



Arun Aravind
Chief Executive Officer
Mentored-Research
arun@mentored-research.com

MENTORED-RESEARCH

Equity Research Initiative

About the Organization: Mentored-Research is an organization spearheaded by alumni of BITS Pilani University, India, working to increase access to educational resources to determined students. We visualize a world where skilled and experienced individuals, with diverse expertise, educate ambitious students. Over the course of the program, the spirit of inquisitiveness and research is carefully nurtured within the students. The education imparted both theoretical and practical, acts as a stepping stone to the financial industry.

Mission of the Organization: To create a center of excellence in education in the fields of Finance and Economics.

About the Program: The flagship program of Mentored-Research is the Equity Research Initiative (ERI). The mission of this program is to provide an application based approach to Equity Research education, by providing students with a practical exposure to financial markets. This program, launched in 2010 in BITS Pilani University, runs twice an academic year, once every semester. Since its inception, ERI boasts of an alumni base of over 300+ students, forming an integral part of each and every student's life in some way or the other. Currently, ERI has a presence in numerous premier colleges from all over India, including the Pilani, Goa, and Hyderabad campuses of BITS Pilani University, Indian Institute of Technology (IIT) Delhi, Netaji Subhas Institute of Technology (Delhi), among other well-renowned institutions.

Pre-requisites required: No knowledge based pre-requisites. Further, a prior exposure to finance is not required. However, the applicant should have the willingness to learn and explore new domains.

Target Audience: In the past, students participating in the program were from diverse educational backgrounds, some from an economics background, some from a commerce background and some from an engineering background. This program caters to the needs of any and every student who possesses the spirit of inquiry and the passion to sustain an interest.

Operational Details:

- Opening registrations for the program
- Resume short-listing, followed by an interview(if needed), to select genuinely interested students(mentees)
- Each mentee is assigned a mentor, who will guide the student during the 8-week long program. Further, each mentee is assigned a publically listed company to analyze through the program
- Well-thought out and carefully designed resource material and video lectures, in sync with popular industry practices, are shared regularly with the mentee to guide him/her through the program deliverables
- The mentees are provided with the opportunity to interact with industry professionals via live and interactive chat sessions
- Stand-out performers of any given edition of ERI are given the opportunity to lead, guide and mentor a select number of mentees shortlisted for participating in the subsequent edition of



Arun Aravind
Chief Executive Officer
Mentored-Research
arun@mentored-research.com

MENTORED-RESEARCH

the program

- The most conscientious mentor is provided with the opportunity to lead the team of mentors and mentees from his/her institution in the subsequent edition. He serves as the Campus Director for the program

Program Deliverables: 4 Assignments -

- Fundamental Analysis
- Ratio Analysis
- Equity Valuation
- Stock Pitch Video (or) Pitch Report

Previous Chat Sessions: Over the years, the students involved with the program have had opportunities to interact with prominent and successful professionals in the financial world. Some of these include:

- Energy Market Analyst, Dominion Resources
- Research Analyst, Virginia Retirement System
- Assistant Professor, CBS - Zayed University
- Sr. Financial Analyst, Laureate Education
- Sr Financial Analyst, Sodexo
- Sales Associate, J.P. Morgan
- Analyst, World Fuel Services
- VP, Risk Analyst, Structured Securities at Bank of the West
- Sr. Valuation Analyst, John Hancock Life Insurance Company
- Analyst, Investment Banking Division, Goldman Sachs
- Analyst, Credit Suisse
- Analyst, KKR Private Equity

MENTORED-RESEARCH

Some Recommendations



Savil Gupta: PGDM, IIM Ahmedabad – “I have been associated with the program first as a student, and then as a mentor. I must say this program helped me immensely, not only by exposing me to some of the key concepts of fundamental equity research, but also by helping me understand the career opportunities one could pursue in investment banking domain.”



Anirudh Nimmagadda: Analyst, Probe Equity Research – “Participating as a student in the second edition of Mentored-Research's equity research initiative was one of the most productive things I'd done while in college. The program gave me as solid a grounding in basic financial analysis as I could have asked for, and I believe I became a more discerning investor as a result.”



Prateek Gupta: Analyst, Bain & Company – “Equity Research Initiative (ERI) provides a good learning platform to someone who intends to pursue his/her career in the domain of Finance. It provides a good exposure to basic concepts of fundamental analysis and valuation through course material and various assignments. Interaction with industry experts is another plus. I pursued ERI as a mentee in my fourth year.”



Chirag Sapra: Investment Banking Analyst-Financial Advisory, Avendus Capital– “ERI is a perfect mix of theory & application. I personally have gained a lot from it- from being a student to director, solving challenges that you come across while analyzing a real firm actually enrich the learning experience. Be it recording video lectures on ratio analysis or taking class room lectures on valuation, it has helped me further polish my concepts which I believe played an important role in my success at the Credit Suisse HOLT Valuation Challenge

2012. Highly Recommended!”