

Mayer Fund

Class of 2012 Introductory
Presentation

August 20, 2010



About The Mayer Fund

- **History**

- Started in 1993 by William Mayer, the then Dean of the business school, with \$250,000
- Grown over the years through capital appreciation and outside contributions. Bill Mayer one of the contributors

- **Goals**

- Capital appreciation and income
- Education
- Enhance school's reputation
- Pay 5% dividend to the school



• **William E. Mayer**

• *Professor and Dean of the Business School at UMD from 1992-1996*

• *Chair of the Maryland College Park Foundation*

About the Mayer Fund

- **Investment Approach & Strategy**
 - “Top down” approach
 - Growth at a reasonable price (GARP)
 - Modeling intensive
 - Process driven
- **Organization & Culture**
 - Run by a select group of second year MBA students
 - Selection based on analytical ability, knowledge of the capital market, passion for finance and **most importantly the ability to work with others**

Faculty Advisor



Sarah Kroncke:

- Smith MBA Alum
- 15 years of experience in private and public equity, M&A, and convertible securities.
- Equity Analysis Professor, a required course for Mayer Fund members.
- Also advisor for undergraduate fund (Senbet) and MBA Finance Association.

The Class of 2011



Introduction to the Class of 2011



Philip Whitley
Portfolio
Manager



Sam Brownell
Portfolio
Manager



William Van Hest
Consumer
Discretionary



Paul Colatat
Technology &
Telecom



Derek Criswell
Consumer
Staples



Introduction to the Class of 2011



Quint Mansell
Financials

Nicolas Godfrey
Energy &
Utilities

Elan Rozmaryn
Energy &
Utilities

Mehmet Tatlier
Industrials &
Materials

Vijeth Sagar
Healthcare

Jim Hildebrand
Technology

Portfolio Manager Responsibilities

- Market commentary
- Lead sector weighting decisions
- Facilitate buy/hold/sell decisions
- Track performance
- Run meetings
- Oversee brokerage accounts
- Budgeting responsibilities
- Manage external relations
- Administrative items

MAYER FUND			
	YTD	YTD	Change
I. Market	10,000	10,000	0%
Domestic/International	10,000	10,000	0%
Domestic/International	10,000	10,000	0%
Domestic/International	10,000	10,000	0%
Domestic/International	10,000	10,000	0%
Domestic/International	10,000	10,000	0%
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Overall Market Commentary: Friday's job report contained the DHA above 14,000. More than the downer in the housing market, I have been concerned about a sharp downturn in the employment situation, especially in light of the Labor Department's initial announcement last month that 4,000 net jobs were lost in August. My concerns were greatly allayed at about 10:15 a.m. on Friday, as the government revised the August figures from 4,000 to a net gain of 89,000. In September, the economy added 110,000 new jobs. I am even more bullish post the job report and predict its mark as it marks its record gain through the end of the year. The drivers for the market in the next several weeks will be company earnings. I will also be focusing on Friday's Retail Sales report. I expect the report to show continued strength in consumer spending given a relatively strong job market.

III. Week's Review 10/28/07 - 10/30/07

Date	Market	Actual	YTD	YTD	YTD	Notes
10/28	Factory Order	1.2%	2.9%			
10/29	Industrial Production	1.00%	11.00%			
10/30	Consumer Credit	512.0	50.0			
10/31	1000: Market	The volume from the D... about the impact of the... automatic stock... to add				

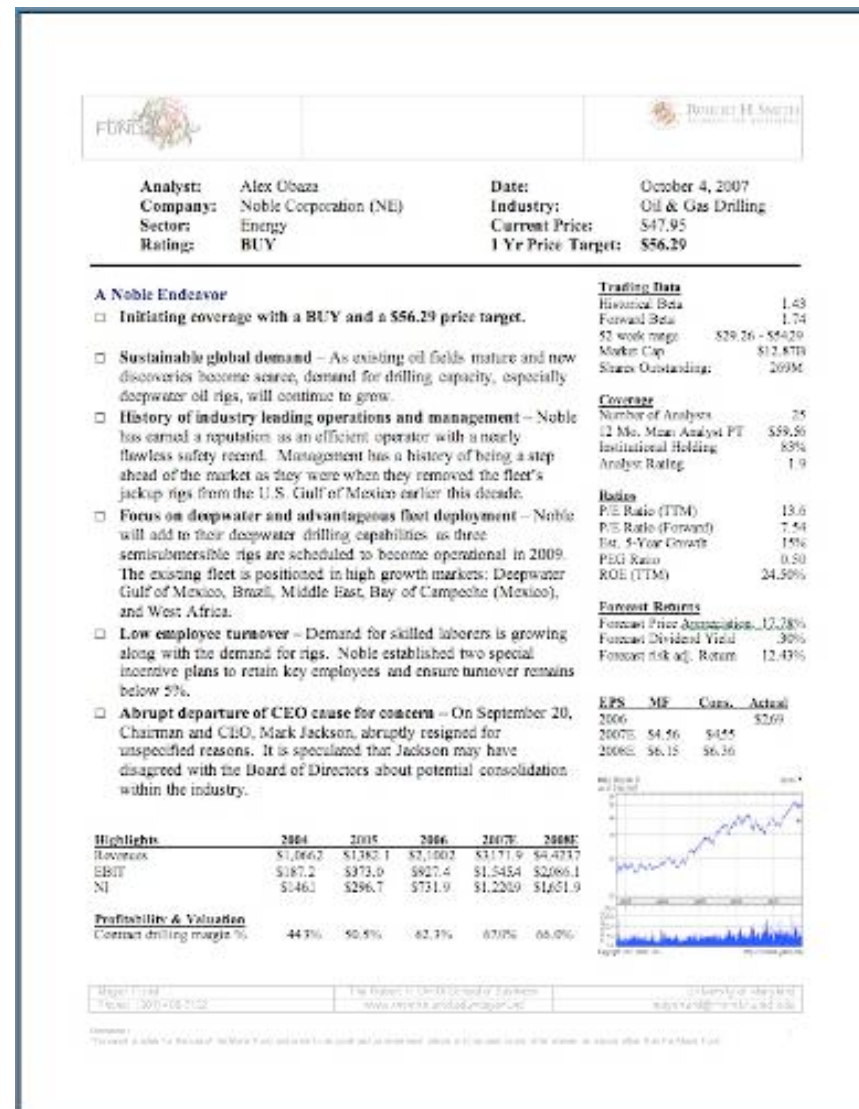
The Mayer Fund											
as of 12/2/2007											
Sector	SPY	S&P	Company	Market Capital	Price	Current Price	Weekly Change	YTD Change	YTD %	YTD %	Market Value
Consumer Discretionary	4,520	41,200	Big Lots	100	1.17	23.94	-4.40%	-0.0%	-24.43	2,000.00	11,734.00
Consumer Discretionary			Garthright	6040	1.87	25.87	-8.20%	-10.0%	24.85	2,000.00	50,500.00
Consumer Discretionary			McDonald's	8401	63.50	63.50	-0.00%	0.0%	00.00	1,000.00	63,500.00
Consumer Discretionary	25,200	27,870	Wal-Mart	1000	64.50	64.50	0.00%	0.00%	00.00	870.00	64,500.00
Consumer Discretionary			CVS	1000	35.00	35.00	0.00%	0.00%	00.00	1,000.00	35,000.00
Consumer Discretionary			Lordie	1.01	8.00	26.19	-6.00%	-10.0%	00.00	1,000.00	8,000.00
Consumer Discretionary			J.M. Smucker	1000	6.00	59.92	16.00%	14.0%	92.87	1,000.00	59,920.00
Energy	10,540	28,170	Exxon/Mobil	1000	1.23	76.79	0.00%	0.00%	76.52	700.00	53,442.00
Energy			Transocean Ltd	1000	1.00	66.87	-1.00%	0.00%	73.00	700.00	53,442.00
Energy			Energy	1000	0.62	59.35	1.00%	0.00%	59.74	1,000.00	59,350.00
Energy			BP	1000	36.00	36.00	-1.00%	-1.00%	33.00	1,000.00	36,000.00
Energy			Shell	1000	1.00	63.00	-4.00%	-10.0%	00.00	700.00	47,442.00
Financials	10,070	40,000	Laidlaw	1000	1.00	38.00	-4.00%	-10.0%	27.27	1,000.00	38,000.00
Financials			Raymond	1000	1.00	52.00	-0.00%	0.00%	40.00	1,000.00	52,000.00
Financials			Bank of America	1000	0.60	66.17	3.00%	0.00%	66.17	1,000.00	66,170.00
Financials			Financial Select Sector SPDR	1000	10.00	10.00	-0.00%	-10.0%	11.70	1,000.00	117,000.00
Financials			JPMorgan Chase	1000	1.00	45.00	-1.00%	-10.0%	44.27	1,000.00	45,000.00
Health Care	11,140	27,940	Procter & Gamble	1000	27.00	67.00	0.00%	0.00%	29.00	1,000.00	67,000.00
Health Care			McKesson	1000	0.47	64.00	-1.00%	-10.0%	60.00	1,000.00	64,000.00
Health Care			Novartis	1000	0.60	66.17	3.00%	0.00%	66.17	1,000.00	66,170.00
Health Care			Novartis Pharmaceuticals	1000	1.00	53.04	1.00%	0.00%	53.04	1,000.00	53,040.00
Information Technology	41,220	47,440	Brooks	1000	1.00	53.79	3.00%	10.0%	44.34	1,000.00	53,790.00
Information Technology			First Capital	1000	1.00	62.79	-0.00%	-10.0%	63.87	1,000.00	62,790.00
Information Technology			ELI LILLY	1000	0.50	66.17	-1.00%	-10.0%	66.17	1,000.00	66,170.00
Information Technology			Microsoft	1000	1.00	66.17	1.00%	0.00%	66.17	1,000.00	66,170.00
Information Technology			Qualcomm	1000	1.00	45.00	-0.00%	0.00%	41.37	1,000.00	45,000.00
Information Technology			Amazon	1000	1.00	11.34	-4.00%	-10.0%	11.76	1,000.00	11,340.00
Information Technology			IBM	1000	1.00	11.34	-0.00%	0.00%	00.00	1,000.00	11,340.00
Information Technology			HP	1000	1.00	62.27	2.00%	-10.0%	58.00	1,000.00	62,270.00
Information Technology			Intel	1000	1.00	61.00	-0.00%	-10.0%	59.00	1,000.00	61,000.00
Information Technology			Apple Inc	1000	1.00	100.23	-4.00%	-10.0%	102.00	1,000.00	100,230.00
Information Technology			Oracle	1000	1.00	26.04	0.00%	0.00%	26.74	1,000.00	26,040.00
Information Technology			Microsoft	1000	1.00	66.17	0.00%	0.00%	67.39	1,000.00	66,170.00
Telecom Services	11,220	10,000	Verizon Holdings	1000	1.00	66.17	2.00%	1.00%	66.00	1,000.00	66,170.00
Utilities	10,000	40,000	Constellation Energy	1000	0.60	54.00	3.00%	0.00%	49.20	1,000.00	54,000.00
Utilities			Energy Corp	1000	1.00	66.17	3.00%	0.00%	74.00	1,000.00	66,170.00
Grand Total											\$7,344,537.00

Analyst Responsibilities

- Evaluate and monitor sector
- Track industry trends and current events
- Screen industry for potential buying opportunities
- Develop DCF and relative value models to value companies
- Make buy/hold/sell recommendations
- Pitch investment ideas

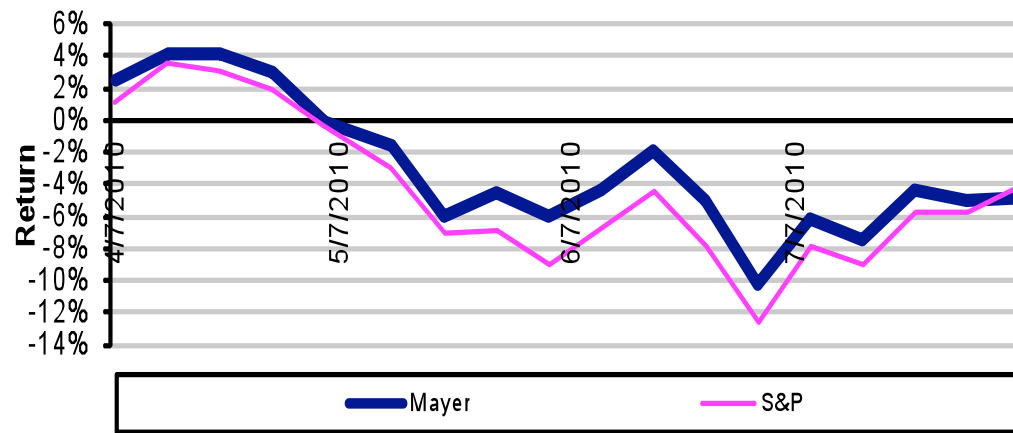
"I think you have to learn that there's a company behind every stock, and that there's only one real reason why stocks go up. Companies go from doing poorly to doing well or small companies grow to large companies."

-Peter Lynch



Performance (Fiscal YTD)

Returns vs. Indexes



Best Performers



Weighted Average Portfolio Return: 16.3%

Worst Performers



Weighted Average Portfolio Return: -19.9%

Typical Mayer Fund Member

- Enthusiastic, motivated to be on the Fund
- Dependable
- Team Player
- Think Analytically
- Communicate Effectively
- Not necessarily a dude!



Benefits for You

Where Are Mayer Fund Alumni?

- Attractive experience to employers
- Application of everything from MBA program to real world
- Exposure to a real-life asset management environment
- Financial modeling skills
- Opportunities to network
- Surrounded by really smart and ambitious people in a collegial setting
- Six credits during the second year
- Hone communication and pitching skills



Requirements

- Completed core and on track to graduate by May 2012
- Take BUFN 760 Applied Equity Analysis during 2nd semester of 1st year or 1st semester of 2nd year
- Be available during the day when Team meets (twice a week during the day)
- Commit 14 months to the Fund (from March 2011 through May 2012)
 - Make effort to attend meetings with current members starting in March
 - Participate in the End of Year presentation in May 2011
 - Manage the Fund during the summer of 2011
- Submit application and interview in January 2011 (more information will come in the fall)

QUESTIONS??

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