



Bridging the Gap: Financial Modeling, Interview Prep, and Technical Skills Development

Training programs for post-secondary students
seeking roles in business and corporate finance

About The Marquee Group

We believe that spreadsheet-based financial models are the most important tools in modern finance. Using our framework and discipline to develop best-in-class, user-friendly models, we help students and finance professionals turn their models into powerful communication tools that lead to better, more effective decisions.

The Marquee Group is the **only** dedicated financial modeling firm in Canada. For over a decade, our business has delivered what has become the industry standard in financial modeling, training, consulting and accreditation.



TRAINING

We train globally at financial institutions, corporations, professional organizations and universities



CONSULTING

We build and improve existing forecast models and create custom Excel solutions for clients to facilitate better and more timely decisions



ACCREDITATION

We provide an opportunity for individuals to demonstrate their financial modeling proficiency through an intensive modeling exam

Our Clients

For several years, Marquee has led the annual training programs at numerous investment banks, pension funds and commercial banks. We have taught thousands of professionals all across Canada, the United States, the United Kingdom, Mexico, Australia and China.

The following table highlights some of our major clients:

UNIVERSITIES

- ✓ Acadia University
- ✓ Brandeis University
- ✓ Dalhousie - Rowe
- ✓ HEC
- ✓ McGill - Desautels
- ✓ McMaster - DeGroote
- ✓ Queen's - Smith
- ✓ Saint Mary's University
- ✓ U of T - Rotman
- ✓ UBC
- ✓ Waterloo
- ✓ Western - Ivey
- ✓ York - Schulich

SOCIETIES

- ✓ CFA Barbados
- ✓ CFA Calgary
- ✓ CFA Edmonton
- ✓ CFA Seattle
- ✓ CFA Toronto
- ✓ CFA Vancouver
- ✓ CFA Victoria
- ✓ CIRI
- ✓ CPA BC
- ✓ CPA Ontario

FINANCIAL

- ✓ BMO
- ✓ Brookfield
- ✓ CIBC
- ✓ Desjardins
- ✓ KPMG
- ✓ Manulife
- ✓ RBC
- ✓ Santander
- ✓ Scotiabank
- ✓ TD

CORPORATE

- ✓ Agrium
- ✓ American Express
- ✓ Holt Renfrew
- ✓ Indeed
- ✓ Law Firms
- ✓ Rogers
- ✓ Shoppers Drug Mart
- ✓ Square
- ✓ Telus
- ✓ Tim Horton's

PUBLIC SECTOR

- ✓ Auditor General
- ✓ BCI
- ✓ CDPQ
- ✓ CPPIB
- ✓ Export Dev. Corp
- ✓ Manitoba Public Inc.
- ✓ Ontario MTO
- ✓ Ontario Power
- ✓ OTTP
- ✓ Treasury Board

Our Approach

OUR MISSION

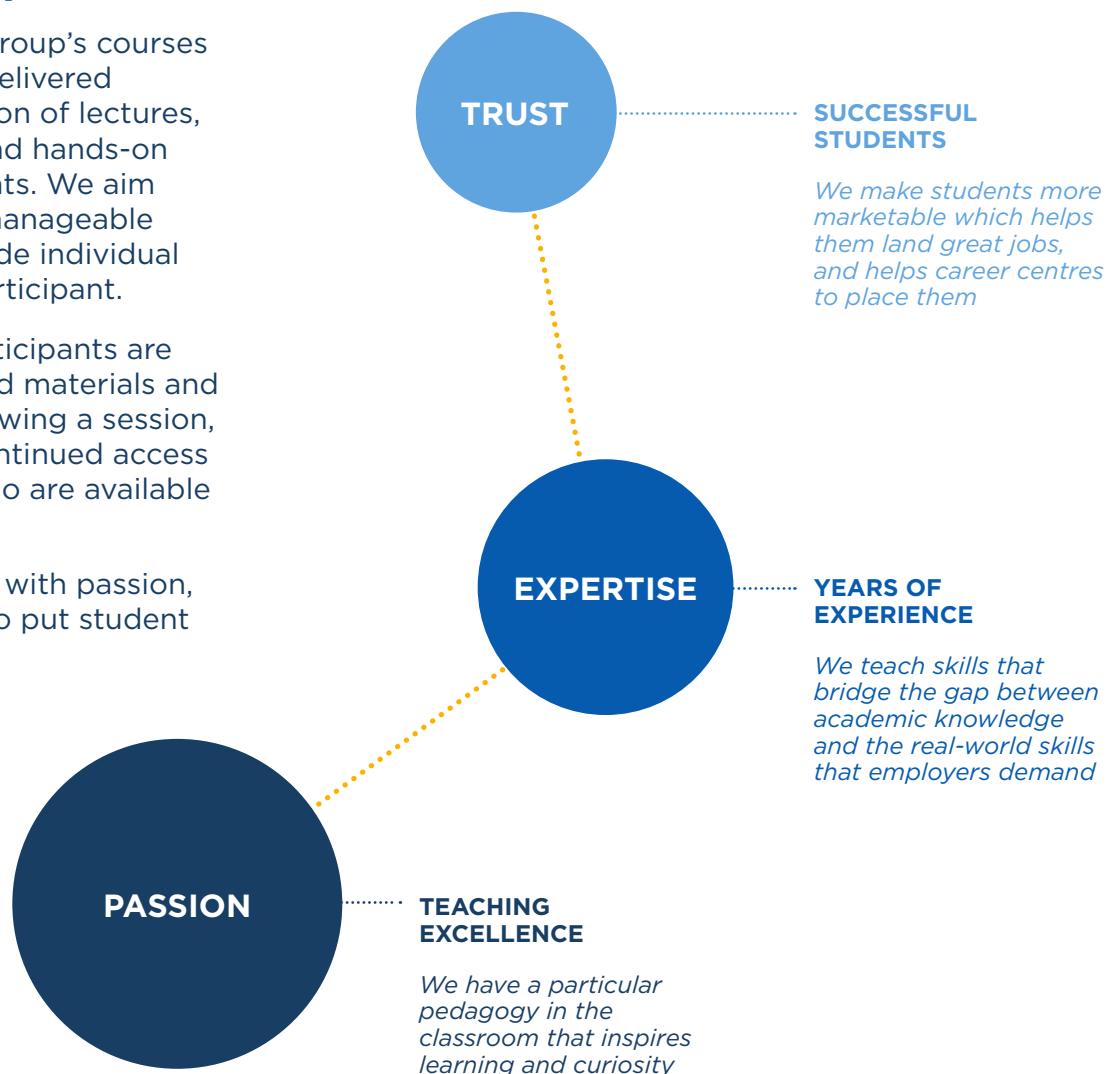
At Marquee, we firmly believe that an engaging and positive classroom experience led by a knowledgeable instructor is the most effective way to build capable financial teams.

Participant Experience

All of the Marquee Group's courses are interactive and delivered through a combination of lectures, group discussions and hands-on computer assignments. We aim to keep class sizes manageable so that we can provide individual attention to each participant.

During a course, participants are provided with printed materials and electronic files. Following a session, participants have continued access to the instructors who are available to answer questions.

We lead our courses with passion, expertise and trust to put student success first:



Our Programs

The following are short summaries of seminars that The Marquee Group provides to business schools, universities and colleges:

Technical Training Seminars

These course offerings will build on the accounting/finance skills taught at business schools and provide students with the industry best practices that potential employers require:

1 Financial Modeling: Building a Financial Model

Participants will learn to create well-designed, functional and dynamic financial models. This course focuses on the skills required to design and create an interactive financial model of a company that adheres to the highest industry standards.

2 Advanced Data Analysis with Excel

Every business professional needs strong technical Excel skills to thrive in a corporate environment. This course is dedicated to various intermediate and advanced Excel tools to transform the participants into Excel “Power Users”.

3 DCF Valuation Analysis

This hands-on course is focused on the practical implementation of a Discounted Cash Flow (“DCF”) analysis. The skills required to build a DCF analysis will be discussed and incorporated into a financial model. Participants will learn to recognize and avoid the most common errors that professionals make when creating a DCF analysis.

4 Capital Structure (LBO) Modeling

This hands-on course focuses on the skills required to build and incorporate a complex capital structure into a financial model. Participants will recapitalize a company’s balance sheet and then forecast specific pieces of debt and equity so that the model can be used for credit purposes or as a Leveraged Buyout (“LBO”) model.

5 Merger Modeling

This hands-on course focuses on the skills required to design and create a powerful model to analyze the impact of a merger or acquisition. The course will be taught from the perspective of finance professionals who need to quickly assess the impact of a merger between publicly traded companies.

6 VBA

This hands-on course focuses on the skills needed to harness the power of macros to help automate worksheet processes. Participants will learn to design, build and error check macros that are robust and easy to use.

Our Programs Continued

Finance Interview Preparation

These sessions focus on the most common technical finance questions that students should be prepared to answer during corporate finance interviews (i.e., investment banking, equity research, private equity or corporate finance roles).

1 Finance Interview Preparation Seminar

Interview Preparation seminars are designed to help students prepare for finance interviews. Students will typically encounter three types of questions: (i) fit questions, (ii) market questions, and (iii) technical finance questions. These sessions are focused on the most common technical finance questions that students should be prepared to answer during corporate finance interviews.

2 Capital Markets Overview Seminar

This comprehensive course provides participants with an overview of an integrated Capital Markets business. The goals of this session are to: (i) introduce the activities and inter-relationships between the major departments of the business and (ii) highlight the attributes and skill sets associated with professionals in each group.

3 Mock Finance Interviews

Mock interviews are designed to push students and assess their level of technical expertise. This provides feedback to the student (and the career centre) on how prepared an individual is for interviews and identifies areas for improvement.

4 Finance Interview Polish

Marquee can provide one-on-one sessions to allow students to ask last minute questions and build confidence prior to interviews. After doing extensive preparation, students often have outstanding issues they want to discuss and clarify in advance of their interviews.

Together, these modules address important topics that have real-world applicability. **Practical skills development is the core mission at Marquee.** Our training is designed for any student wishing to **expand their financial acumen** and is **not** intended to be exclusive for only those pursuing accounting or finance designations.

This proposal outlines the range of additional programs that could be offered to even better prepare your students for finance interviews and for the analytical requirements at many corporate finance jobs. We look forward to partnering with your school.

Our Team



Ian Schnoor

PRESIDENT & FOUNDER

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Ian Schnoor is President & Founder of The Marquee Group and is responsible for the strategic direction of the firm.

Ian started the business in 2002 to provide Excel-based financial modeling training to professionals in the financial community. Ian has built The Marquee Group into a leading provider of financial modeling training, consulting and accreditation.

Over the years, Ian has taught thousands of business professionals and university students in Canada, the United States, the United Kingdom, Australia and Mexico. Ian is passionate about teaching and brings a hands-on, interactive approach to every course. He has developed a framework and discipline for building models and for teaching that is now used in all of The Marquee Group's sessions.

In 2014, Ian was the recipient of the "Instructor of the Year" award in the Master of Finance program at the Smith School of Business at Queen's University.

Prior to establishing The Marquee Group, Ian spent a number of years in the Investment Banking departments at Citigroup and BMO Capital Markets. Ian completed his Bachelor of Commerce Honours degree with academic distinction from the University of Manitoba and has also attained the Chartered Financial Analyst (CFA) designation.



Tim Benson

PRINCIPAL

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Tim Benson is a Principal and Co-Head of Training at The Marquee Group.

In this role, Tim provides strategic leadership and operational oversight to the training business at The Marquee Group. This includes managing relationships with clients and ensuring best in class training seminars are delivered.

Tim remains very active as an instructor and has taught thousands of business professionals and university students. Since 2012, he has been a Lecturer in the Master of Finance program at the Stephen J.R. Smith School of Business at Queen's University.

Prior to joining The Marquee Group, Tim was part of the senior management team at Retirement Residences REIT, a TSX listed real estate investment trust, with responsibility for business strategy, corporate finance and investor relations. He has also worked in merchant banking, equity research at UBS Securities and investment banking at BMO Capital Markets.

Tim received his Master of Business Administration degree from the Ivey Business School and a Bachelor of Commerce degree from the Haskayne School of Business. While at the Ivey Business School he taught business and entrepreneurial skills in Nizhny-Novgorod, Russia and Minsk, Belarus as part of the LEADER Project. He has also attained the Chartered Financial Analyst (CFA) designation.

Our Team Continued



Dave Thomas

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Dave Thomas is a Principal and Co-Head of Training at The Marquee Group.

Dave is passionate about teaching and the industry-leading course content for which Marquee is known. When not in the classroom, Dave focuses on developing new courses, course customization for clients and other content development. Since joining Marquee in 2012, Dave has taught hundreds of courses including training programs for analysts and associates at the major banks, corporate business development and budgeting teams, undergraduate and post-graduate business students and legal professionals in Canada, the US, Mexico and China.

Previously, Dave worked in Investment Banking for over 10 years at BMO Capital Markets. While at BMO, he was a Director in Equity Capital Markets where he oversaw prospectus-offered retail structured products for the firm as well as numerous equity financings and initial public offerings. Prior to that role, he was a member of the Utilities Group and was involved in numerous financing and mergers & acquisition transactions including significant work in the renewable and alternative power sector. Prior to joining The Marquee Group, Dave was CEO and Director of a Caribbean-based private bank providing asset management, trust and corporate services for high net worth and corporate clients.

Dave received his Master of Business Administration degree from the Ivey Business School and holds the Chartered Financial Analyst (CFA) designation.



Jon Zelman

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Jon Zelman is a Principal and Head of Consulting at The Marquee Group.

Jon joined Marquee in early 2009 and is responsible for leading the firm's consulting practice. He is focused on helping clients improve their Excel-based decision-making tools, so they can spend less time struggling with models and more time thinking about their businesses. Jon is involved in all of Marquee's consulting mandates, overseeing model design as well as process management, and ensures that all models adhere to Marquee's industry-leading best practices.

Jon is also regularly involved in teaching Marquee courses, and enjoys working with participants at bank programs, corporations, professional societies and business schools. Before joining Marquee, Jon spent over a decade as an investment banking professional, advising clients on a wide range of transactions and opportunities, including mergers and acquisitions, debt and equity financings, restructurings and liability management. Jon was a Director at Citigroup, working in the firm's New York and Toronto offices, and was focused on media and telecommunications companies including BCE, Rogers and Quebecor. Jon began his investment banking career in the Montreal offices of BMO Capital Markets, where he worked on a number of financing and advisory transactions.

A native of Montreal, Jon is fluent in English and French. Jon holds a Master of Business Administration from Columbia Business School, where he served as a Teacher's Assistant in Corporate Finance. He also holds a Bachelor of Science in Business Administration from the University of Vermont.

Our Team Continued



Duncan McKeen

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Duncan McKeen is a Principal at The Marquee Group. He has extensive experience in Equity Research where he focused on the resource sector analyzing commodities and mining companies.

Duncan is passionate about teaching and uses a very interactive approach to deliver course content. He has taught finance courses at the Queen's University School of Business and has organized and delivered global equity conferences as a Research Analyst. Duncan also has extensive experience marketing and presenting investment ideas to institutional buy-side clients.

Previously, Duncan worked in the Capital Markets for over 10 years. During this time, he was a Senior Vice President and Mining Analyst at Macquarie Capital Markets and a Vice President and Mining Analyst at GMP Securities. Duncan has built and managed research teams covering portfolios in excess of \$140 billion. He has published institutional equity research on base metals, coal, fertilizers, uranium and platinum group metals. Prior to joining the financial community, Duncan worked with Ingersoll-Rand as a Mining Product Manager and a Technical Sales Engineer.

Duncan received his Master of Finance degree from the Queen's University School of Business and a Bachelor of Engineering degree from McGill University. He has also attained the Chartered Financial Analyst (CFA) designation.



Toze Francisco

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Toze Francisco is a Principal at The Marquee Group with extensive capital markets experience and a passion for financial modeling and teaching.

Prior to joining The Marquee Group, Toze worked at RBC Capital Markets as an Institutional Equities Liability Trader with responsibility for Canadian-listed public equities trading, capital allocation, and risk management. Previously, Toze was a member of RBC Capital Markets' Global Equity Research department covering the Canadian Cable, Media, and Telecommunications sectors. Prior to that role, he participated in the RBC Capital Markets Global Markets Program where he worked in Global Mining Research, Foreign Exchange Trading, and Interest Rate Derivatives Trading. Before joining RBC Capital Markets, Toze worked at Scotia Capital as an Analyst within the M&A and Investment Banking groups and at Canada Pension Plan Investment Board as an Investment Finance Analyst in the Real Estate group.

Toze holds a Bachelor of Mathematics from the University of Waterloo and a Bachelor of Business Administration from Wilfrid Laurier University. Throughout his undergraduate tenure, Toze worked as a mathematics and finance Teaching Assistant and Tutor. Toze has also attained the Chartered Financial Analyst (CFA) designation and has successfully completed the General Securities Representative (series 7), Equity Trader Qualification (series 55), and Uniform Securities State Law (series 63) examinations.

A Portuguese-Canadian, Toze speaks English and Portuguese.

Our Team Continued



Phil Watanabe

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Phil Watanabe is a Principal at The Marquee Group.

Prior to joining Marquee, he spent 18 years in the capital markets primarily in an institutional sales and trading role.

Most recently, Phil was a Senior Vice President on the sales and trading desk with Macquarie Capital Markets Canada where he focused on liability trading in the energy sector. Before that, he was a Managing Director on the sales and trading desk at TD Newcrest where he helped start and build the firm's Income Trust business.

He started his career in the investment banking group at BMO Capital Markets where he worked on several financing and advisory transactions in New York and Toronto.

Phil received his Bachelor of Business Administration degree from Wilfrid Laurier University and holds the CPA, CA and Chartered Financial Analyst (CFA) designations.



Bogdan Tudose

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Bogdan Tudose is a Principal at The Marquee Group. Prior to joining Marquee, Bogdan worked in the capital markets for over 6 years.

Bogdan started his career as an Analyst in the Mergers & Acquisitions Group at BMO Capital Markets and was promoted to an Associate. At BMO Capital Markets, Bogdan was actively involved in 14 live transactions spanning numerous industries, including Infrastructure, Metals & Mining, Financial Institutions, Media & Communications, Retail and Oil & Gas sectors. He was responsible for creating extensive operating and valuation models and presenting his analysis to management teams. Bogdan was also involved in developing training materials and delivering workshops to incoming classes of analysts and associates in the Investment Banking group.

He then joined Anson Funds, a long-short hedge fund in Toronto, as an Investment Analyst. In this role, Bogdan developed and maintained in-depth financial models for the fund's largest positions and conducted extensive due diligence, including meeting with management teams, industry experts and buy-side and sell-side analysts. He was responsible for sourcing and developing investment ideas and recommending trade and risk mitigation strategies for the portfolio.

Bogdan received his Bachelor of Business administration degree from Schulich School of Business, York University.

Our Team Continued



Jamie Wilkie

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Jamie Wilkie is a Principal at The Marquee Group and is based in Calgary, Alberta.

He is focused on Marquee's training and consulting practice in Western Canada. Prior to joining Marquee, Jamie spent 15 years in the capital markets and energy industries, primarily in an investment banking role.

Most recently, Jamie was operating his own practice providing financial modeling and strategy consulting services to privately-held companies in the oil & gas sector. This work included building customized budget models with input from technical, accounting and corporate finance teams, communications and advocacy work and confidential advisory services.

Prior thereto, Jamie was a Vice President/Director, Investment Banking, and worked for 5 years with a team that moved from UBS Securities to found the

Calgary investment banking offices for Wells Fargo Securities. The group focused on M&A advisory and capital markets execution for mid to large cap clients in the E&P (conventional and oil sands), midstream and oilfield services sectors.

Jamie began his career in investment banking with Merrill Lynch as a summer student and full-time hire and has also spent time in investment banking covering E&P, midstream and services companies with Genuity Capital Markets, Versant Partners and TD Securities. In addition, Jamie spent one year covering large cap E&P & oil sands companies as an Equity Research Associate at Genuity Capital Markets.

Jamie received his Bachelor of Commerce degree from the Haskayne School of Business at the University of Calgary and has attained the Chartered Financial Analyst (CFA) designation.

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Marquee's ability to connect rigorous theoretical content to practical, real world experience makes them a great resource for aspiring and existing financial professionals. Their engaging style, thoughtful content and technical mastery make them enormously popular with our students.

DR. SEAN CLEARY, PROFESSOR OF FINANCE AND DIRECTOR OF THE MASTER OF FINANCE PROGRAM, QUEEN'S UNIVERSITY

For more information on
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