

GLG Sohn Conference

Sohn Investment Ideas Contest finalists have access to the world's largest membership for learning and expertise through GLG, which helps investors find and access subject matter expertise around the world and across industries.

Finalists have access to:

- » Three phone consultations with GLG experts

These consultations allow finalists to conduct further diligence, pressure-test investment ideas, and practice their final pitches.

GLG's Council Membership industry expertise includes:

- » Accounting & Financial Analysis
- » Consumer Goods & Services
- » Energy & Industrials
- » Financial & Business Services
- » Healthcare
- » Legal, Regulatory, & Economic Affairs
- » Real Estate
- » Tech, Media, & Telecom

How GLG works:

Need

- » Our client wants to understand a market, research an idea, or test a strategy

Available Expertise

- » GLG's membership of 500,000+ experts, including former C-level operating executives, ex-top-tier strategy consultants, and thought leaders from around the world, are available to provide answers
- » Dedicated GLG research professionals find industry experts to answer specific client questions

Validation Takeaways

- » Access to individual GLG Council Members allows our client to garner direct insights and to make timely, actionable, and informed investment decisions

How a contest winner could use GLG:

Idea

- » Investment in The Restaurant Group (LON: RTN)

Available Expertise

- » Operational insight from a former industry executive
- » Store development outlook from a restaurant property development consultant
- » Analysis of changing consumer behaviours from a restaurant app entrepreneur

Validation Takeaways

- » Tipping point around 40 stores for branded groups
- » Profound change in food consumption patterns across new generations in the UK
- » Necessity of property closures to focus on larger, more profitable operations
- » Increased industry headwinds due to Brexit's impact on consumer confidence
- » Potential risks of decreased supply of European workers
- » Inflation and increased cost due to National Living Wage