ANNUAL PERFORMANCE REPORT 2023/2024
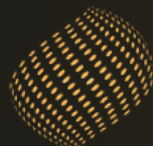
SORTINO
M&A GROUP

TABLE OF CONTENTS

SECTION 1: 2023/2024 SUMMARISED

2023/2024 REFLECTION

This year, Sortino M&A Group made remarkable strides. Our recruitment drives brought in a diverse and talented team from universities around the globe. We published insightful sector outlooks and M&A reports, with highlights including the popular "Healthcare Outlook" and the well-received analysis of "KKR's Acquisition of TIM's NetCo."

We introduced new initiatives like M&A News Audio Updates, a WhatsApp Groupchat, and collaborative financial modelling workshops, fostering a vibrant community and enhancing our members' skills. Our online presence grew significantly, engaging thousands on LinkedIn and through our website.

Major milestones included surpassing 3000 LinkedIn followers and successfully hosting our first M&A Competition. With standout content, we saw increased engagement and recognition. Reflecting on this year, we're proud of our growth, the quality of our work, and our increasing influence in the M&A field.

Sincerely,

I. Yavuz Ataol
Co-Founder and Co-President
Sortino M&A Group

Pedro Rezende
Co-Founder and Co-President
Sortino M&A Group

MAY 2023

Beginning of Recruitment

SORTINO
M&A GROUP

AUGUST 2023

End of Recruitment

SEPTEMBER 2023

Sector outlook Publications

Start of technical training for M&A Commitee

Launch of M&A News Audio Updates

OCTOBER 2023

Sortino M&A Group Commitee social

Launch of WhatsApp group

Financial Modelling Events with LFIS and QMBFS

NOVEMBER 2023

Start of M&A report publications

FEBRUARY 2024

Financial Modelling Workshops with KCL Women in Business, ICL Investments Society and UCL Guild

MARCH 2024

3000 Followers on Linkedin

APRIL 2024

Sortino M&A Group 'M&A Competition'

SECTION 2: ANALYSTS AND DIVISIONS

TOP ANALYSTS

Artemiy Safronov

University College London
Joined in October 2023

M&A Analyst
3 Reports

Edgar Wang

London School of Economics
Joined in July 2023

M&A Analyst
4 Reports

Florian Link

London School of Economics
Joined in June 2023

M&A Analyst
4 Reports

Harminder Uppal

London School of Economics
Joined in June 2023

M&A Analyst
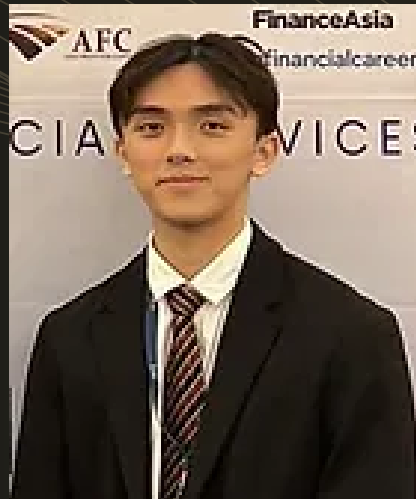3 Reports

TECHNOLOGY

Daniel Faria Ribeiro

Bocconi University
Joined in October 2022

Head of Division

Alvin Chui

University College London
Joined in October 2023

M&A Analyst

Siya Goyal

University College London
Joined in February 2023

M&A Analyst

Ilinca Olteanu

King's College London
Joined in July 2022

Market Analyst

Anoushka Panchal

Trinity College Dublin
Joined in June 2023

Market Analyst

Luka Delic
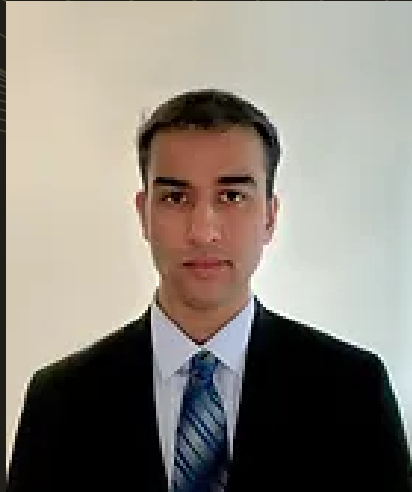
Bocconi University
Joined in October 2023

Market Analyst

HEALTHCARE

Tyler Edwards

London School of Economics

Joined in November 2022

Head of Division

Chethan Biju

London School of Economics

Joined in July 2023

M&A Analyst

Florian Link

London School of Economics

Joined in June 2023

M&A Analyst

Arshia Mehra

King's College London

Joined in April 2023

Market Analyst

Luca Salvatori

Bocconi University

Joined in August 2022

Market Analyst

Luke Thomas

The London Institute of Banking and Finance

Joined in October 2023

Market Analyst

ALTERNATIVES

Marzio Bonizzi

Bocconi University
Joined in June 2023

Head of Division

Abdullah Raja

University of Sussex
Joined in July 2022

M&A Analyst

Jacopo di Nola

London Business School
Joined in October 2023

M&A Analyst

Artemiy Safronov

University College London
Joined in October 2023

M&A Analyst

Georgia Mirica

Bocconi University
Joined in July 2023

Market Analyst

Hadrian Lam

London School of Economics
Joined in October 2023

Market Analyst

CONSUMER AND RETAIL

Fotios Dimitriou

London School of Economics and Finance

Joined in June 2023

Head of Division

Noor Sayyeda

University of Nottingham
Joined in July 2023

M&A Analyst

Edgar Wang

London School of Economics
Joined in July 2023

M&A Analyst

Aliyan Hussain

London School of Economics
Joined in August 2022

Market Analyst

Shiven Arora

University College London
Joined in June 2023

Market Analyst

MEDIA

Jude Crofts

Queen Mary University
Joined in July 2022

Head of Division

Harminder Uppal

London School of
Economics
Joined in June 2023

M&A Analyst

Pablo Gonzalez

University College London
Joined in June 2023

M&A Analyst

Karina Jiang

London School of Economics
Joined in October 2023

M&A Analyst

Augusto D'Agostino

Queen Mary
University of London
Joined in October 2023

Market Analyst

Hibiki Taniyama

ESCP Business School
Joined in October 2023

Market Analyst

M&A NEWS

Quynh Chi (Camilla) Le

Queen Mary University
Joined in September 2022

Head of Division

Jessica Feng

University of Cambridge
Joined in July 2023

TMT Correspondent

Mehak Mahajan

King's College London
Joined in June 2023

Healthcare
Correspondent

Siddh Patel

London School of Economics
Joined in July 2023

C&R Correspondent

MARKETING

Matilda Doyle

University of Warwick
Joined in November 2022

Publications Associate

Nikhil Raj

University College London
Joined in August 2023

M&A Reporter

Oscar Hill

University of Bristol
Joined in October 2023

Marketing Associate

Valentina Mazzola

Queen Mary University
of London
Joined in October 2023

Marketing Associate

Yolaine de Poncheville

IE University
Joined in October 2023

Marketing Associate

CORPORATE RELATIONS

Anaka Mall

University College
London

Joined in July 2024

Corporate Relations
Associate

Shantanu Chandwani

London School of
Economics

Joined in July 2024

Corporate Relations
Associate

Maksim Halushka

Imperial College London

Joined in July 2024

Corporate Relations
Associate

SECTION 3: 2023/2024 IN NUMBERS

Most Popular Sector Outlook

"Healthcare Outlook"

with

5.3k+ impressions

&

42 reactions

on LinkedIn

Most Popular M&A News

"Bain Capital's Strategic Move: A $5.3 Billion Acquisition of Guidehouse"

by

Mohammed Mukadam

with

72 impressions

on our website

Most Popular Report

"KKR's Acquisition of TIM's NetCo for €22bn"

with

7.4k+ impressions

&

63 reactions

on LinkedIn

6
Sector Outlooks

16
M&A Reports

15
Nationalities

15
Universities Worldwide

60+
Financial Models

330+
Pages of Analysis

175k+
LinkedIn Views

5.0k+
Website Sessions

3200+
LinkedIn Followers

380+
Instagram Followers

600+
WhatsApp Members

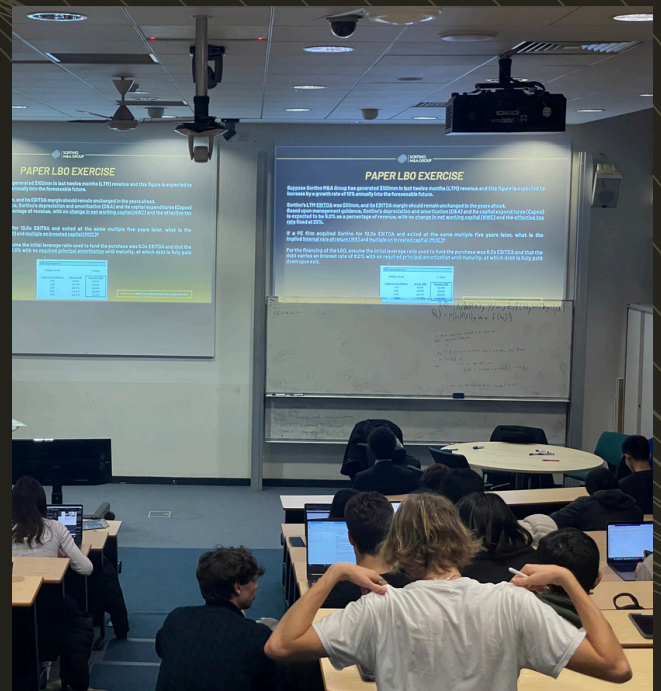# SECTION 4: 2023/2024 IN PICTURES

LFIS M&A Workshop

QMBFS Financial Modelling Workshop

ICL Investment Society LBO Workshop

UCL Guild Society LBO Workshop

SECTION 5: FORWARD-LOOKING STATEMENT

As we look ahead, our student community is poised to become a global leader in the rigorous analysis of mergers and acquisitions (M&A). Our mission is to equip the next generation of financial professionals with unparalleled expertise in both quantitative and qualitative evaluation techniques. By leveraging cutting-edge analytical tools and methodologies, we aim to provide comprehensive insights into the complexities of M&A transactions, fostering a deeper understanding of market dynamics and strategic value creation.

In the coming years, we will expand our reach by delivering intensive financial modeling workshops at premier universities across the globe. These workshops will offer hands-on experience with advanced financial modeling techniques, ensuring that our members are well-prepared to tackle real-world challenges in the finance industry. Our commitment to excellence will be reflected in the quality of our training programs, which will be led by industry experts and seasoned professionals.

We are dedicated to fostering a collaborative and intellectually stimulating environment where students can engage with peers, share knowledge, and develop critical thinking skills. By hosting regular seminars, networking events, and collaborative projects, we will create a vibrant community that not only enhances academic and professional growth but also encourages innovation and thought leadership in the field of M&A.

We are excited about the future and remain steadfast in our commitment to shaping the financial leaders of tomorrow through excellence in M&A analysis and financial modeling education. Together, we will push the boundaries of what is possible and set new standards for student-led financial communities worldwide.

Sincerely,

I. Yavuz Ataol & Pedro Rezende
Co-Founders and Co-Presidents
Sortino M&A Group