

PMC

Ace Slide Making

24 February 2026





AGENDA

Motivation

Why Care?

General Guidelines

In Practice

One More Thing...

Motivation

30 minutes that will ensure that you produce high quality content, save you hours and impress your future manager 😊



Operational Excellence

*you will learn to do near
perfect slides*



Enhanced Productivity

*and how you can make
them fast(er)*



Competitive Advantage

*to stand out from the
crowd*

Ace Slide Making

Why Care?

24 February 2026



Why Care?

We're in the advice business, sometimes with little skin in the game... we rely on our influencing power

Credibility



A polished slide reflects polished advice. If our slides look amateurish, clients question the quality of our insights.

Clarity



Clarity it's non-negotiable. Good design cuts through the noise, letting our message hit home faster.

Engagement



Every slide should pull focus. If our visuals don't keep eyes open, our message is irrelevant.

Ace Slide Making

General Guidelines

24 February 2026

Spring 2026



Dress up to the Occasion

Use the right style for the right purpose

Marketing Slide

INVESTMENTS IN THE CAPITAL MARKET
...RISK OR OPPORTUNITY?

Join us for an hour of discussions on financial markets, investments and even football!

9TH OCTOBER 2PM
NOVA SBE
HADDAD ENTREPRENEURSHIP INSTITUTE

Featuring:
DIOGO ALVES CNN
PEDRO SANTA CLARA NOVA SBE

Logos: NOVA, SU, CMVM, PMc

Presenting Slide

Virtual Portfolio Management

Albeit a Virtual Portfolio, it's identity is the same the club will pursue when it manages to have a Real Portfolio

Key Facts & Assumptions	Portfolio Identity	Benchmark
- Virtual Portfolio - Dollar Denominated - Retail Portfolio - Fundamentals Based - Equities, Fixed Income, Commodities, FX - No Crypto nor Derivatives Inception Date: 1st October 2020 Initial Value: 1 000 000 USD\$ Transaction Costs: 0\$ Management Fees: 0\$ FX: Market rate, 0\$ fees	- Long Term Driven - Value Investing - Global Scope - Multi Strategy - Momentum Aware - Long Only Positions	.6SPY SPDR S&P 500 ETF Trust .4IEI iShares 3-7 Year Treasury Bond ETF

Note: Since the Portfolio is Virtual, no OTC Instruments are accepted, except for T-Bills. Technical analysis is a polarizing issue with skepticism built around, deemed avoided without backtest

6 August 2023

Reading Slide

IT Onboarding | Navigating Teams

Naming Convention

PMc

Motivation	Important Aspects
File naming should obey rules to assure: - Ease of navigation - Readability - Coherence Once again, the club should stick to a standard to ensure a healthy balance between the 3 aspects and smooth transitions between members. While the proposed conventions attain a satisfactory balance between them, there are of course compromises. Always have the rules in mind but use your best judgement! The system is not perfect, it is still a work in progress to migrate everything and there is probably room to improve. After letting it sink in, you can help us getting the job done. Migrations and major changes should only be conducted by the IT Associate, between semesters, and properly documented. Please make sure to follow the guidelines in here.	- To ensure ease of navigation, names should be easy to sort - To facilitate sorting, either names would be extremely complex made of various labels or various depth of folders - Order of components matters to make it easy to sort - A combination of folders and labels should be pursued - Aspects to prioritize (Date or Subject) should be evaluated depending on the context!

1) Looking at previous Pitcher, it makes sense to look by Asset Class > Sector > Industry, whereas for Macro Overviews, you're probably only interested in the latest ones

PMc

Catchiness

PMc

Information

- For PMc, generally slides should be in the **Presenting Style**
- They should convey the main idea, but presentation should **add value** to it
- The exception is the *Appendix*, which should be **self-explanatory**

Curate the Story

Having a great story goes a long way

Start with the Story



What is the message that I want to pass in this slide?

Extract the So What



What is in it for the audience and for my main message?

Embrace Selling



Am I hooking up my audience or will they be on their phones?

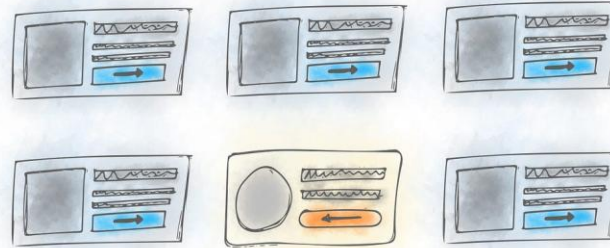
Convey the Message

A great story without a good supporting slide is a car without wheels

Be Minimalist



Be Consistent



Align and Revise



White space is your friend, remove anything that is not adding value

In alignment, fonts, font-size, colours, communication style

Balance everything, symmetry is always preferred

Do not Settle for Average

Making great slides is not a one-stop deal, but a process you must be willing to undertake

Iterate Until Perfection



Loose Tips



Ask for help and 2nd opinions directly

Great slides are born from great feedback



See past slides

Do not reinvent the wheel every time



Focus on the titles

Short and insightful



Use visual clues

Pictures, icons, schemes, arrows



Use appropriate numbers

Be precise but only until it is relevant

General Guidelines

Here's a roadmap



Ace Slide Making

In Practice

24 February 2026

Spring 2026

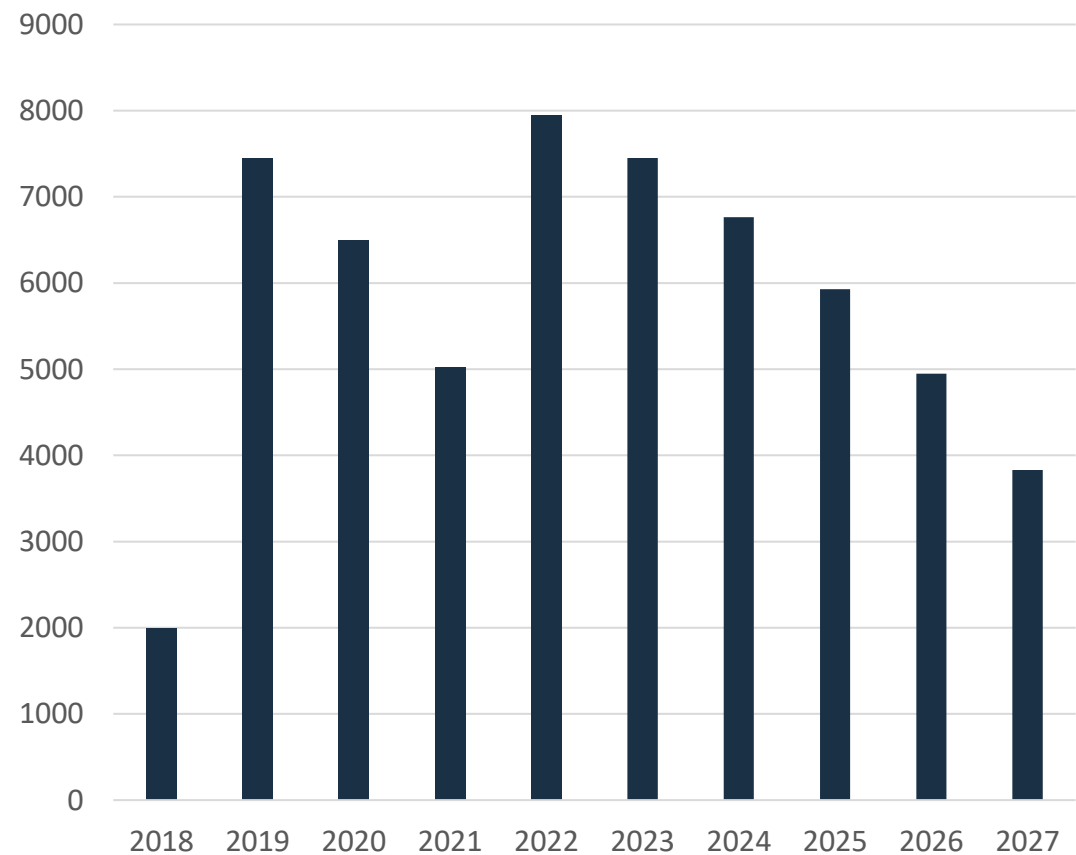


Chart Formatting Tutorial

Let's do it together (2023 = Actual)



Kering Debt Schedule (*Before*)



Kering Debt Schedule (bn€) (*After*)

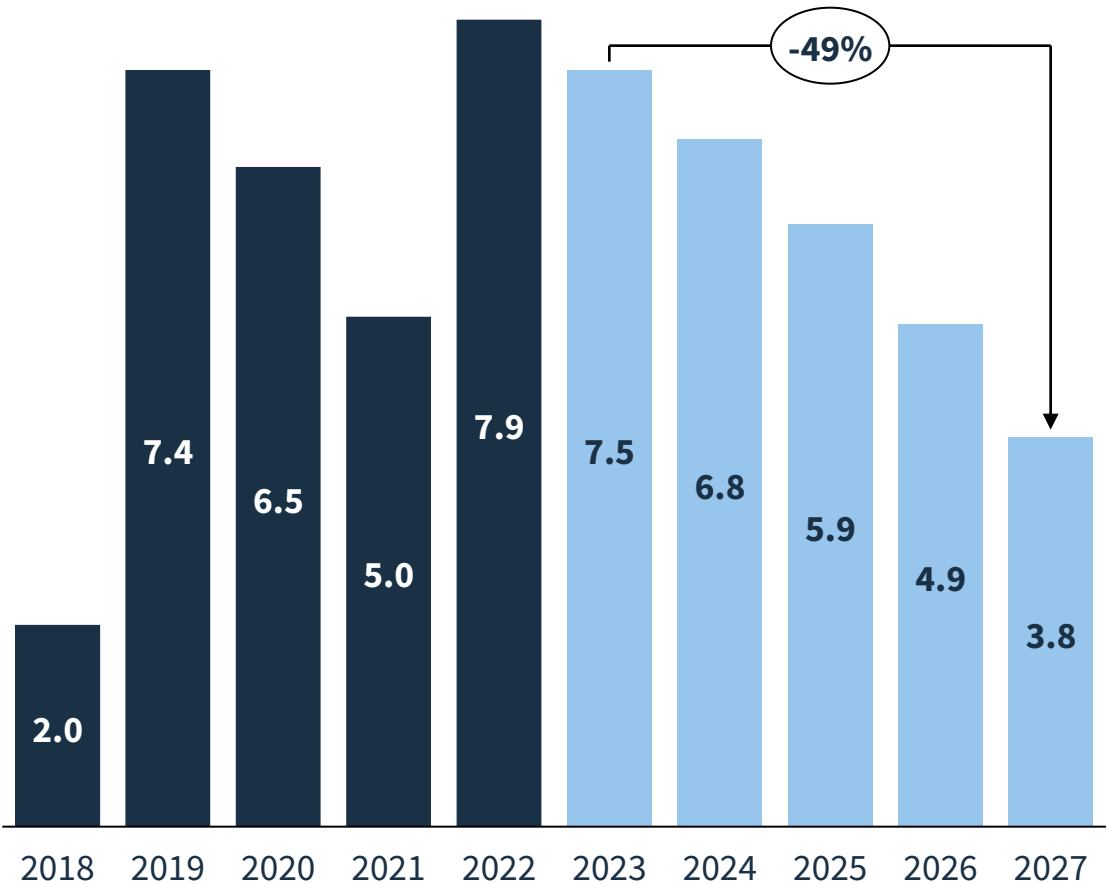
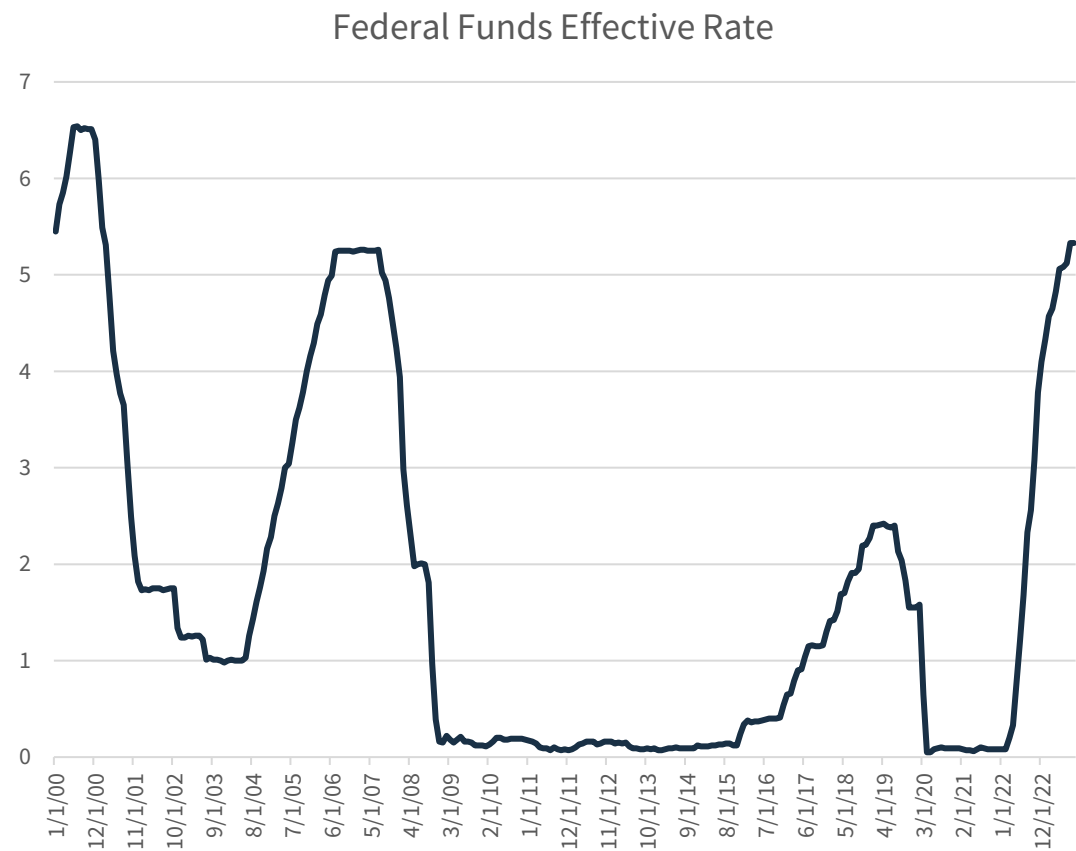


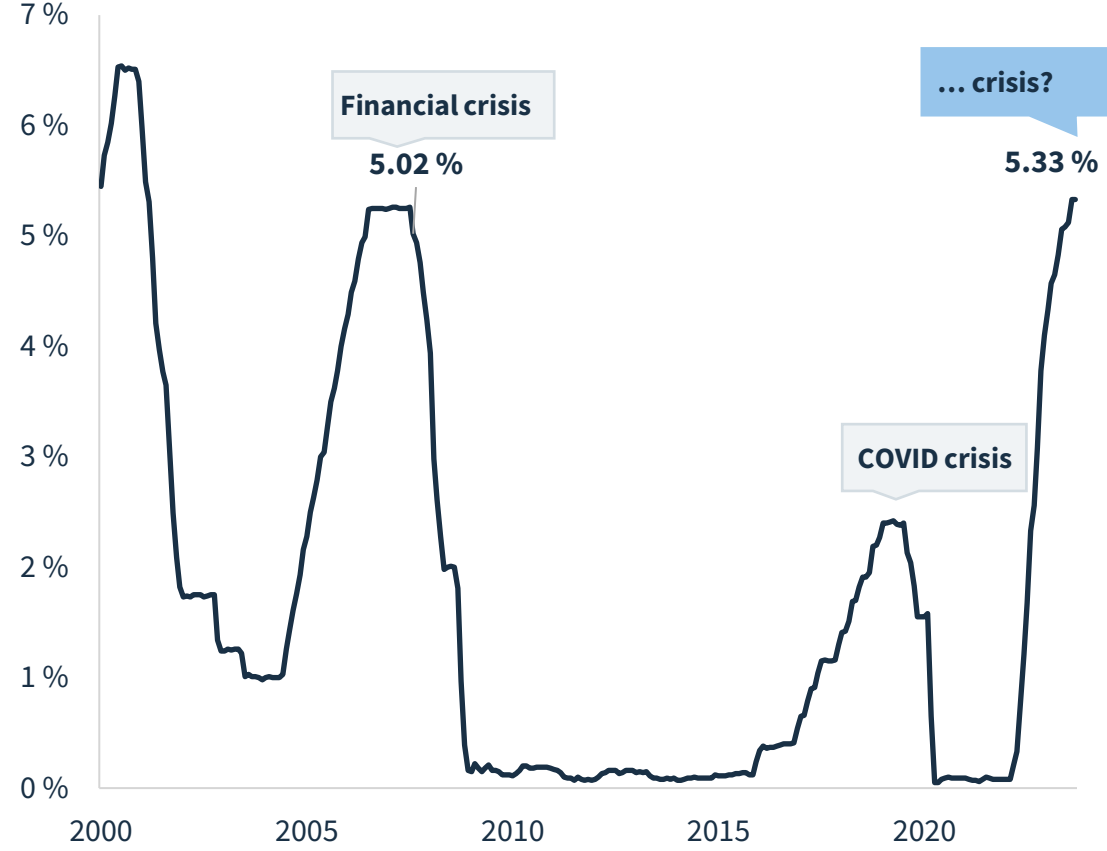
Chart Formatting Tutorial

Let's do it together

Federal Funds Effective Rate **(Before)**



Federal Funds Effective Rate (%)



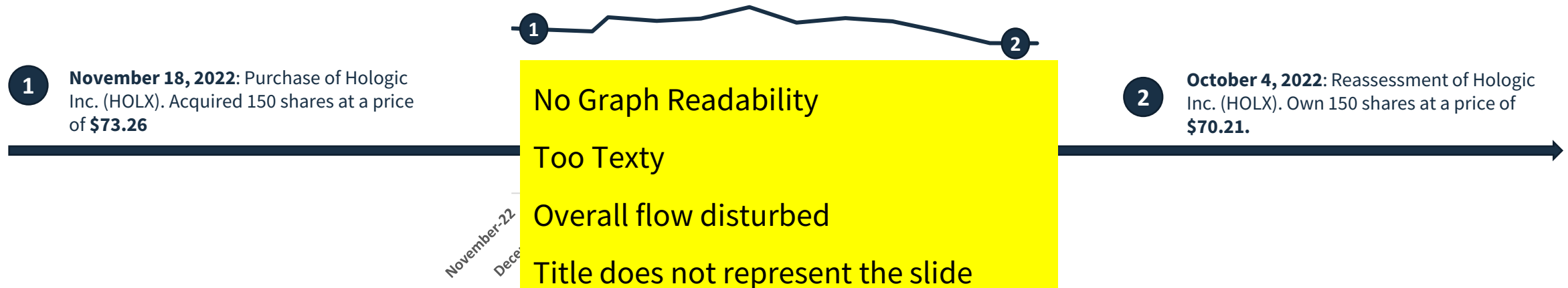
Original First Glance

ORIGINAL

HOLX is currently contributing negatively to our portfolio performance, and should be considered for taking reassessment decisions

The Evolution of Hologic

Fluctuation of HOLX Stock Price



- From when Hologic was acquired to today, **the company has contributed negatively to the performance of our portfolio.** More specifically, approximately -4%.
- The initial weights was 1.05% and its negative performance brought it to currently weigh approximately 1.02%.
- We believe that one of the main reasons for the poor performance is the **company's reliance on COVID and its aftermath in 2021.** As soon as the phenomenon stabilized, revenues became **very unpredictable leading to a slow but continuous decline in its stock price.**

Hologic at PMC's Portfolio

Since joining the portfolio on November 2022, Hologic had a negative return of 4%

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Hologic Stock Price (\$)



Key Moments

- 1 Purchase of 150 shares at \$73.26**
November 18, 2022 (~1% weight)
- All time high at \$87.88**
May 2, 2023 (+20% upside)
- 2 Holding 150 shares at \$70.21**
October 4, 2023 (~1% weight)

Why underperforming?

- Overreliance on COVID and its aftermath in 2021
- Unpredictable revenue afterwards
- Undermanagement by PMC

Product Portfolio Comparison

ORIGINAL

Company	2021	2022	2023	Summary
GUCCI				▪ Collections exhibit exceptional distinctiveness and undergo significant year over year variations
LOUIS VUITTON				▪ Individual variations, but consistent stylistic coherence, blending into overall collection

Conceptually Good
Different Aspect Ratios of Pictures
Unbalanced White Space
Bullet points not needed
Small Pictures

Product Portfolio Comparison

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Unlike Louis Vuitton, Gucci fails to maintain a coherent style throughout time, hindering its customer retention

Company	2021	2022	2023
			
			

Ideally, photos would have no background and purses would be easily comparable. White space could be stretched a bit too thin

Portfolio Fit

ORIGINAL

Even though there have been some slight modifications, all reasons still hold to keep the asset in our portfolio

Why should we keep the company in our portfolio?

Dividend Payer



- Dividends are still **growing and no sign of the trend to decrease**. Dividend (12M trailing Yld) =

High commodity prices



- Prices of commodities **have fallen 21% this year but they are still high** in comparison to its historical measures. **Macroeconomic outlook** has contributed/ will be materializing this catalyst

Growing sector



- Global demand projected to **increase** at a CAGR of **4.2%** between 2023 and 2033. Bullish on a long-term view

High liquidity



- Promising liquidity features which confirm the solid stance of the company. A solvency rate of 1.46% in 2022, displaying long-term stability

Sources Not There
White Space UnBalance
Rounded Bullet points

Portfolio Fit

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Despite contextual change, original catalysts still hold and hence Deere should be kept

Why should we keep Deere in the portfolio?

Dividend Payer



*Paying dividends since 1995, (1.53% Div. Yield)
set to keep growing in the future*



High Commodity Prices



*Historically high prices, set to rebound
(-21% YOY) due to economic uncertainty*



Growing Sector



*Global demand projected to **increase** at a CAGR
of **4.2%** between 2023 and 2033*



High Liquidity



*With a current ratio above 2.42, Deere has the
resources to deal with uncertainty ahead*



Financial Analysis

Total revenue in FY2023 declined from the previous year's record

millions USD	2019	2020	2021	2022	2023
Revenues	260 174	274 515	365 817	394 328	383 285
YoY Growth	(2,0%)	5,5%	33,6%	7,8%	(2,8%)
Gross Profit	98 388	104 961	152 839	170 784	169 148
Margin	37,8%	38,2%	41,8%	43,3%	44,1%
EBITDA	76 477	77 344	120 233	130 541	125 820
Margin	29,4%	28,2%	32,9%	33,1%	32,8%

Net Income	55 256	57 411	94 680	99 803	96 995
YoY Growth	(7,2%)	3,90%	64,92%	5,41%	(2,81%)
Margin	21,2%	20,9%	25,9%	25,3%	25,3%

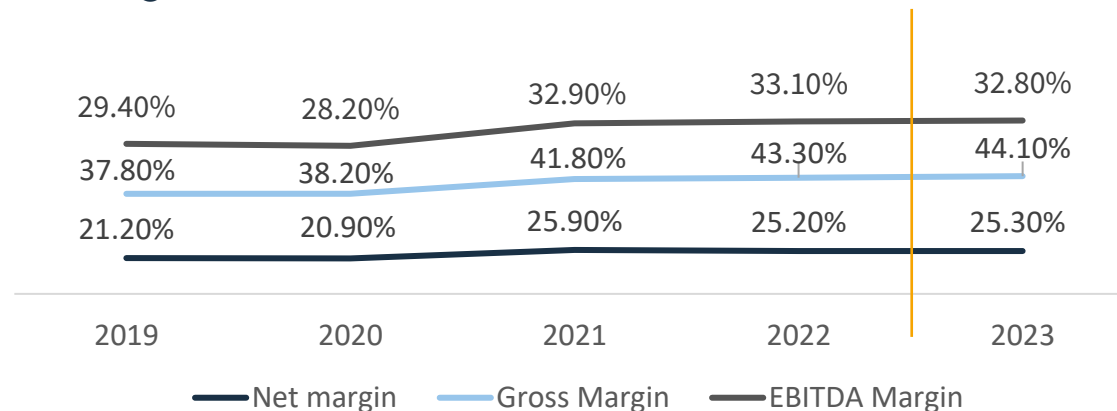
OCF	69 391	80 670	104 038	122 151	110 543
CAPEX	(10 495)	(7 309)	(11 085)	(10 708)	(10 959)
FCF	58 896	73 361	92 953	111 443	99 584

Source: 10K report

24 February 2026

ORIGINAL

Margins Evolution



In 2023, overall **margins remained relatively stable**, with gross margin increasing despite a decline in product sales and currency weakness, supported by higher services' sales.

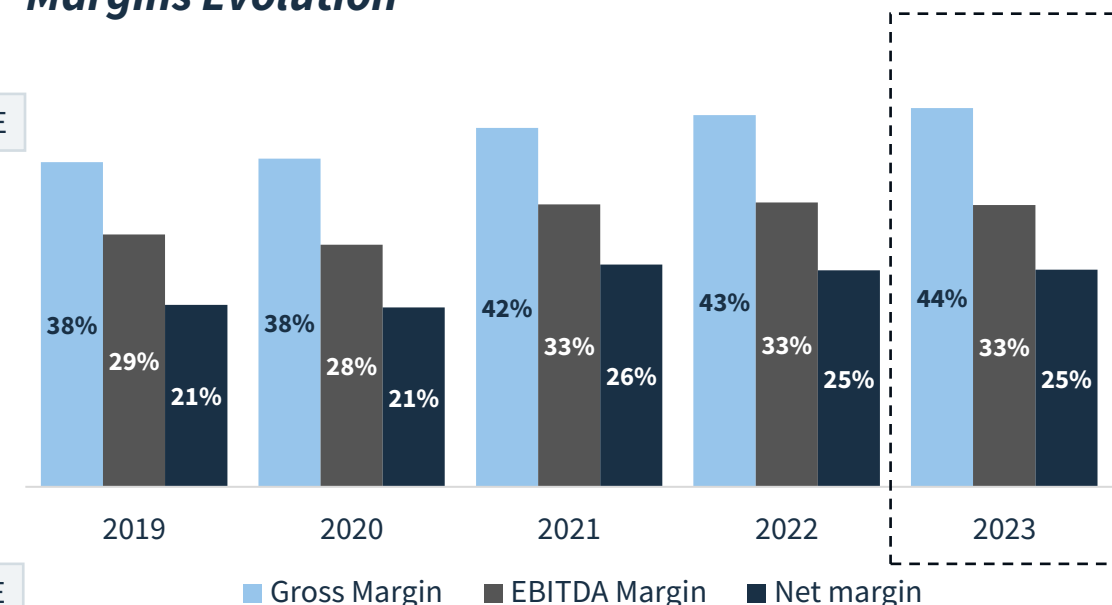
Financial Analysis

IMPROVED

Despite the sluggish results in FY2023, Apple still managed to beat PMC's expectations

millions USD	2019	2020	2021	2022	2023
Revenues	260 174	274 515	365 817	394 328	383 285
YoY Growth	(2.0%)	5.5%	33.6%	7.8%	(2.8%)
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Margins Evolution



Steady evolution amid:

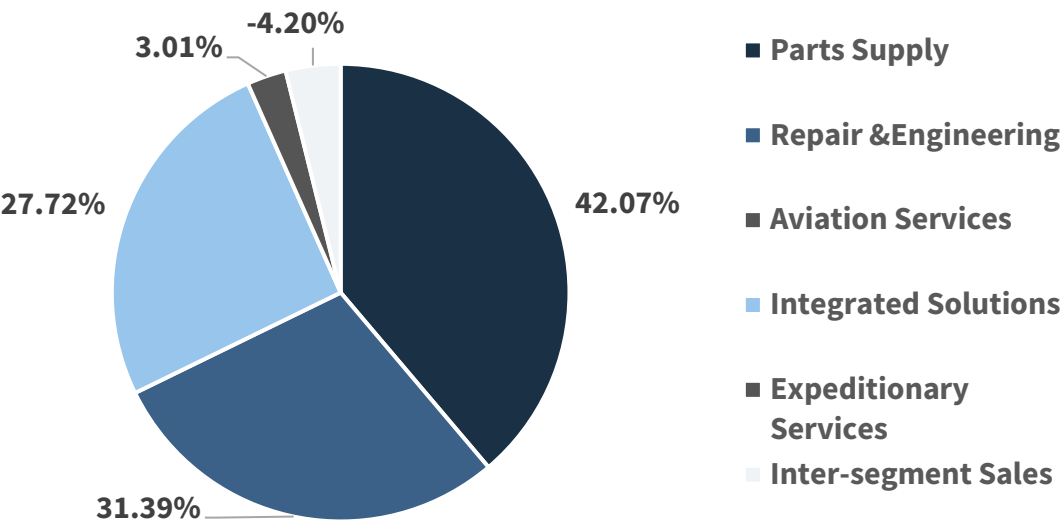
- decline in product sales
- currency weakness
- increase in services' sales (higher margins)

Sales Breakdown

The company reported Sales Growth of 16% from \$2.0billion to \$2.3 billion

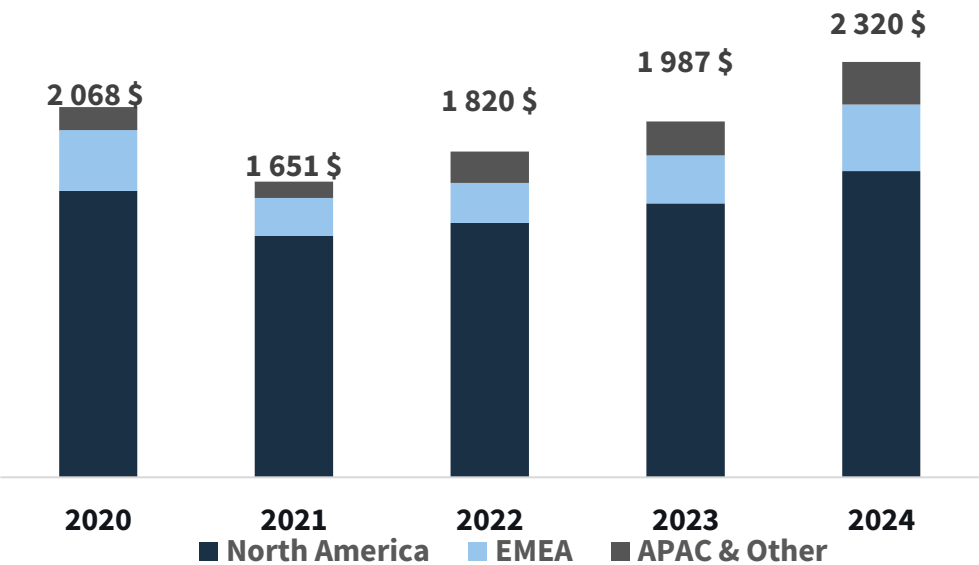
ORIGINAL

Sales 2024 by Business Segment



- **Parts Supply** is the main source of revenue of AAR.
- In 2023, the company decided to split the «**Aviation Services**» sector into **three separate segments**: Parts Supply, Repair & Engineering and Integrated solutions to provide more business transparency.

Revenue Evolution



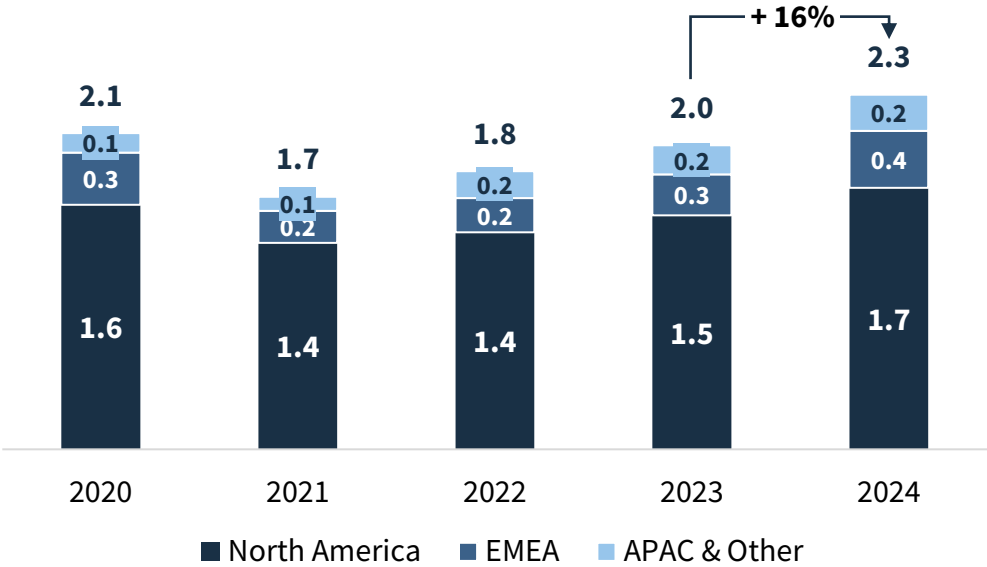
- **Steady growth** in the past 3 years **in all regions** .
- Showcases **consistency** in its **Revenue Distribution** with **North America** leading as the **most profitable market**, exploiting more **APAC with the recent acquisition of Triumph Group’s Product Support**.

Source: [Market Screener AAR Corp](#)

Sales Breakdown

The company reported sales growth of 16% from \$2.0 bn to \$2.3 bn

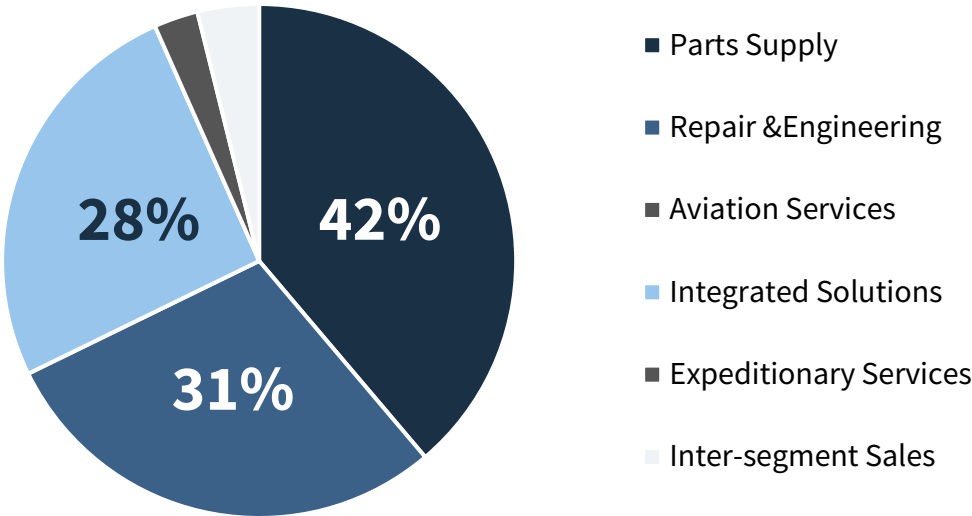
By Geography (\$bn)



- **Steady growth** in the past 3 years **in all regions**
- **North America** leading as the **most relevant market**
- **APAC** growth due to the acquisition of **Triumph Group's Product Support**

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By Segment



- **Parts Supply** is the main source of revenue of AAR
- Overall balance between the three segments
- Current breakdown only available since 2023¹

In 2023, the company decided to split the «Aviation Services» sector into three separate segments: Parts Supply, Repair & Engineering and Integrated solutions for transparency. Source: [Market Screener AAR Corp](#)

Ace Slide Making

Think-Cell

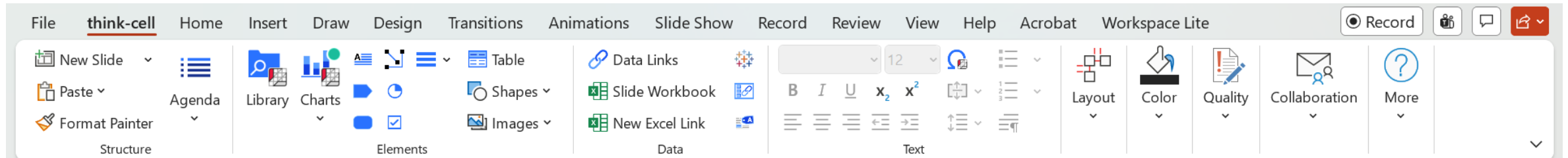
24 February 2026

Spring 2026



Think-cell, life-changer for PowerPoint and Excel

A unique time-saver for slide making and modelling, which will save you tremendous amounts of time



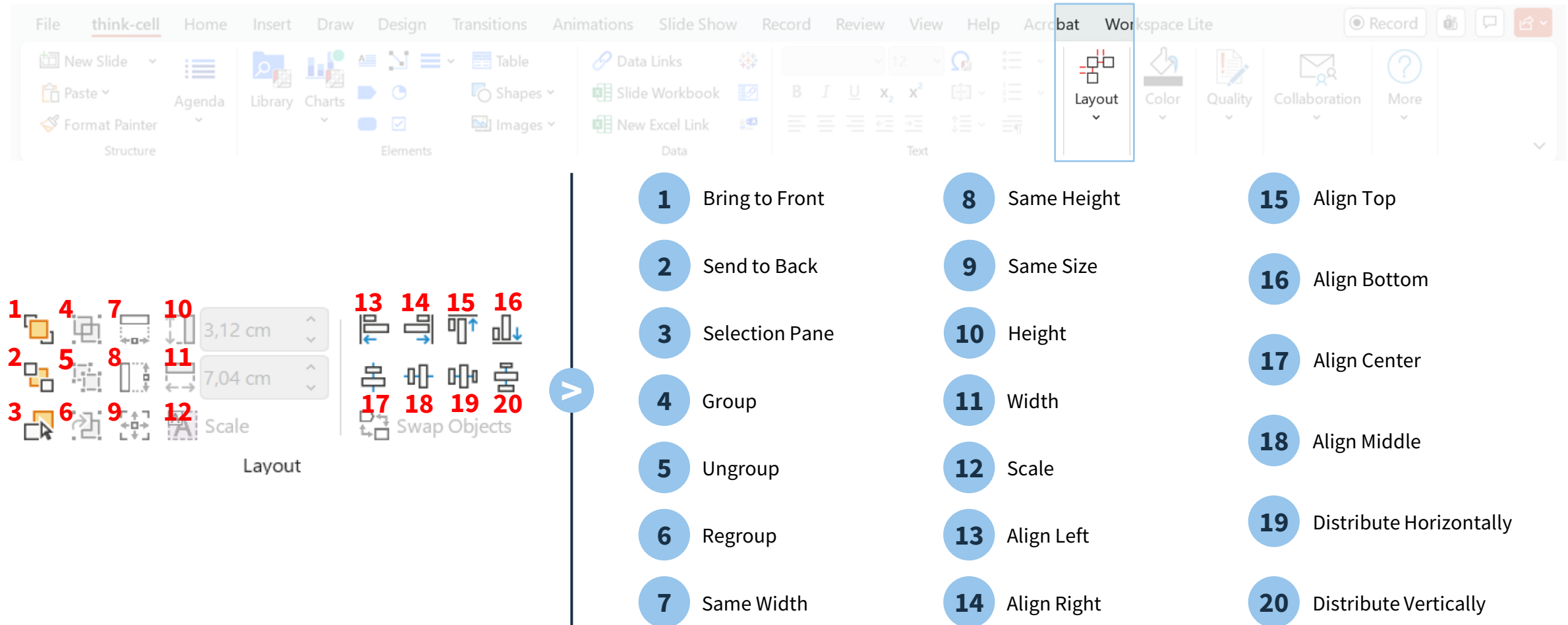
Think-cell, life-changer for PowerPoint and Excel

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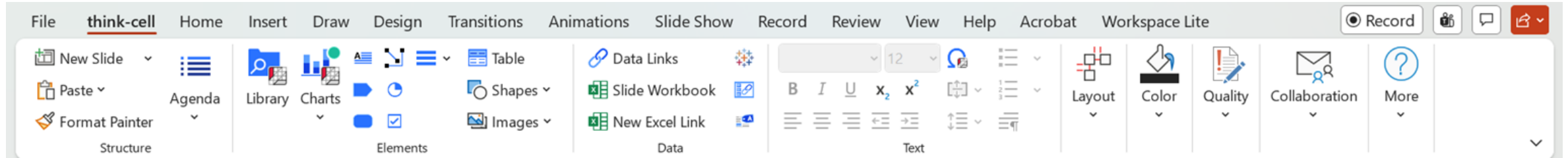


The image displays the think-cell ribbon in a PowerPoint application, which is divided into several functional groups: Structure, Elements, Data, Text, and Layout. The 'Layout' group is highlighted with a blue box. Below the ribbon, a detailed view of the 'Layout' group shows 20 numbered icons. A vertical line separates these icons from a list of their corresponding functions, which are numbered 1 through 20. The functions are organized into three columns.

Number	Function
1	Bring to Front
2	Send to Back
3	Selection Pane
4	Group
5	Ungroup
6	Regroup
7	Same Width
8	Same Height
9	Same Size
10	Height
11	Width
12	Scale
13	Align Left
14	Align Right
15	Align Top
16	Align Bottom
17	Align Center
18	Align Middle
19	Distribute Horizontally
20	Distribute Vertically

Think-cell, life-changer for PowerPoint and Excel

A unique time-saver for slide making and modelling, which will save you tremendous amounts of time



And much more...

Ace Slide Making

One more thing...

24 February 2026

Spring 2026



Kaizen your Way

Some good old japanese wisdom

Best Practices

- **Prioritise Visual Hierarchy:** Use font size, bolding, and whitespace to guide the viewer's eye
- **Use Templates & Shortcuts:** Leverage PMC templates and keyboard shortcuts to save time and ensure consistency
- **Choose the Right Chart and Simplify Visuals:** Select appropriate chart types for clarity, and avoid clutter by focusing only on key data points
- **Iterate with Feedback:** Review, revise, and gather feedback to refine slides to perfection
- **Balance Content and White Space:** Avoid overcrowding; leave ample whitespace to make slides readable and visually appealing
- **Keep Text Concise:** Use bullet points over full paragraphs, and limit each slide to 3-5 main points
- **Use High-Quality, Relevant Images:** Only use clear, high-resolution images that add value to the message
- **Align Elements Carefully:** Maintain consistent alignment for a clean and balanced look on every slide
- **Craft Descriptive Titles:** Use specific titles that summarise each slide's main message, rather than generic labels

Anything familiar?

Standardizing the best practices, from PMC, of course 😊

NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

ASTON MARTIN

Group 27 TXD

Aston Martin

9 March 2024

Financial Statement Analysis - Spring 24



NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

Spring 2024

Guna Fibres

12 March 2024

Nova SBE - Applied Corporate Finance



NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

Spring 2024

MoGen Inc.

9 April 2024

Nova SBE - Applied Corporate Finance



NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

Pernod Ricard
Créateurs de convivialité

Group 27 TXD

Pernod Ricard

3 November 2024

Spring 2024



NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

COSTCO WHOLESALE

Group 27 TXD

Costco

29 February 2024



NOVA NOVA SCHOOL OF BUSINESS & ECONOMICS

Investment Committee Paper

Private Equity – Group 12

ArdaghMetalPackaging 

3 November 2024



Anything familiar?

Standardizing the best practices, from PMC, of course ☺

Company Overview

Aston Martin is a legendary luxury brand car, with a strong presence in motorsport, highlighting its engineering expertise

Company Profile	Business Segments	Key Landmarks
- British manufacturer of luxury and racing cars, famous for its top tier sports cars. - Numerous victories in world-renowned competitions such as the 24 Hours of Le Mans, highlighting performance - Distinctive design, high quality craftsmanship and rich motorsport history. - Key Models: DB12, DBX, Valkyrie	Car manufacturing: Manufacturing top-of-the-range luxury and sports cars, from coupes to cabriolets to racing cars. Sales and distribution: Operating a network of authorized dealers around the world in key markets for luxury sports cars Motorsport: Competing in F1 and GTE racing series, demonstrating the performance and reliability of its vehicles. Derivative products and collaborations: Manufacturing of accessories, clothing and lifestyle collections, in collaboration with high end brands.	1913 Founded by Lionel Martin and Robert Bamford in London, England. 1948 Launch of the DB1 1964 James Bond drives the iconic DB5 in <i>Goldfinger</i> 1974 Closed doors due to financial hardships 2013 Mercedes Benz Partnership 2018 IPO on the London Stock Exchange 2021 Aston Martin returns to F1 as a naming sponsor

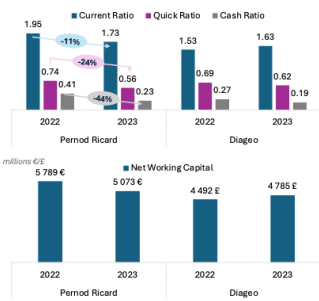
9 March 2024

3



Liquidity Analysis

Pernod Ricard presented a 0.23 cash ratio in 2023, trimming its liquidity closer to the values presented by Diageo



Note: Liquidity measures include both operating and finance liabilities.

3 November 2024

Pernod Ricard exhibited a current ratio of 1.73 in 2023, well above 1, highlighting the company's ability to cope with its short-term liabilities using its short-term assets.

However, this result is heavily influenced by the role of inventory in Pernod Ricard's business model and its weight on current assets (67% in 2023), given the existence of products in the company's portfolio that require further aging before consumption. In fact, when disregarding inventory (the quick ratio), Pernod Ricard had only enough current assets to cover 56% of its current liabilities, with nearly half of those to be cash and equivalents (cash ratio = 0.23).

However, it is worth noting the decline of the current ratio by 11% from 2022. This decline is attributable to an increase in current liabilities, particularly trade payables and other current financial liabilities, to the rising incidence of inventories, highlighted by the decline in the quick ratio (-24% YOY), but mostly to a strategic decline in the cash holdings of the firm - cash ratio fell by 44% YOY. In fact, in 2023, Pernod Ricard, increased its cash outlays in dividends distribution, debt repayments and investing activities.

When compared to Diageo, Pernod Ricard exhibited a more conservative liquidity management in 2022, outsourcing Diageo in every ratio presented. However, through the actions above-mentioned, Pernod Ricard approximated Diageo in terms of liquidity management, presenting a quick ratio below its peer in 2023 (0.56 versus 0.62), and a similar cash ratio (0.23 versus 0.19).

This bolder approach allowed Pernod Ricard to trim its net working capital in more than 700 million euros, reducing pressure on financial resources to keep the operating activities of the firm, without compromising Pernod Ricard healthy liquidity position, given its industry.

3



Inline with the 2012 projections, Guna Fibers' Levered Cash Flow is estimated at -10.7 million INR, making the quarterly dividend payment of 5 million INR only possible through net borrowing

DIVIDEND POLICY

Million INR	2011A	Q1 2012E	Q2 2012E	Q3 2012E	Q4 2012E	2012E
Net Sales	644.87	84.6	342.4	254.3	91.3	772.6
COGS	538.60	73.4	296.8	220.5	79.2	669.9
NOPLAT	34.3	-3.5	20.5	12.2	-3.0	26.2
Depreciation	9.1	2.6	2.6	2.7	2.8	10.7
OCF	43.4	-0.9	23.1	14.9	-0.2	36.8
CAPEX	18.2	3.5	3.5	3.5	3.5	14.0
Changes in NWC	5.7	101.2	235.5	-258.8	-58.5	19.5
ICF	-23.9	-104.7	-239.0	255.3	55.0	-33.5
Interest Expense (Net of Tax)	8.70	0.6	5.4	6.7	1.5	14.2
LCF	10.8	-105.6	-215.9	270.2	54.8	-10.7
Net Payout to Shareholders	20.0	5.00	5.00	5.00	5.00	20.00
Net Borrowings	7.98	111.1	226.3	-258.5	-48.3	30.61
Change in Cash	-1.3	-0.1	0.0	0.0	0.0	0.0

- YOY sales growth negatively affected OCF due to lower gross margin (16.5% vs 13.3%).
- Seasonal sales and increase in volume reflected in high NWC volatility (+19.5 m INR).
- In 2011, Guna generated 10.8 m INR of LCF, below the 20 m INR distributed through shareholders. In 2012, the expectation is for this value to be negative (-10.7 m INR).

See support file for detailed calculations. Numbers might differ due to rounding
Nova SBE - Applied Corporate Finance

12 March 2024

8

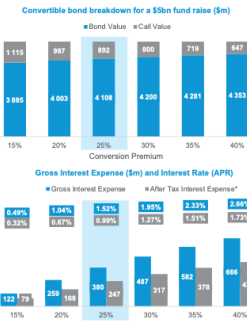
Quarterly dividend is funded through borrowing short-notes:

- Expensive**
Short term notes borrowed at a 14.5% APR
- Financial Resource Depletion**
Cash outlay amid liquidity constraints
- Increase in Leverage**
Increase in debt burden
- Shareholder Pawn**
Borrow on behalf of shareholders for best terms
- Collect a Higher Tax Shield**
Increased borrowing decreases taxes to be paid
- Avoid Negative Signaling**
Dividend cut would be poorly received

The issuance of a convertible bond at a 25% conversion premium allows MoGen to raise \$5bn at a 1.52% APR Coupon rate, which translates into an after-tax annual interest expense of 0.99%.

CONVERTIBLE BOND PRICING

Key Inputs	
Face Value	1,000.00 \$
Discount Rate	5.75 %
Coupon Frequency	Semi-annual
Current Stock Price	77.98 \$
Implied Volatility	25.30 %
Risk Free	4.46 %
Maturity	5.00 Y
Conversion Premium	25.00 %
Implied Strike Price	97.48 \$
Call Component Price	17.40 \$



Sources: MoGen Case Study, DCFE. All numbers presented are rounded to the nearest decimal, except percentages, rounded to two decimal places.
Nova SBE - Applied Corporate Finance

9 April 2024

8

Cost Drivers Evolution

Costco's cost structure is heavily marked by the weight of merchandise costs, reaching 88% of net sales

Operating Costs as % of Sales	2021 FY	2022 FY	2023 FY
Merchandise Costs	87%	88%	88%
Core SG&A	7%	7%	7%
Depreciation and Amortization	6%	6%	6%

Personnel Costs	2021 FY	2022 FY	2023 FY	Useful Life
Land	15,343	16,331	17,825	-
Buildings and improvements	665	724	774	5-20 Years
Equipment and fixtures	748	824	914	5-20 Years
Construction in progress	16,756	17,879	19,513	-
Accumulated depreciation and amortization	202,000	192,000	181,000	-
International	50,000	47,000	46,000	-
Total PP&E	52,000	49,000	46,000	-
# of Employees	288,000	304,000	316,000	-
Average Spending with Employees (\$ Gross)	58,181	58,813	61,755	-

Plant, Property & Equipment Breakdown	2021 FY	2022 FY	2023 FY	Useful Life
Land	7,507	7,955	8,590	-
Buildings and improvements	19,139	20,120	22,001	5-20 Years
Equipment and fixtures	9,505	10,275	11,512	5-20 Years
Construction in progress	1,507	1,582	1,266	-
Accumulated depreciation and amortization	(14,166)	(15,286)	(16,683)	-
Total PP&E	23,492	24,846	26,684	-
Depreciation and Amortization	(1,761)	(1,900)	(2,077)	-
Depreciation as % of Fixed Assets st. Depreciation	6.22%	6.25%	6.29%	16

Core SG&A is mostly personnel costs, even though it might include other capex, it was perceived as a good indicator as per the notes to the financial statements

29 February 2024

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Ardagh Metal Packaging is a key beverage can manufacturer, ready to explore the current market wave with a 3.4x MoM in sight

INVESTMENT THESIS

Investment Highlights: Ardagh Metal Packaging	Value Creation
Key specialty market player niche - Leader in specialty cans #2 Market share in Europe #3 Market share in USA and Brazil	Revenue Growth: Strong Market Growth 0.5x - Growth of 5.4% CAGR driving value - New clients entering the can space #3 Market share in Brazil and USA
Attractive Financial Position 7.5% CAGR past 5 years 17.7% CAGR OCF in the past 5 years - Long-term agreements secured	Revenue Growth: Investment Growth Pack 0.5x - Wrapping up the 1.8 bn \$ investment wave - Build the supply capacity to face surge in demand - Improved capacity and technological capabilities
Prime Sustainability Position - Infinitely recyclable raw materials - Superior recycling rate - Out of main regulator's focus	Revenue Growth: Internationalization 0.2x - New Chinese plant to start construction in 2025 - Up and running on 2027 for true worldwide firm 50 m \$ incremental EBITDA by 2028
Secular Growth Ahead 5.4% CAGR 2021-2030 - Customer sentiment pivot - Development of new products	Operating Improvements 1.0x 13% Gross Margin vs 10% 2023 - Production Leveling and WCM efforts - Scale Economies as production ramps up

Not exhaustive

PE ICP

3 November 2024

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