinsic Value per Share			**$26.47**
Current Share Price (as of April 22, 2024)			$22.63
Upside/(Downside) to Current			**16.8%**

- ✓ Industry leader in dealerships and consumer traffic
- ✓ Opportunity to raise prices in-line with competitors with limited dealership churn
- ✓ Opportunity to see excess growth in undervalued Product and Wholesale segments

Verisk Analytics, Inc. (NASDAQ: VRSK)

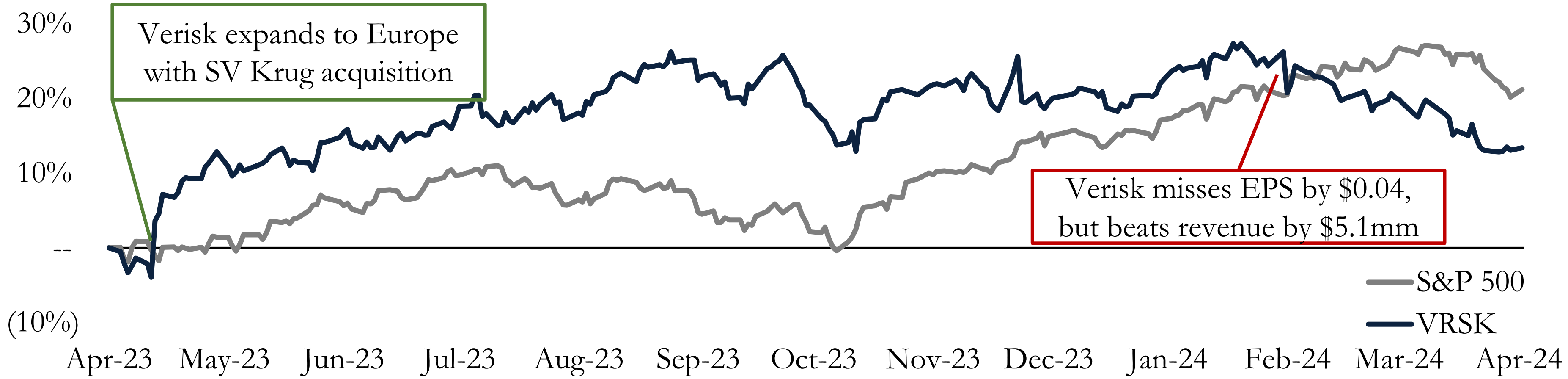
Company Overview

- Verisk Analytics, Inc. (NASDAQ: VRSK) is a global **provider of data analytics solutions** to the insurance market
- The company provides predictive analytics and decision support solutions to its **customers in underwriting, claims processing, catastrophe and global risk, and other areas of the insurance industry**
- The New Jersey based company was **founded in 1971** and has roughly 7,000 employees currently

Selected Financial Data

Share Price (as of April 22, 2024)	$223.17
Enterprise Value	$34.6 bn
FY2024E Revenue	$2.8 bn
FY2024E EPS	$6.52
Forward P/E	34.2x
Forward EV/EBITDA	22.0x
Dividend Yield	0.7%

One-Year Share Price Performance (% Change since April 22, 2023)



Verisk expands to Europe with SV Krug acquisition

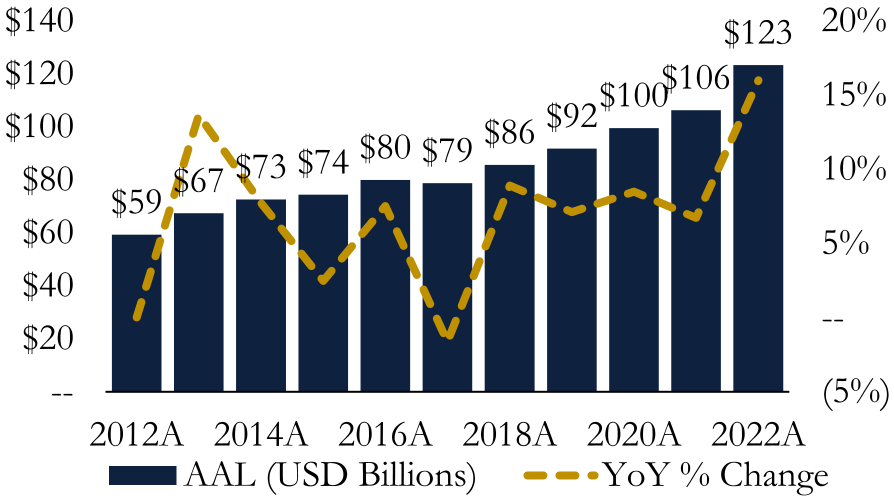
Verisk misses EPS by $0.04, but beats revenue by $5.1mm

Source: Bloomberg, Capital IQ, Company filings

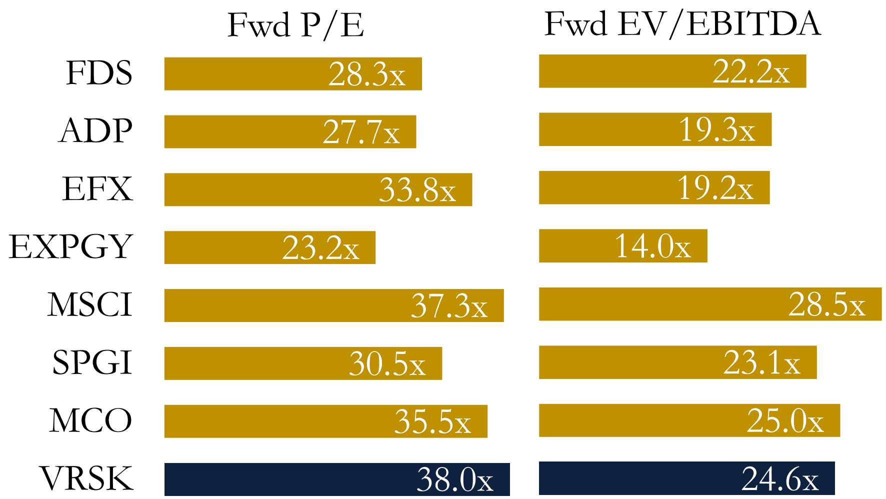
There Is Risk In Verisk

Increasingly Complex Insurance Market

Average annual losses more than doubled since 2012

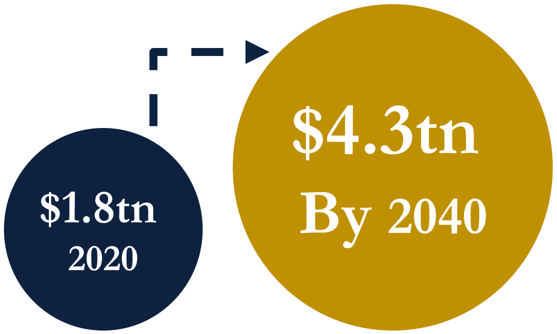


Priced for Perfection Compared to Peers



Can Verisk Maintain & Grow Its Market Share?

Growing Global Insurance Market



Risks to Verisk's Market Share

Emergence of AI threatens to disrupt Verisk's product offerings and erode its market share

Increased competition from direct competitors and insurance providers bringing data analytics in-house

Commoditized data offerings are readily available, reducing its competitive differentiation

Source: Capital IQ, Statista Market Insights, Company filings

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

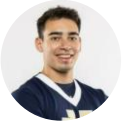
Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$66.40-$100.40	$82.20
Discounted Cash Flow - Exit Multiple	45.0%	$198.20-$287.60	$239.60
Comparable Companies - EV/EBITDA	25.0%	$229.20-$230.40	$229.70
Comparable Companies - P/E	12.5%	$158.5-$187.80	$172.00
Dividend Discount Model	2.5%	$21.60-$31.60	$31.6
Intrinsic Value per Share			**$199.86**
Current Share Price (as of April 22, 2024)			$223.17
Upside/(Downside) to Current			**(10.5%)**

- ✓ Verisk is in a prime position to capitalize on the increasingly complex, data-driven insurance industry
- ✗ Increased competition and the emerging reliance on AI will likely erode its market share and competitive position
- ✗ Verisk is currently trading at an unattractive valuation and a comparatively high P/E multiple

Breakout Room 2

Analysts

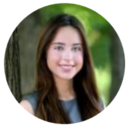
Jonathan Lapshan
Alphabet, Knife River Corporation



Andre Fisher
Workday, BlackLine

Kevin Lawrence
Autodesk, VSE Corporation

Joshua Isaacs
Mastercard, Intel Corporation



Margot Neligan
McDonald's, Manhattan Associates

Peter Thompson
Fluor, Dynatrace, Inc.

Board Members & Faculty

Mike Carroll

Kelly Cornelis

Mark Dumich

Megan Piersma

Lizzie Reed

Alphabet (NYSE: GOOGL)

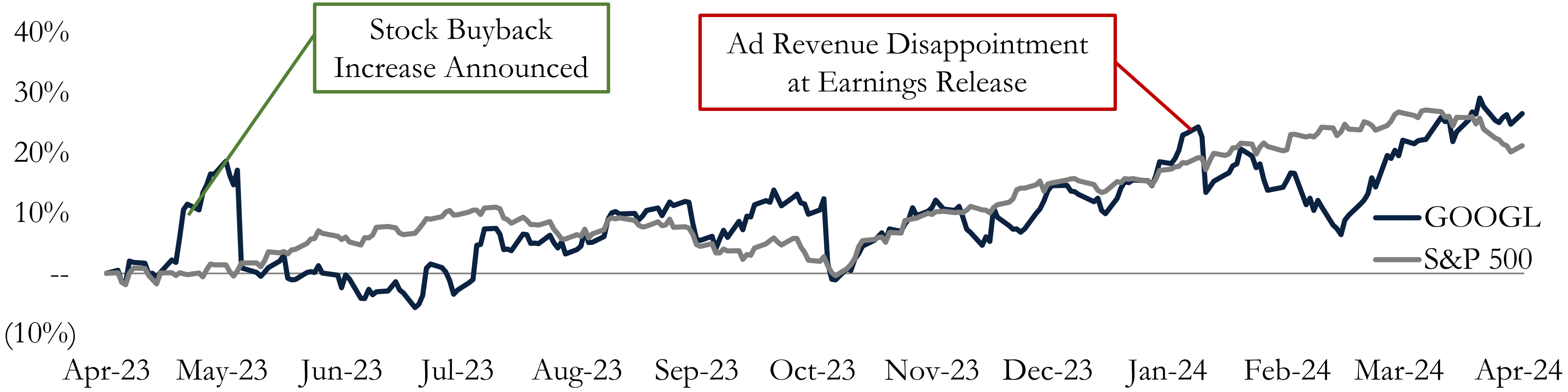
Company Overview

- Alphabet is the parent company of Google Inc., and operates through three segments: Google Services, Google Cloud, and Other Bets
- Digital advertising through Google Search, Google Network, and YouTube constitutes about 80% of the company's revenues
- Growth prospects for Alphabet hinge on Google's maintenance of its digital advertising moat, growth in its cloud business and its ability to monetize AI

Selected Financial Data

Share Price (as of April 22, 2024)	$156.28
Enterprise Value	$1.8 tn
FY2025E Revenue	$377.7 bn
FY2025E EPS	$7.62
Forward P/E	22.6x
Forward EV/EBITDA	18.8x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Stock Buyback Increase Announced

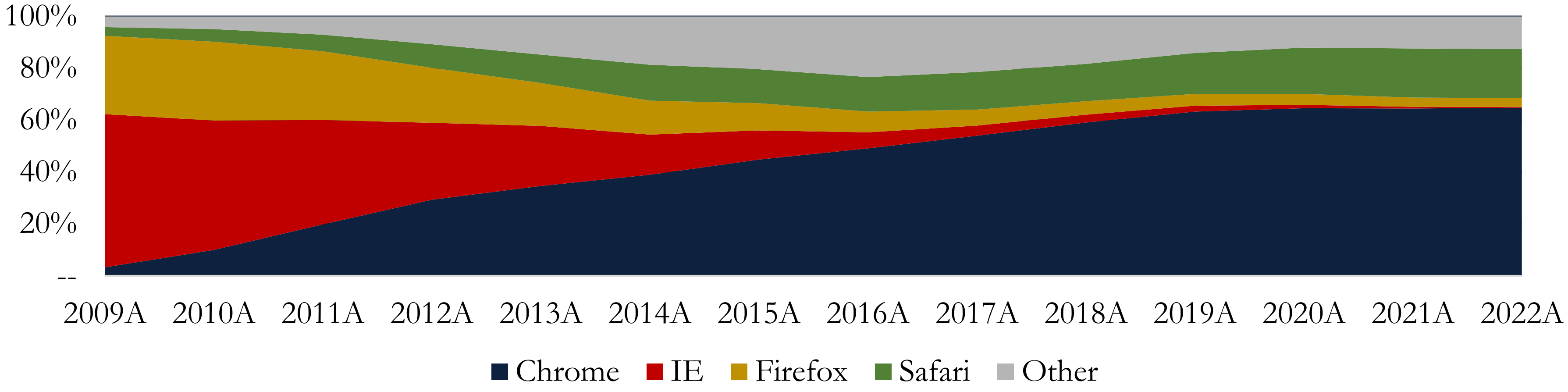
Ad Revenue Disappointment at Earnings Release

Source: Capital IQ

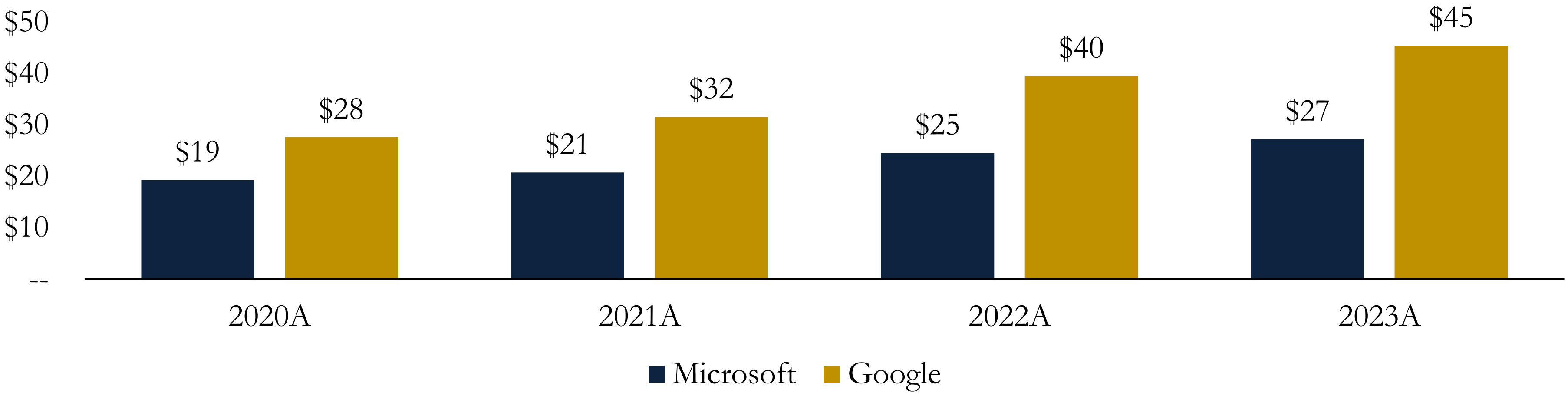
Strong Fundamentals

Alphabet

Google Dominates Ads Thanks to Search Moat



Google Has Quietly Outspent Microsoft in R&D ($ bn)



Sources: Company 10Ks, StatCounter

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	40.0%	$118.21-$161.76	$146.87
Discounted Cash Flow - Exit Multiple	40.0%	$142.11-$177.41	$165.35
Comparable Companies - EV/EBITDA	6.7%	$126.89-$166.69	$147.79
Comparable Companies - P/E	6.7%	$143.17-$174.88	$160.45
Comparable Companies - EV/Revenue	6.7%	$115.30-$217.86	$148.61
Intrinsic Value per Share			**$156.34**
Current Share Price (as of April 22, 2024)			$156.28
Upside/(Downside) to Current			**0.1%**

- ✓ Proprietary AI solutions will continue to improve Google's product suite, though the company will struggle to directly monetize AI solutions in the near future
- ✓ Google generates strong cash flows and will continue to return funds to shareholders
- ✗ Though Google’s cloud business will continue to grow, it will continue to lag incumbents Amazon and Microsoft due to high switching costs and a lack of superior product offerings or price points

BlackLine, Inc. (NASDAQ: BL)

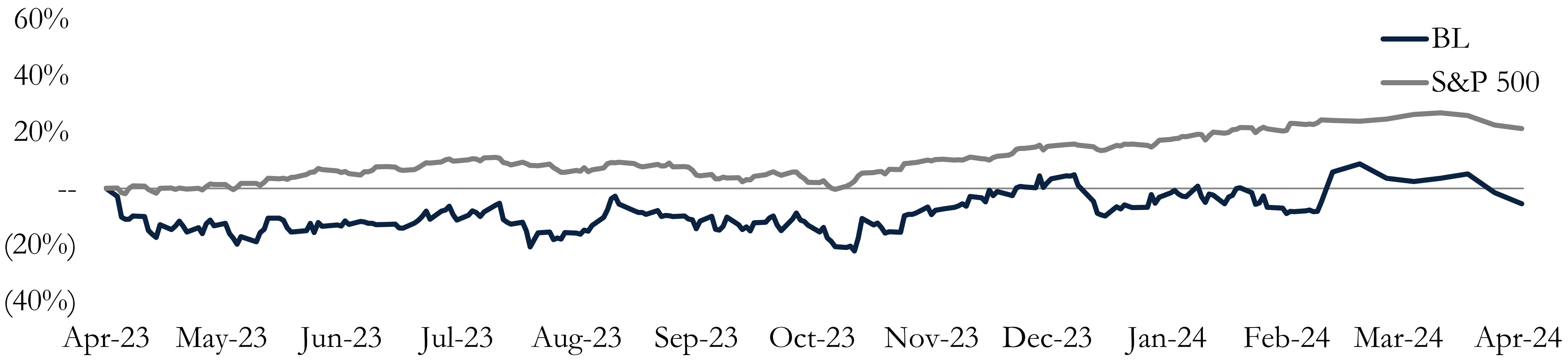
Company Overview

- BlackLine is a cloud-based accounting software company that automates the financial close process
- BlackLine eliminates a lot of manual work, error checking, and reconciling accounts
- It occupies a niche position in the accounting software landscape as it sits in between customers' internal systems and 3rd party ERP's like Oracle
- Increased commoditization of BL's services and competition from incumbents like Oracle and fast-movers like FloQast make the stock unattractive

Selected Financial Data

Share Price (as of April 22, 2024)	$58.39
Enterprise Value	$4.2 bn
FY2025E Revenue	$0.7 bn
FY2025E EPS	$0.40
Forward P/E	35.6x
Forward EV/EBITDA	23.3x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



BlackLine Cannot Compete

Transitioning From the Old to the New BlackLine

BlackLine Accounting Studio

Financial Close

- Account Reconciliation
- Task Management
- Compliance
- Variance Analysis
- Account Analysis

Accounts Receivable

- Cash Application
- Credit & Risk
- Collections
- Disputes & Deductions
- Team & Task

Intercompany Financial Management

- Non-trade
- Balance & Resolve
- Net & Settle

Smart Close

- SAP Smart Close

Transaction Matching

Core Products

Strategic Products

- The market and I are not missing much
- The Street is pricing in BlackLine's slower growth prospects
- As investors will demand profitability given little growth, BlackLine shares will depreciate closer to an estimated price of $46.64 per share

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	10.0%	$31.70-$70.40	$52.20
Discounted Cash Flow - Exit Multiple	40.0%	$28.00-$55.10	$43.60
Comparable Companies - EV/EBITDA	15.0%	$22.70-$28.80	$26.50
Comparable Companies - P/E	5.0%	$15.30-$19.20	$17.70
Comparable Companies - EV/Revenue	30.0%	$56.10-$70.00	$64.80
Intrinsic Value per Share			**$46.64**
Current Share Price (as of April 22, 2024)			$58.39
Upside/(Downside) to Current			**(20.1%)**

- ✗ Cannot compete against accounting software leaders like Oracle, Salesforce, and FloQast
- ✗ Growth prospects are stunted, which will lead to investors valuing BlackLine on a profitability basis, leading to share price compression
- ✗ High dependence on SAP, which accounts for 25% of sales; if this partnership deteriorates, BlackLine is doomed

VSE Corporation (NASDAQ: VSEC)

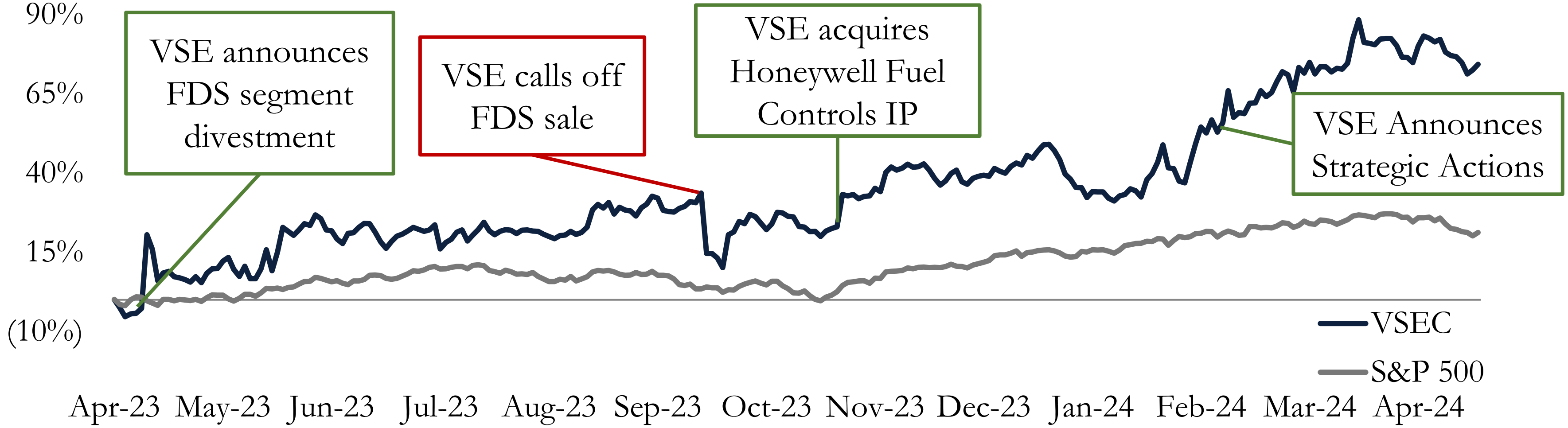
Company Overview

- VSE provides **aftermarket distribution** and maintenance, repair, & overhaul (**MRO**) services to **aviation** and heavy auto end markets
- VSE's **OEM Centric** model offers **superior parts and service** to customers while relieving OEM **working capital pressures**
- As VSE **divests** legacy business units, margins will expand and VSE will trade with aviation peers

Selected Financial Data

Share Price (as of April 22, 2024)	$76.43
Enterprise Value	$1.7 bn
FY2025E Revenue	$1.3 bn
FY2025E EPS	$5.66
Forward P/E	13.4x
Forward EV/EBITDA	9.2x
Dividend Yield	0.5%

One-Year Share Price Performance (% Change since April 22, 2023)



VSE announces FDS segment divestment

VSE calls off FDS sale

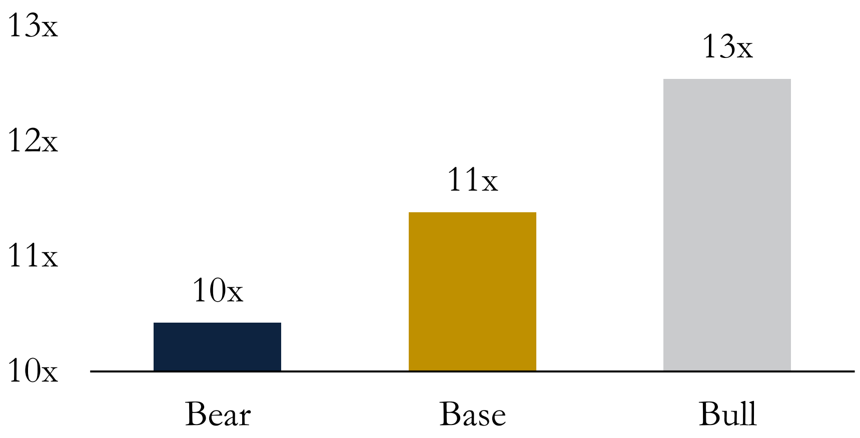
VSE acquires Honeywell Fuel Controls IP

VSE Announces Strategic Actions

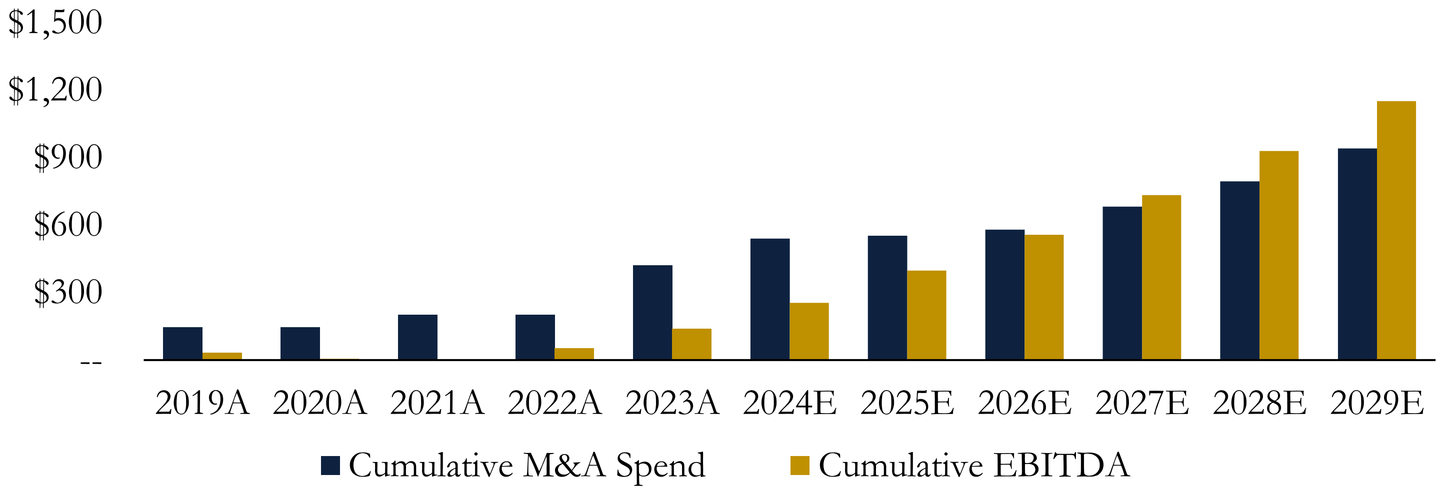
The New VSE

OEM Centric Value Proposition

Pureplay Aviation → Multiple Expansion



Reinvestments in M&A Will Drive Future EBITDA ($ mm)



No sell side analyst is projecting M&A because "you **just don't know,** and better to not guess than **be wrong"**

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$59.45-$124.88	$87.51
Discounted Cash Flow - Exit Multiple	30.0%	$66.72-$124.25	$96.16
Comparable Companies - EV/EBITDA	10.0%	$84.04-$100.67	$96.82
Comparable Companies - P/E	10.0%	$91.13-$108.25	$105.68
Sum-of-the-Parts	10.0%	$92.62-$114.20	$103.78
Leveraged Buyout	10.0%	$67.91-$101.13	$89.76
Intrinsic Value per Share			**$94.54**
Current Share Price (as of April 22, 2024)			$76.43
Upside/(Downside) to Current			**23.7%**

- ✓ VSE will continue to have explosive, double digit growth in topline revenue growth in the short term driven by aviation, aftermarket MRO, driving increased EBITDA dollars and margins
- ✓ The market is currently valuing VSE at the average multiple of its segments; however, as the firm divests the low margin Fleet business, it will trade in line with aviation peers at 12.5x EV/EBITDA
- ✓ Competitors cannot emulate VSE's OEM centric model as they compete directly with the OEMs

Intel Corporation (NASDAQ: INTC)

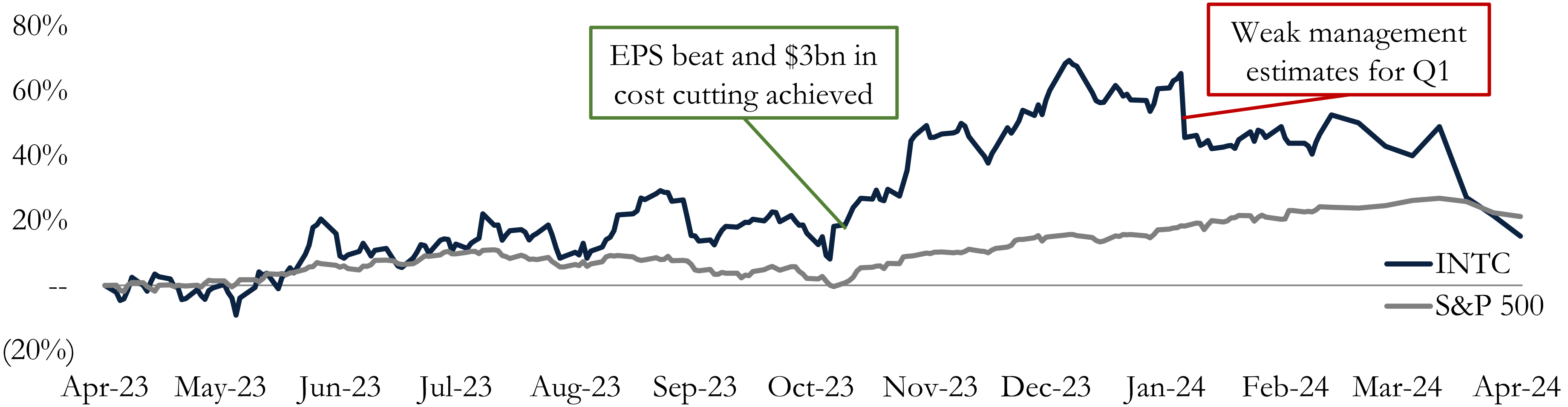
Company Overview

- Intel operates as the **only semiconductor company** in the U.S. capable of manufacturing and designing its **chips in-house**
- **Cyclical demand** positions Intel to rebound on **topline growth** in client computing (**65%** market share) and datacenters (**90%** market share)
- **Long-term growth** planned with division split (Intel Product and Intel Foundry) which productizes fabrication for **margin improvements**

Selected Financial Data

Share Price (as of April 22, 2024)	$34.41
Enterprise Value	$173.5 bn
FY2025E Revenue	$64.8 bn
FY2025E EPS	$1.83
Forward P/E	30.5x
Forward EV/EBITDA	12.5x
Dividend Yield	1.5%

One-Year Share Price Performance (% Change since April 22, 2023)

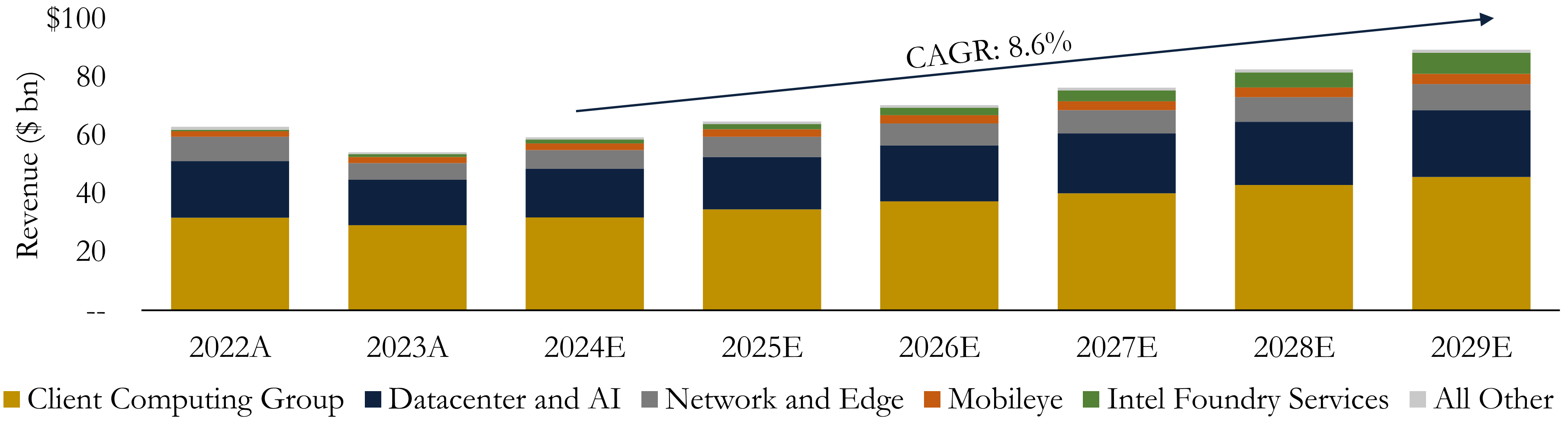


EPS beat and $3bn in cost cutting achieved

Weak management estimates for Q1

Growth Backed by Cyclical Demand

Intel Revenue by Segment ($ bn)



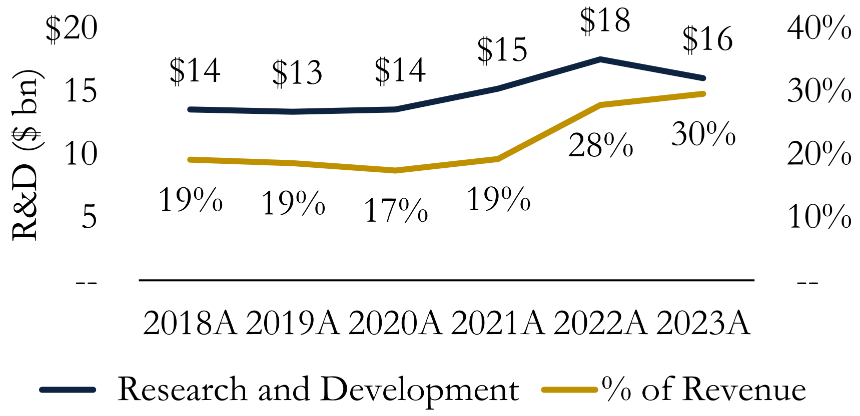
Margin Improvements and Innovation

$10 bn in cost cutting initiatives by ‘25
$3 bn achieved in ‘23

Management projects Intel Foundry profitability by 2027; $15 bn in revenue secured by client like Microsoft

Gelsinger pushing innovation with 5N4Y; First High NA EUV tech

R&D Expense and % of Revenue ($ bn)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	40.0%	\$28.27-\$42.09	\$34.11
Discounted Cash Flow - Exit Multiple	15.0%	\$43.53-\$56.13	\$49.83
Comparable Companies - EV/EBITDA	15.0%	\$33.87-\$46.36	\$40.04
Comparable Companies - P/E	15.0%	\$33.87-\$46.21	\$39.54
Comparable Companies - EV/Revenue	15.0%	\$35.18-\$49.42	\$42.30
Intrinsic Value per Share			**\$40.47**
Current Share Price (as of April 22, 2024)			\$34.41
Upside/(Downside) to Current			**17.6%**

- ✓ Cyclical demand based on PC replacement rate that is supported by Windows 10 end of service and hardware requirement for on-premise AI computing and datacenter growth
- ✓ Margin improvements Intel Product and Intel Foundry as R&D and Capex cycles end and cost-cutting
- ✗ Currently cash flow negative and Intel Foundry profitability expected by 2027; investment horizon may be too long unless clarity on revenue and margins is clear and market prices in new data faster

McDonald's Corporation (NYSE: MCD)

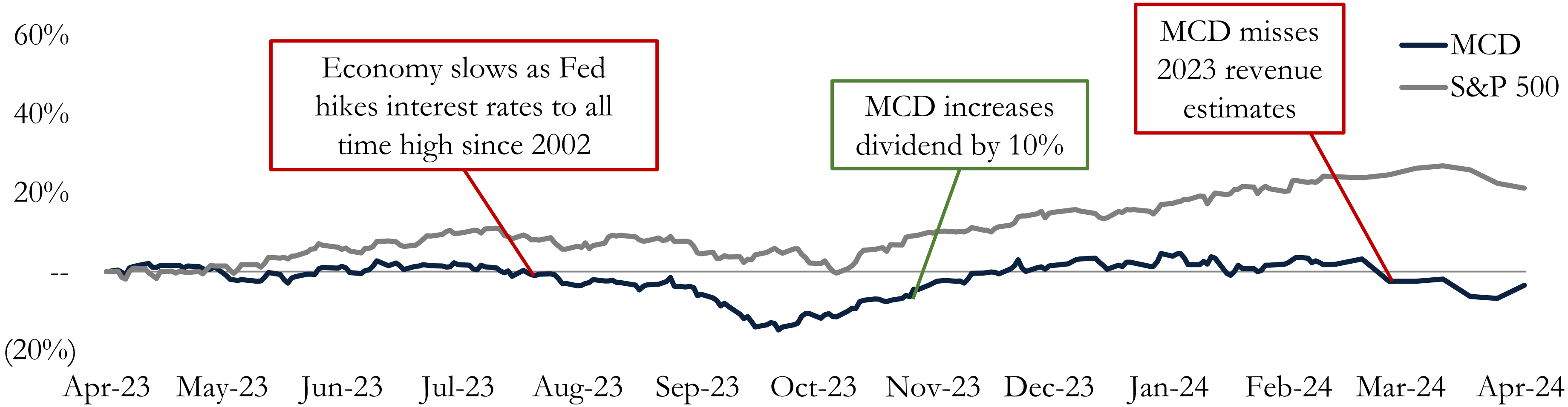
Company Overview

- McDonald's Corporation is a global fast food chain with 40,275 restaurants in more than 100 countries
- McDonald's is planning to open more than 10,000 restaurants in 2024-2027 - the fastest expansion in company history
- With an industry-leading real estate portfolio and rent on restaurants comprising 39% of revenue, McDonald's is able to act as a landlord to franchisees, guarantee minimum rent payments, and insulate itself from demand shocks

Selected Financial Data

Share Price (as of April 22, 2024)	$275.58
Enterprise Value	$245.0 bn
FY2025E Revenue	$30.7 bn
FY2025E EPS	$13.34
Forward P/E	22.2x
Forward EV/EBITDA	16.9x
Dividend Yield	2.4%

One-Year Share Price Performance (% Change since April 22, 2023)



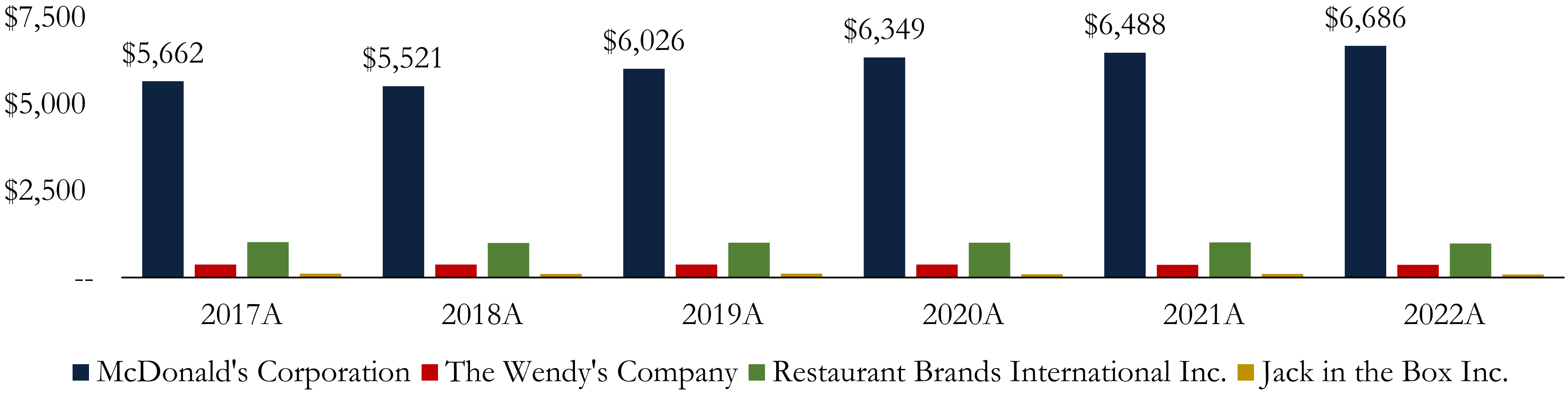
Economy slows as Fed hikes interest rates to all time high since 2002

MCD increases dividend by 10%

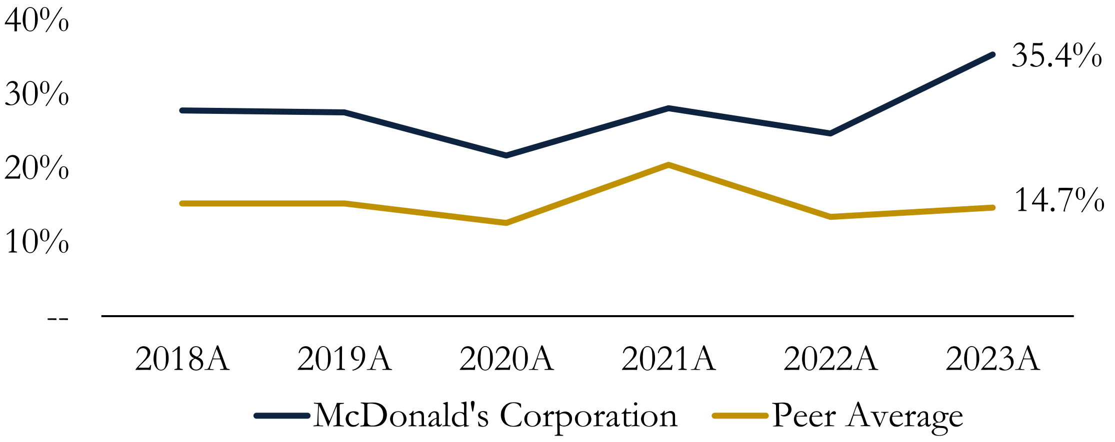
MCD misses 2023 revenue estimates

Competitive Advantage - I'm Lovin' It

Industry-Leading Real Estate Portfolio: Value of Land ($ mm)



Return on Capital



What the Market is Missing

REIT Disguised as a Restaurant

Pricing Power Driven by AI-Powered Dynamic Pricing

Power in Credit Markets and Extremely Low Cost of Capital

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	27.5%	$271.21-$384.01	$323.90
Discounted Cash Flow - Exit Multiple	27.5%	$286.30-$411.56	$344.73
Comparable Companies - EV/EBITDA	20.0%	$289.69-$306.28	$299.14
Comparable Companies - P/E	20.0%	$273.63-$290.42	$283.22
Comparable Companies - EV/Systemwide Sales	5.0%	$379.41-$388.32	$384.14
Intrinsic Value per Share			**$323.91**
Current Share Price (as of April 22, 2024)			$275.58
Upside/(Downside) to Current			**17.5%**

- ✗ Israel-Palestine-related boycotts and restaurant tech outage has moderated share price
- ✓ As McDonald's fine-tunes its dynamic pricing with AI to offer customized affordability to each individual consumer, pricing power will be strengthened
- ✓ McDonald's rapid 2024-2027 expansion and innovative business additions like CosMc's will catalyze share price appreciation in the future

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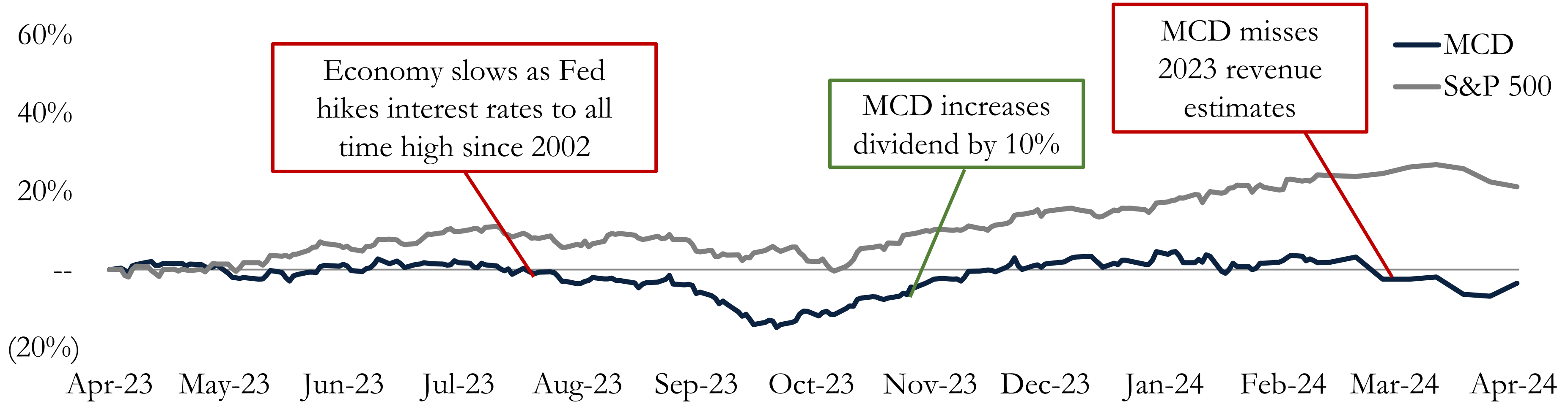
Dividend Yield	2.4%

One-Year Share Price Performance (% Change since April 22, 2023)



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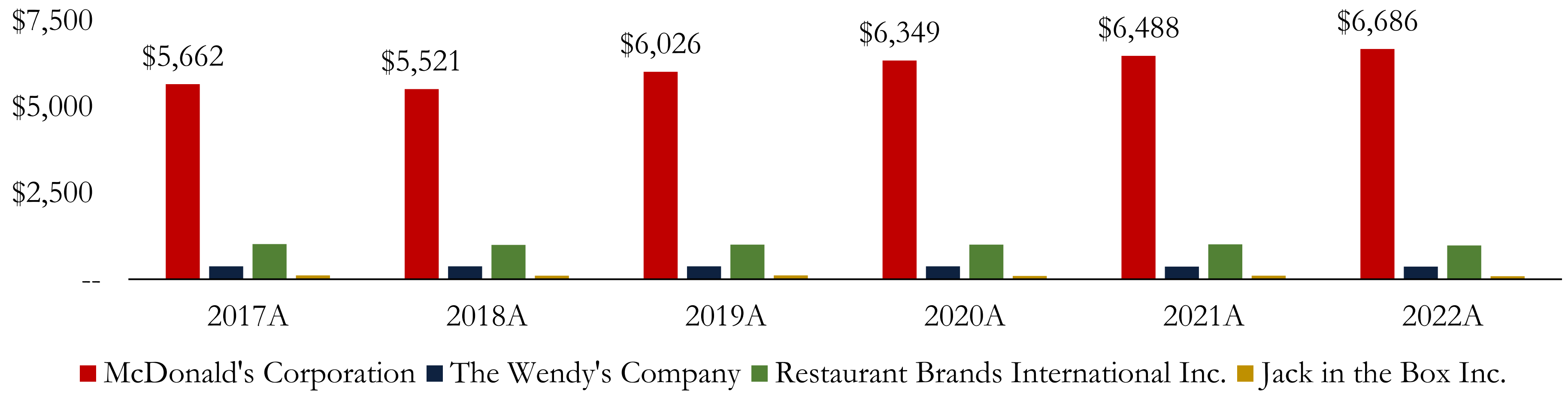
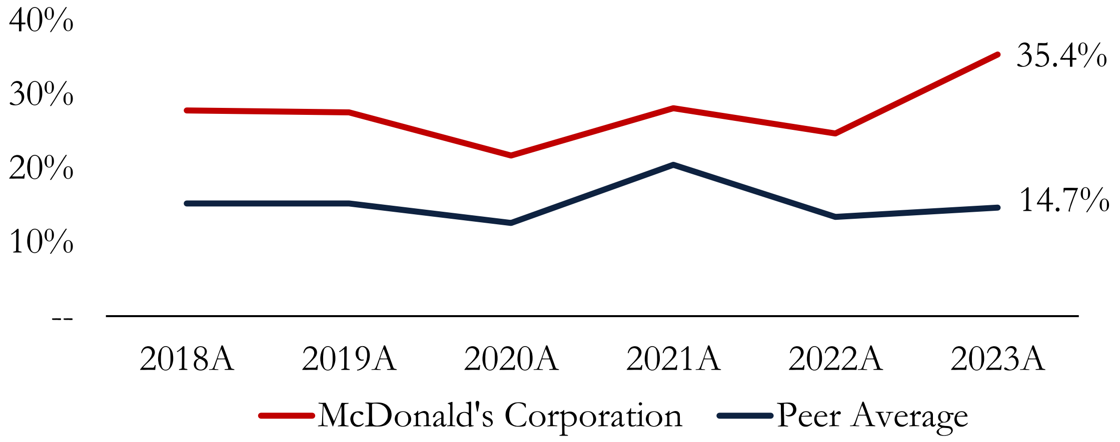


Return on Capital



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Final Valuation & Recommendation

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- ✓ McDonald's rapid 2024-2027 expansion and innovative business additions like CosMc's will catalyze share price appreciation in the future

Dynatrace, Inc. (NYSE: DT)

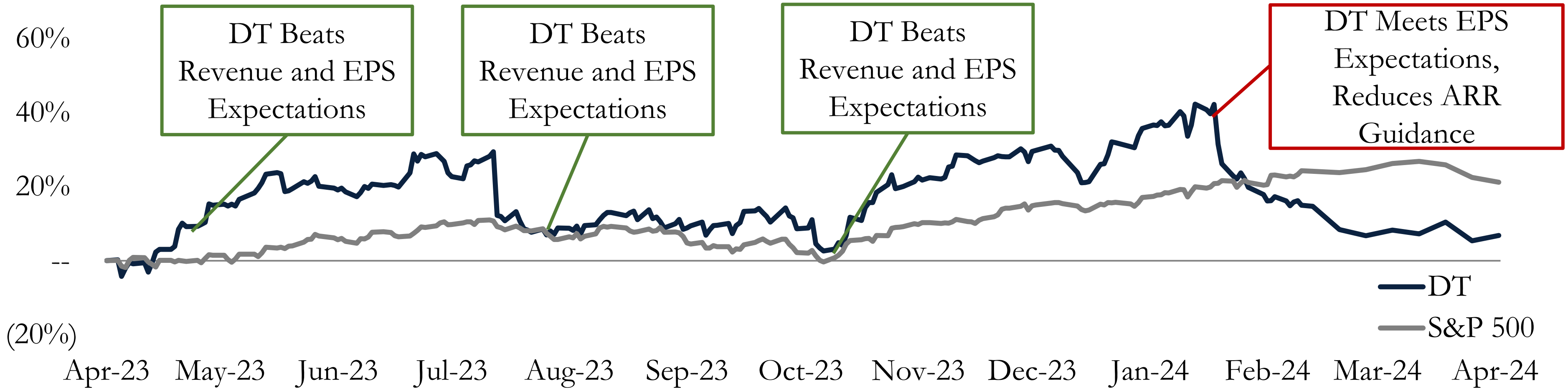
Company Overview

- Dynatrace offers Application Performance Monitoring and Observability software to enterprise customers
- The company has 3,600 employees and operates in regions around the world including, North America, Europe, Asia Pacific, and the Middle East
- Thoma Bravo took Dynatace public in 2019; They still retain 2 board seats and have a ~5.33% stake in the business (Down from ~23% 12 months ago)

Selected Financial Data

Share Price (as of April 22, 2024)	$45.40
Enterprise Value	$12.7 bn
FY2025E Revenue	$1.7 bn
FY2025E EPS	$1.31
Forward P/E	36.8x
Forward EV/EBITDA	28.9x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Continued Reinvestment Drives Revenue

Customer Projections

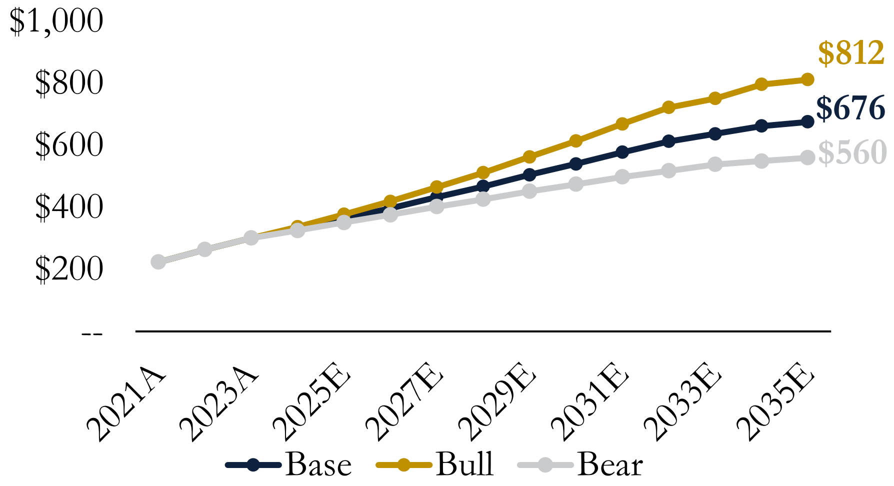
Income Statement:

Revenue Growth (3yr CAGR):	**18.1%**
EBITDA Margins:	**20.0%**
Net Margins:	**9.3%**

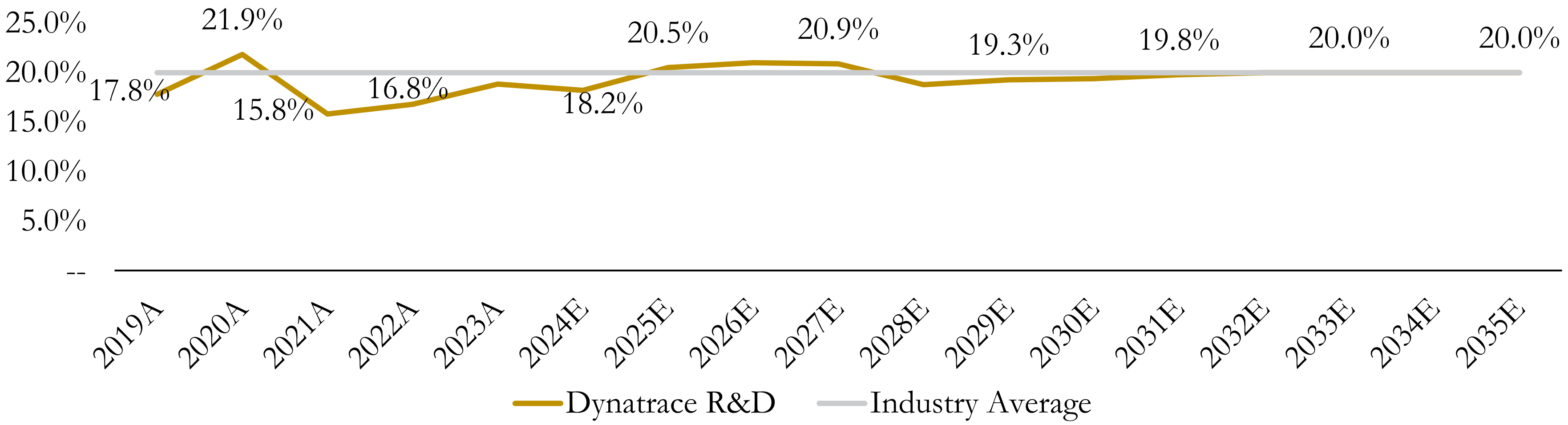
Balance Sheet & Cash Flow Statements

Debt (Inc. Op Leases):	**$16.8 mm**
Cash Balance:	**$782.6 mm**
FY23 Δ CF:	**$92.8 mm**

Average Contract Value Projections



Continued Reinvestment Will Drive Revenue Growth



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	25.0%	$20.80-$60.00	$38.30
Discounted Cash Flow - Exit Multiple	25.0%	$26.50-$74.70	$48.70
Comparable Companies - EV/EBITDA	15.0%	$67.40-$83.60	$75.90
Comparable Companies - P/E	5.0%	$55.20-$75.30	$65.70
Comparable Companies - EV/Revenue	15.0%	$43.80-$47.70	$46.00
Precedent Transactions	15.0%	$63.10-$81.90	$71.30
Intrinsic Value per Share			**$54.00**
Current Share Price (as of April 22, 2024)			$45.40
Upside/(Downside) to Current			**18.9%**

- ✓ Gartner Magic Quadrant leader for APM Software; best-in-class technology in the market
- ✓ Healthy balance sheet with no outstanding debt, strong cash balance, and high FCF
- ✕ Thoma Bravo unwinding their position in the business

BREAKOUT ROOM 2 APPENDIX

Knife River Corp. (NYSE: KNF)

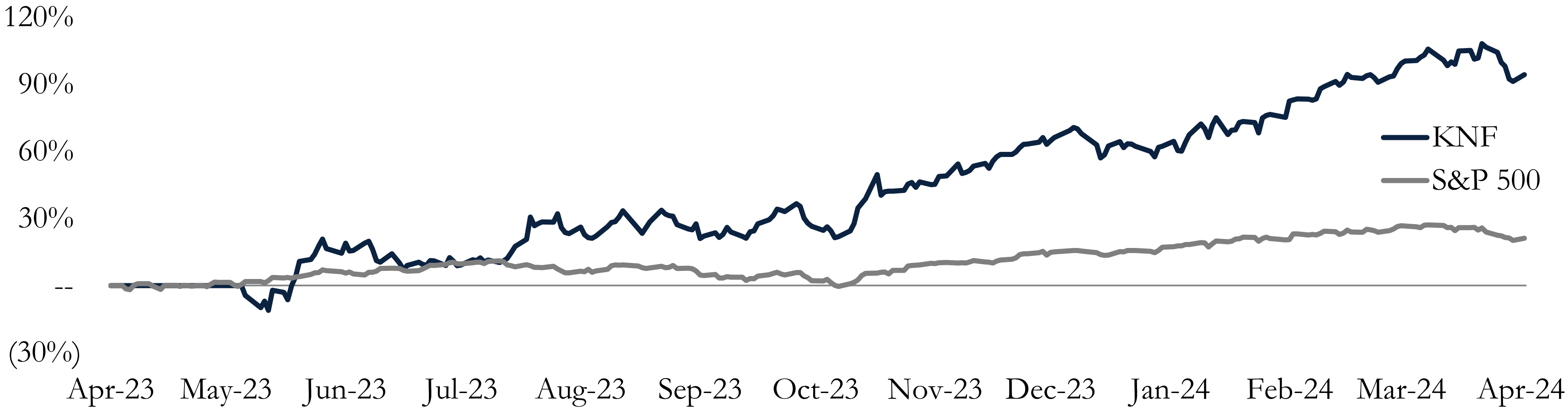
Company Overview

- Knife River Corp. (NYSE: KNF) is a regionally based, vertically integrated construction materials company based in the upper Midwest and Pacific Northwest
- Growth prospects for Knife River hinge on their ability to take advantage of increased funding to infrastructure projects and increase pricing power in their small, localized markets

Selected Financial Data

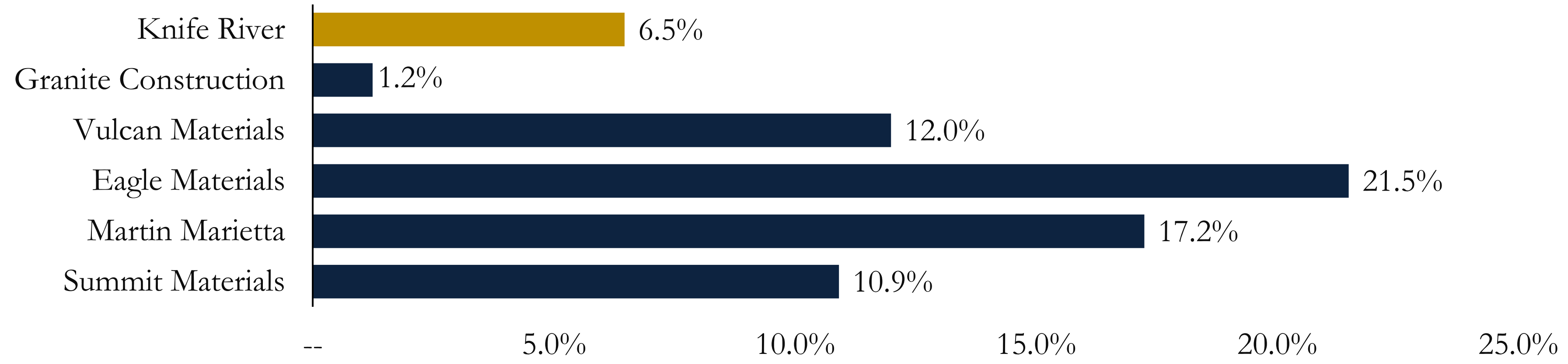
Share Price (as of April 22, 2024)	$76.58
Enterprise Value	$4.7 bn
FY2025E Revenue	$3.2 bn
FY2025E EPS	$4.81
Forward P/E	22.0x
Forward EV/EBITDA	11.1x
Dividend Yield	--

One-Year Share Price Performance (% Change since debut on May 25, 2023)

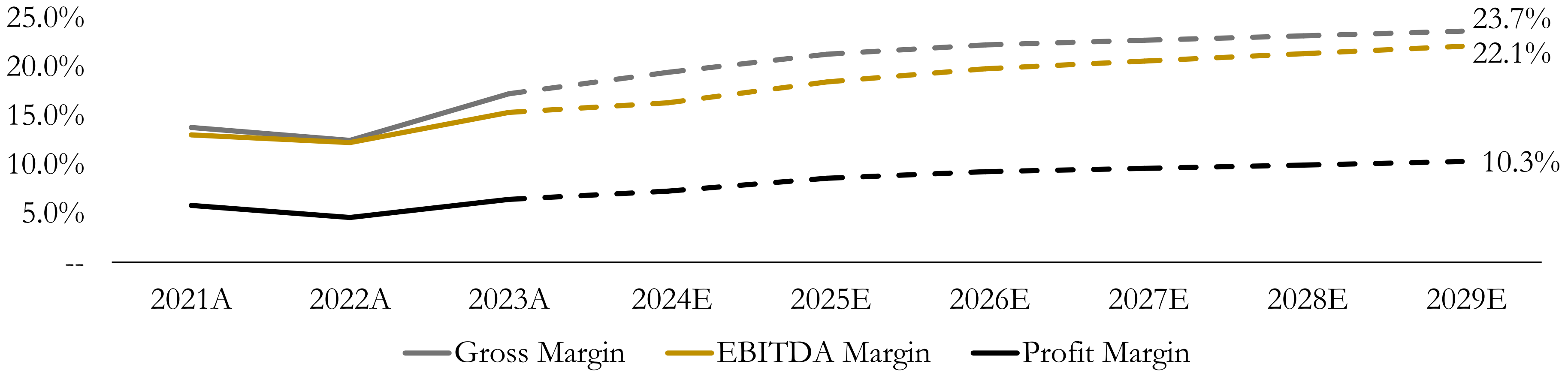


Plenty of Room for Expansion

Knife River's Expanding Profit Margins Still Lag Peers



Knife River's Projected Margin Expansion Will Enable Multiple Expansion



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$20.56-$80.74	$59.45
Discounted Cash Flow - EV/EBITDA	30.0%	$44.84-$139.22	$102.10
Comparable Companies (P/E)	13.3%	$56.35-$113.70	$78.88
Comparable Companies (EV/EBITDA)	13.3%	$69.64-$90.32	$83.61
Comparable Companies (EV/Revenue)	13.3%	$27.19-$208.98	$157.30
Intrinsic Value per Share			**$91.10**
Current Share Price (as of April 22, 2024)			$76.58
Upside/(Downside) to Current			**19.0%**

- ✓ Knife River is poised to capitalize on margin expansion momentum to reach 20% EBITDA by 2026.
- ✓ Knife River does not compete directly with other publicly-traded construction materials peers.
- ✗ KNF’s stock price has already appreciated of 90% in the past year and has a lot of earnings growth already priced into its 22x forward PE ratio

Workday, Inc. (NASDAQ: WDAY)

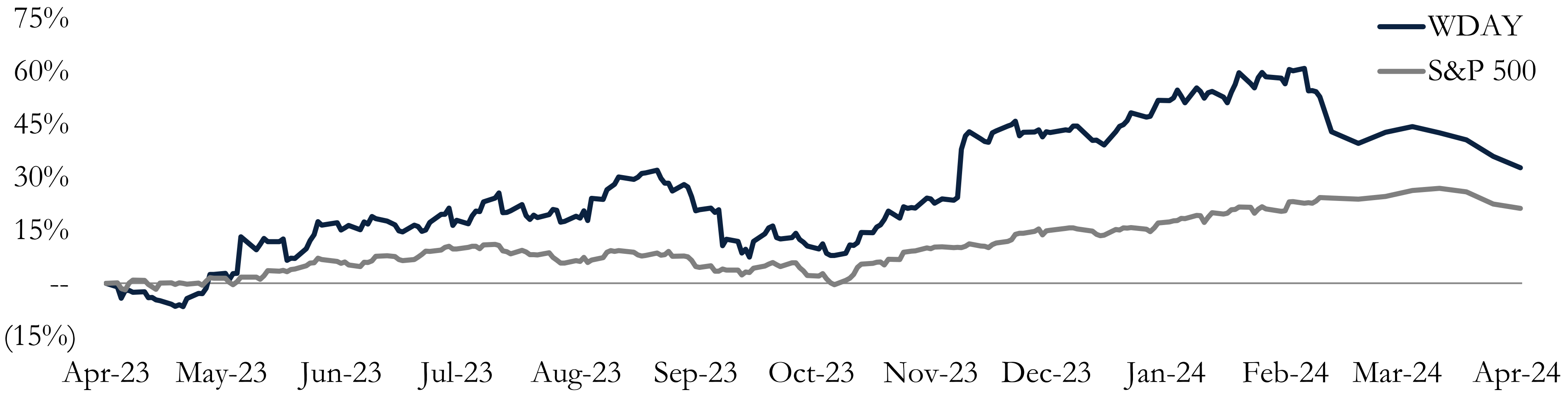
Company Overview

- Workday uses software to help businesses manage their locations, payroll obligations, human resources responsibilities, finances, and employees
- Workday competes in the market for enterprise application software against Oracle and Salesforce and smaller players like ServiceNow and DataDog
- Workday is currently significantly investing in its suite of products and AI capabilities to continue competing successfully

Selected Financial Data

Share Price (as of April 22, 2024)	$253.53
Enterprise Value	$72.6 bn
FY2025E Revenue	$8.4 bn
FY2025E EPS	$6.68
Forward P/E	39.2x
Forward EV/EBITDA	28.9x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Workday Can’t Compete

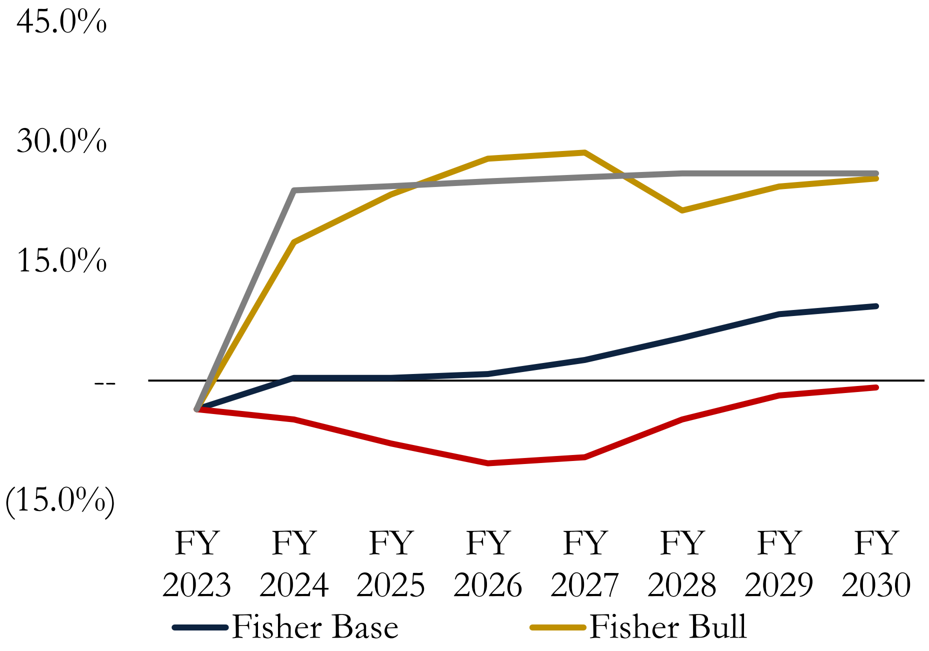
Workday Offering

- Human Resource Management
- Talent Management
- Time Tracking
- Recruiting
- Learning

Oracle Offering

- Project Management
- Supply Chain
- Marketing & Sales
- Finance & Accounting
- CRM
- Workforce planning and analytics

Result: Investment and Increased Sales & Marketing Compresses EBIT Margins ($ mm)



> “We expect our operating expenses to increase in the future due to substantial investments to make to acquire new customers and develop our applications”
> -WDAY 2023 10-K

- Customers look for ease of use: full suite of products, depth of functionality, and scalability
- Workday management will need to invest heavily to achieve this, thereby suppressing margins
- Stock price will react negatively through earnings announcements until Workday can compete

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	5.0%	$7.20-$307.60	$82.80
Discounted Cash Flow - Exit Multiple	45.0%	$38.10-$482.90	$164.50
Comparable Companies - EV/EBITDA	5.0%	$0.00-$329.40	$70.60
Comparable Companies - P/E	0.0%	$0.00-$393.20	$7.70
Comparable Companies - EV/Revenue	45.0%	$282.80-$352.10	$315.30
Intrinsic Value per Share			**$234.10**
Current Share Price (as of April 22, 2024)			$253.51
Upside/(Downside) to Current			**(7.7%)**

- ✓ Workday has a significant capex cycle coming due to having to expand product capabilities to compete with Oracle
- ✓ Low to no profitability, high operating expenditures, and share-based compensation pave no clear path to profitability
- ✓ Large uncertainty surrounding whether Workday will be a leader outside of its core HCM business as it transitions to a more complete ERP

Autodesk, Inc. (NASDAQ: ADSK)

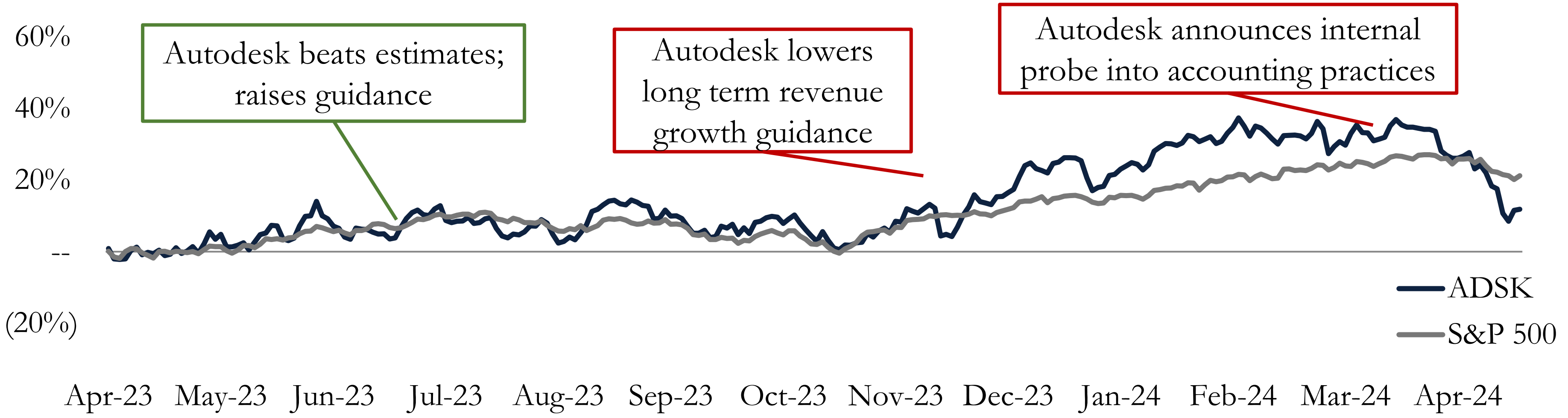
Company Overview

- Autodesk is a provider of **computer-aided design software** to manufacturing, architecture, engineering, construction, and media end markets
- The company is currently the **only fully cloud native CAD provider**, enabling access to the full suite of Autodesk products on and off premise
- While the majority of sales are through distributors, Autodesk is rolling out a **DTC** sales model in FY25

Selected Financial Data

Share Price (as of April 22, 2024)	$217.13
Enterprise Value	$47.2 bn
FY2025E Revenue	$6.1 bn
FY2025E EPS	$4.51
Forward P/E	52.1x
Forward EV/EBITDA	36.8x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

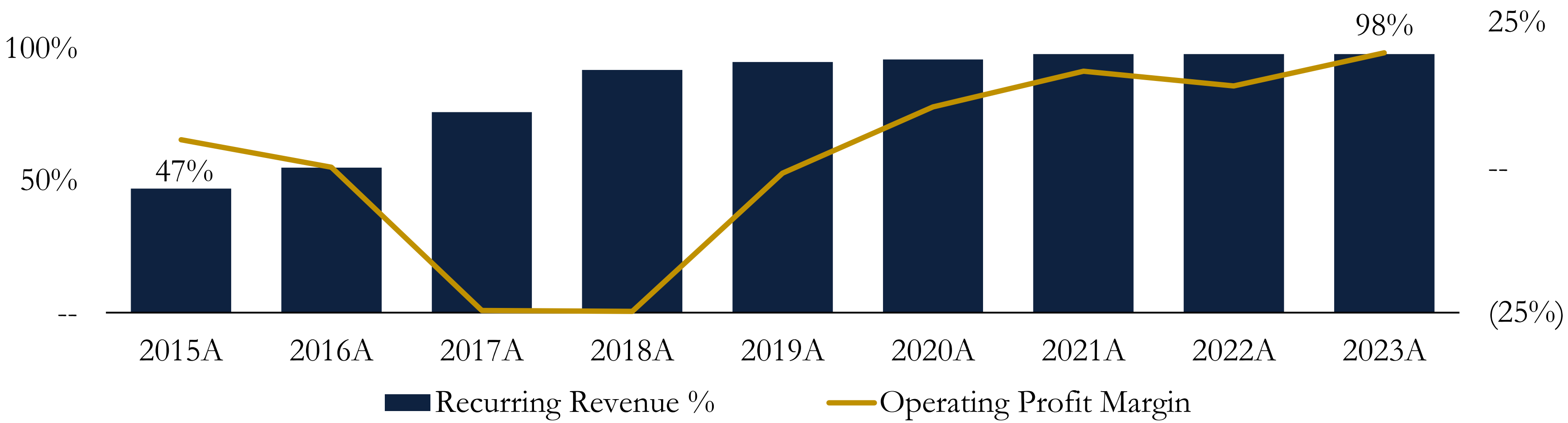


Note: FY2025E represents CY2024E estimates as Autodesk reports on 1/31

Strong Growth Profile

AUTODESK

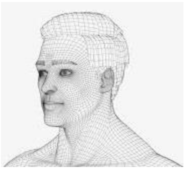
Cloud Native Transition Drove Revenue Stability & Margin Improvement



Huge End Market Growth

14.2% CAGR

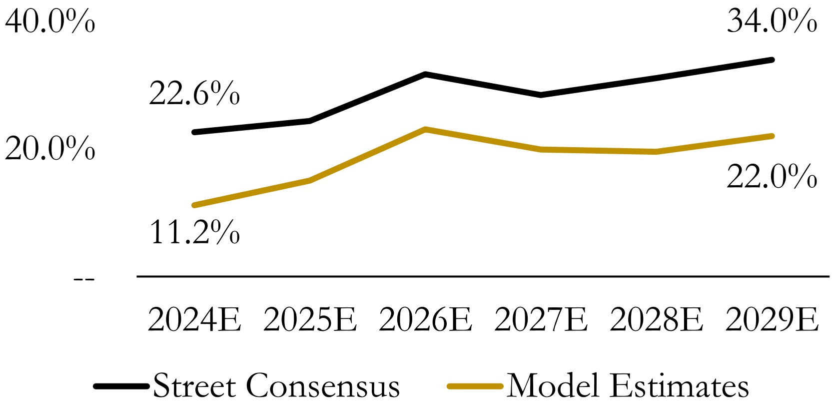
7.9% CAGR



8.8% CAGR

Autodesk: 10.7% Revenue CAGR

Uncertainty Over FCF Margins



Final Valuation & Recommendation

AUTODESK

Recommendation: Buy | **Portfolio Decision: Buy**

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR Method	30.0%	$111.42-$457.68	$224.07
Discounted Cash Flow - Exit Multiple	35.0%	$164.00-$294.80	$227.71
Comparable Companies - EV/EBITDA	10.0%	$204.82-$224.14	$203.87
Comparable Companies - P/E	10.0%	$189.15-$208.73	$188.34
Comparable Companies - EV/Revenue	10.0%	$278.90-$281.35	$280.14
PEG Ratio	5.0%	$87.25-$233.55	$146.30
Intrinsic Value per Share			**$223.21**
Current Share Price (as of April 22, 2024)			$217.13
Upside/(Downside) to Current			**2.8%**

- ✓ Autodesk is a fundamentally strong business with 98% recurring revenue & 100%+ net retention rate with diversified end markets that are all growing at high single / low double digits
- ✓ Autodesk's shift to a cloud native platform is unique within the industry; all competitive are only active within one of Autodesk's verticals, and none can offer the full suite of products that Autodesk can
- ✗ Autodesk has launched an internal probe into its accounting practices, driving a recent sell off

Mastercard, Inc. (NYSE: MA)

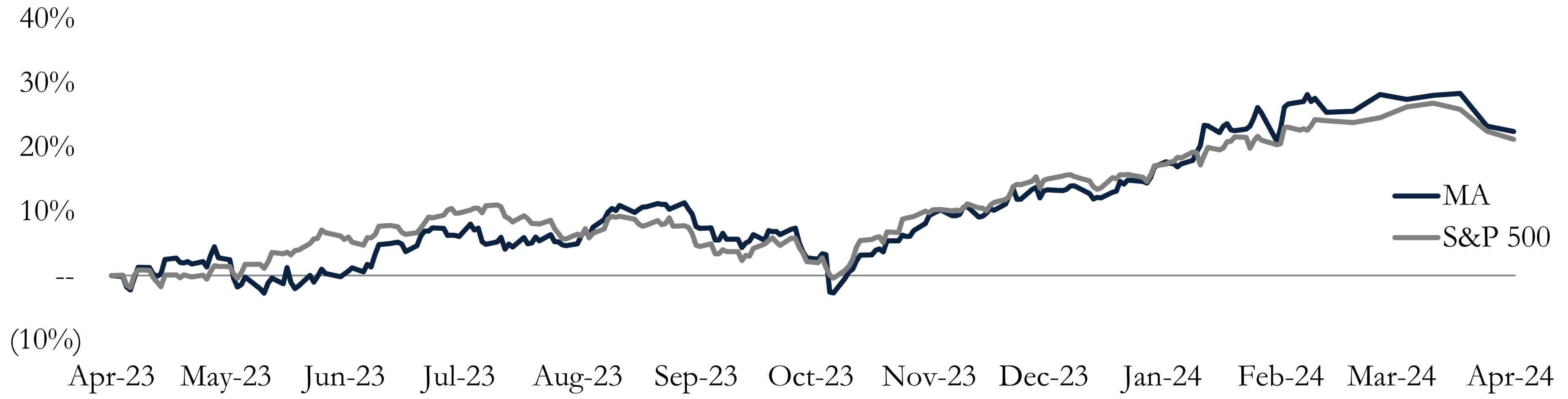
Company Overview

- MA operates as the second-largest payment processor in a **duopoly**. MA processed **$9.0tn** in gross dollar volume (GDV) in 2023, **up 12%**
- **Four key segments**: domestic assessments, cross-border assessments, switched transactions, and other assessments. Based on GDV through each
- **Value-added services** such as cybersecurity, data analytics, and open banking solutions driving domestic growth at **25% CAGR**

Selected Financial Data

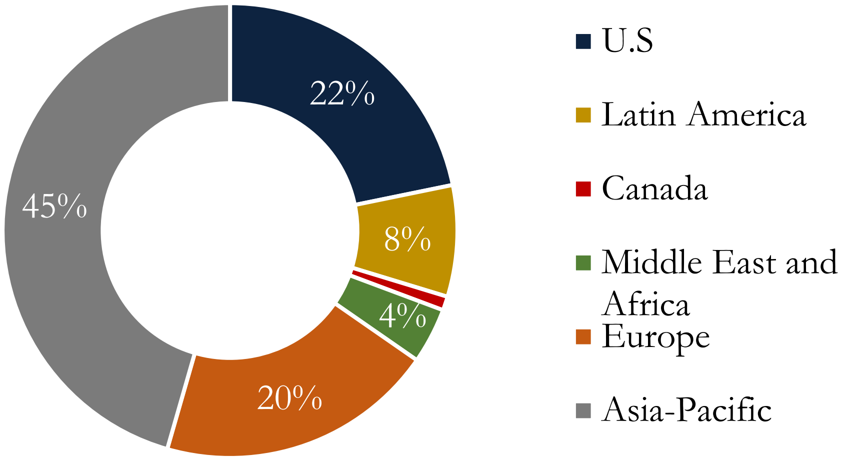
Share Price (as of April 22, 2024)	$456.75
Enterprise Value	$457.2 bn
FY2025E Revenue	$31.6 bn
FY2025E EPS	$15.74
Forward P/E	31.5x
Forward EV/EBITDA	23.0x
Dividend Yield	0.6%

One-Year Share Price Performance (% Change since April 22, 2023)

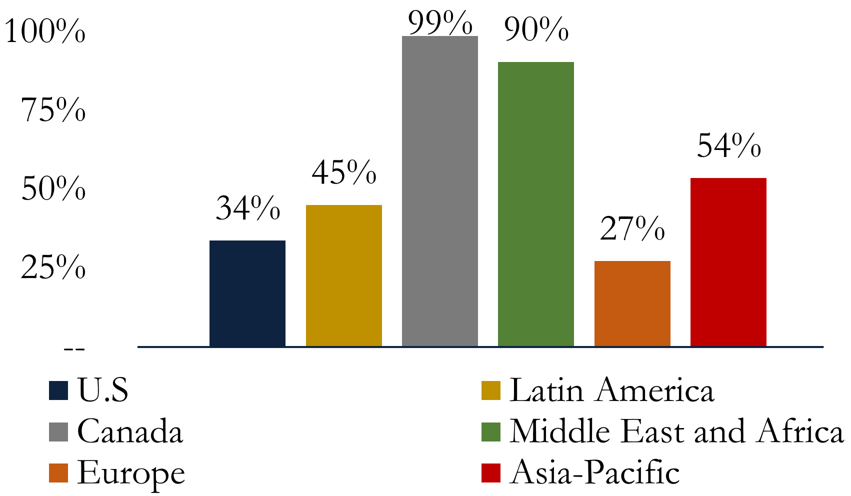


Beyond Transaction Volume Growth

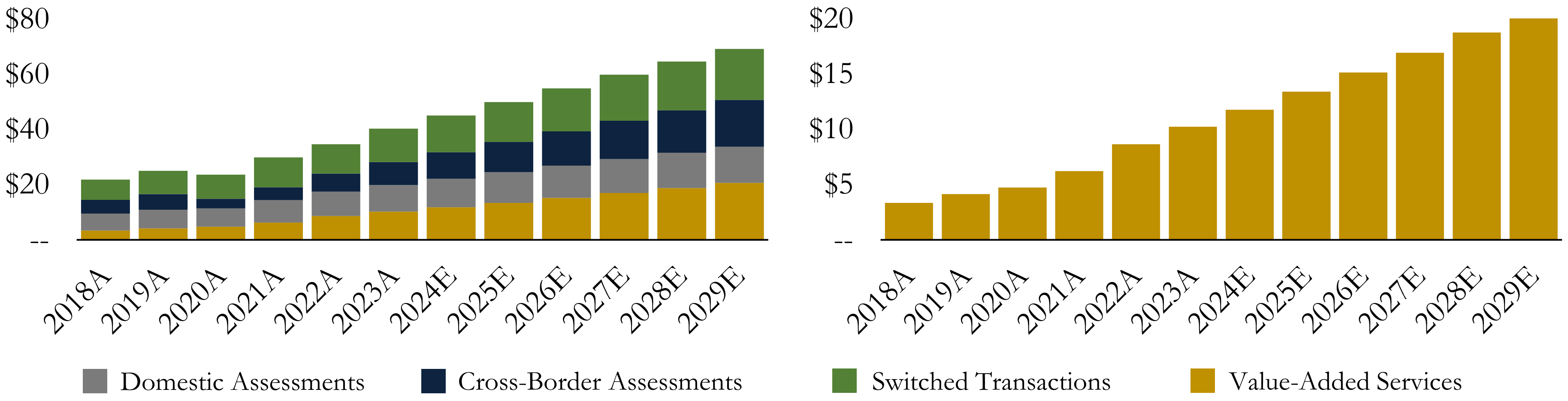
Transactions by Region, 2023



Transactions by Region, CAGR 23-28



Revenue Growth by Segment and Value-Added Services ($ bn)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	55.0%	$399.12-$567.46	$465.15
Discounted Cash Flow - Exit Multiple	5.0%	$436.40-$509.24	$472.82
Comparable Companies - P/E	20.0%	$486.06-$539.26	$512.66
Comparable Companies - EV/EBIT	20.0%	$457.69-$526.61	$492.15
Intrinsic Value per Share			**$480.44**
Current Share Price (as of April 22, 2024)			$456.75
Upside/(Downside) to Current			**5.2%**

- ✓ High barriers to entry and network effects put MA in a defensible market position; ROE higher than other competitors' due capital allocation strategy
- ✓ High growth opportunities in emerging markets more of the population enters the digital era
- ✗ Limited growth opportunities outside of value-added services domestically. Further growth requires taking market share in a duopoly, Duopoly threatened by regulators (Credit Card Competition Act)

Manhattan Associates (NASDAQ: MANH)

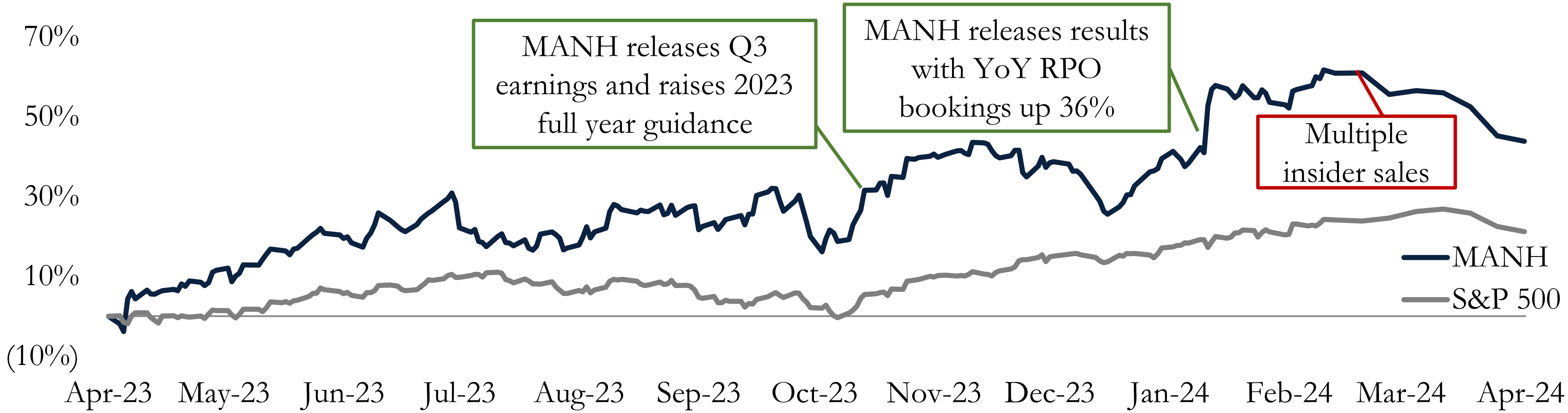
Company Overview

- Manhattan Associates is a leader in supply chain, inventory, and warehouse management software
- Serves a diverse base of clients in every industry - from Walmart to General Motors
- Began five-year transition to become a cloud subscription-based company in 2017 and moved its most popular software to the cloud in 2020
- Highly sticky revenue stream with win rate of 75% and subscription renewal rate of nearly 100%

Selected Financial Data

Share Price (as of April 22, 2024)	$228.32
Enterprise Value	$13.7 bn
FY2025E Revenue	$1.2 bn
FY2025E EPS	$4.58
Forward P/E	60.6x
Forward EV/EBITDA	45.5x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



MANH releases Q3 earnings and raises 2023 full year guidance

MANH releases results with YoY RPO bookings up 36%

Multiple insider sales

Investment Thesis

Industry Tailwinds

- Increased supply chain volatility and the shift to omnichannel commerce will drive companies to invest in supply chain software
- Major players like Amazon have redefined consumers' expectations for speed and efficiency

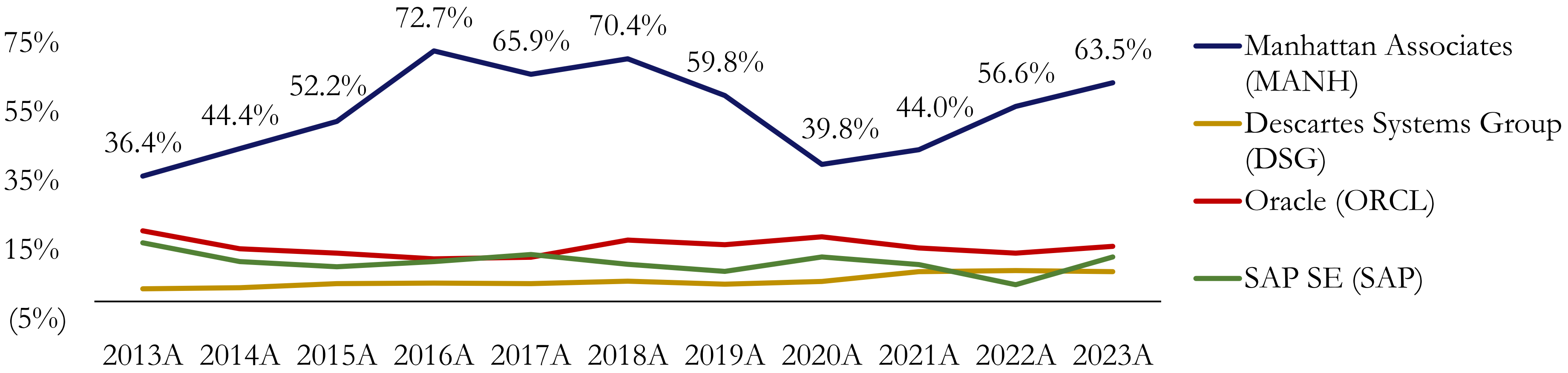
Best-in-Class Solutions

- Historically regarded as the industry's leader in innovation with only two true competitors
- Offers many exclusive features such as the first and only live fulfillment benchmarking tool for retailers

Investment Timing

- Interviews with software equity researchers confirmed that when a company transitions from perpetual license to cloud subscriptions, revenue and margins are temporarily depressed
- MANH's model transition creates buying opportunity

Competitive Advantage in the Numbers: Return on Capital



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$42.46-$296.38	$194.20
Discounted Cash Flow - Exit Multiple	30.0%	$84.05-$681.05	$437.55
Comparable Companies - EV/EBITDA	13.3%	$156.56- $247.92	$210.29
Comparable Companies - P/E	13.3%	$146.69-$237.28	$199.97
Comparable Companies - P/Sales	13.3%	$177.67-$199.57	$188.50
Intrinsic Value per Share			**$269.34**
Current Share Price (as of April 22, 2024)			$228.32
Upside/(Downside) to Current			**18.0%**

- ✗ Pricey valuation relative to comparable companies
- ✓ High potential for revenue growth, margin expansion, and subsequent share price appreciation as a result of unique position in cloud subscription transition
- ✓ Existing best-in-class product portfolio, strong focus on R&D, and new point-of-sale software in the pipeline indicate that MANH will likely maintain its position as the leader in innovation

Fluor Corporation (NYSE: FLR)

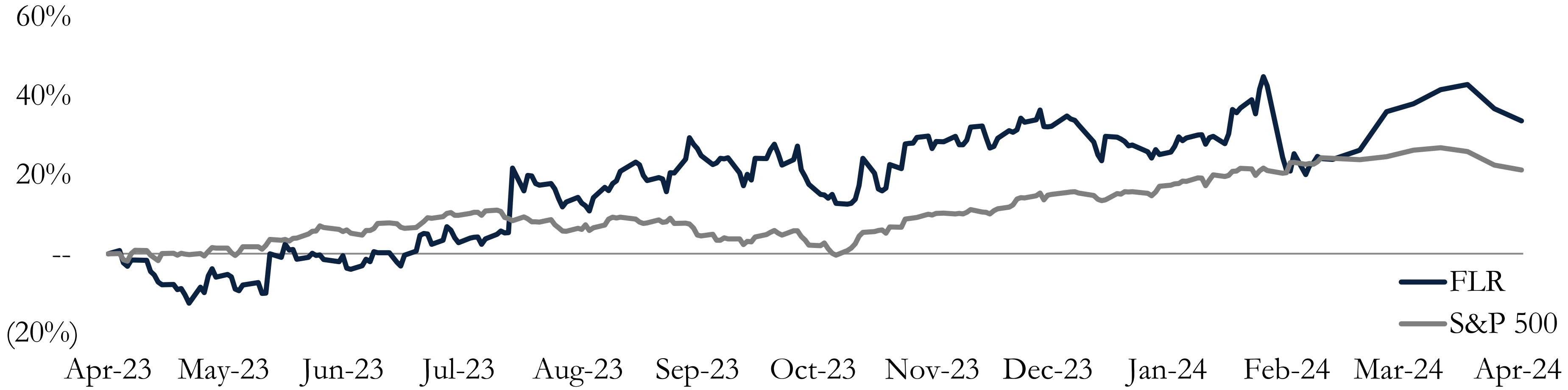
Company Overview

- Fluor provides engineering and construction services to a variety of end markets through three segments: Energy Solutions, Urban Solutions, and Mission Solutions
- Key Projects Include: Building Nuclear Plants, Roads & Bridges, Air Force and Naval Bases, Oil & Gas Pipeline, Liquid Natural Gas Plants…etc.
- Fluor employs a workforce of 40,000 in over 60 countries

Selected Financial Data

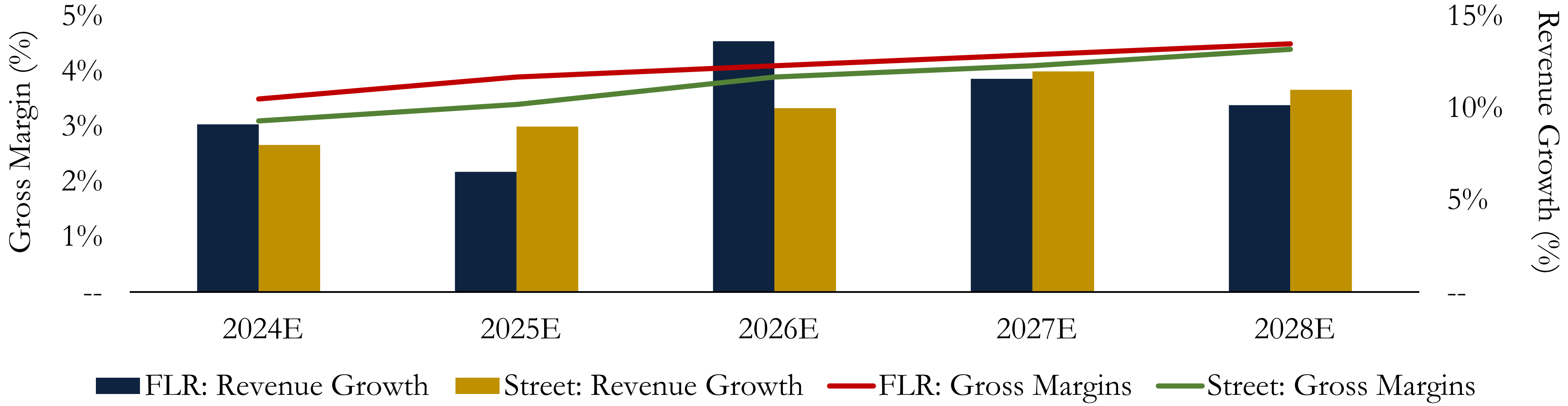
Share Price (as of April 22, 2024)	$39.20
Enterprise Value	$5.5 bn
FY2025E Revenue	$17.5 bn
FY2025E EPS	$2.80
Forward P/E	14.0x
Forward EV/EBITDA	8.6x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

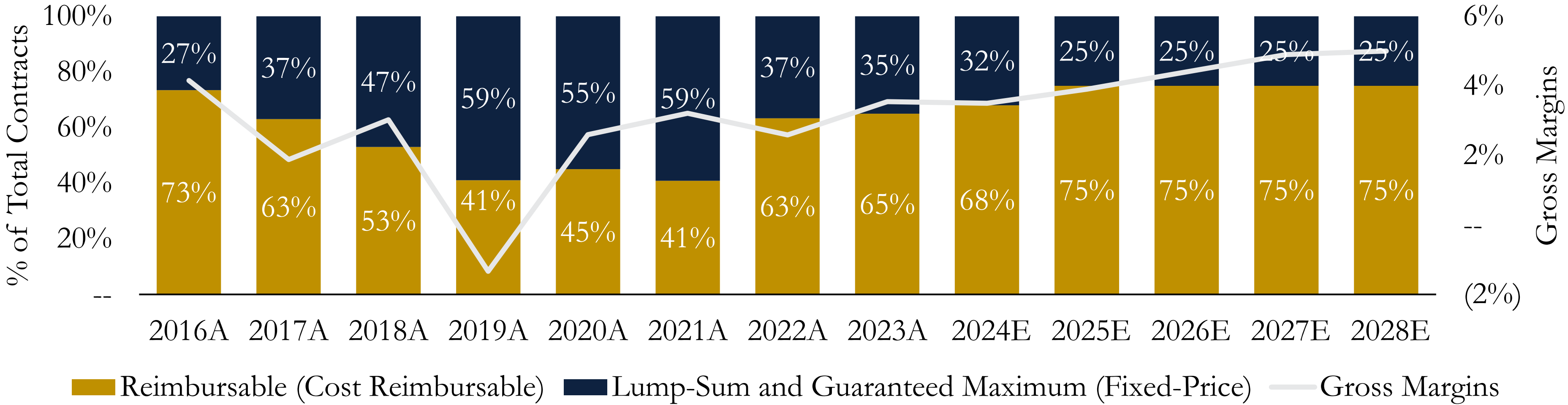


Success Is Dictated On Gross Margins

Revenue Growth & Gross Margins: Model Forecast Vs. Analyst Estimates



Reimbursable Vs. Fixed Rates Contract % Will Determine Gross Margin Improvement



Final Valuation & Recommendation

FLUOR®

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	35.0%	\$25.2-\$58.9	\$44.3
Discounted Cash Flow - EMM	25.0%	\$29.5-\$60.2	\$47.3
Comparable Companies - EV / EBITDA	5%	\$22.5-\$46.1	\$36.8
Comparable Companies - P/E	10%	\$35.5-\$66.1	\$41.2
Comparable Companies - EV/ Revenue	10%	\$57.7-\$62.4	\$60.0
Analyst Estimates	15%	\$37.0-\$50.0	\$44.1
Intrinsic Value per Share			**\$45.9**
Current Share Price (as of April 22, 2024)			\$39.2
Upside/(Downside) to Current			**17.0%**

✓ Shift Away From Oil & Gas Has Created A Diversified Business With Growing Backlogs

✓ IRA, CHIPS Act, and IIJA Have Bolstered Infrastructure Spending, Creating Tailwinds For FLUOR

✗ % Of Fixed Rate Vs. Reimbursable Contracts Is Still Hurting Fluor’s Margins

Breakout Room 3

Analysts

Brian Zeuthen
United Rentals, Clean Harbors

Priyanshi Gupta
Microsoft, Ulta Beauty

Thomas Judson
Taiwan Semiconductor, Disney

Sam Schuster
Equinix, Malibu Boats

Sudhir Kumar
Prologis, NVIDIA

Jack Walsh
Build-A-Bear Workshop,
Netflix, Inc.

Board Members & Faculty

Kevin Casey

Colleen Coen

Jason Reed

John Rudolph

Joe Sweeney

Clean Harbors, Inc. (NYSE: CLH)

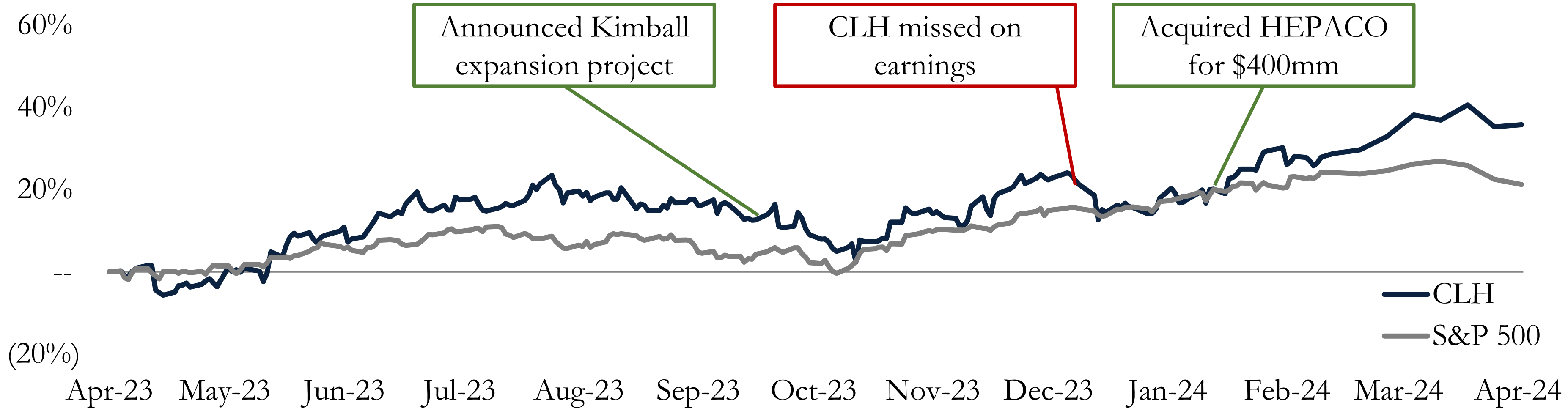
Company Overview

- Clean Harbors is the industry leader in hazardous waste management, operating a variety of disposal assets such as incinerators, landfills, and more
- The regulation around permitting has limited the construction of new facilities, providing extremely high barriers of entry and a strong moat
- Clean Harbors also operates an oil re-refining business under the SKSS segment, along with other industrial and disaster relief services

Selected Financial Data

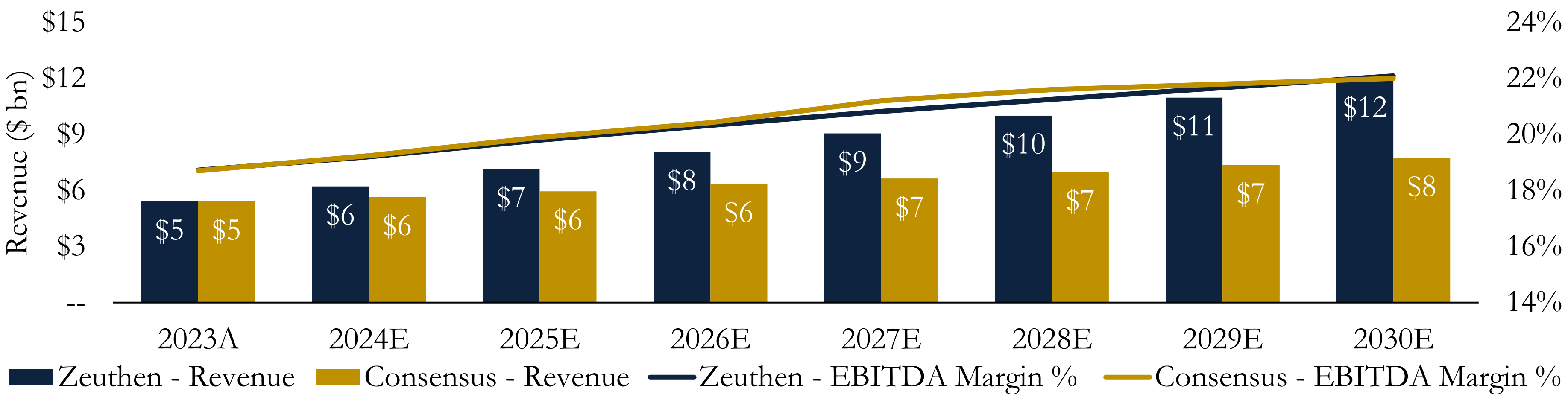
Share Price (as of April 22, 2024)	$195.45
Enterprise Value	$12.5 bn
FY2025E Revenue	$7.1 bn
FY2025E EPS	$10.31
Forward P/E	26.2x
Forward EV/EBITDA	11.4x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Underappreciated Growth Opportunity

Financial Projections vs. Consensus



Primary Research Takeaways

Clean Harbors realized through COVID how much pricing power it has

The hazardous waste industry is where solid waste was 20 years ago in fragmentation

Investors heavily discount the overall business to the SKSS oil collection segment

Sum-of-the-Parts Sensitivity

		ES Fwd EV/EBITDA				
		10.0x	11.5x	13.0x	14.5x	16.0x
SKSS Fwd EV/EBITDA	0.0x	$156.86	$185.51	$214.17	$242.82	$271.47
	2.0x	$162.53	$191.18	$219.84	$248.49	$277.14
	4.0x	$168.20	$196.85	$225.51	$254.16	$282.81
	6.0x	$173.87	$202.52	$231.18	$259.83	$288.48
	8.0x	$179.54	$208.19	$236.85	$265.50	$294.15
	10.0x	$185.21	$213.86	$242.52	$271.17	$299.82

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	32.5%	$138.19-$343.95	$241.16
Discounted Cash Flow - Exit Multiple	32.5%	$136.99-$348.06	$244.64
Comparable Companies - EV/EBITDA	10.0%	$131.95-$308.17	$256.54
Comparable Companies - P/E	10.0%	$150.12-$286.90	$230.40
Sum-of-the-Parts	15.0%	$177.54-$310.50	$236.51
Intrinsic Value per Share			**$242.05**
Current Share Price (as of April 22, 2024)			$195.45
Upside/(Downside) to Current			**23.4%**

- ✓ Analysts fail to appreciate the value provided by inorganic growth, which is extremely important given the regulatory environment
- ✓ The market underestimates CLH's ability to grow into the future through pricing power and pivots into other segments
- ✓ The strong distaste for the SKSS segment leads to an exaggerated discount, as demonstrated by SOTP

Microsoft (NASDAQ: MSFT)

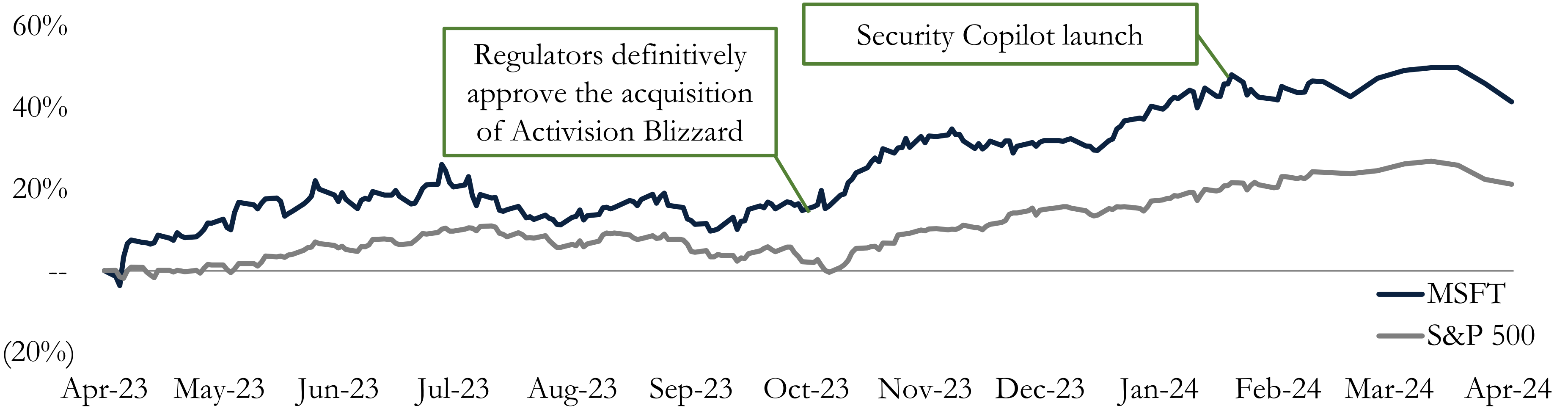
Company Overview

- Microsoft stands as a global tech giant, pioneering innovations across a myriad of sectors including software, hardware, cloud computing, and artificial intelligence
- Microsoft operates through three major business segments: productivity and business processes, intelligent cloud, and more personal computing

Selected Financial Data

Share Price (as of April 22, 2024)	$400.96
Enterprise Value	$3.0 tn
FY2025E Revenue	$285.6 bn
FY2025E EPS	$14.38
Forward P/E	27.8x
Forward EV/EBITDA	19.8x
Dividend Yield	0.7%

One-Year Share Price Performance (% Change since April 22, 2023)



Regulators definitively approve the acquisition of Activision Blizzard

Security Copilot launch

Exciting Journey Ahead

The Microsoft Mantra

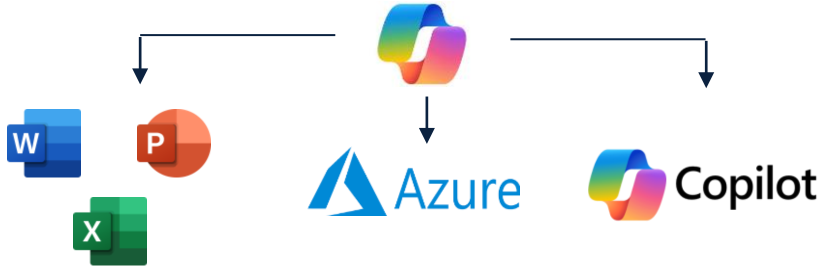
Integration & Synergy Across Products

Intelligent Cloud and Intelligent Edge Platform Powered by **AI**

Strategic Alliances through Continuous M&A Activities

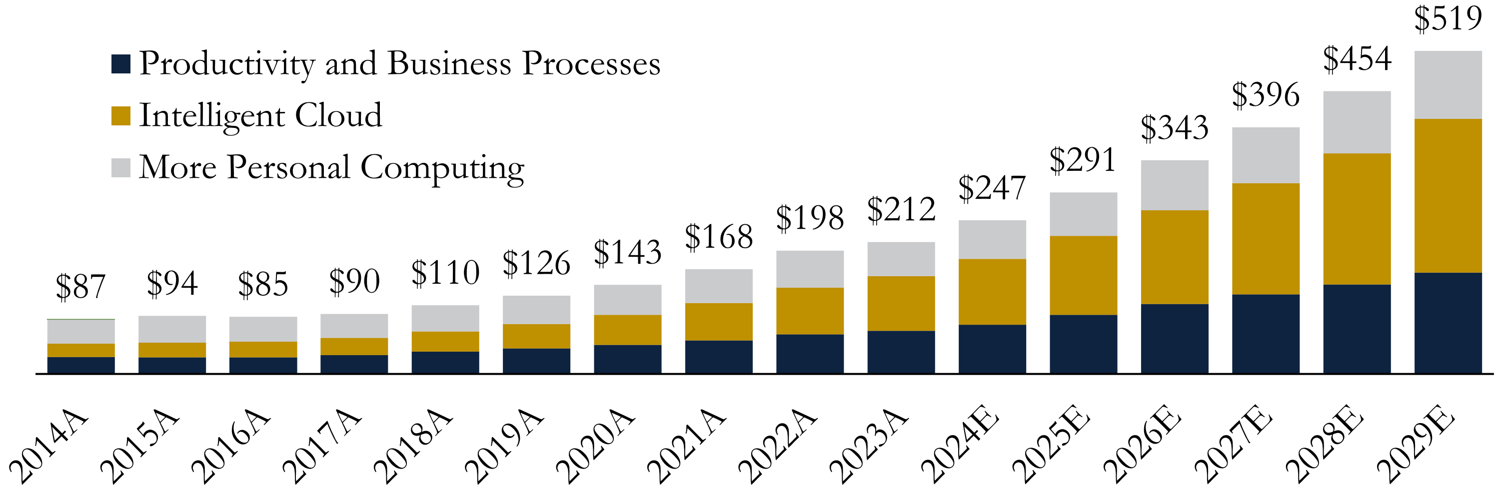
On-Premise – Cloud – Hybrid Seamless Experience

Microsoft Launches as an "AI Company"



Microsoft focus on integrating AI with other product offering – **Unique Value Proposition**

The Intelligent Cloud Era ($ bn)



Azure is on the rise, gearing up to claim a larger slice of the cloud computing market pie – from 22% to 26% by 2029E

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	65.0%	$405.00-$504.26	$458.07
Discounted Cash Flow - Exit Multiple	15.0%	$431.82-$552.97	$498.31
Comparable Companies - EV/EBITDA	10.0%	$270.26-$278.64	$279.04
Comparable Companies - P/E	10.0%	$335.29-$345.00	$346.02
Dividend Discount Model	0.0%	$258.45-$334.89	$299.07
Intrinsic Value per Share			**$435.00**
Current Share Price (as of April 22, 2024)			$400.96
Upside/(Downside) to Current			**8.8%**

- ✓ Interplay between Cloud and Gen AI – Microsoft has secured a deep strong and early mind space – Positive feedback around Azure Open AI service
- ✓ Microsoft linkage to large digital transformations – continued growth prospects in huge categories of IT spending, ability to further monetize strong positioning
- ✓ Early AI lead and strong incumbent position in a tight market **–** favorable current market position

Walt Disney Company (NYSE: DIS)

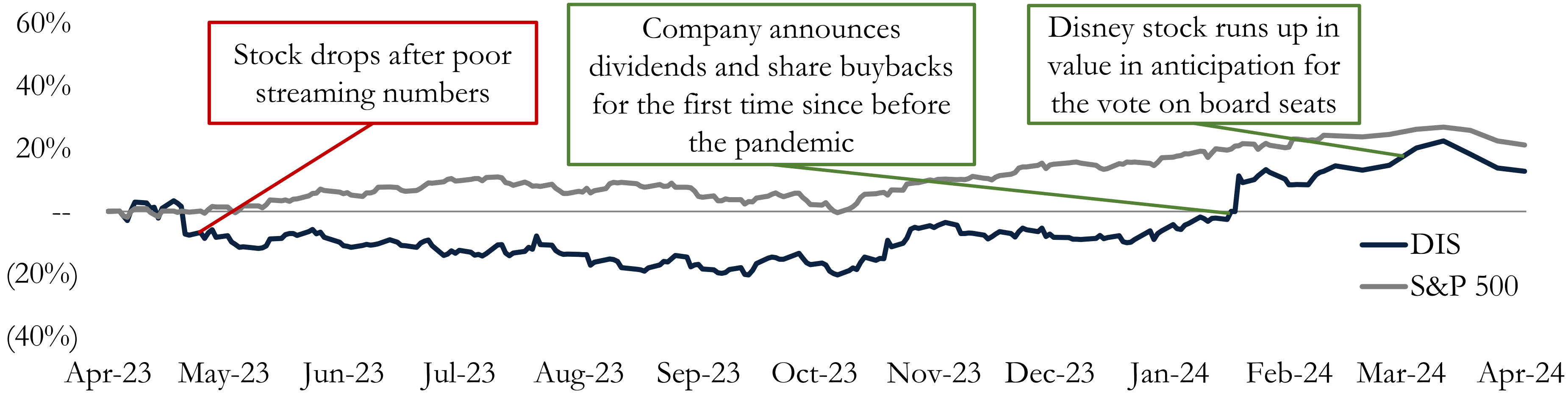
Company Overview

- Founded in 1923 as a film studio by Walt and Roy O. Disney, now headquartered in Burbank, CA
- Industry leading entertainment company whose operations span movies, streaming, linear TV, theme parks, cruise lines, and consumer products, serving end markets across the globe
- Recently reorganized into three distinct segments: Entertainment, Sports, and Experiences

Selected Financial Data

Share Price (as of April 22, 2024)	$111.99
Enterprise Value	$219.8 bn
FY2025E Revenue	$99.2 bn
FY2025E EPS	$7.78
Forward P/E	22.8x
Forward EV/EBITDA	13.7x
Dividend Yield	0.7%

One-Year Share Price Performance (% Change since April 22, 2023)



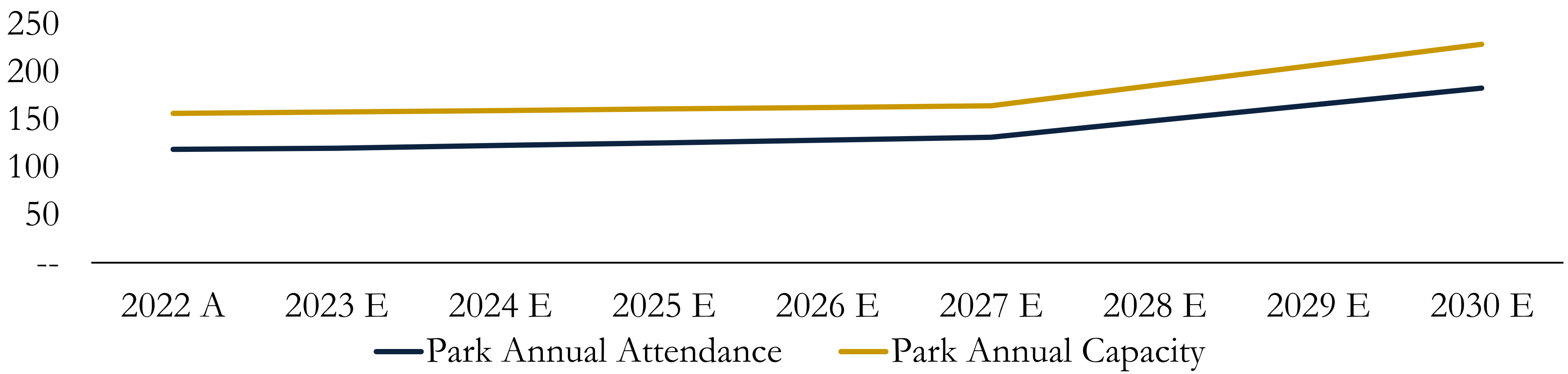
Stock drops after poor streaming numbers

Company announces dividends and share buybacks for the first time since before the pandemic

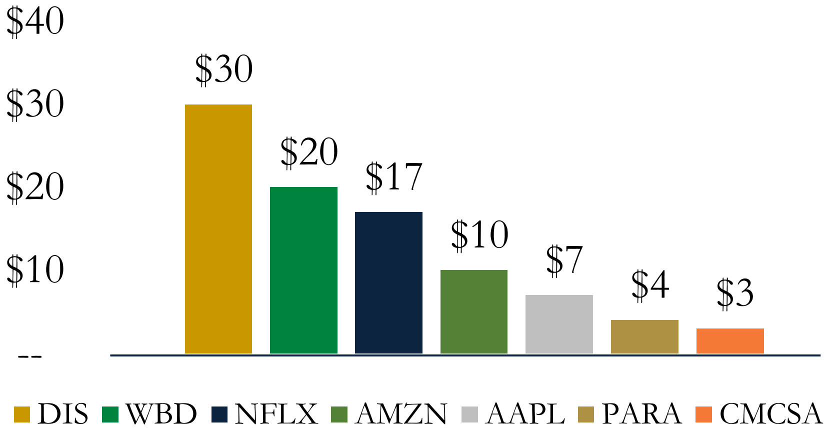
Disney stock runs up in value in anticipation for the vote on board seats

Top Line Improvements

Parks Attendance (mm)



2023 Content Spending ($ bn)



Streaming Services

Disney has nearly the most streaming subscribers across platforms with Disney+ (150 mm), Hulu (49 mm), and ESPN+ (26 mm) vs Netflix (270 mm)

Continued cost improvements on Disney+ and Hulu acquisition → **Disney will own two of the four profitable streaming services**

Disney is poised for growth in streaming with key synergies across platforms

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$83.24-$272.13	$128.24
Discounted Cash Flow - Exit Multiple	40.0%	$79.38-$251.90	$134.89
Comparable Companies - EV/EBITDA	25.0%	$136.37-$173.79	$154.59
Comparable Companies - P/E	15.0%	$98.41-$148.65	$123.38
Sum-of-the-Parts	5.0%	$155.33-$165.77	$160.11
Intrinsic Value per Share			**$140.34**
Current Share Price (as of April 22, 2024)			$111.99
Upside/(Downside) to Current			**25.3%**

- ✓ Industry leader in entertainment with blue-chip IP and renewed ability to produce content in-house
- ✓ Parks maintain a deep moat due to high barriers to entry
- ✓ Management turnaround story with Bob Iger still maintains upside

Malibu, Inc. (NASDAQ: MBUU)

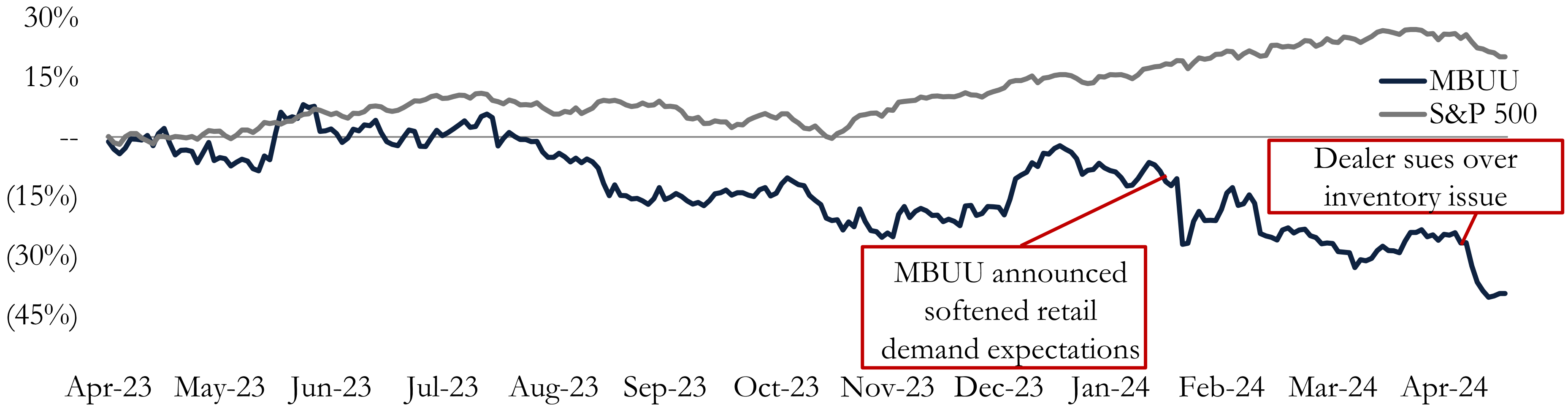
Company Overview

- Malibu is a leading recreational powerboat designer, manufacturer, and marketer
- Malibu has a diversified portfolio of market-leading brands, Malibu, Cobalt, and five saltwater fishing brands
- Malibu has a proven track record of accretive acquisitions and organic revenue growth

Selected Financial Data

Share Price (as of April 22, 2024)	$34.07
Enterprise Value	$0.7 bn
FY2025E Revenue	$1.0 bn
FY2025E EPS	$4.41
Forward P/E	12.9x
Forward EV/EBITDA	6.5x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

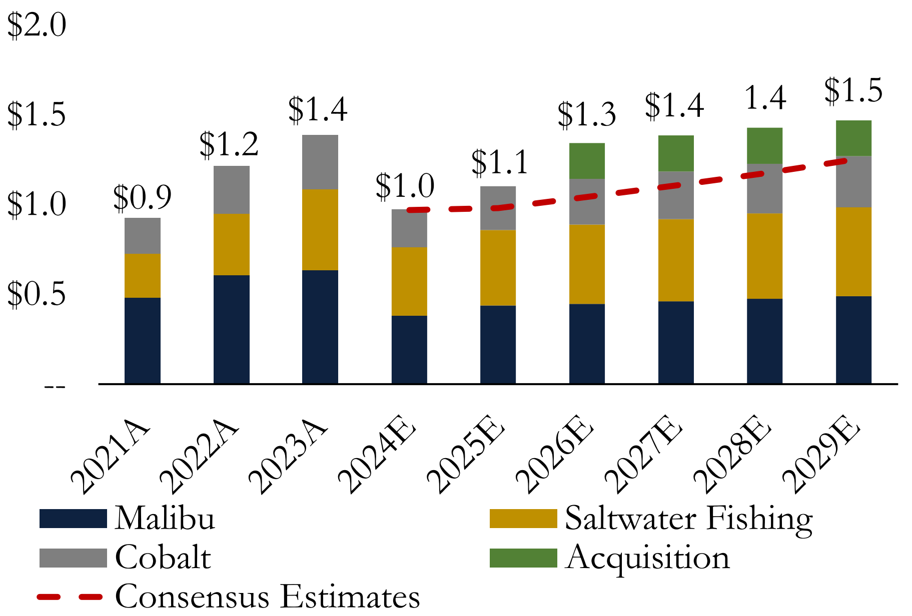


Dealer sues over inventory issue

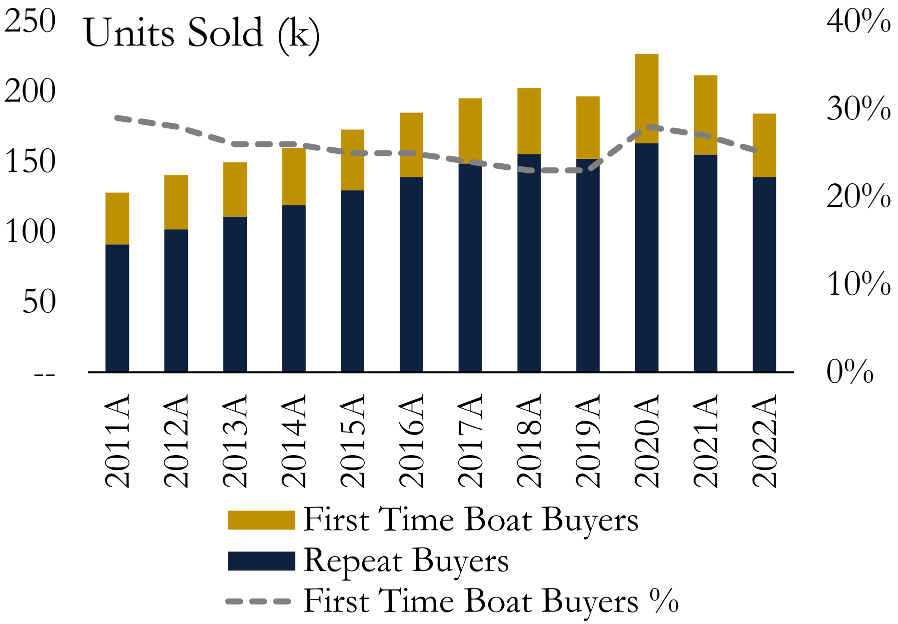
MBUU announced softened retail demand expectations

Positioned to Win

Revenue Build and Acquisition Overview ($ bn)



Recreational Boat Market Dynamics



Malibu's Brand Portfolio – Forecasted to Acquire 1-2 Brands During AIM's Hold Period

Malibu

Pursuit

Cobalt

Pathfinder

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$34.07-$78.72	$53.31
Discounted Cash Flow - Exit Multiple	30.0%	$32.06-$80.90	$50.39
Comparable Companies - EV/EBITDA	15.0%	$47.40-$68.35	$55.12
Comparable Companies - P/E	15.0%	$57.00-$68.81	$61.04
Comparable Companies - EV/Revenue	10.0%	$34.56-$65.14	$53.21
Intrinsic Value per Share			**$54.47**
Current Share Price (as of April 22, 2024)			$34.50
Upside/(Downside) to Current			**60.2%**

- ✓ Moderate revenue growth results in a significant upside in Base and Bull cases and limited downside due to the recent decline in share price
- ✓ MBUU’s balance sheet is well positioned to make a strategic acquisition of a market-leading brand
- ✓ Market dynamics have normalized leading to a focus on matching production with retail demand

NVIDIA (NASDAQ: NVDA)

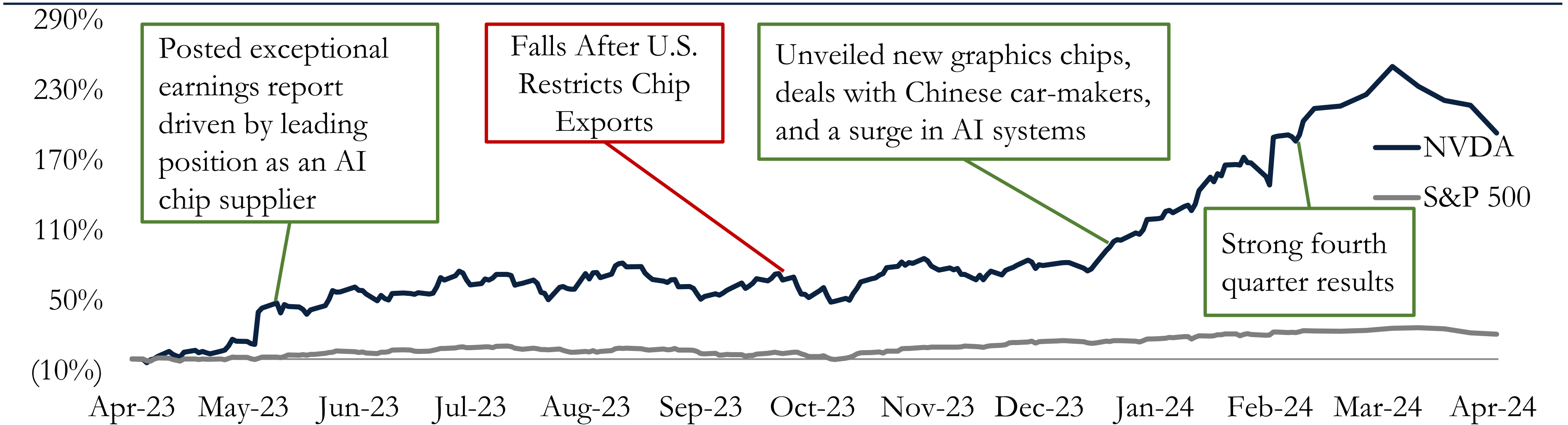
Company Overview

- NVIDIA holds a dominant position in the data-center GPU chips sector with a 74% market share, driving transformation in AI and accelerated computing
- It provides a wide range of solutions to a diverse customer base worldwide, spanning sectors such as Data Centers, Gaming, Professional Visualization, and Automotive
- The company has experienced strong international sales growth, largely due to a surge in the AI chip market

Selected Financial Data

Share Price (as of April 22, 2024)	$795.18
Enterprise Value	$2.0 tn
FY2025E Revenue	$134.2 bn
FY2025E EPS	$29.36
Forward P/E	27.1x
Forward EV/EBITDA	26.6x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



Posted exceptional earnings report driven by leading position as an AI chip supplier

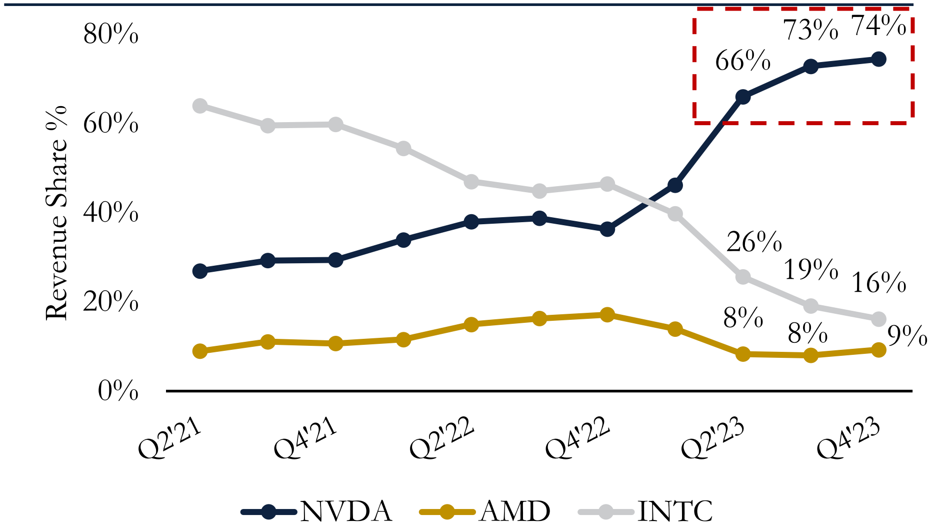
Falls After U.S. Restricts Chip Exports

Unveiled new graphics chips, deals with Chinese car-makers, and a surge in AI systems

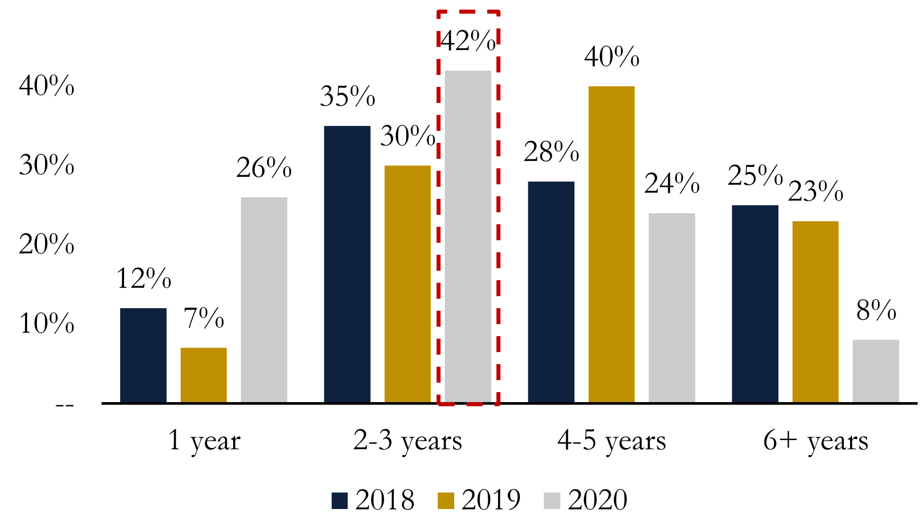
Strong fourth quarter results

Data Center Chip Market Leader

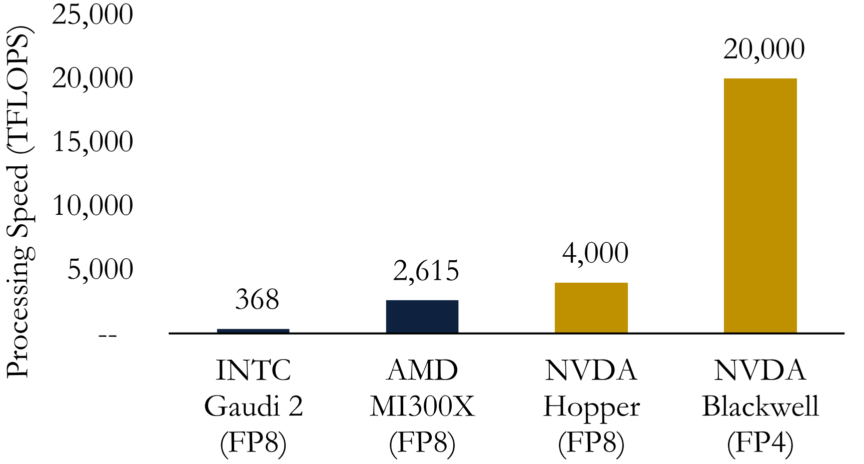
Data Center Chip Market Share



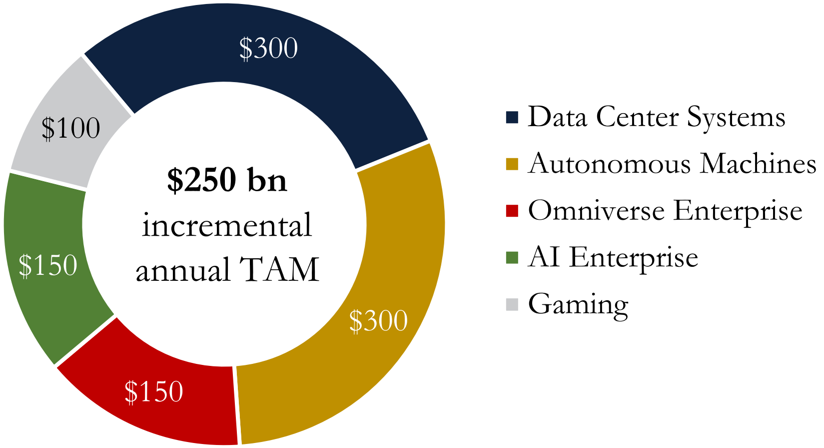
Data Center Server Chips Replacement Period



Server GPU's Peak Performance Comparison



$1 Trillion Long Term TAM



Source: NVIDIA, Intel, AMD, Statista, Tomshardware

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	20.0%	$233.42-$1,009.06	$478.67
Discounted Cash Flow - Exit Multiple	30.0%	$416.43-$1,961.28	$888.97
Comparable Companies - EV/EBITDA	10.0%	$998.17-$1,184.62	$1,163.25
Comparable Companies - P/E	20.0%	$1,183.71-$1,363.26	$1,344.89
Precedent Transactions	20.0%	$1,145.72-$1,330.87	$1,335.03
Intrinsic Value per Share			**$1,014.73**
Current Share Price (as of April 22, 2024)			$795.18
Upside/(Downside) to Current			**27.6%**

- ✓ NVIDIA's high-performance GPUs dominate AI chipmaking across diverse sectors, securing a 74% market share in high-performance data center chips, reinforcing its leadership position
- ✓ Technological superiority, exemplified by the Blackwell server GPU launch and Mellanox acquisition, reinforces its market leadership through continuous hardware and software innovation
- ✓ Robust financials, marked by over 60% profit margins, substantial R&D investments, and bullish revenue projections across key sectors

Netflix Inc. (NASDAQ: NFLX)

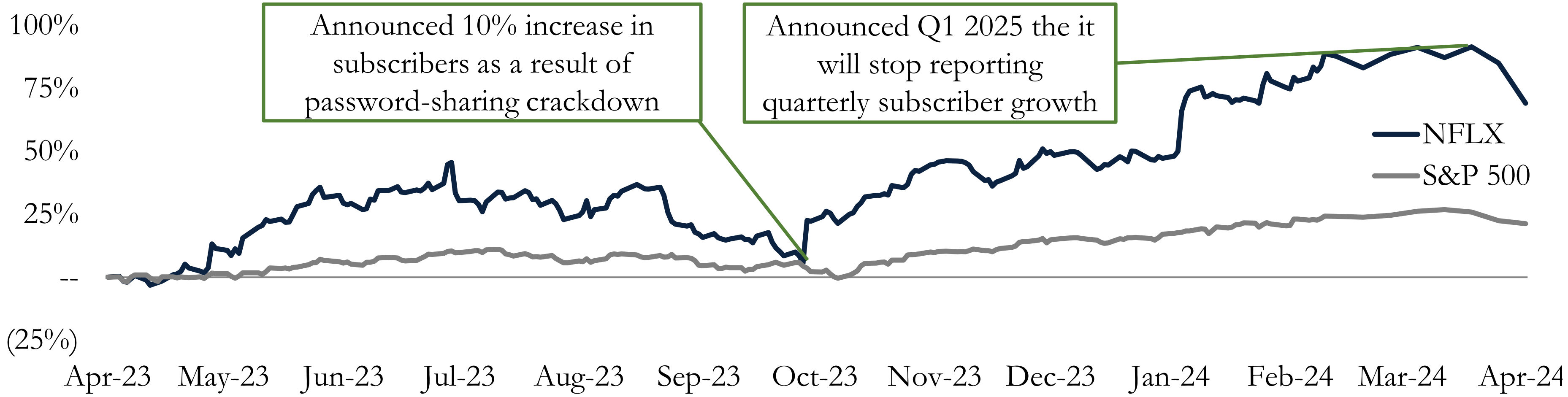
Company Overview

- Netflix is a subscription-based streaming platform and content creator and is the global leader in video-on-demand streaming media services
- Starting as a DVD-by-mail service, Netflix now solely operates in streaming services, operating in over 190 countries around the world with over 269M subscribers

Selected Financial Data

Share Price (as of April 22, 2024)	$554.60
Enterprise Value	$282.0 bn
FY2025E Revenue	$45.4 bn
FY2025E EPS	$24.21
Forward P/E	33.8x
Forward EV/EBITDA	27.8x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

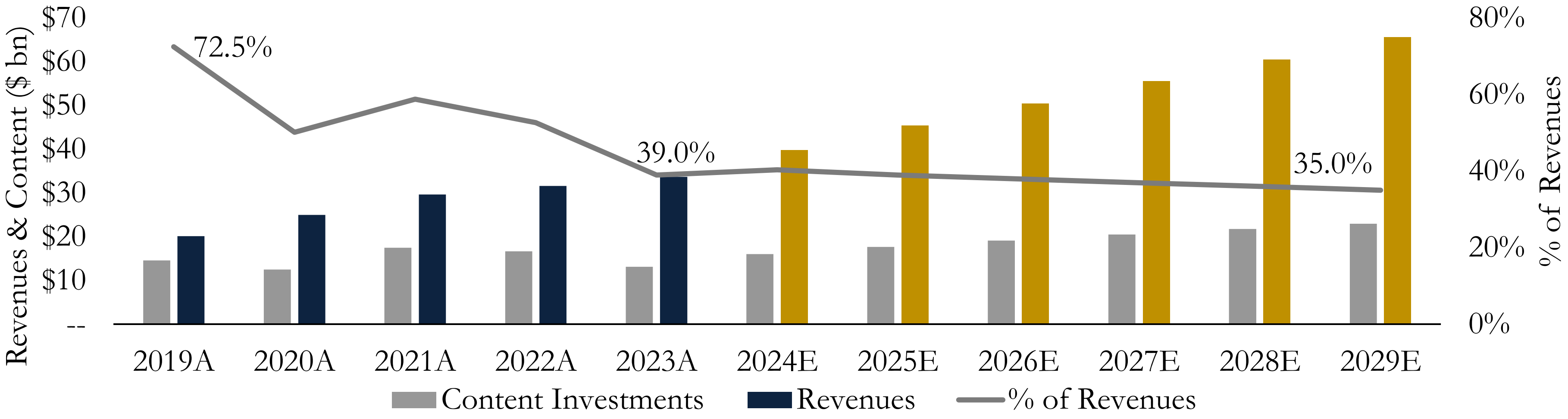


Announced 10% increase in subscribers as a result of password-sharing crackdown

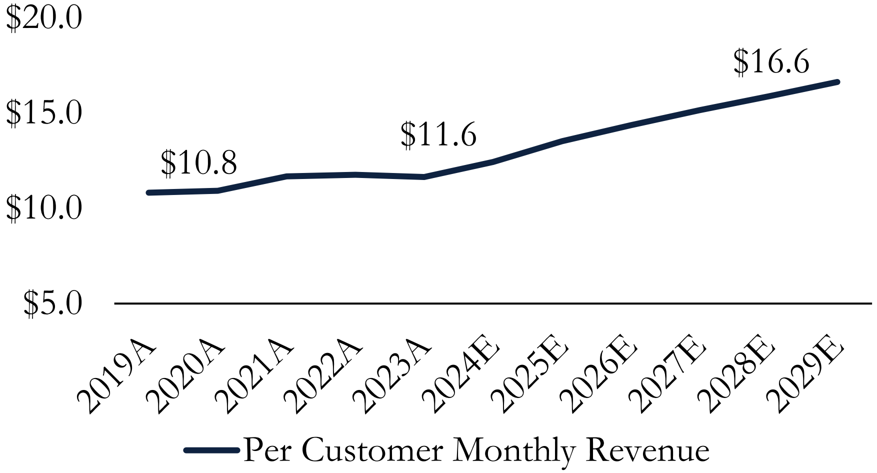
Announced Q1 2025 the it will stop reporting quarterly subscriber growth

Room for Future Growth

Decreased Content Spend Drives Increased Margins



Advertising Will Drive Per Customer Revenue



Substantial Lead in "Streaming Wars"

One of Three Streamers Currently Profitable

Largest Subs. Growth in 2023 Upon Password Crackdown

Nearly 100M More Subs. Than Closest Competition

40% of New Users Joining Ad-Supported Tier

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	35.0%	$425.19-$828.02	$657.39
Discounted Cash Flow - Exit Multiple	30.0%	$435.75-$829.04	$663.03
Comparable Companies - EV/EBITDA	15.0%	$493.84-$867.22	$645.49
Comparable Companies - P/E	15.0%	$379.45-$727.55	$618.20
Comparable Companies - EV/EBIT	5.0%	$534.03-$826.44	$746.72
Intrinsic Value per Share			**$655.88**
Current Share Price (as of April 22, 2024)			$554.60
Upside/(Downside) to Current			**18.3%**

- ✓ Substantial subscriber advantage allows for the company to focus on optimizing per customer value as opposed to spending resources to acquire market share
- ✓ The company is financially positioned to take advantage of unprofitable competition, licensing peers' content, expanding its already market leading content library
- ✓ Netflix's operating and free cash flow leverage limit downside risk and give upside potential to further expand margins

BREAKOUT ROOM 3 APPENDIX

United Rentals, Inc. (NYSE: URI)

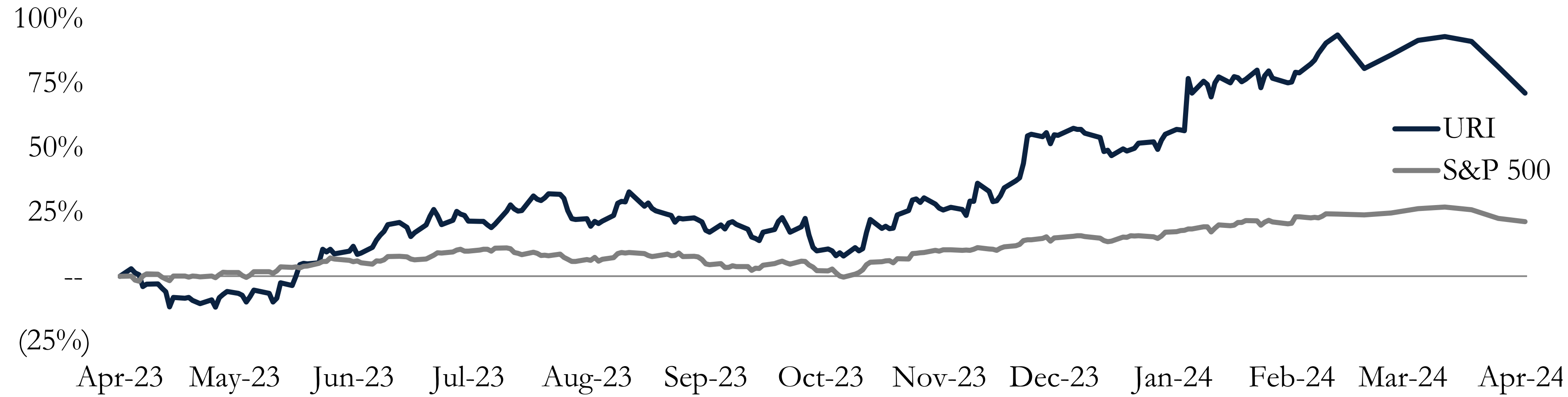
Company Overview

- United Rentals is the largest construction equipment rental company in North America, mainly targeting large, national customers
- The company rents both General (75% of Revenue) and Specialty Equipment (25% of Revenue) which it hopes to expand to 30% by 2028 as Specialty commands higher margins
- United Rentals has performed exceptionally recently due to high demand for equipment associated with increased construction spending

Selected Financial Data

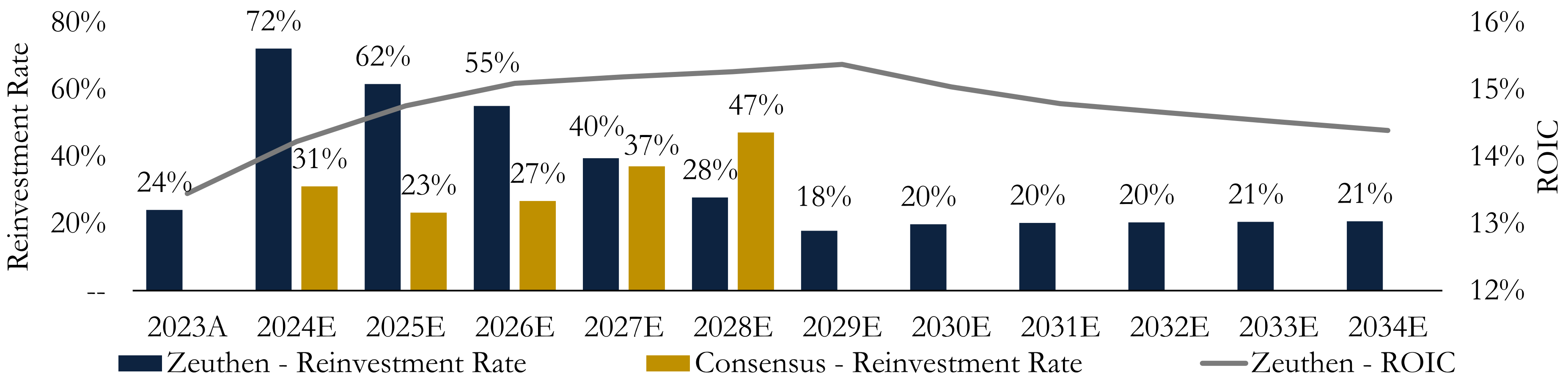
Share Price (as of April 22, 2024)	$629.30
Enterprise Value	$54.5 bn
FY2025E Revenue	$16.4 bn
FY2025E EPS	$46.20
Forward P/E	14.8x
Forward EV/EBITDA	7.7x
Dividend Yield	1.0%

One-Year Share Price Performance (% Change since April 22, 2023)

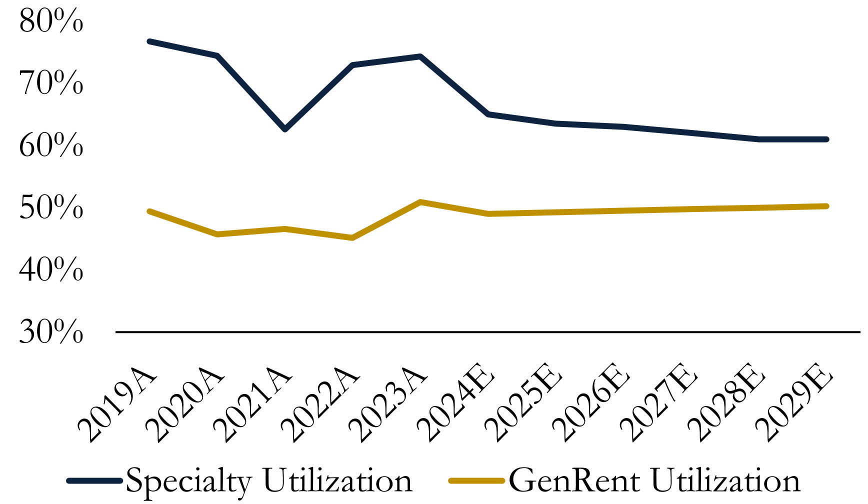


Heavy Reinvestment Fuels Growth

Reinvestment & ROIC



Utilization Trends & Projections



Primary Research Takeaways

United Rentals has a large appetite for acquisitions and ~$ 7bn in available dry powder

The pipeline for acquisitions remains robust and there is a huge focus on growth

The General segment is commoditized while the specialty segment more acts as a service

Final Valuation & Recommendation

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$385.64-$809.59	$578.13
Discounted Cash Flow - Exit Multiple	30.0%	$364.82-$864.25	$574.36
Comparable Companies - EV/EBITDA	15.0%	$379.06-$748.32	$585.55
Comparable Companies - P/E	15.0%	$362.84-$756.32	$567.54
Comparable Companies - EV/Fleet Value	10.0%	$372.64-821.67	$528.19
Intrinsic Value per Share			**$571.53**
Current Share Price (as of April 22, 2024)			$629.30
Upside/(Downside) to Current			**(10.1%)**

- ✗ United Rentals is extremely capital intensive, with the street underestimating the reinvestment required to achieve projected growth
- ✗ Increased competition within the Specialty segment will lead to lower utilization, impacting margins and revenue
- ✗ The nature of construction spend is changing as more demand relies upon public infrastructure spending, which is less sensitive to interest rates

ULTA Beauty (NASDAQGS: ULTA)

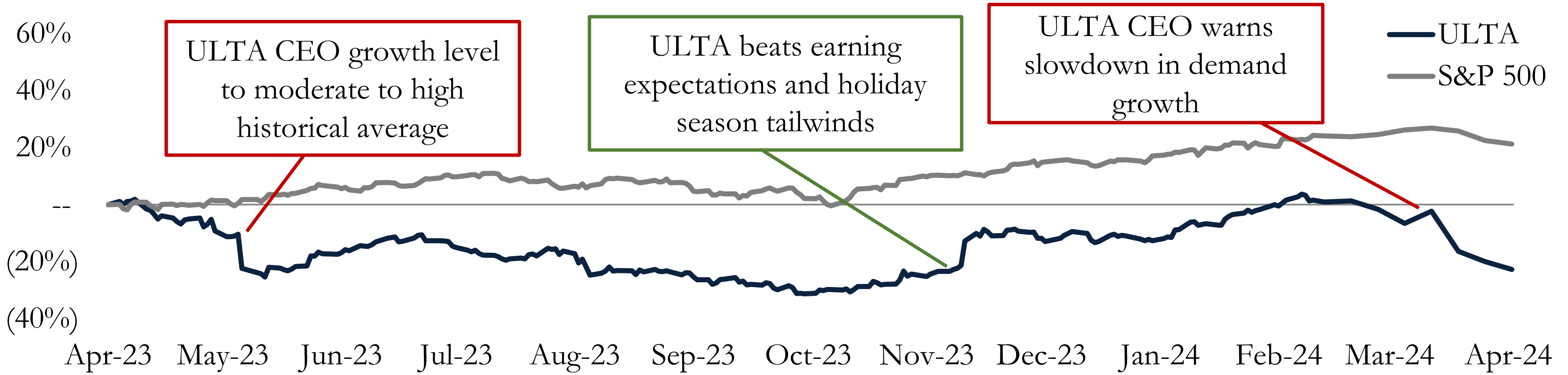
Company Overview

- ULTA Beauty is a leading specialty beauty retailer offering cosmetic, skincare, haircare and fragrance products
- They operate through 1,385 stores, omnichannel offering, and Target offering 25,000 products across 600 brands
- ULTA Beauty appeals to customers across all budget ranges with its carefully curated selection of both mass-market and prestige beauty products

Selected Financial Data

Share Price (as of April 22, 2024)	$417.98
Enterprise Value	$21.3 bn
FY2024E Revenue	$11.6 bn
FY2024E EPS	$26.59
Forward P/E	15.7x
Forward EV/EBITDA	8.6x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)


ULTA CEO growth level to moderate to high historical average

ULTA beats earning expectations and holiday season tailwinds

ULTA CEO warns slowdown in demand growth

All Things Beauty – All in One Place

ULTA BEAUTY

One of a Kind Assortment

Variety of Price Points

COVERGIRL
elf
CeraVe
Neutrogena

MORPHE
COLOURPOP
Juvia's Place
The Ordinary.

MAC
Dior
OLAPLEX.
FENTY BEAUTY BY RIHANNA

Multiple Categories

- Cosmetics – **41%**
- Haircare Products And Styling – **24%**
- Skincare, Bath & Fragrance – **24%**
- Salon Services – **5%**

A **cost-effective** and **well-rounded option** for those looking for a **one-stop shop** for all their beauty needs

Key Revenue Drivers

- Evolving Beauty Standards – Continued Product Innovation
- Pervasive Influence of Social Media
- Heightened Consumer Awareness for Health and Wellness
- Increasing Awareness & Demand for Sustainable & Eco–Friendly Products

conscious beauty at ulta beauty

THE WELLNESS SHOP

UB MEDIA

95% of sales driven by 42 mm loyal **ULTA Beauty Rewards** members

Largest market share – 20% share of specialty beauty retail

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	45.0%	$437.61-$581.58	$509.98
Discounted Cash Flow - Exit Multiple	10.0%	$447.43-$594.27	$513.62
Comparable Companies - EV/EBITDA	15.0%	$457.15-$663.89	$523.21
Comparable Companies - P/E	5.0%	$322.15-$475.66	$393.98
Comparable Companies - EV/Revenue	25.0%	$426.56-$519.76	$469.83
Intrinsic Value per Share			**$496.04**
Current Share Price (as of April 22, 2024)			$417.98
Upside/(Downside) to Current			**18.7%**

- ✓ Strong recurring cash flows and share repurchase drive consistent shareholder value
- ✓ Brick and Mortar model – Still the No 1 choice for beauty and personal care shopping
- ✓ Sweet Spot of being a more affordable beauty retailer that more and more consumer will look during economic downturns

TSMC (NYSE: TSM)

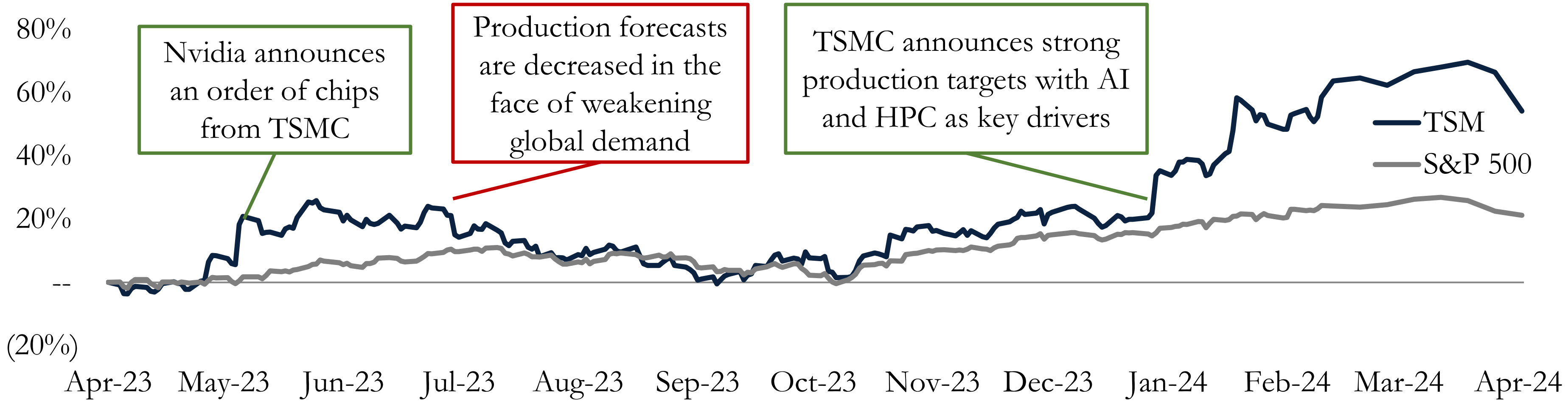
Company Overview

- Founded in 1987 as a pure-play semiconductor manufacturer in Taiwan
- Fabricate 58% of the world's chips and 90% of the most advanced models with facilities in Taiwan, China, Japan, the United States, and Germany
- They serve 532 individual customers world-wide, though operations remain centered in Taiwan

Selected Financial Data

Share Price (as of April 22, 2024)	$129.75
Enterprise Value	$637.5 bn
FY2025E Revenue	$99.3 bn
FY2025E EPS	$7.37
Forward P/E	17.9x
Forward EV/EBITDA	9.4x
Dividend Yield	1.6%

One-Year Share Price Performance (% Change since April 22, 2023)

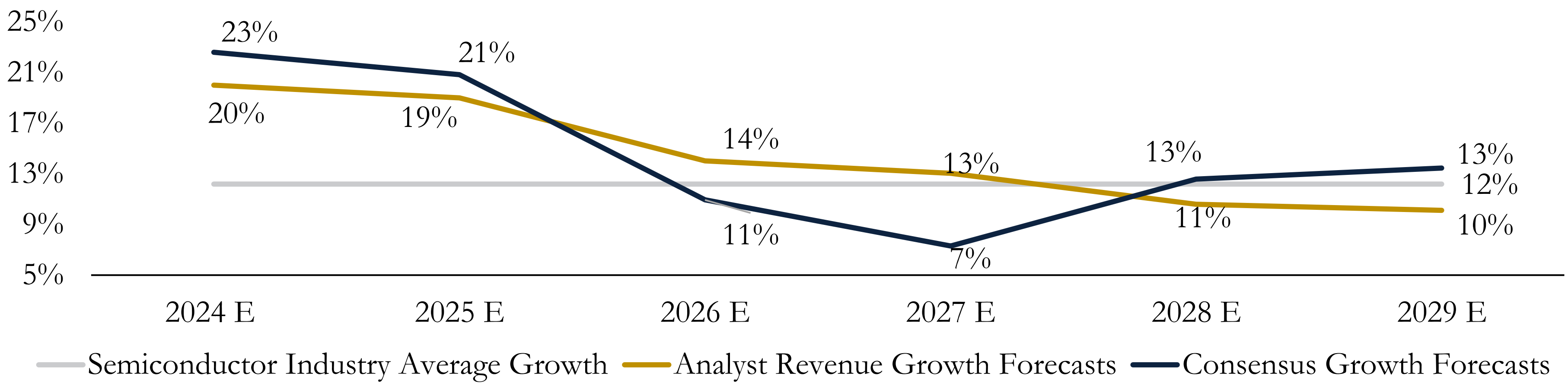

Nvidia announces an order of chips from TSMC

Production forecasts are decreased in the face of weakening global demand

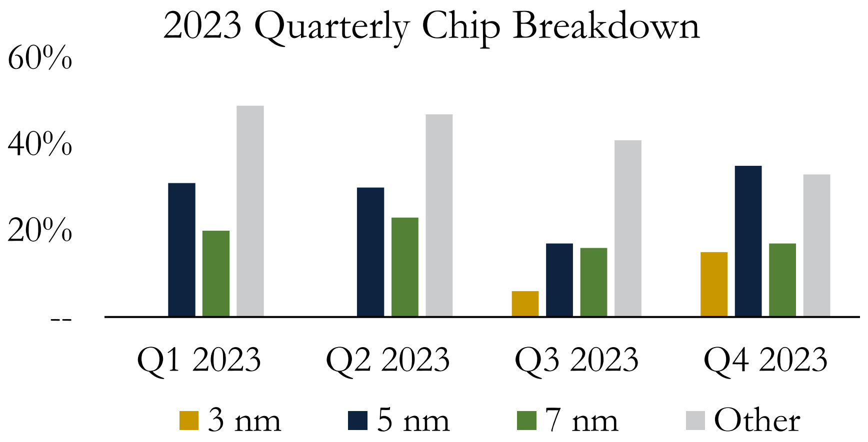
TSMC announces strong production targets with AI and HPC as key drivers

Strong Growth Drivers

Shift to Prioritizing Newer Models



Shift to Prioritizing Newer Models



Pricing Power

When a new generation of chips debuts, few companies able to produce them

Although very antiquated models may become commoditized, new chips will enjoy healthy margins

TSMC leads new chip production and will retain that position moving forward

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$95.43-$133.43	$119.84
Discounted Cash Flow - Exit Multiple	45.0%	$114.86-$173.24	$140.04
Comparable Companies - EV/EBITDA	15.0%	$106.98-$117.01	$113.05
Comparable Companies - P/E	15.0%	$120.78-$140.78	$133.09
Comparable Companies - EV/EBIT	10.0%	$118.65-$210.42	$159.20
Intrinsic Value per Share			**$132.62**
Current Share Price (as of April 22, 2024)			$126.99
Upside/(Downside) to Current			**4.4%**

- ✓ Industry leader in chip production with sustainable comparative advantage from fabs
- ✓ Benefit from persistent high volumes of production with economies of scale and a technological gap
- ✓ Market has over-indexed on geopolitical risk

Equinix, Inc. (NasdaqGS: EQIX)

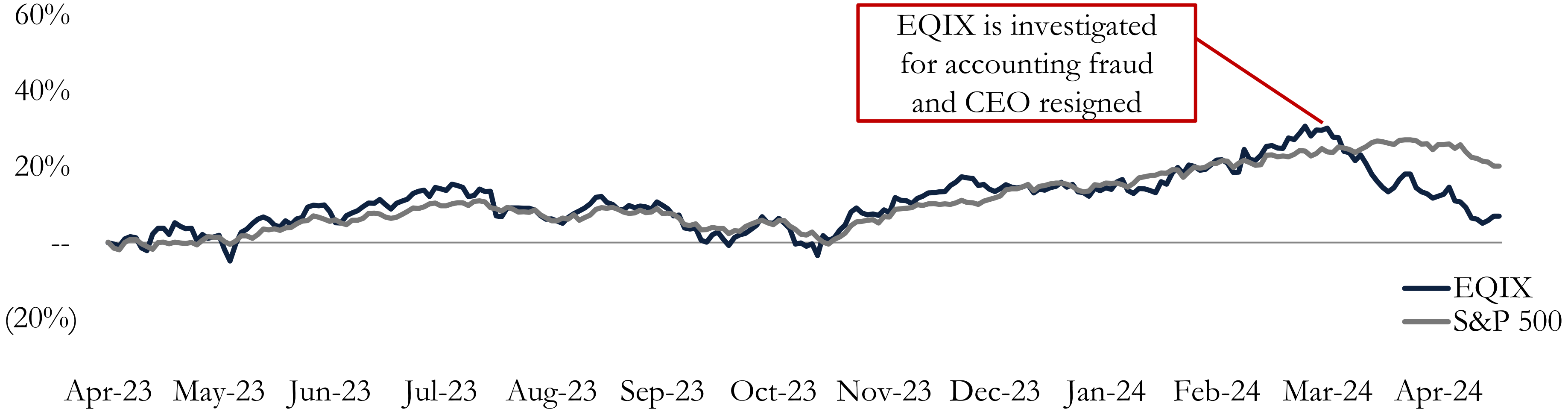
Company Overview

- EQIX has a global portfolio of 260 data centers offering a digital infrastructure for its 10,000+ customers
- EQIX enables organizations to access all the right places, partners, and possibilities to scale
- EQIX operates in two segments: colocation, leasing of warehouse space, and interconnection services, connecting companies within the data centers

Selected Financial Data

Share Price (as of April 22, 2024)	$748.00
Enterprise Value	$87.4 bn
FY2025E Revenue	$9.8 bn
FY2025E EPS	$9.18
Forward P/AFFO	21.4x
Forward EV/AFFO	29.0x
Dividend Yield	2.3%

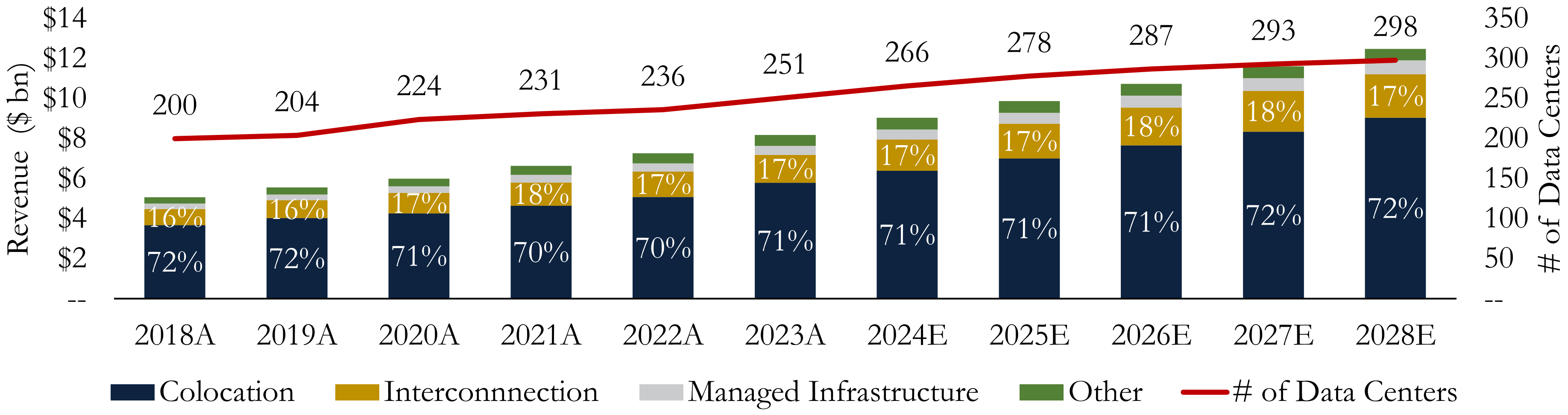
One-Year Share Price Performance (% Change since April 22, 2023)



EQIX is investigated for accounting fraud and CEO resigned

Promising Financial Performance

Revenue Build by Segment and Data Center Growth



Protected Bet on Revenue Growth

Large and growing TAM – forecasted to grow to $1,000 bn by 2030

95% recurring revenue with 1–3-year contracts and 3% annual price increases

Proven track record of 21 years of consecutive revenue growth

Poor Competitive Position

Colocation becomes a commodity

EQIX has dropped from #3 to #10 in N.A. Market share

Difficulty acquiring data centers

Continued margin compression

Final Valuation & Recommendation

EQUINIX

Recommendation: Sell

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$513.52-$733.14	$615.76
Discounted Cash Flow - Exit Multiple	25.0%	$658.55-$1062.81	$833.10
Comparable Companies - EV/EBITDA	10.0%	$781.87-$1,110.80	$800.78
Comparable Companies - P/AFFO	5.0%	$732.98-$842.12	$824.70
Precedent Transactions	5.0%	$920.85-$1,096.28	$1,018.06
Dividend Discount Model	40.0%	$799.71-$979.46	$799.71
Intrinsic Value per Share			**$795.90**
Current Share Price (as of April 22, 2024)			$748.00
Upside/(Downside) to Current			**6.4%**

- ✓ Expansion of data center portfolio continues at historical rates – management announced its organic expansion plan through FY28, which results in a clean revenue forecast build
- ✗ Privately owned data centers continue to capture market share at unprecedented rates driving EQIX's pricing power compressing margins
- ✗ EQIX is in the midst of a financial accounting lawsuit for reporting maintenance capex as growth capex

Prologis, Inc. (NYSE: PLD)

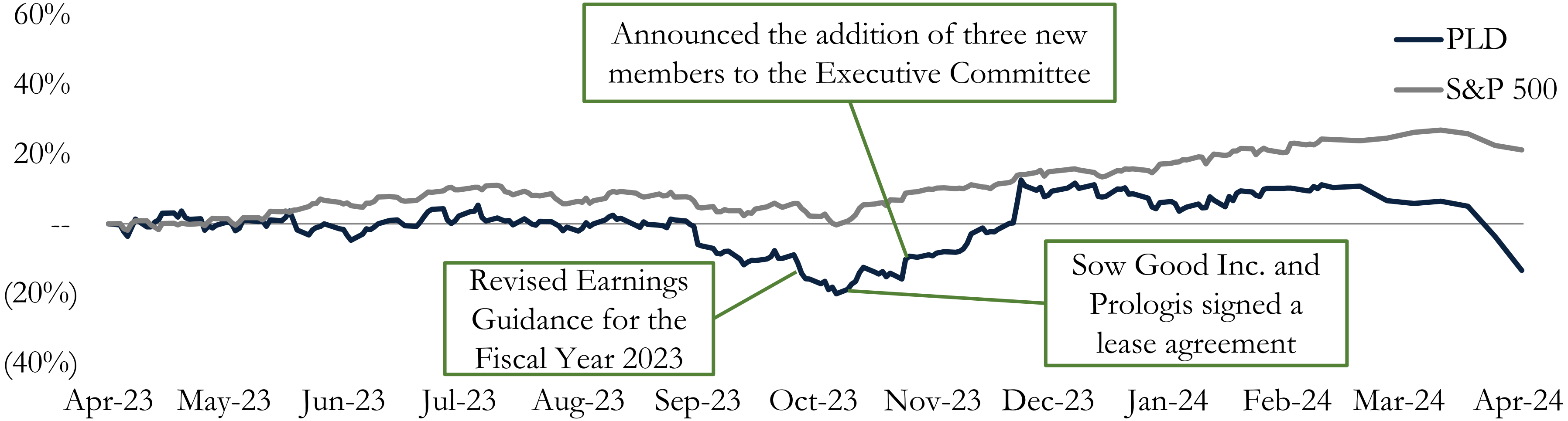
Company Overview

- Prologis specializes in owning and operating industrial distribution facilities across the globe, particularly in high-barrier and high-growth markets
- Portfolio of $219 bn AUM covers 1.2 bn square feet across 19 countries, maintaining a ~98% occupancy rate across its facilities
- Rents out contemporary logistics facilities to business-to-business and retail/online fulfillment group of around 6,700 clients

Selected Financial Data

Share Price (as of April 22, 2024)	$103.80
Enterprise Value	$96.3 bn
FY2025E Revenue	$9.9 bn
FY2025E EPS	$5.03
Forward P/E	20.6x
Forward EV/EBITDA	19.7x
Dividend Yield	4.5%

One-Year Share Price Performance (% Change since April 22, 2023)



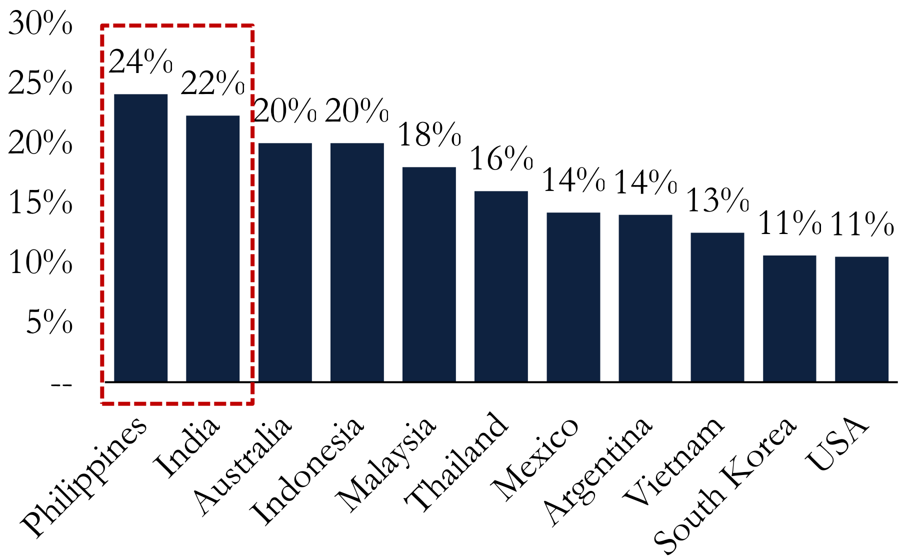
Announced the addition of three new members to the Executive Committee

Revised Earnings Guidance for the Fiscal Year 2023

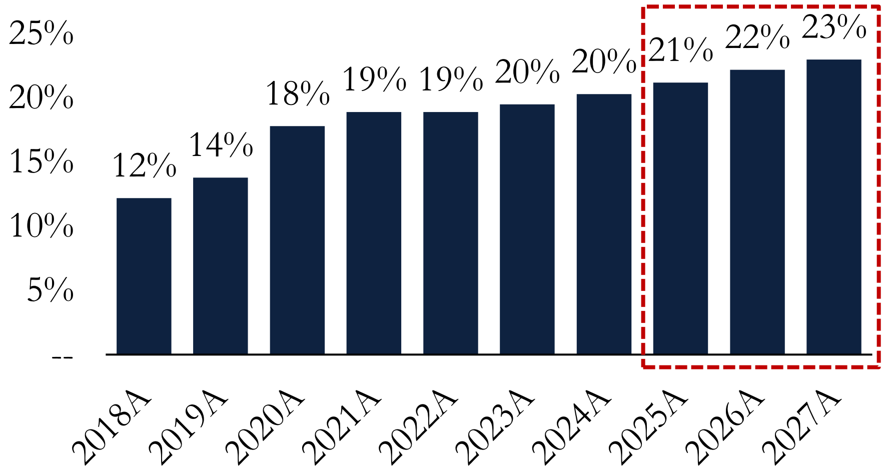
Sow Good Inc. and Prologis signed a lease agreement

Economic Tailwinds & Competitive Position

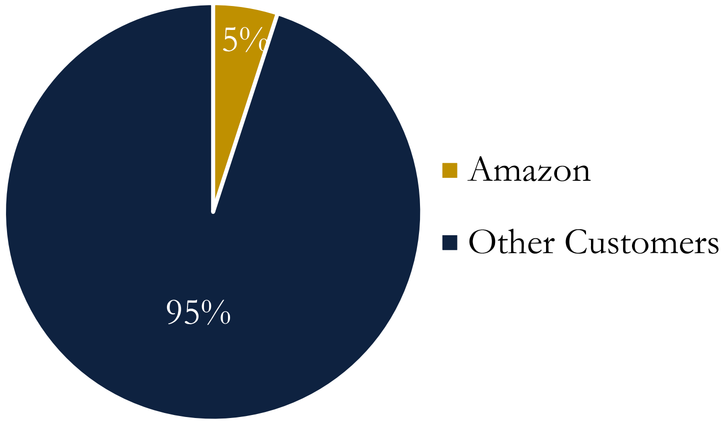
Fastest-growing E-Commerce Countries 2023



E-Commerce as % of Total Retail Sales



Low Customer Concentration



Strong Competitive Position

Over 70% of leases due for mark-to-market adjustments

Occupancy rate 97%; Projected Rent Growth 5.6%

Projected rental growth of 5.6%

Strategic Positioning in Logistic Real-Estate Market

Source: Statista, Prologis

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	\$30.44-\$89.87	\$81.43
Discounted Cash Flow - Exit Multiple	30.0%	\$70.66-\$202.06	\$181.90
Comparable Companies - P/E	25.0%	\$67.33-\$224.42	\$204.38
Precedent Transactions	10.0%	\$16.59-\$156.86	\$141.62
Dividend Discount Model	5.0%	\$1.99-\$36.11	\$32.37
Intrinsic Value per Share			**\$145.90**
Current Share Price (as of April 22, 2024)			\$104.08
Upside/(Downside) to Current			**40.0%**

- ✓ Demonstrates robust EPS growth with a bullish long-term outlook driven by development plans and accelerated growth, yet to be fully recognized by the market
- ✓ Has strategic positioning in logistics real estate, alongside robust operational metrics such as high occupancy rates and global rental growth, supports its growth trajectory amid the e-commerce surge
- ✓ Positive outlooks, emphasizing organic growth strategies, strong customer relationships, and significant revenue streams from top customers

Build-A-Bear Workshop, Inc. (NYSE: BBW)

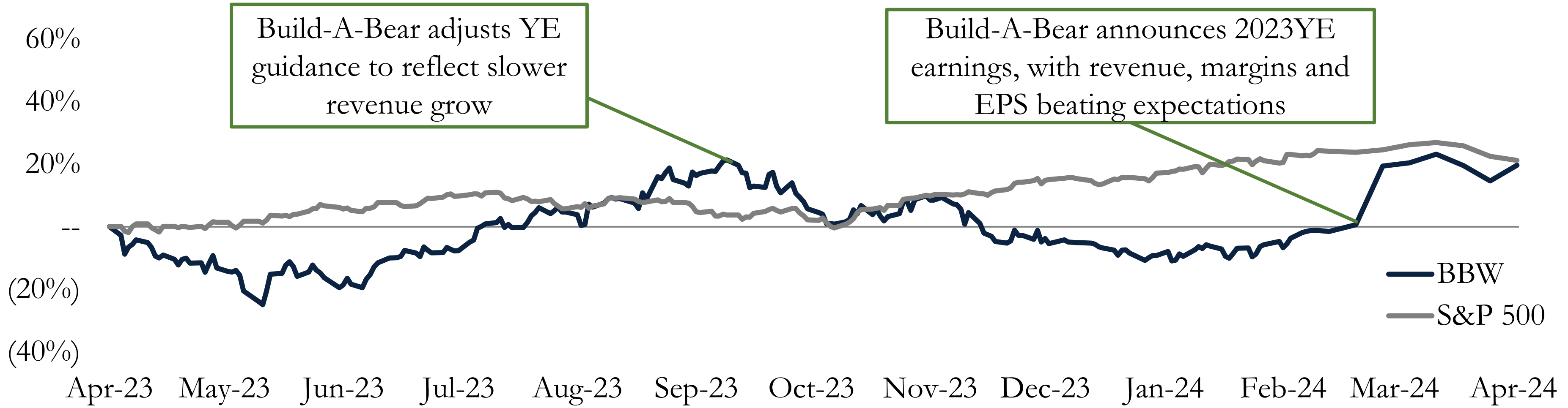
Company Overview

- Build-A-Bear Workshop, Inc. (NYSE: BBW), has created a globally recognized brand, creating a unique customer experience combining both entertainment and retail
- Founded 25 years ago, with over 225 million stuffed animals sold to date, providing customers with an interactive product experience via physical and digital engagement

Selected Financial Data

Share Price (as of April 22, 2024)	$28.80
Enterprise Value	$0.6 bn
FY2025E Revenue	$0.5 bn
FY2025E EPS	$3.35
Forward P/E	7.2x
Forward EV/EBITDA	5.0x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

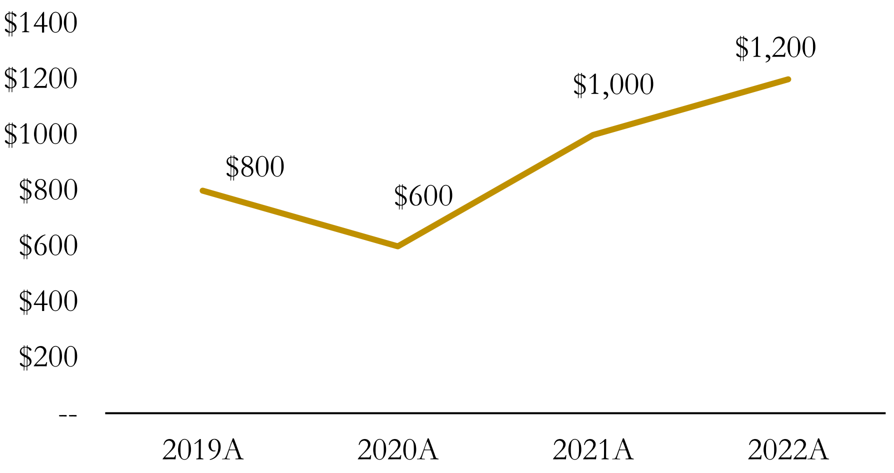


Build-A-Bear adjusts YE guidance to reflect slower revenue grow

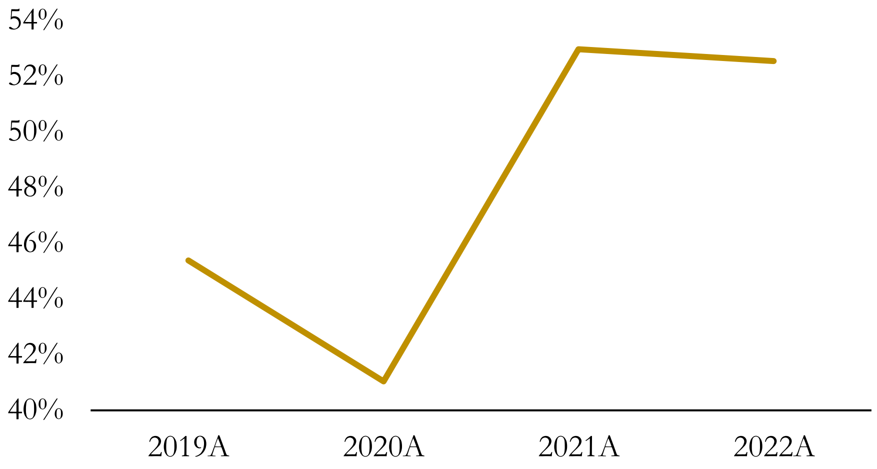
Build-A-Bear announces 2023YE earnings, with revenue, margins and EPS beating expectations

Promising Financial Performance

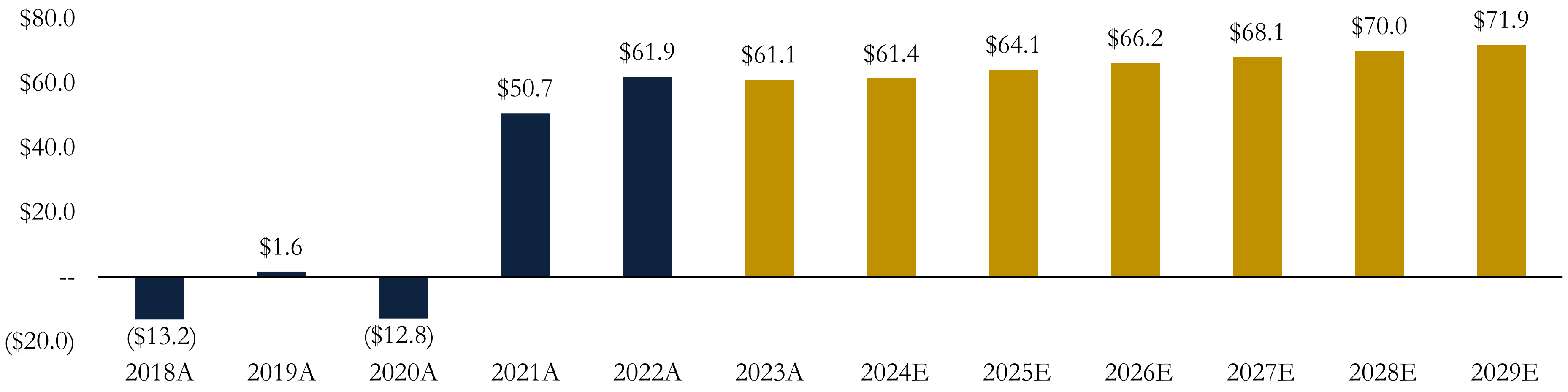
Expanding Per Store Revenue ($ k)



Increased and Sustainable Gross Margins



Result: Strong EBIT Growth As Margins Expand ($ mm)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	35.0%	\$20.53-\$50.71	\$36.63
Discounted Cash Flow - Exit Multiple	30.0%	\$11.83-\$31.12	\$22.20
Comparable Companies - EV/EBITDA	5.0%	\$21.34-\$45.00	\$34.45
Comparable Companies - P/E	5.0%	\$23.75-\$46.13	\$34.35
Comparable Companies - EV/Revenue	15.0%	\$16.84-\$38.01	\$30.56
Comparable Companies - EV/EBIT	10.0%	\$22.31-\$49.77	\$37.82
Intrinsic Value per Share			**\$31.29**
Current Share Price (as of April 22, 2024)			\$28.80
Upside/(Downside) to Current			**8.7%**

- ✓ The Company's recent financial results are fundamentally undervalued by the market, as shown by its lower multiples than peers
- ✓ Build-A-Bear is committed to shareholder returns as well as furthering reinvestment into the digital transformation of the business
- ✗ As a mature business, risk that there is limited growth potential for the business, and Build-A-Bear risks of future decline in discretionary spending.

Breakout Room 4

Analysts

Mark Pagel
Stryker, Polaris

Max Lau
Enterprise Products, Quanta Services

Alex Renzi
Verizon, Atlas Energy

Maya Malackowski
Calumet Specialty Products, Sysco

Kevin Wang
Amazon, Huntington Ingalls Industries

Elizabeth Wyshner
Perimeter Solutions, Kenvue

Board Members & Faculty

Jason King

Jessica Mattes

Kristina Pierce

Tom Schreier

Stryker Corporation (NYSE: SYK)

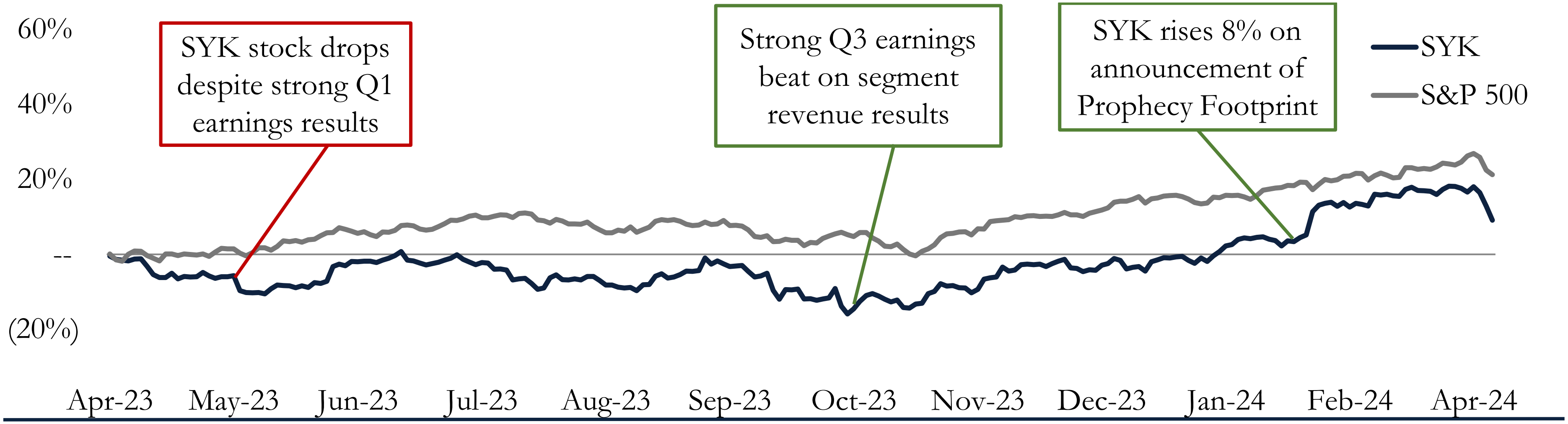
Company Overview

- Stryker Corporation is an American multinational medical device, technology, and manufacturing company
- Stryker maintains relationships with and sells their products to doctors and doctor groups, hospitals, and other healthcare facilities
- Stryker operates two main segments with multiple sub-segments under each: MedSurg and Neurotechnology (M/N) and Orthopaedics and Spine (O/S)

Selected Financial Data

Share Price (as of April 22, 2024)	$327.68
Enterprise Value	$134.9 bn
FY2025E Revenue	$24.5 bn
FY2025E EPS	$10.97
Forward P/E	29.9x
Forward EV/EBITDA	20.4x
Dividend Yield	1.0%

One-Year Share Price Performance (% Change since April 22, 2023)



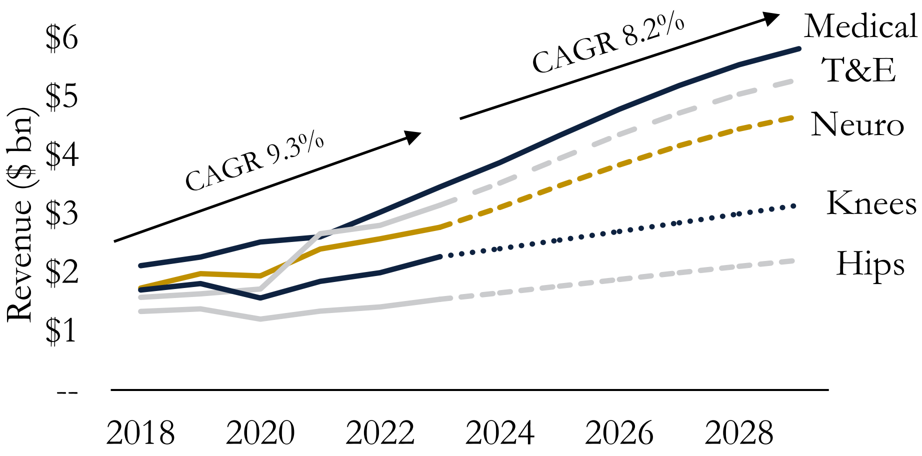
SYK stock drops despite strong Q1 earnings results

Strong Q3 earnings beat on segment revenue results

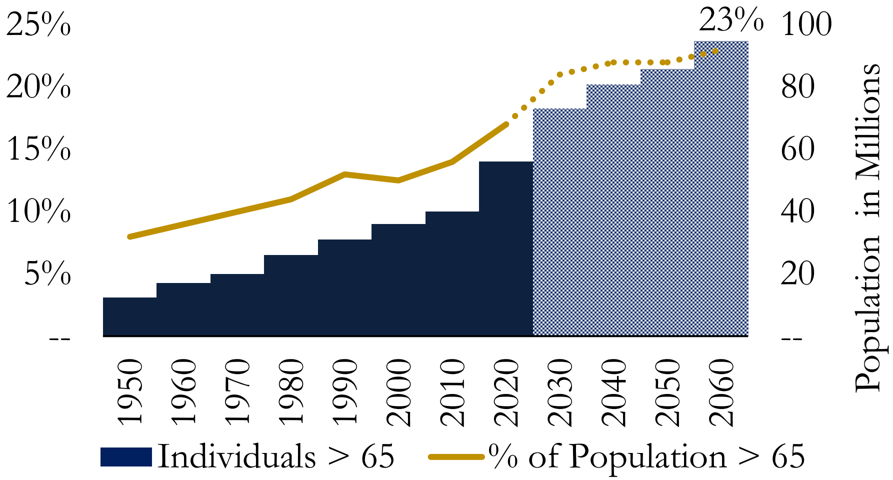
SYK rises 8% on announcement of Prophecy Footprint

Diversified Growth and Capital Allocation

Consistent Sub-Segment Revenue Growth



Strong Demographic Tailwinds



M&A Investment and Efficient Capital Allocation

Year	Company	Stryker Segment	Cost
2022	Vocera	MedSurg and Neuro	$3.1 bn
2020	Wright Medical	Trauma / Extremities	$5.4 bn
2020	OrthoSensor	Ortho and Spine	--
2018	K2M Holdings	Neuro and Spine	$1.4 bn

"Stryker-izing"

"Stryker-izing" acquisitions allows for cost minimization and cross selling opportunities

Efficiency

ROE of 16.3%
vs. 11.2% for peers

ROC of 12.1%
vs. 9.5% for peers

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$324.68-$418.25	$387.99
Discounted Cash Flow - Exit Multiple	35.0%	$326.63-$436.62	$397.12
Comparable Companies - EV/EBITDA	10.0%	$329.62-$367.85	$356.83
Comparable Companies - P/E	10.0%	$299.16-$333.34	$323.49
Comparable Companies - EV/Revenue	15.0%	$402.63-$448.96	$435.61
Intrinsic Value per Share			**$388.76**
Current Share Price (as of April 22, 2024)			$327.68
Upside/(Downside) to Current			**18.6%**

- ✓ Stryker has leading market share in the medical device industry along with a well-diversified and growing product portfolio in the Orthopedic and Spine segments
- ✓ Continues to use capital efficiently to deliver strong ROC and ROE to shareholders
- ✓ SYK will use their unique "Stryker-izing" M&A model to develop innovative products for wide-spread use

Quanta Services (NYSE: PWR)

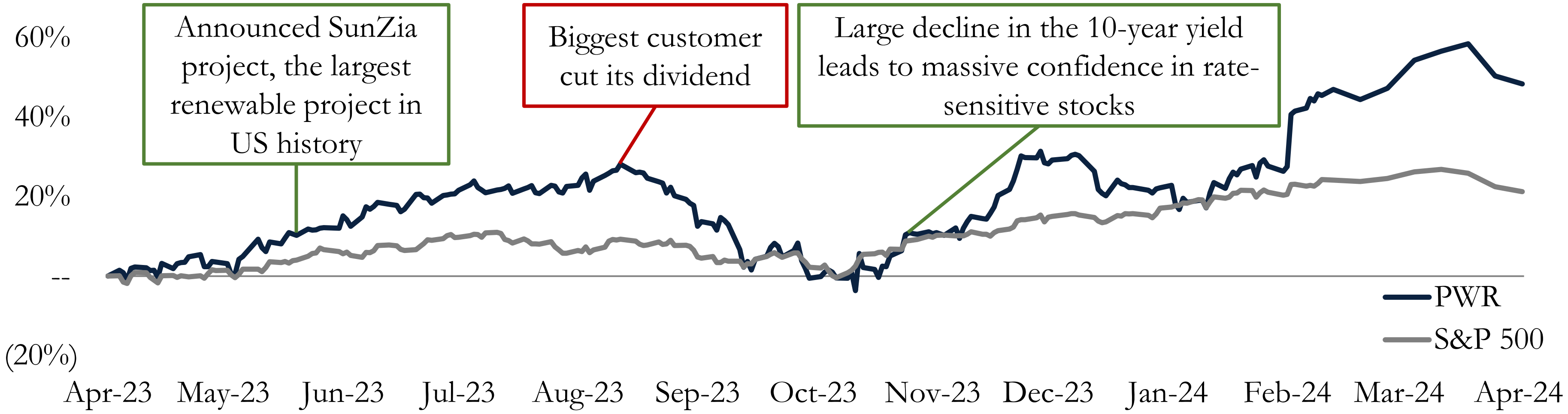
Company Overview

- Quanta is an engineering and construction business that specializes in electric power, renewable energy, and underground pipeline infrastructure
- Quanta provides engineering, procurement, and construction services to a variety of clients, with 95% of revenues being repeatable business
- Quanta is positioned to capture a multi-decade energy transition opportunity, supported by legislative tailwinds and consistent double digit capital expenditure growth from customers

Selected Financial Data

Share Price (as of April 22, 2024)	$245.56
Enterprise Value	$39.5 bn
FY2025E Revenue	$26.9 bn
FY2025E EPS	$10.57
Forward P/E	28.4x
Forward EV/EBITDA	17.9x
Dividend Yield	0.1%

One-Year Share Price Performance (% Change since April 22, 2023)



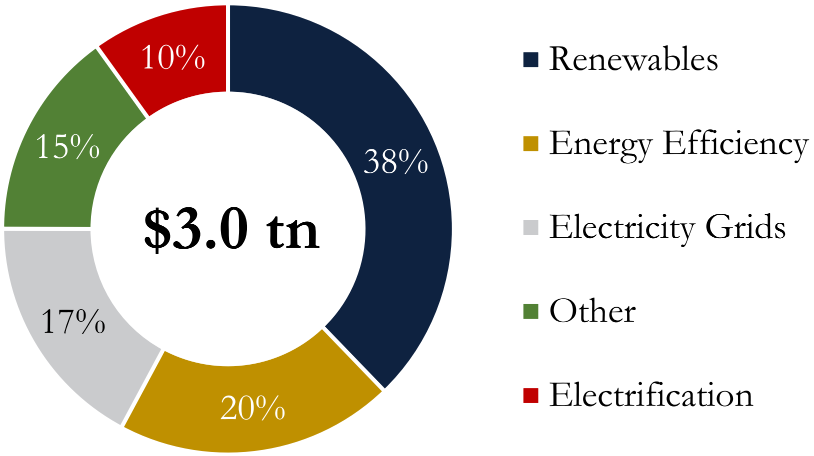
Announced SunZia project, the largest renewable project in US history

Biggest customer cut its dividend

Large decline in the 10-year yield leads to massive confidence in rate-sensitive stocks

A Secular Growth Story

Annual Capex for 2030 Emissions Goals



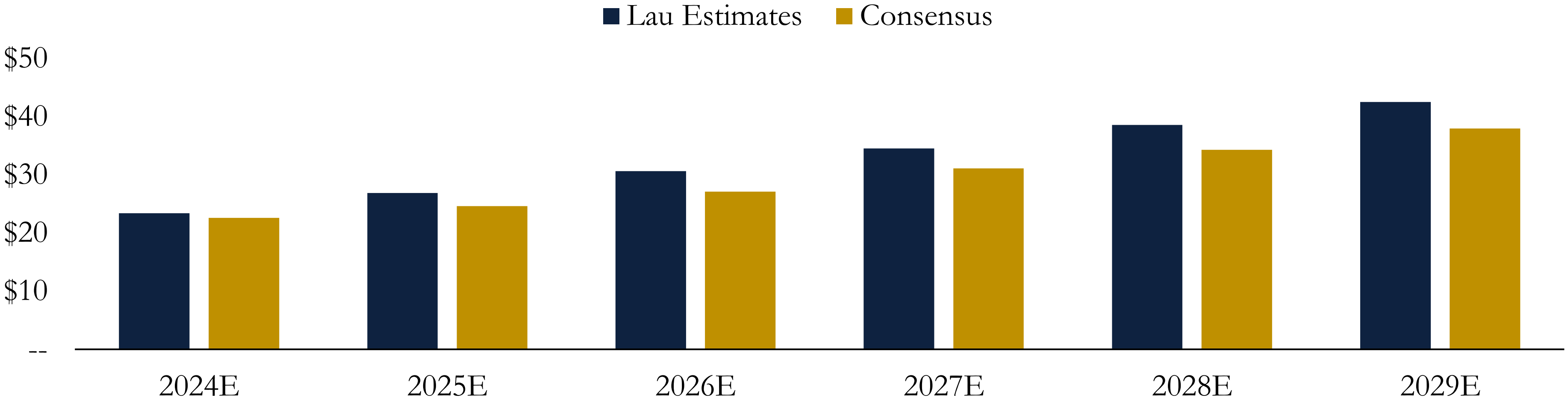
Load Growth Drives Topline Outperformance

Paul DiMarco
CFO of MasTec

Andy Kaplowitz
#1 Ranked E&C Analyst

Primary Takeaway
+2.0% load growth CAGR over the next decade

Revenue Compared to Consensus ($ bn)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	32.5%	$221.58-$428.67	$332.61
Discounted Cash Flow - Exit Multiple	32.5%	$242.76-$401.99	$339.57
Comparable Companies - EV/EBITDA	10.0%	$217.75-$336.39	$277.07
Comparable Companies - P/E	10.0%	$216.41-$302.97	$277.00
Comparable Companies - EV/Backlog	10.0%	$267.82-$325.92	$300.83
Comparable Companies - PEG Ratio	5.0%	$253.84-$363.29	$317.88
Intrinsic Value per Share			**$319.84**
Current Share Price (as of April 22, 2024)			$245.56
Upside/(Downside) to Current			**30.3%**

- ✓ Quanta is a category killer in an industry supported by multi-decade, structural tailwinds
- ✓ Quanta will outperform through improvement in the permitting landscape and mega projects
- ✓ Incremental investment from foreign ESG investors provides downside protection

Atlas Energy Solutions (NYSE: AESI)

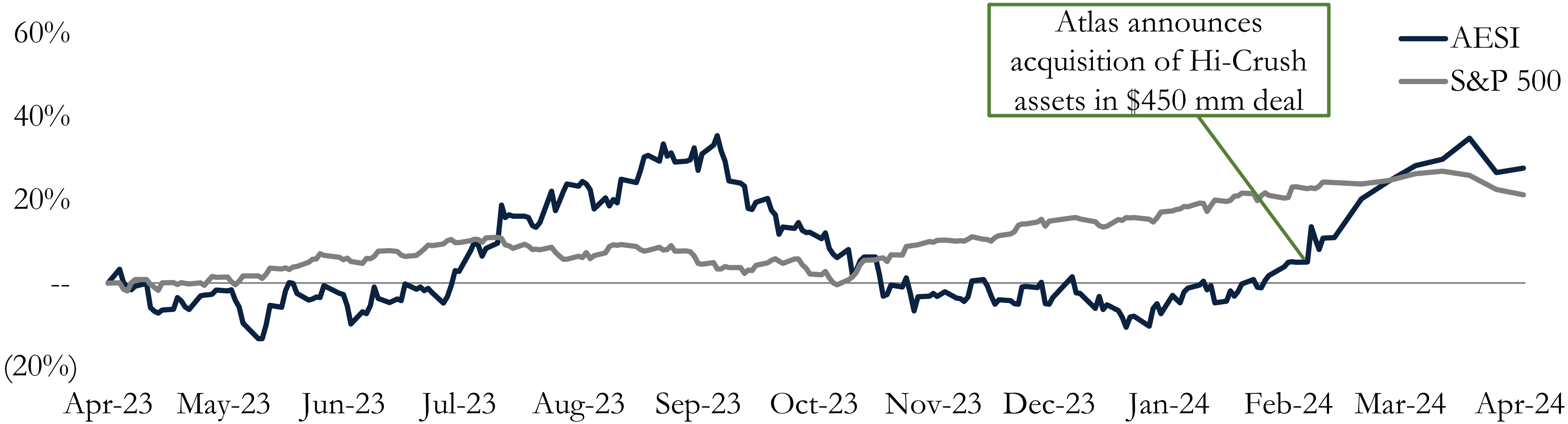
Company Overview

- Atlas Energy Solutions Inc. provides best-in-class frac sand mining and delivery logistics services to customers in the Permian Basin
- AESI operates three stationary sand mine sites as well as a fleet of mobile sand mining rigs – sand is sold either at the mine gates or delivered to customers by Atlas-owned trucks
- The company has deployed capital to three long-term cost reduction initiatives, leading to industry-best Net Income and FCF margins

Selected Financial Data

Share Price (as of April 22, 2024)	$22.27
Enterprise Value	$2.2 bn
FY2024E Revenue	$0.7 bn
FY2024E EPS	$2.47
Forward P/E	9.0x
Forward EV/EBITDA	5.3x
Dividend Yield	2.9%

One-Year Share Price Performance (% Change since April 22, 2023)

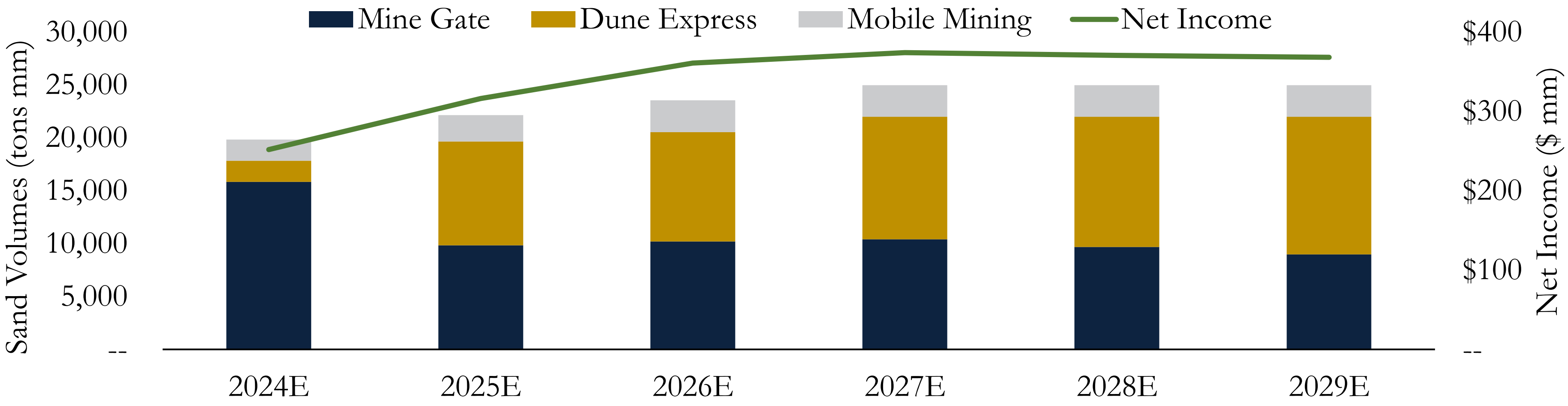


Atlas announces acquisition of Hi-Crush assets in $450 mm deal

Industry Innovation + Massive Margins

Dredge Mining and Automated Distribution Make AESI Uniquely Profitable

Dune Express Delivery System Will Drive Further Earnings Growth Beginning 4Q24



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	20.0%	$24.64-$30.62	$27.33
Discounted Cash Flow - Exit Multiple	50.0%	$20.25-$29.18	$26.58
Comparable Companies - P/E	10.0%	$22.57-$31.87	$26.90
Dividend Discount Model	20.0%	$21.82-$28.51	$26.61
Intrinsic Value per Share			**$26.77**
Current Share Price (as of April 22, 2024)			$22.27
Upside/(Downside) to Current			**20.2%**

✓ Atlas has automated most of the sand mining/delivery process, reducing expenses and operational risk

✓ Low go-forward Capex and high profit/FCF margins allow for prompt return of capital to shareholders

✓ Top-quality customer base and rapidly filling 2024/2025 order books de-risk future cash flows

Calumet Specialty Products Partners L.P. (NASDAQ: CLMT)

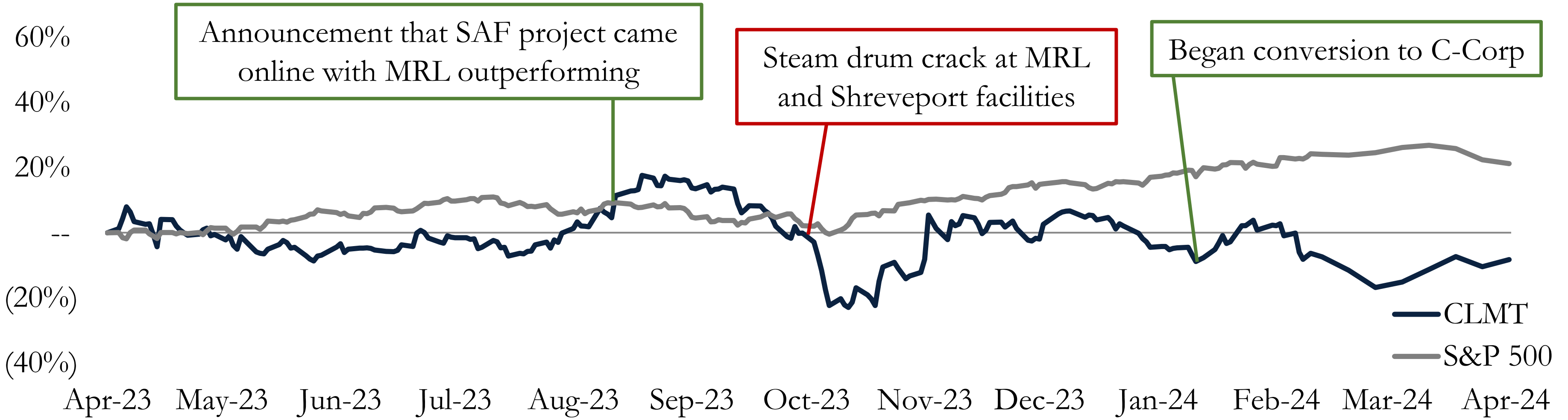
Company Overview

- Calumet is a manufacturing and refining company specializing in the production of **hydrocarbon-based products**
- Operates through its legacy Specialty products and performance brands segment as well as the new **Montana Renewables division**
- Competitive moat arises from its unique position within the **SAF and renewable diesel market**, enabled by their strategic location in Montana and substantial **brand-name contracts**

Selected Financial Data

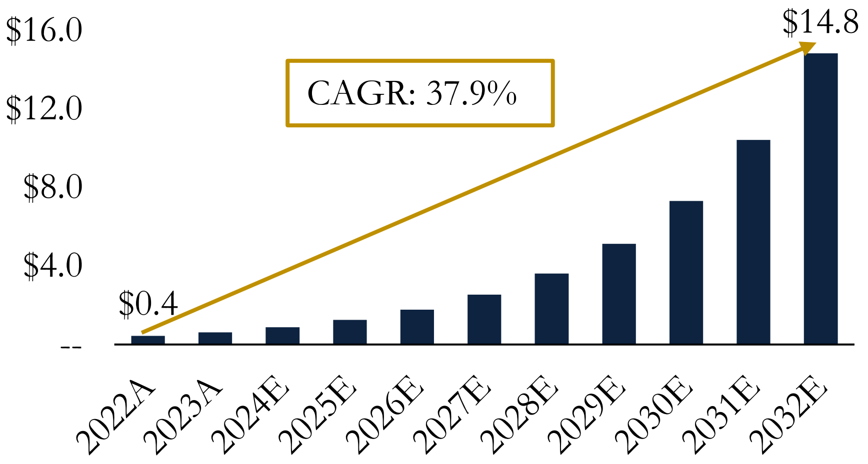
Share Price (as of April 22, 2024)	$15.36
Enterprise Value	$3.6 bn
FY2025E Revenue	$4.7 bn
FY2025E EPS	$0.60
Forward P/E	--
Forward EV/EBITDA	4.8x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



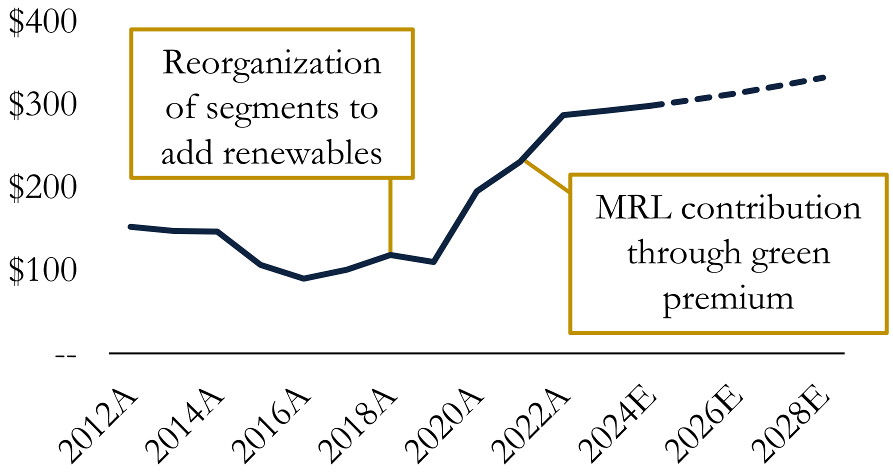
Renewables Perpetuating Moat

MRL Poised to Capture SAF Growth ($ bn)



CAGR: 37.9%

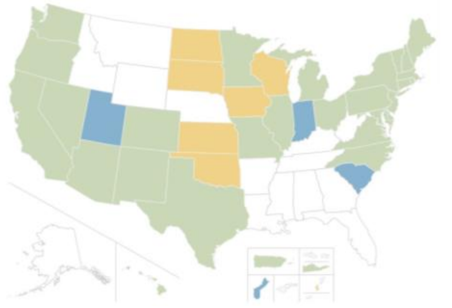
Cross Segment Pricing Power (Avg Per Barrel)



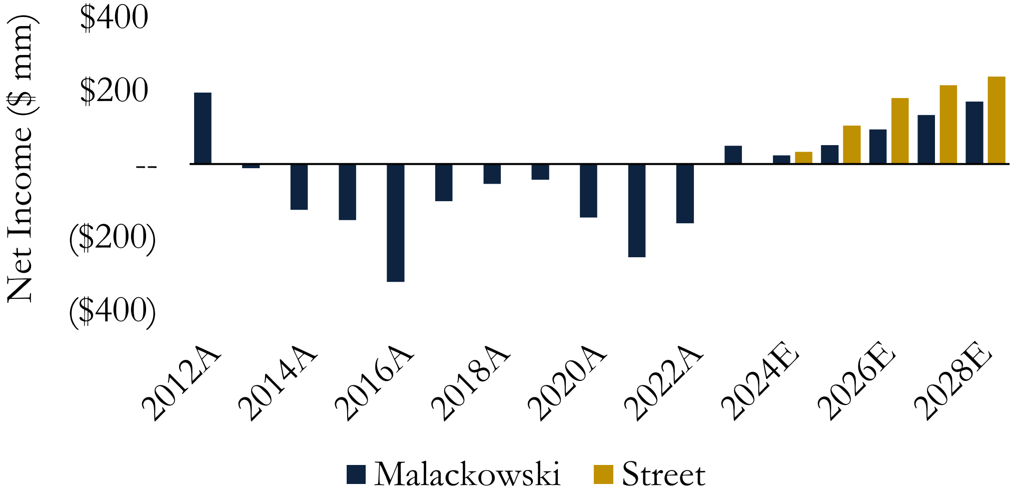
Reorganization of segments to add renewables

MRL contribution through green premium

Renewables Thesis Bolstering Profitability



Growing renewables mandates across the U.S. supporting significant contracts with brand name oil and gas players.



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	35.0%	$13.18-$33.45	$19.59
Discounted Cash Flow - Exit Multiple	25.0%	$9.31-$35.12	$17.93
Comparable Companies - EV/EBITDA	20.0%	$11.99-$52.50	$25.12
Comparable Companies - P/CF	5.0%	$12.10-$47.94	$26.02
Comparable Companies - EV/DACF	15.0%	$4.84-$40.97	$17.84
Intrinsic Value per Share			**$19.97**
Current Share Price (as of April 22, 2024)			$15.36
Upside/(Downside) to Current			**30.0%**

- ✓ Calumet is uniquely poised to capitalize from renewables segment growth through its ability to transition from renewable diesel production to SAF (37.9% CAGR segment) "at the flip of a switch"
- ✓ Grounded in a fundamentally strong legacy specialty chemicals business with strong pricing power
- ✗ Substantial debt position, poised to be controlled through upcoming low interest DOE loan

Huntington Ingalls Industries, Inc. (NYSE: HII)

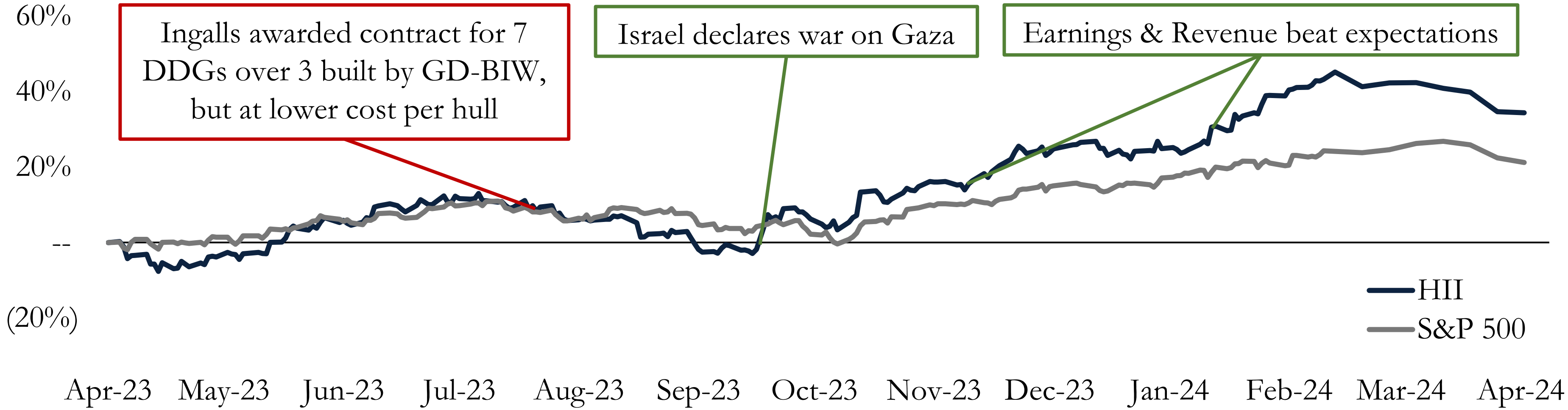
Company Overview

- HII is the largest US shipbuilder, with two premier shipyards, and provides defense tech solutions as the Navy's supplier of choice for large warships
- Newport News is the sole builder of nuclear-powered supercarriers and teams with GD-Electric Boat to build nuclear-powered submarines
- Ingalls is the sole builder of amphibious assault ships (LHAs/LPDs) and is in a duopoly with GD-Bath Iron Works to build guided-missile destroyers

Selected Financial Data

Share Price (as of April 22, 2024)	$274.49
Enterprise Value	$10.8 bn
FY2025E Revenue	$12.4 bn
FY2025E EPS	$19.56
Forward P/E	16.6x
Forward EV/EBITDA	11.9x
Dividend Yield	1.9%

One-Year Share Price Performance (% Change since April 22, 2023)



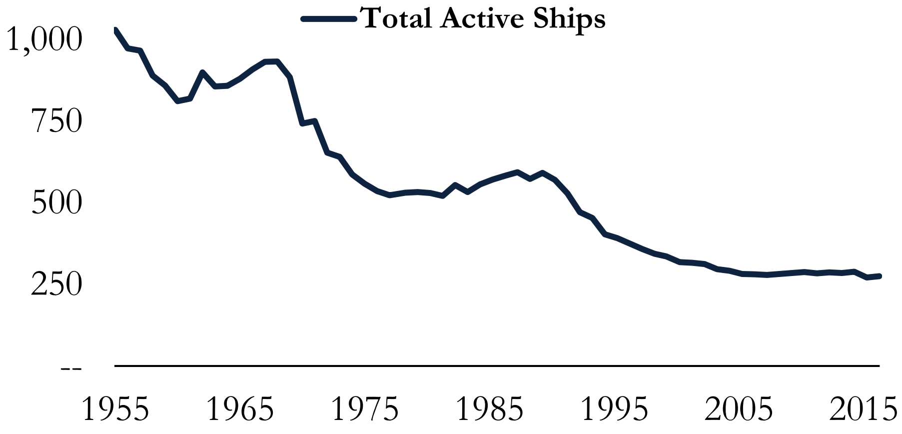
Ingalls awarded contract for 7 DDGs over 3 built by GD-BIW, but at lower cost per hull

Israel declares war on Gaza

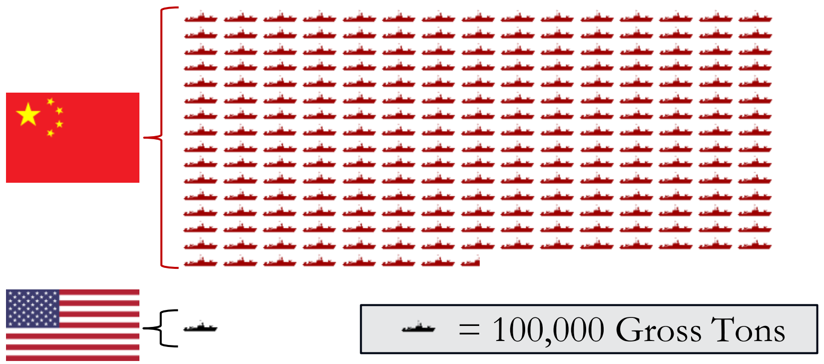
Earnings & Revenue beat expectations

Defensive Name Among Defense Stocks

A Depleted Blue-Water Navy is a Weaker America… A Weaker America is a Less Stable World



China Shipbuilding Capacity

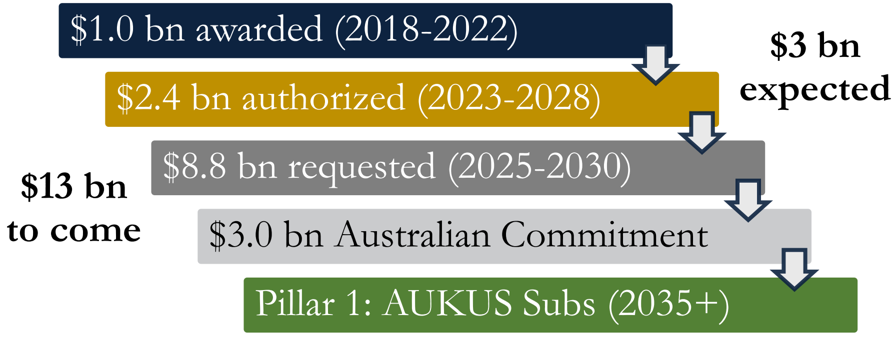


Long Production Cycle, Temporary Bumps

- Pre-COVID Multi-Year Contracts = Margin Drag
- COVID-Era Supply Delays = Negative Sentiment
- Byrnes-Tollefson Mandates US Ship Construction
- 30-Year Shipbuilding Plan Calls For Navy Capex

Submarine Industrial Base Investments

Virginia-class subs two years behind schedule



$1.0 bn awarded (2018-2022)

$2.4 bn authorized (2023-2028)

$8.8 bn requested (2025-2030)

$3.0 bn Australian Commitment

Pillar 1: AUKUS Subs (2035+)

$3 bn expected

$13 bn to come

Future Goals: Interoperability (Mission Tech)

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	30.0%	$261.10-$334.50	$298.98
Discounted Cash Flow - Exit Multiple	30.0%	$316.74-$394.79	$347.00
Comparable Companies - EV/EBITDA	2.5%	$248.58-$304.74	$278.86
Comparable Companies - P/E	22.5%	$277.65-$313.90	$297.16
Dividend Discount Model	10.0%	$221.29-$238.22	$233.19
Comparable Navy Replacement Cost	5.0%	$589.75-$798.13	$693.94
Intrinsic Value per Share			**$325.90**
Current Share Price (as of April 22, 2024)			$274.49
Upside/(Downside) to Current			**18.7%**

- ✓ Impossible-to-replicate national defense value; shipyard replacement cost estimated to be 2.5x market cap
- ✓ Navy to fund shipyard investments boosting production post-COVID (workforce shortage, supply chain delays), intends to increase fleet size over 30 years as geopolitical tensions rise and rival navies build up
- ? Sole source contractor with demand floor stabilizes portfolio long-term, uncorrelated to other companies

Kenvue Inc. (NYSE: KVUE)

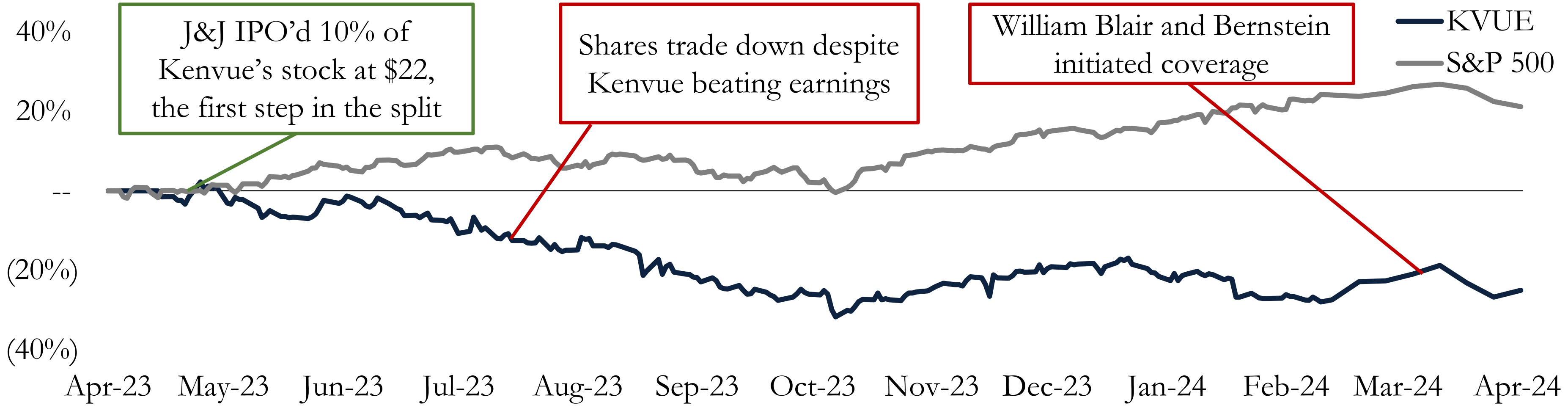
Company Overview

- Kenvue is the **largest pure-player producer of consumer health products** in the world
- Split-off from Johnson & Johnson in Summer 2023
- Kenvue operates through three segments:
    - **Self Care:** brands include Tylenol, Motrin, Benadryl and Zyrtec - 41.8% of revenue
    - **Skin Health and Beauty:** brands include Neutrogena and Aveeno - 28.3% of revenue
    - **Essential Health:** brands include Listerine, BAND-AID and Johnson's - 29.9% of revenue

Selected Financial Data

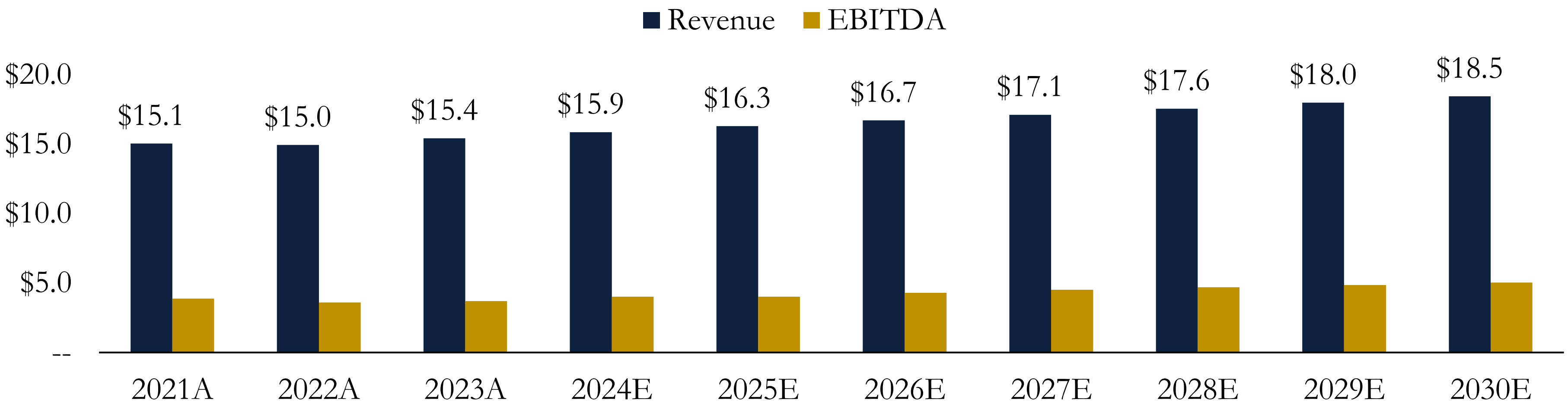
Share Price (as of April 22, 2024)	$19.58
Enterprise Value	$44.5 bn
FY2024E Revenue	$15.9 bn
FY2024E EPS	$1.13
Forward P/E	17.3x
Forward EV/EBITDA	12.1x
Dividend Yield	4.1%

One-Year Share Price Performance (% Change since May 4, 2023)

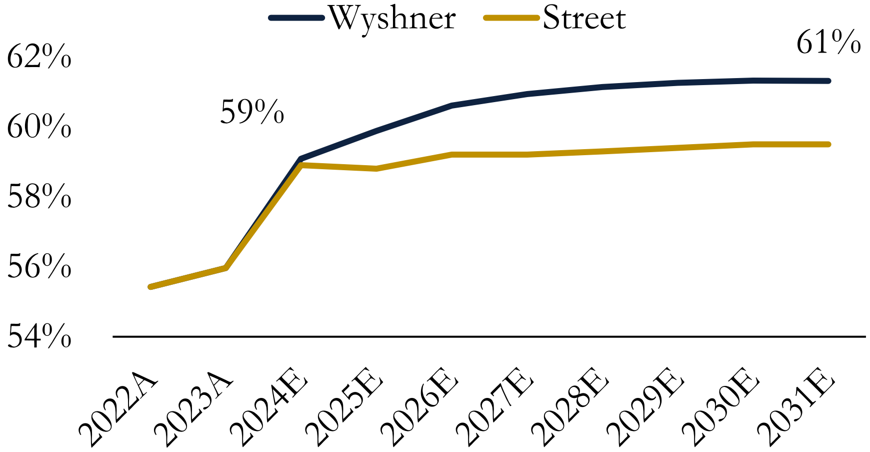


Undisputed Leader in Consumer Health

Kenvue's Consumer Staple Healthcare Products Create Resilient Revenue Streams ($ bn)

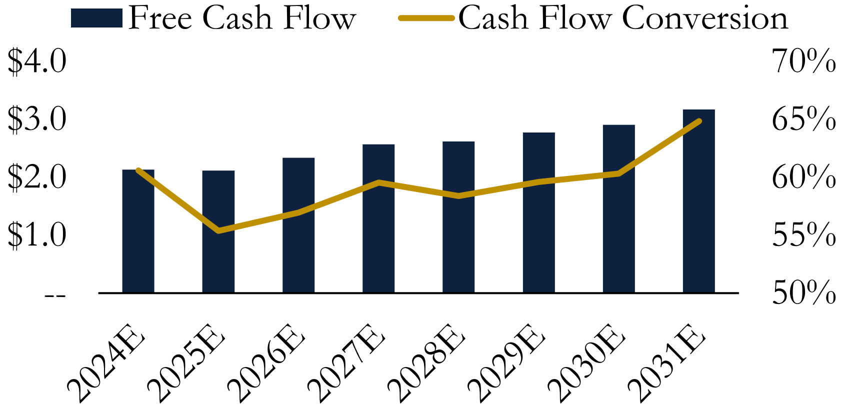


Category Killing Gross Margins



Cash Cow that Drives Returns ($ bn)

Avg. Fwd Dividend Yield: **5%**



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	25.0%	$7.95-$29.34	$22.48
Discounted Cash Flow - Exit Multiple	35.0%	$15.62-$32.60	$23.65
Comparable Companies - EV/EBITDA	20.0%	$17.49-$30.80	$25.83
Comparable Companies - P/E	10.0%	$17.61-$33.32	$25.71
Sum-of-the-Parts	10.0%	$14.21-$28.64	$22.42
Intrinsic Value per Share			**$23.88**
Current Share Price (as of April 22, 2024)			$19.58
Upside/(Downside) to Current			**22.0%**

- ✓ Unique industry positioning gives Kenvue the moat of a healthcare company and the annuity-like cash flows of a staples business
- ✓ Market underestimates management’s ability to expand gross margin post-split
- ✓ Trades at a softened valuation because the market mislabels Kenvue’s split-off as a spin-off

BREAKOUT ROOM 4 APPENDIX

Polaris, Inc. (NYSE: PII)

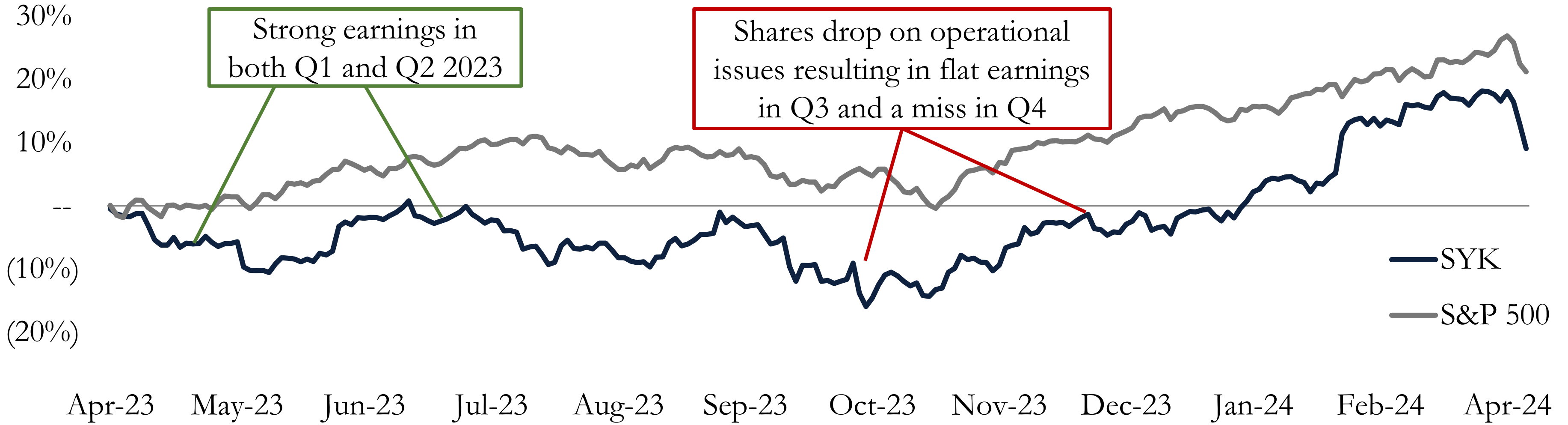
Company Overview

- Polaris, Inc. is an American automotive engineering and manufacturing firm specializing in powersports and outdoor vehicles
- Polaris sells vehicles to dealers and distributors across 4,000 worldwide dealers and in 90+ countries
- Polaris operates in three main segments: Off Road (ORV), On Road and Marine; with each showing positive YoY market share growth and holding first or second place share in their sub-segment

Selected Financial Data

Share Price (as of April 22, 2024)	$88.20
Enterprise Value	$6.6 bn
FY2025E Revenue	$9.0 bn
FY2025E EPS	$11.02
Forward P/E	8.0x
Forward EV/EBITDA	5.7x
Dividend Yield	3.0%

One-Year Share Price Performance (% Change since April 22, 2023)



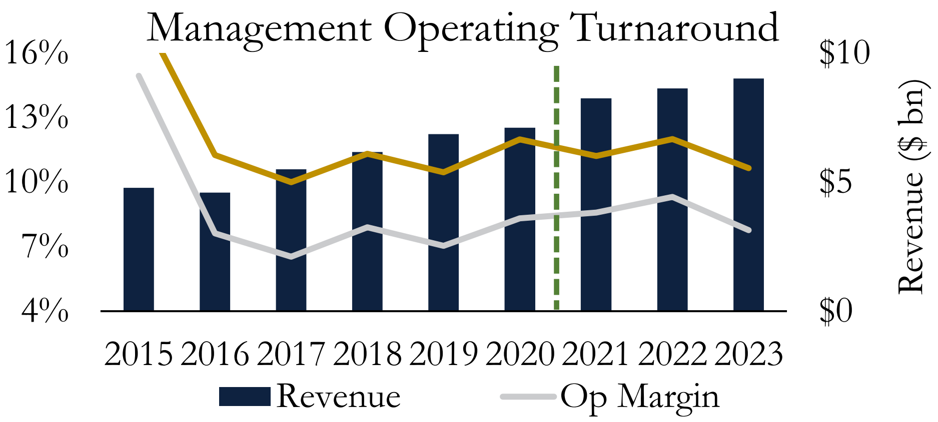
Strong earnings in both Q1 and Q2 2023

Shares drop on operational issues resulting in flat earnings in Q3 and a miss in Q4

Management, Market Share and Margins

Management Transition and Realignment

- New CEO and CFO as of April 2021
    - Philosophy change realigning strategy to the core business, cutting costs and fixing operations
    - Sold off aftermarket (TAP) segment in 2021
- Goal to improve EBITDA margins to 15% by 2026, $150mm in savings in FY '24
- Progress was slowed in Q4 '23 by operational issues at two factories

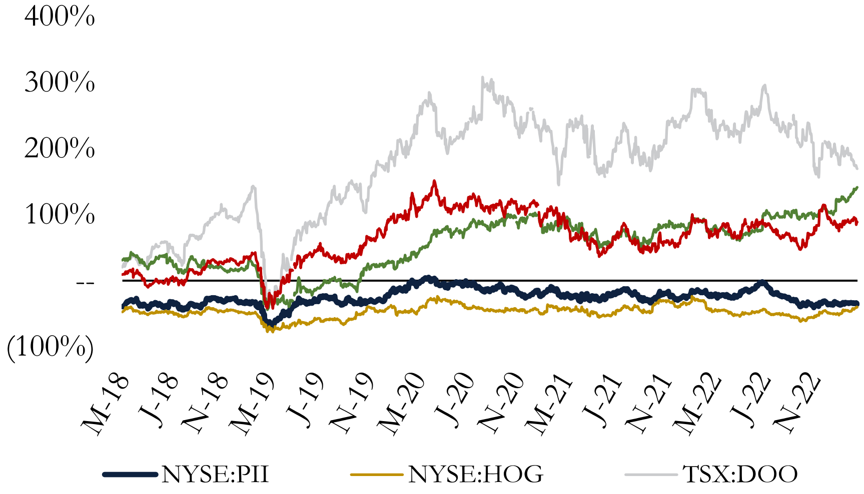


Market Share Gains and Positioning

Segment	Sub-Segment	Position	Relative to Peers
Off Road	Off-Road Vehicles	#1	+28% vs. #2 player
On Road	Motorcycles > 900cc	#2	+95% vs. #3 player
Marine	Pontoon & Deck Boats	#1	+30% vs. #2 player

- Polaris continues to gain/steal market share YoY in all of their core business segments

Mispriced Relative To Peers



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	25.0%	$88.17-$168.84	$141.45
Discounted Cash Flow - Exit Multiple	25.0%	$93.01-$148.86	$122.06
Comparable Companies - EV/EBITDA	15.0%	$94.78-$138.77	$121.78
Comparable Companies - P/E	15.0%	$81.40-$116.87	$107.11
Comparable Companies - EV/Revenue	20.0%	$130.49-$188.21	$172.32
Intrinsic Value per Share			**$134.71**
Current Share Price (as of April 22, 2024)			$88.20
Upside/(Downside) to Current			**52.7%**

- ✓ PII is a market leader and has continues to grow market share in each of their core business segments
- ✓ PII has new management that has streamlined the business and realigned its core segments, restoring the quality and reliability the company was traditionally known for
- ? Can PII follow through on their 2026 EBITDA goals? I believe they can, leading to upside for the stock

Enterprise Products Partners (NYSE: EPD)

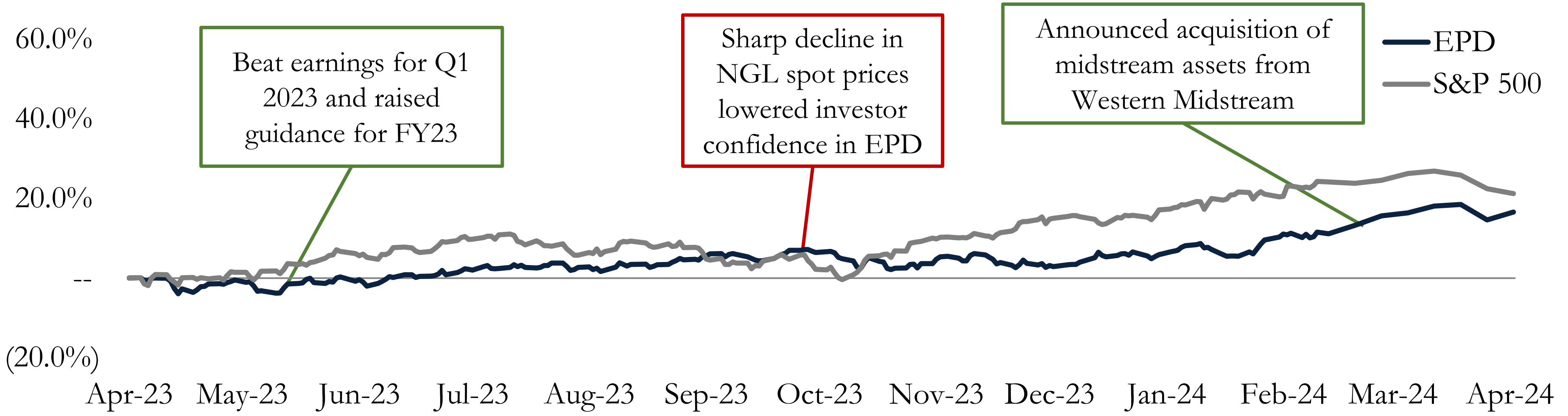
Company Overview

- Enterprise is a midstream energy master limited partnership operating primarily in North America
- Enterprise serves as the connecting pathway between upstream explorers and producers and downstream manufacturers who use energy sources as inputs
- Enterprise operates in four segments – natural gas liquids, crude oil, natural gas, and petrochemicals and refined products

Selected Financial Data

Share Price (as of April 22, 2024)	$29.90
Enterprise Value	$91.4 bn
FY2025E Gross Operating Margin	$9.8 bn
FY2025E EPS	$2.81
Forward P/E	10.8x
Forward EV/EBITDA	9.4x
Dividend Yield	7.1%

One-Year Share Price Performance (% Change since April 22, 2023)



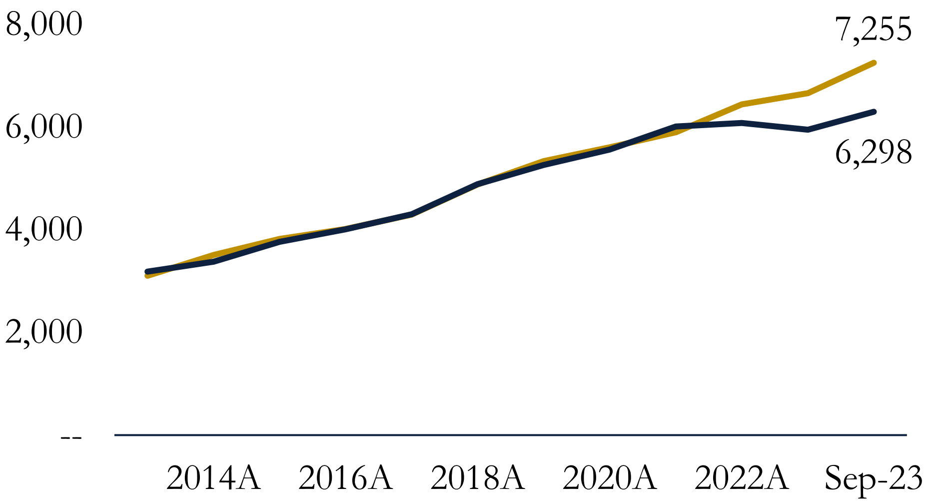
Beat earnings for Q1 2023 and raised guidance for FY23

Sharp decline in NGL spot prices lowered investor confidence in EPD

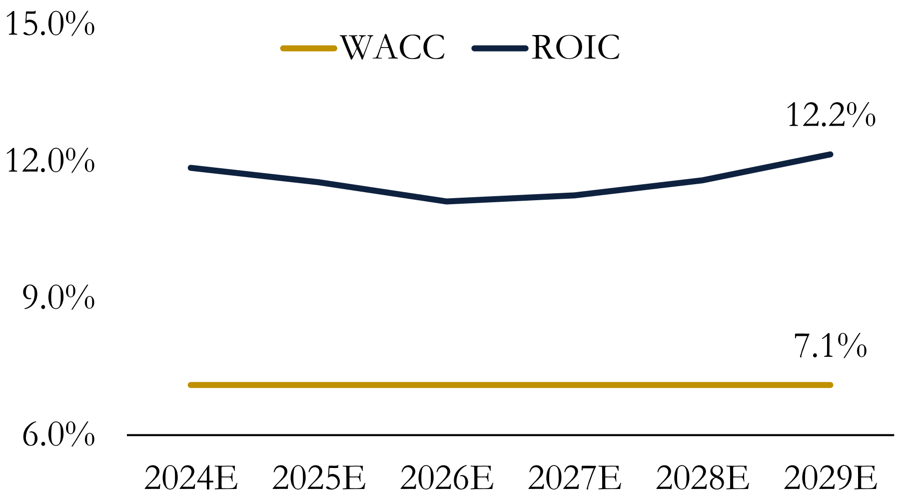
Announced acquisition of midstream assets from Western Midstream

Predictable Shareholder Returns

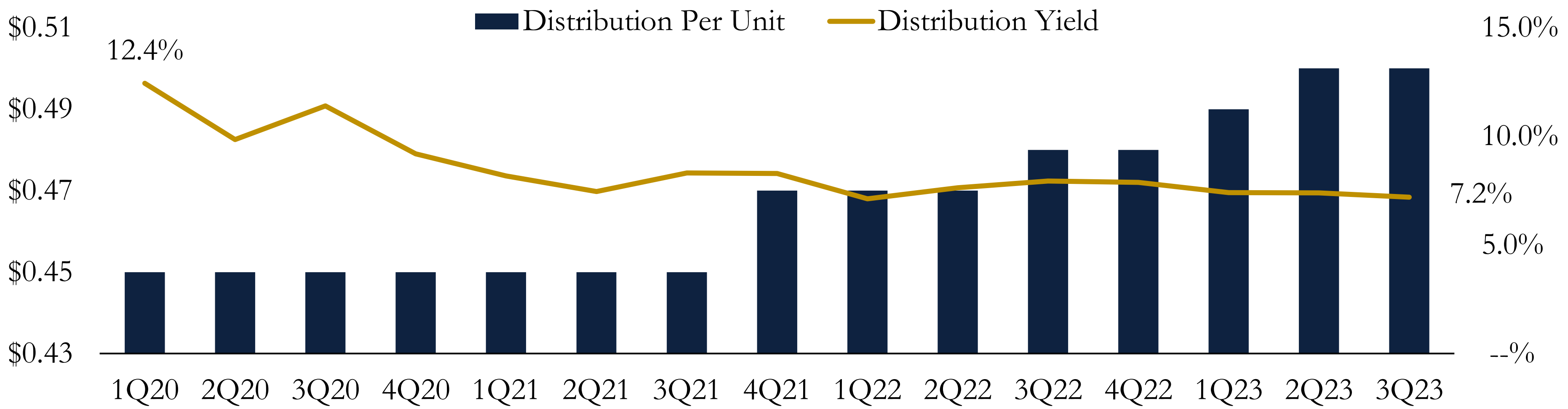
Structural Oversupply of NGLs (MBPD)



Efficient Capital Allocation



Consistent Distribution Growth & Yield Provides Superior Risk-Adjusted Returns



Final Valuation & Recommendation

Enterprise Products

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	25.0%	$25.96-$33.82	$31.41
Discounted Cash Flow - Exit Multiple	25.0%	$24.47-$33.01	$30.67
Comparable Companies - EV/EBITDA	20.0%	$28.55-$35.96	$30.42
Comparable Companies - P/E	20.0%	$24.95-$32.01	$29.76
Dividend Discount Model	10.0%	$29.94-$33.85	$29.53
Intrinsic Value per Share			**$30.51**
Current Share Price (as of April 22, 2024)			$29.00
Upside/(Downside) to Current			**5.2%**

- ✓ Enterprise is a best-in-class business driven by an efficient capital allocation-focused management team
- ✓ Enterprise's dividend growth and high dividend yield provide superior risk-adjusted returns relative to the Russell 3000
- ✓ Near-term economic headwinds overshadow the long-term growth story, providing a buying opportunity

Verizon (NYSE: VZ)

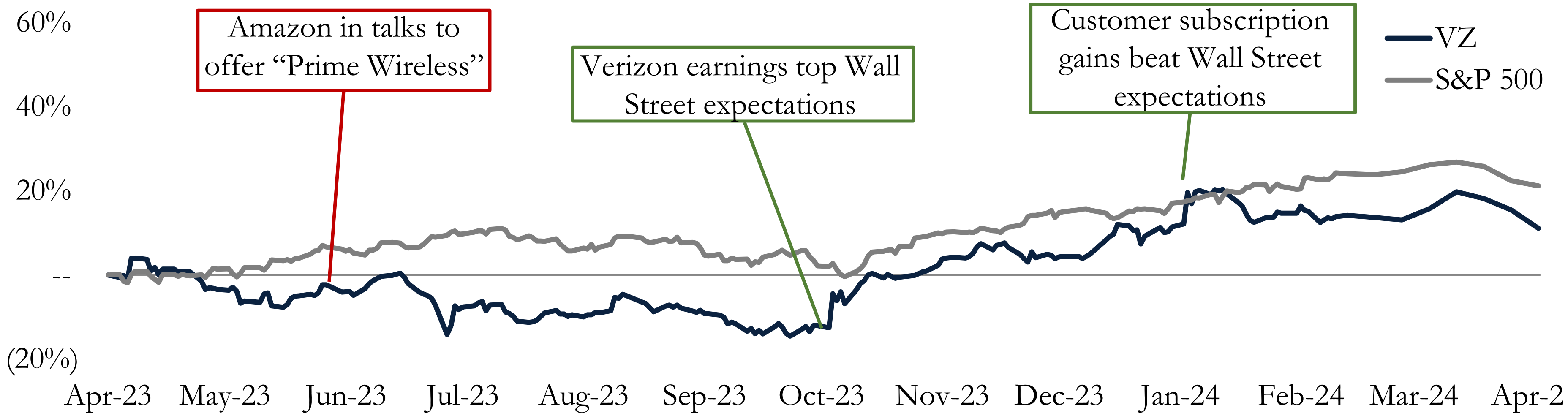
Company Overview

- Verizon Communications, Inc. is the largest provider of telecommunications services globally, and is #26 on the Fortune 500 list
- The company operates two business units: Consumer, which offers wireless and home network products, and Business, which sells phone, internet, security, and private network solutions
- The completion of Verizon's multi-billion dollar 5G buildout positions the company well for revenue growth and multiple expansion

Selected Financial Data

Share Price (as of April 22, 2024)	$38.60
Enterprise Value	$335.1 bn
FY2024E Revenue	$137.2 bn
FY2024E EPS	$4.28
Forward P/E	19.7x
Forward EV/EBITDA	11.6x
Dividend Yield	6.8%

One-Year Share Price Performance (% Change since April 22, 2023)



Amazon in talks to offer "Prime Wireless"

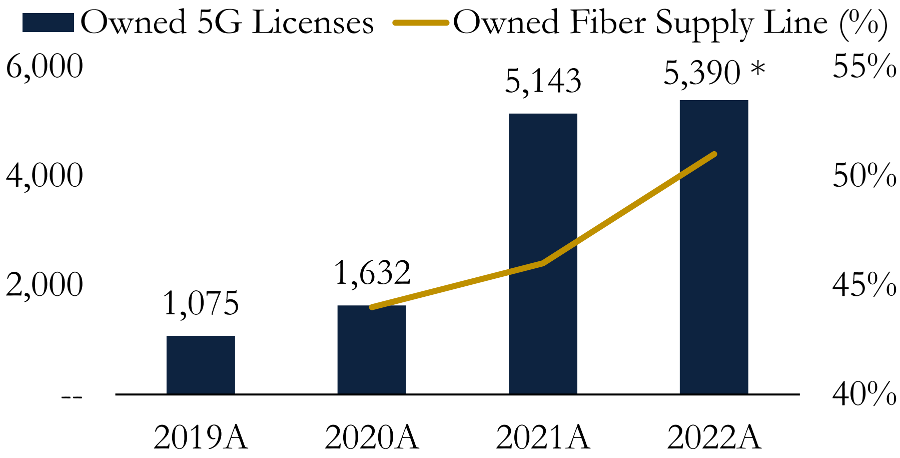
Verizon earnings top Wall Street expectations

Customer subscription gains beat Wall Street expectations

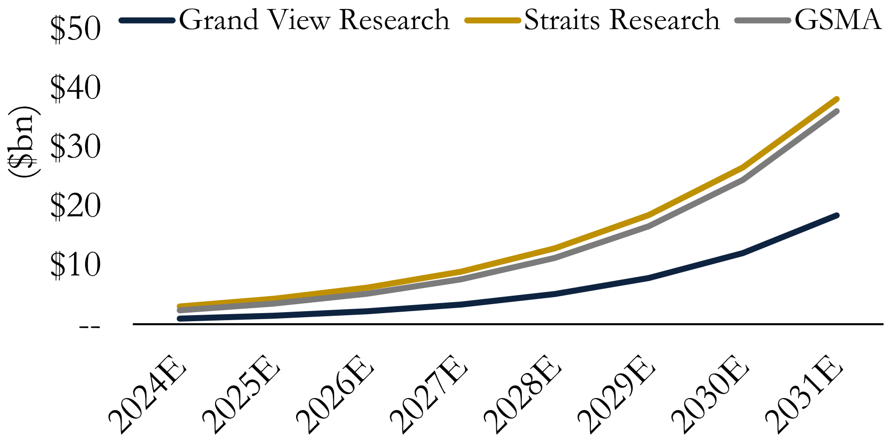
5G Growth and Balance Sheet Cleanup

verizon✓

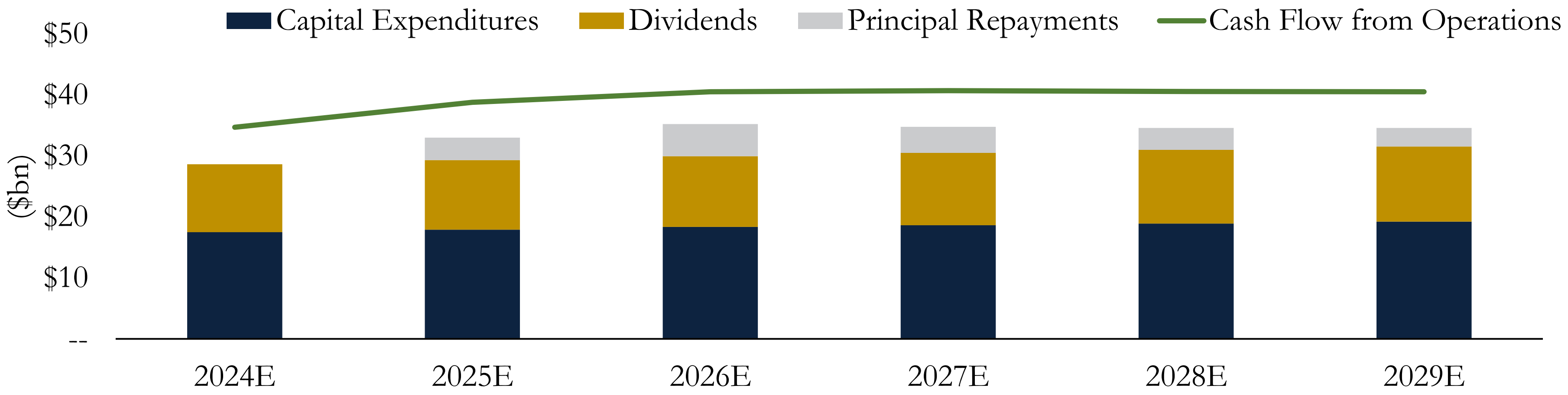
VZ’s Expanding Self-Supplied 5G Reach



Private 5G Network Market Poised to Explode



Subsiding Capital Expense Cycle Paves Way for Debt Reduction and Dividend Growth



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow	50.0%	$42.64-$58.56	$50.56
Comparable Companies (EV/EBITDA)	10.0%	$33.00-$41.27	$36.57
Comparable Companies (P/E)	10.0%	$40.51-44.69	$44.69
Comparable Companies (P/CF)	10.0%	$47.59-$51.98	$49.37
Dividend Discount Model	20.0%	$42.77-$49.41	$46.06
Intrinsic Value per Share			**$47.56**
Current Share Price (as of April 22, 2024)			$38.60
Upside/(Downside) to Current			**23.2%**

- ✓ Verizon has completed $50bn+ of infrastructure upgrades and expects Capital Expenditures to drop 25%
- ✓ The Company has bought thousands of 5G licenses, which never expire, and self-supplies fiber optic
- ✓ Private 5G market size is set to grow at a ~50% CAGR from 2024-2032, with VZ as a prime supplier

Sysco Corporation (NYSE: SYY)

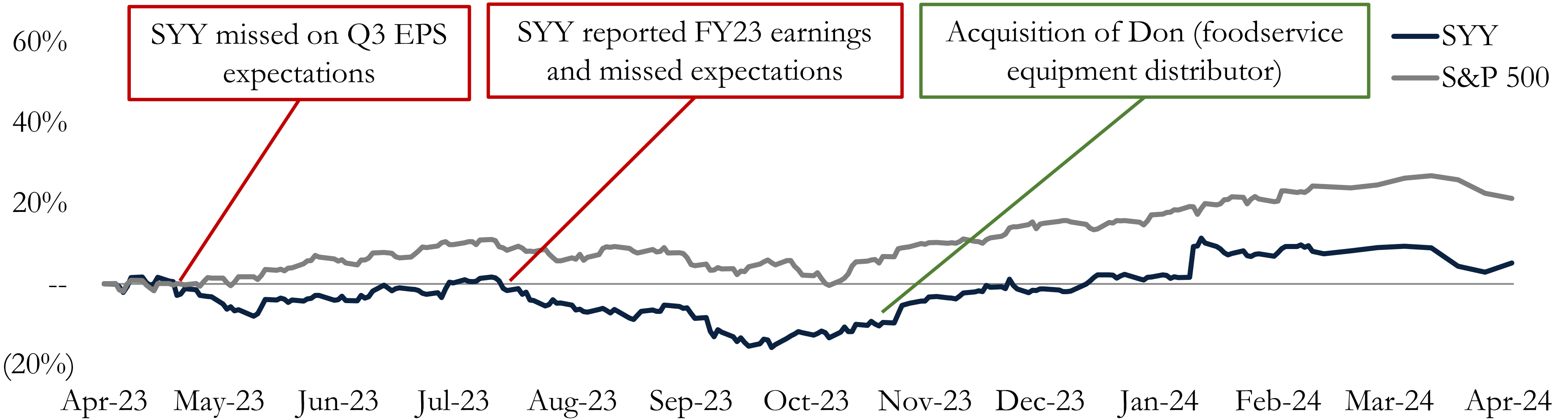
Company Overview

- Global leader in wholesale selling, marketing, and distributing of food and non-food products to **725,000+ customers across industries**
- Operates through its U.S., **international**, SYGMA (U.S. quick service supply chain), and Other (hotel servicing) segments
- Sysco's strong competitive moat arises from its **supply chain proficiency** in the U.S. and abroad, as well as its substantial **buying power** given economies of scale from **market leader** position

Selected Financial Data

Share Price (as of April 22, 2024)	$77.32
Enterprise Value	$49.7 bn
FY2025E Revenue	$83.6 bn
FY2025E EPS	$4.70
Forward P/E	20.0x
Forward EV/EBITDA	11.9x
Dividend Yield	2.6%

One-Year Share Price Performance (% Change since April 24, 2023)



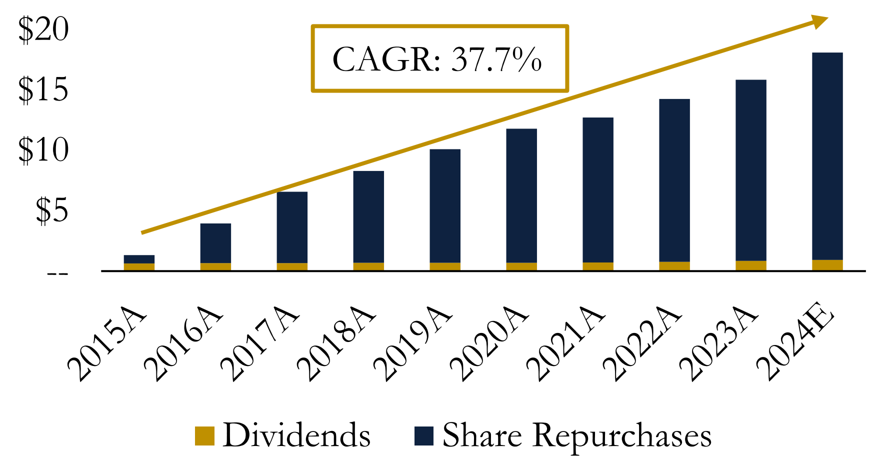
SYY missed on Q3 EPS expectations

SYY reported FY23 earnings and missed expectations

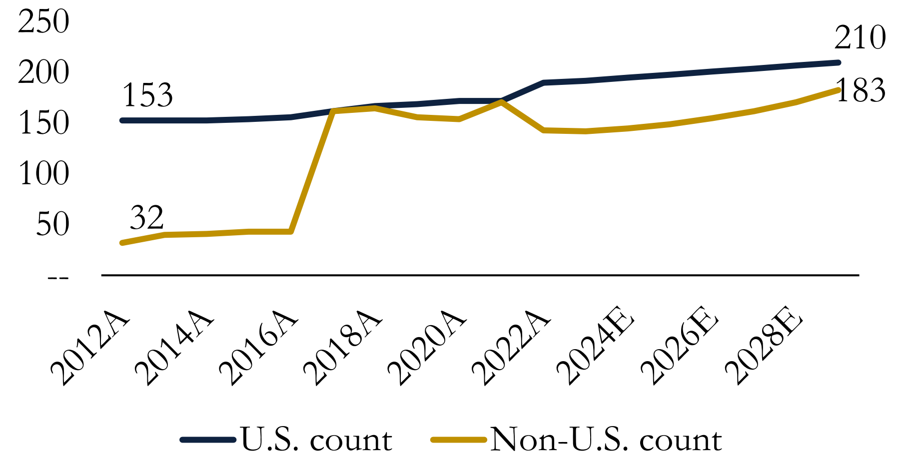
Acquisition of Don (foodservice equipment distributor)

Positioning for International Growth

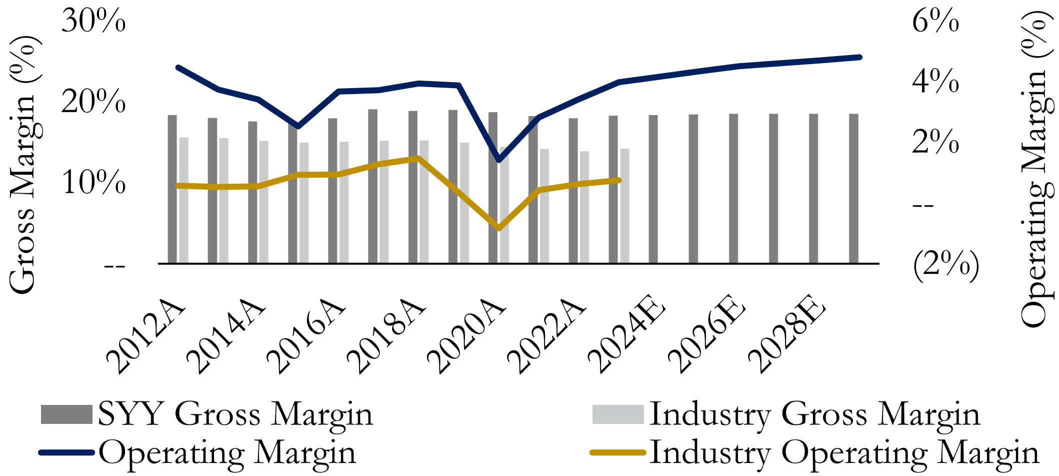
Cumulative Cash Returned ($ bn)



International Facility Expansion via M&A



Competitive Advantage & Market Dominance



Market leader (21% share)

Digital Tools (AI Sales Rep)

Supply Chain Advantage

International M&A

Source: CapitalIQ, Company 10-Ks, CAGNY Conference, Malackowski AIMLVIII

Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	15.0%	$58.90-$78.61	$68.75
Discounted Cash Flow - Exit Multiple	40.0%	$65.77-$97.44	$83.59
Comparable Companies - EV/EBITDA	5.0%	$81.03-$104.15	$92.81
Comparable Companies - P/E	10.0%	$52.81-$108.18	$81.14
Comparable Companies - EV/DACF	15.0%	$56.86-$114.44	$85.41
Comparable Companies - P/CF	15.0%	$59.52-$106.00	$81.14
Intrinsic Value per Share			**$81.72**
Current Share Price (as of April 22, 2024)			$77.32
Upside/(Downside) to Current			**5.7%**

- ✓ Consistent position as dividend aristocrat with strong repurchase history
- ✓ International growth driven by M&A in specialty segments enabling supply chain advantage abroad
- ✓ Food-away-from-home industry continuing to grow post-COVID, driven by corporate clientele

Source: CapitalIQ, Company 10-Ks, Malackowski AIMLVIII

Amazon.com, Inc. (NASDAQ: AMZN)

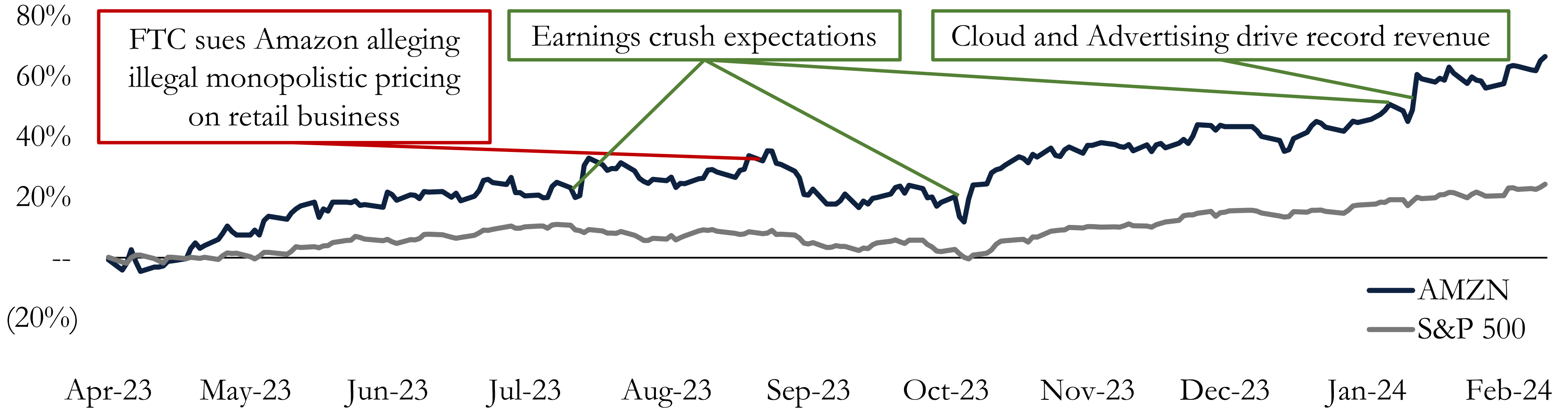
Company Overview

- Amazon is the leading US online retailer and cloud services provider, driving revenue growth via third-party sales fees, advertising, and cloud adoption
- Amazon prides itself on obsession over customer needs – same-day Prime delivery, now offers vast array of products (Twitch, Kindle, Alexa/Echo)
- Amazon has a proven history of being a disruptive innovator with long-term vision, now investing in video streaming, satellite networking, generative AI

Selected Financial Data

Share Price (as of April 22, 2024)	$177.23
Enterprise Value	$1.8 tn
FY2025E Revenue	$716.3 bn
FY2025E EPS	$4.93
Forward P/E	31.9x
Forward EV/EBITDA	16.2x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)

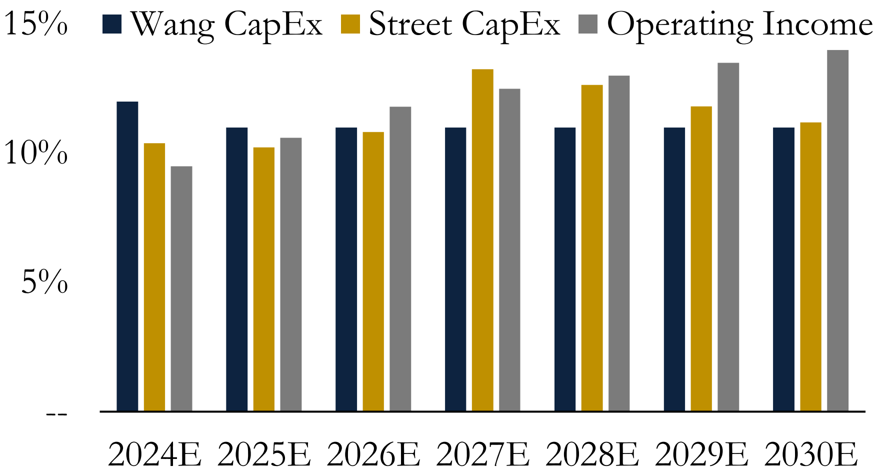


The Ultimate Growth Story

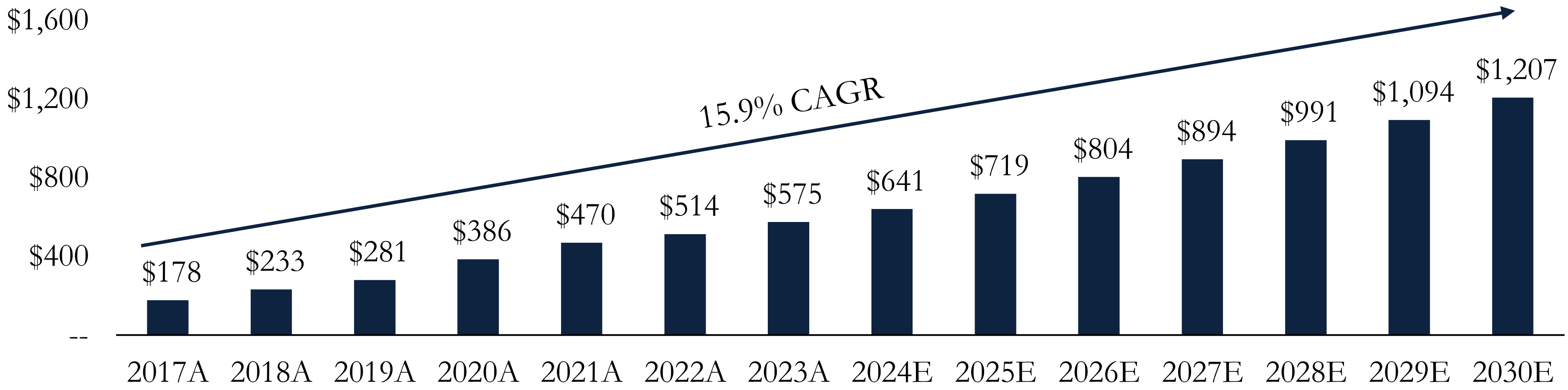
Dominant Cloud with AI Tailwinds

Gartner thinks AWS has and will continue to be a cloud visionary with elite ability to execute on those plans

Investing all Operating Cash for the Future



Result: Historic Revenue Growth ($ bn)



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Buy

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow - PGR	13.8%	$166.11-288.94	$227.53
Discounted Cash Flow - Exit Multiple	41.4%	$188.08-$310.91	$249.49
Comparable Companies - EV/EBITDA	3.5%	$107.62-$230.45	$169.04
Comparable Companies - P/E	3.5%	$92.80-$215.62	$154.21
Comparable Companies - EV/Revenue	28.0%	$140.75-$263.58	$202.16
Discounted Operating Cash Flow (Street Convention)	9.8%	$91.22-$214.04	$152.63
Intrinsic Value per Share			**$217.64**
Current Share Price (as of April 22, 2024)			$177.23
Upside/(Downside) to Current			**22.8%**

- ✓ Mature retail and logistics platform houses the #1 US e-commerce venue, expanding profit from 3P sales
- ✓ Robust AWS infrastructure powers the #1 cloud provider amidst a strong IT services migration tailwind
- ✓ Trading at 10-year low multiples with long-term opportunistic investments, trust Amazon's growth vision

Perimeter Solutions, SA (NYSE: PRM)

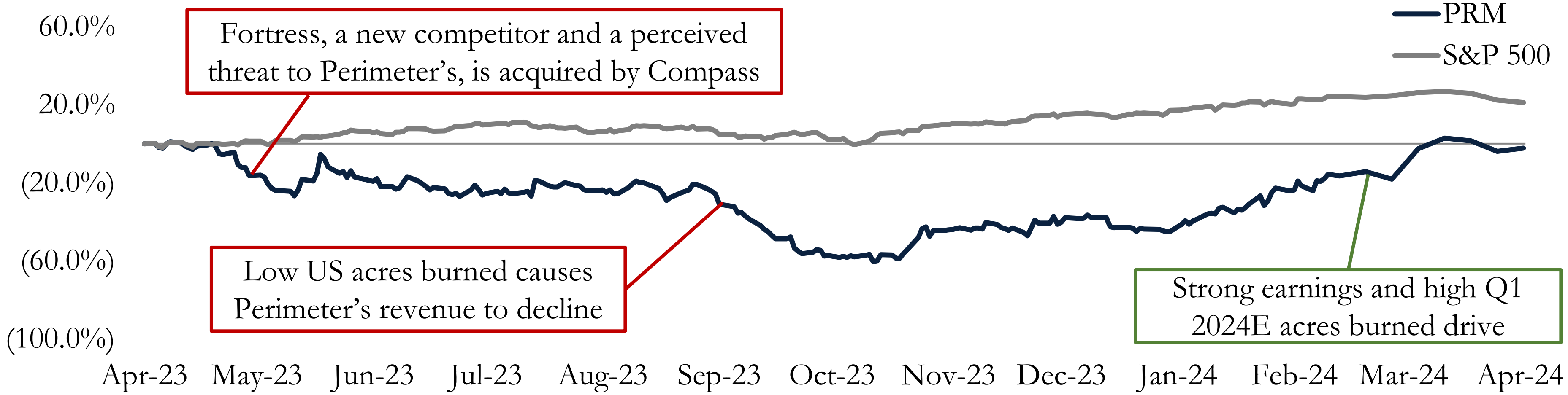
Company Overview

- Perimeter is a global **manufacturer of fire safety and specialty products**
- Perimeter operations through two segments:
  - **Fire Safety:** manufacture and sell fire retardant, fire suppressant foams and fire safety equipment to Forest Services to fight wildfires – 72.7% of revenue
  - **Specialty Products:** produce P2S5, a raw material for engine oil additives – 27.3% of revenue

Selected Financial Data

Share Price (as of April 22, 2024)	$7.24
Enterprise Value	$1.8 bn
FY2024E Revenue	$0.3 bn
FY2024E EPS	($0.03)
Forward P/E	10.7x
Forward EV/EBITDA	25.9x
Dividend Yield	--

One-Year Share Price Performance (% Change since April 22, 2023)



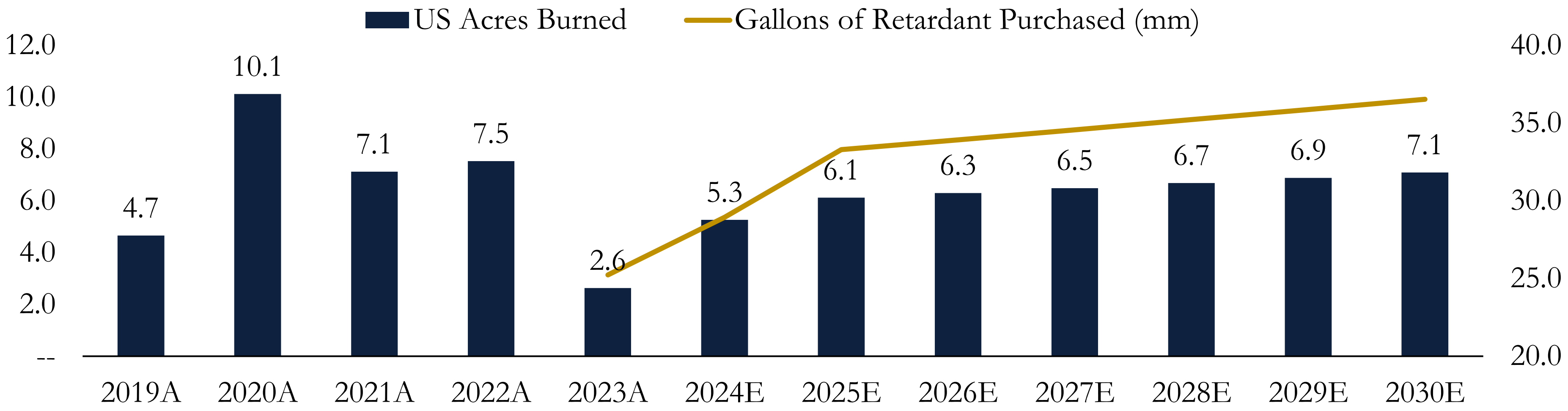
Fortress, a new competitor and a perceived threat to Perimeter's, is acquired by Compass

Low US acres burned causes Perimeter's revenue to decline

Strong earnings and high Q1 2024E acres burned drive

Sustainable Moat In a Growing Industry

US Acres Burned is Trending Up – Accelerating Perimeter's Growth



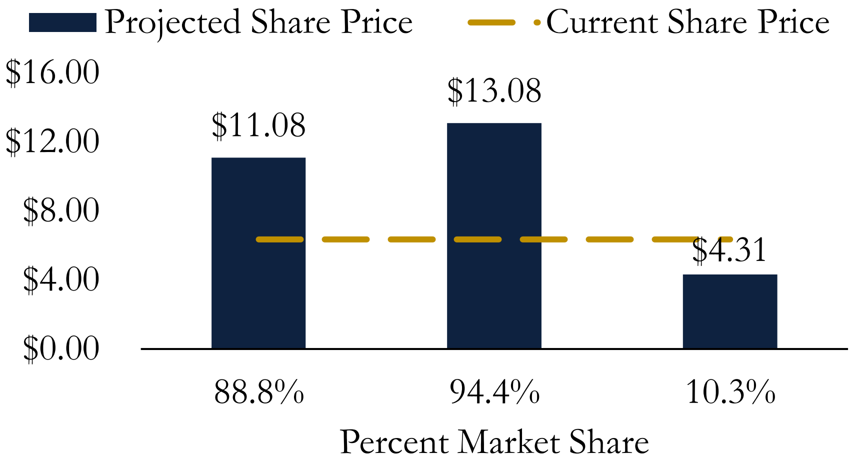
Perimeter's Dominance Shares Competitors

Perimeter and Fortress, the new entrant, fire retardant cannot touch: Perimeter's customers are sticky

Industry-best distribution network enables Perimeter to deliver products to Air Bases within 8 hours

Customers have no reason to switch away from Perimeter, the trusted provider for 60+ years

Market is Pricing in Perimeter's Downfall



Final Valuation & Recommendation

Recommendation: Buy

Portfolio Decision: Sell

Valuation Method	Weight	Price Range	Implied Price
Discounted Cash Flow – PGR	35.0%	$4.00-12.37	$9.94
Discounted Cash Flow - Exit Multiple	35.0%	$4.62-$13.79	$11.27
Comparable Companies - EV/EBITDA	10.0%	$5.78-$7.76	$6.87
Comparable Companies - P/E	0.0%	$7.05-$13.12	$10.44
Leveraged Buyout	20.0%	$7.09-12.34	$10.04
Intrinsic Value per Share			**$10.12**
Current Share Price (as of April 22, 2024)			$7.24
Upside/(Downside) to Current			**39.8%**

- ✓ Entrenched customer relationships and industry-best distribution network form a wide moat
- ✓ Market misjudgment of fire safety competitive dynamics creates a mispriced asset
- ✓ Asymmetric risk-reward profile due to strong secular tailwinds

I. Semester Overview

II. Portfolio Performance Summary

III. Economic Overview

IV. AIM LVIII Decision Summary

V. Breakout Rooms

VI. Closing Comments and Q&A

Guest Speakers

Dominic Marshall

CIO, Pacific Ridge Capital Partners

Dominic focuses on small and microcap value stocks

- Fundamental analysis can be use to exploit market inefficiencies
- Do not need to hold the benchmark to beat the benchmark

Mike Benevento

Partner, CastleKeep Investment Advisors

Mike provides investing advice for wealthy clients

- Top hedge funds made their name by breaking away from the crowd
- Leverage your connections through Notre Dame and AIM

Tom Connolly

Co-Founder, 5C Investment Partners

Tom runs a credit-centric alternative investment firm

- There are always opportunities in markets, you just have to look
- Credit investing is an exciting and still-developing strategy

Mike Melby

Founder, Gate City Capital Management

Mike invests in a portfolio of micro-cap value equities

- Visits the properties of companies to gauge value and evaluate management
- Emphasized how the share price will be driven by free cash flow

John Baumer

Senior Partner, Leonard Green

John oversees private equity investments and buy-outs

- Choose a good team over a good industry because a good team will win
- Private credit and syndicated loan markets are open

Jacob Benedict

Investment Director, ND Investment Office

Jacob covers public equities that meet the NDIO mandate

- Meets with a variety of portfolio managers and ensures ND values are in alignment
- Stewards the University’s assets as ‘family money’

Chris Bloomstran

President & CIO, Semper Augustus

Chris invests in well-run, well-capitalized values stocks

- Everything comes down to price; valuation is the most important factor
- Do not be afraid to wait to buy in or buy more if share price falls

Class Highlights – Boston

Visited with ND Alumni

Toured the Boston Public Library

Discussed Stocks over Breakfast

AIM LVIII Class Dinner

Class Highlights – Primary Research

Jack made a Build-A-Bear

Fares visited a Sherwin-Williams store

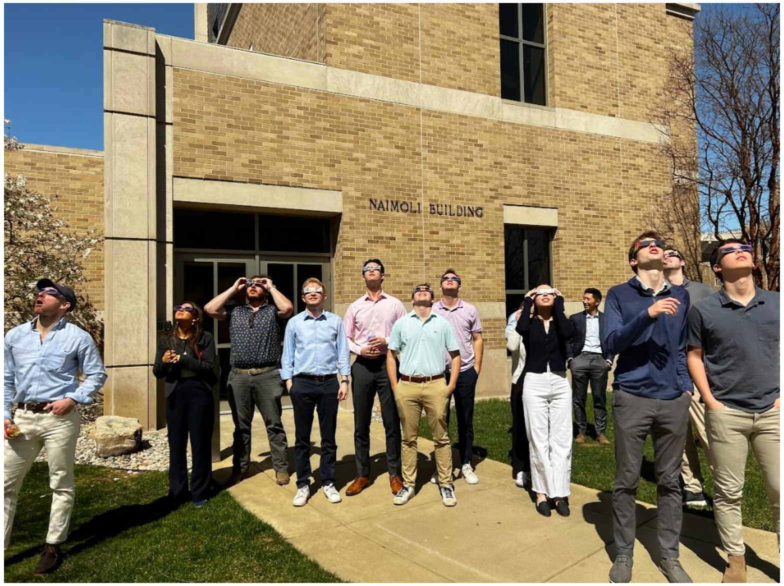
Simon took multiple trips to Chili's

Priyanshi toured an Ulta Store

Alex tested Constellation's products

Ellie saw Kenvue products at Costco

Class Highlights – On Campus



Witnessed a Solar Eclipse

Played some Wiffle Ball

Thank You!