



University Trading Challenge

An Open Competition for Graduate/Undergraduate Students in Finance and Economics

2018 Sponsorship Package



A CapitalWave Event

Technology Enabled Learning™

ABOUT the UTC

The University Trading Challenge was originally envisioned in late 2010. We were aware of a few competitions targeting the graduating students seeking employment in the financial and capital markets. A couple of them were excellent, but targeted towards “the quant” or were so difficult as to what they were attempting to achieve that no one could understand them, the rest of the competitions (in our opinion) were so-so.

We were asking each other: “So where are the competitions for the bulk of those seeking careers in the financial markets? Where are the competitions that would allow for graduating students to show-case their talents? Where are the programs that allowed for different universities to highlight their programs?”

In response to those questions, we created the University Trading Challenge.

UNIVERSITY TRADING CHALLENGE STRATEGY

Our goal is to be the preeminent provider of student based competitions for graduate and undergraduate University students seeking careers in the Financial and Wealth industries. Our overall strategy is to provide a competition in various geographic locations, using our core competencies in the development and delivery of simulation platforms, to advance the understanding of students as to the scope and breath of the financial markets. Believing that we have the capacity and global reach to deliver these student competitions worldwide and delivering value to those institutions that seek to reach these influential future leaders.

UNIVERSITY TRADING CHALLENGE VALUES

University Orientation: We strive to...

- Embodied our programs to always meet our ACE principles: Achieving Competitive Excellence
- Provide tools that will allow for students to familiarize them with order-driven markets
- Allow students to understand the liquidity of markets and the impact of trading costs
- Provide a realistic interface and environment for understanding Sales & Trading, Portfolio Management and Construction, as well as the Risk impacts on markets from the news.
- To provide a simulated market platform that measures the Trader Analytics’ and Metrics that govern the risk/reward of Trading and Portfolio Management

Risk Taking: We strive to...

- Foster innovation and creative thinking for students looking at careers in the financial markets
- Provide a safe environment to allow these high-performing students to explore alternative strategies
- Give student the ability to learn from their successes and mistakes
- Encourage and reward informed risk taking by the participating students and universities

Results Oriented: We strive to...

- To provide a simulated market platform that measures the Trader with Analytics and Metrics that govern the risk/reward of Trading and Portfolio Management
- Provide communication and presentation opportunities that simulate the real financial markets

UNIVERSITY TRADING CHALLENGE is a CapitalWave Event

CapitalWave Inc. is committed to “Technology Enabled Learning” for both commercial and investment banks, corporate treasuries, hedge funds, other financial institutions and Universities.

Delivering solutions is different from delivering programs or courses. We work hard to insure our programs are applicable, relevant and engaging. We expect that those who use our simulations walk away with something that is applicable to their jobs today. We will leave the ‘educationally interesting programs’ but lacking relevancy to other development firms.

BENEFITS TO A SPONSOR

SPONSORSHIP BENEFITS

The University Trading Challenge is supported by significant players in the financial industry. Firms that endorse the competition directly enjoy excellent exposure and a number of other benefits. You can:

BURNISH YOUR IMAGE

Students, faculty and other attendees note which firms are supporting the event. We’ll feature your logo prominently at the competition site and in all publicity materials. Your sponsorship keeps your company top-of-mind with this specialized group and the Challenge’s entire market.

FIND YOUR COMPANY’S FUTURE

As a corporate sponsor, you will witness the top graduating student talent as they demonstrate their developing trading skills. Meet and network with these young high-performers and be the first to talk with them if you see the potential you’re looking for.

GET SOME TIME IN THE SPOTLIGHT

The UTC offers your firm other publicity opportunities besides traditional endorsement. We’re looking for finance professionals to serve as judges and speakers for the event. Call us to learn more about this exclusive chance to get in front of our select competition audience.

VALUE OF BEING A SPONSOR

SPONSOR'S UNPARALLELED ACCESS

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OUR AUDIENCE

Globally, more than 1,000 Universities have Programs targeting the financial and capital markets. The University Trading Challenge specifically targets those universities and their undergraduate and graduate students. Sponsors will have the unique opportunity to have unparalleled access to these students and their faculty advisers. Providing unique networking opportunities to meet the "best and brightest" students and programs for their recruitment efforts.

Interested in sponsoring the U.S. or U.K. University Trading Challenge?

Please call us today: U.S.: (212) 658-0012 or U.K: 44 (0) 20 3751 6250 or
Email us at: sponsors@universitytradingchallenge.com

SPONSORSHIP LEVELS

All sponsors are recognized prominently before, during and after the conference as leading supporters of the University Trading Challenge. The opportunities listed on the Sponsorship Prospectus are designed to fit a variety of budgets and maybe combined to meet the desired levels listed below.

GLOBAL CORPORATE SPONSOR - £56,500/\$75,000 annually

The competition would be renamed for this Sponsor (*yourname* University Trading Challenge)

An annual commitment to the event – 3-5 years

Sponsor would include all of the features of the Platinum Sponsor

PLATINUM GLOBAL CORPORATE SPONSOR - £18,750/\$25,000

- Sponsorship of all 2016 UTC Events (3x)
- Complimentary 10' x 10' exhibit hall space
- Use of UTC logo for one year on outside advertising
- Verbal acknowledgement and thank you at the event
- 4 complimentary registrations to all challenges
- Advance recognition on UTC sponsor web page with hyperlink to company website
- 4 invitations to UTC's VIP Receptions
- 20 minutes to directly address program participants
- Prominent logo on exhibition hall entrance sign
- Sign for booth indicating sponsor level
- Sponsor recognition ribbons for your staff
- Nomination of 2 Judges for the IB Challenge
One of the IB Case-studies can be tuned to the Sponsors business

GOLD CORPORATE SPONSOR - £5,600 / \$7,500

- Sponsorship of any 1 UTC Event
- Complimentary 8' x 8' exhibit hall space
- Verbal acknowledgement and thank you at the event
- Advance recognition on UTC sponsor web page with hyperlink to company website
- 4 invitations to UTC VIP Reception
- Prominent logo on exhibition hall entrance sign
- Sign for booth indicating sponsor level
- 15 minutes to directly address program participants
- Sponsor recognition ribbons for your staff
- Nomination of 1 Judge for the IB Case-Study Challenge

SILVER CORPORATE SPONSOR - £3,750 / \$5,000

- Complimentary 8' x 8' exhibit hall space
- Verbal acknowledgement and thank you at the event
- Advance recognition on UTC sponsor web page with hyperlink to company website
- 3 invitations to UTC VIP Reception
- Prominent logo on exhibition hall entrance sign
- Sign for booth indicating sponsor level
- 3 invitations to UTC's VIP Reception
- Sponsor recognition ribbons for your staff

* Plus applicable VAT tax were applicable

PRIOR SPONSORS

New York

CFA Society
Financial Times (FT)
International Treasury Services
Palisades @Risk
Legg Mason
CapitalIQ

London

Society of Technical Analysts (STA)
Financial Times (FT)
International Treasury Services
Lawrence Clark Ltd
Marney Capital Ltd.
Accenture
Palisades @Risk

PRIOR SPEAKERS

Bloomberg
Commerzbank
Vanguard
NYSE Euronext
OCC
Financial Times
BlackRock
Legg Mason
Accenture
CapitalIQ
Bank of America
Entergy
JPMorgan Asset Management
Sungard Capital Markets

UNIVERSITY TRADING CHALLENGE SPONSOR APPLICATION/AGREEMENT

Name of Organization: _____
(As you would like it to appear in the 2018 UTC Program)

Address: _____
City: _____ County: _____ Postcode: _____
E-mail: _____ Website: _____
Telephone: _____ Fax: _____

Contact Person (for correspondence with UTC): _____
E-mail: _____ Telephone: _____

SPONSORSHIP LEVEL:

- Platinum
- Gold – New York, London, select one
- Silver – New York, London (select one)

Exhibit Approval Process

CapitalWave Inc. reserves the right to determine the suitability of all exhibits and advertisements submitted, and to reject those that do not meet the criteria. All exhibits will be reviewed and approved by the CapitalWave's UTC Conference Planning Committee. The exhibiting or promotion of services, products, or equipment at the CapitalWave's, University Trading Challenge Event does not constitute endorsement by CapitalWave Inc. Exhibitor is not permitted to represent in any manner that its goods or services have been endorsed by CapitalWave Inc.

Selling of Products and Services

Selling of products and services is not permitted. Selling is the actual exchange of payment for merchandise. It does not include taking orders.

Space Assignment

All applications for exhibit space at the CapitalWave Inc. University Trading Challenge Event must be made on the official contract form included herein. Space is assigned on a first come-first served basis. Space assignments are based on the order in which reservations are received and are subject to change without notice. You must reserve exhibit space by September 1st, 2018 for your exhibit information to be printed in the 2018 CapitalWave Inc. University Trading Challenge Event Program.

Cancellation

Cancellation after September 1, 2018 for 50% Sponsorship refund. No refunds will be made after October 1st, 2018.

Booth Representatives

Each exhibitor will receive complimentary conference registration for their booth representative. Additional booth representatives will be required to register for the conference.

Agreement

In making this application, we agree to conform to all Sponsor Terms & Conditions set forth by CapitalWave Inc. and its agents. It is mutually agreed that all said regulations shall be interpreted by the CapitalWave Inc. and the parties hereto shall be bound by such interpretations. Exhibitor shall be fully responsible to pay for any and all damages to property which results from any act or omission of Sponsor.

Name of Organization: _____
Authorized Signature: _____ **Date:** _____

ELECTRONIC PAYMENTS

HSBC Account #: 705783537

ABA Number: 021001088

SWIFT CODE: MRMDUS33

Bank Address: 26 Broadway, New York, NY 10004

Benefit of: CapitalWave Inc.

Email Remittance advice to: utc@capitalwave.com

CREDIT CARD PAYMENTS

We are able to allow for Credit Card Payments only via Telephone confirmation.

Additional information will be release to all interested parties.

Check here to OPT OUT of being listed as an organizational member in CAPITALWAVE Inc. Promotional materials

COMPETITION OUTLINE

COMPETITION PROGRAMS

In the realistic and intensely educational competition, teams of 3-students go head-to-head in simulated situations in four (4) distinct challenges: 1) Trading Challenge, 2) Portfolio Challenge, 3) Treasury Challenge, and 4) Investment Banking Presentation. Each competition area highlights products or strategies exclusive to the capital markets. See below for details on each of the three segments.

THE COMPETITION

TRADING CHALLENGE – 25% of the Competition Results

Teams (and individuals) compete over a 30-day period using CapitalRMS (Real Market Simulation) software. Each team starts with a base portfolio containing equities, fixed income contracts, Forex, metals, Agri's, and index contract (values are based on opening prices recorded by global exchanges). Teams follow the news and learn how it affects price change across each instrument. They can modify their positions daily and monitor the up-to-the-minute leader board online.

PORTFOLIO CHALLENGE – 25% of the Competition Results

In the 1/2 day-long competition, teams compete on-site at the Challenge location using CapitalPMS (Portfolio Management Simulator). This intense simulation provides students an opportunity to act as a Portfolio Management team for a Corporate Treasury Office.

TREASURY CHALLENGE – 25% of the Competition Results

In this 1/2 day-long competition, teams compete on-site at the Challenge location using CapitalFTS (Capital Forex Trading Simulator). This intense simulation provides students an opportunity to act as a Trader managing the Forex Desk for one of corporate treasury department.

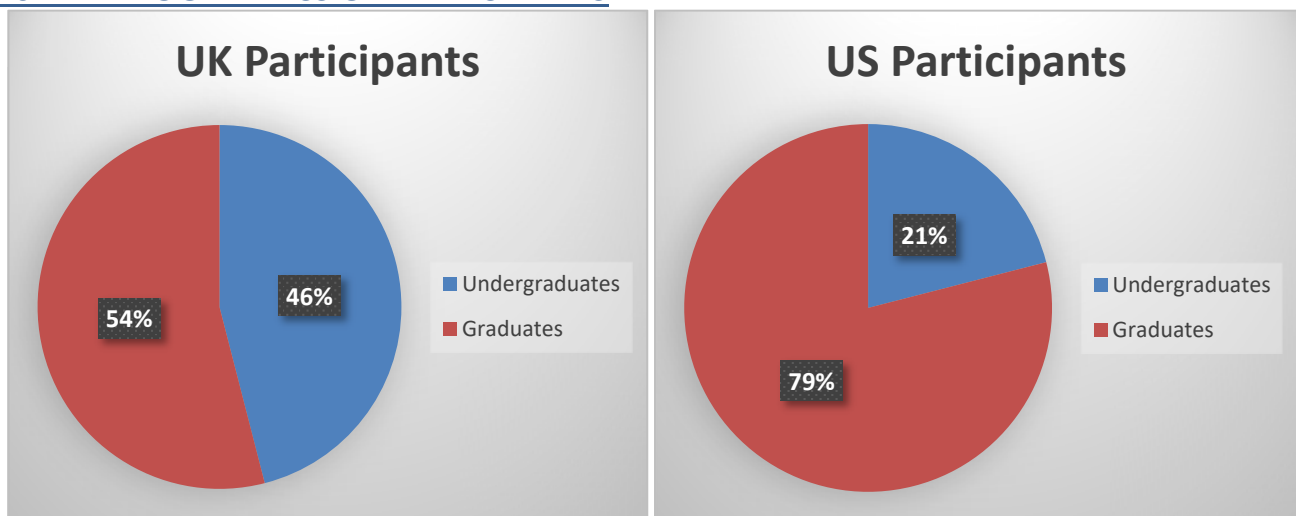
INVESTMENT BANKING PRESENTATION CHALLENGE – 25% of the Competition Results

Each team is given a case-study and data set 30-days prior to the competition, with the task of formulating a financial strategy as a solution. Two members of the team will give a 15-minute presentation outlining the solution, while the other two field questions from the judges. For more information, please refer to the Rules for the competition.

A list of Universities that have previously participated in the UTC:

- Adelphi University
- Baruch College / CUNY
- Bentley University
- Birkbeck University London
- Boston College
- Brunel University – West London
- Canfield University
- Cass Business School
- Cedarville University
- Christopher Newport University
- City University London
- Concordia University
- Coventry University
- Coventry University
- Derby University
- Drexel University
- Fordham University
- Georgia Institute of Technology
- Hofstra University
- Kingston University
- Middlesex University
- New Jersey Institute of Technology
- Northeastern University
- NYU
- Penn State University
- Princeton University
- Rutgers University
- Saint Mary’s University
- Saint Mary’s University
- SOAS University of London
- Stevens Institute of Technology
- Syracuse University
- Temple University
- Tulane University
- UCLA/ Anderson
- Université Laval
- University College London
- University of Brighton
- University of Delaware
- University of Greenwich
- University of Lethbridge
- University of Minnesota
- University of New Haven
- University of Pennsylvania / Wharton
- University of Portland
- University of Rochester / Simon
- University of Texas Dallas
- University of Toronto / Rotman
- University of Virginia / Darden
- Washington University St. Louis

2017 DEMOGRAPHICS OF PARTICIPANTS



Learn More at: [University Trading Challenge](http://UniversityTradingChallenge.com)



CapitalWave Inc. is a firm made up of industry professionals having a reputation for providing first-rate training and consultancy to institutions in the capital and wealth markets. CapitalWave offers instructors and programs who have extensive knowledge, experience and expertise in the areas of banking and finance.

Blended learning is the philosophy on which the company was founded. Our training methodology, integrating theory with practice using our own very powerful training tools, creates a uniquely exciting and effective learning environment. The result pays immediate dividends in the retention of newly-learned concepts and their practical application in the financial marketplace.

For further information, please contact:

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www.InvestmentManagementAcademy.com

www.TheOperationsAcademy.com

www.TheRiskAcademy.com

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