

DELOITTE
Audit Innovation Campus Challenge

OFFICIAL RULES

NO PURCHASE NECESSARY TO ENTER OR WIN.

The 2018 Audit Innovation Campus Challenge is sponsored by Deloitte Services LP and The Deloitte Foundation. The Competition (as defined below) participants agree to be bound by these Official Rules and the decisions of Deloitte Services LP and The Deloitte Foundation (together, "Sponsor") and the judges, which are binding and final on matters relating to the Competition. The Competition is subject to all applicable federal, state and local laws. Void where prohibited by law.

WHO MAY ENTER:

The Competition is open only to students who are:

- Enrolled in a full-time program at one of the colleges and universities invited by the Sponsor;
- In good academic standing with at least a 3.3 cumulative GPA and have completed or currently enrolled in Accounting I or equivalent general accounting coursework;
- Legal residents of the fifty (50) United States or the District of Columbia; and
- Age 18 or older (if the age of majority in their jurisdiction is different than 18, they must be at least 18 and of the age of majority in their jurisdiction).

Current and former partners, principals or employees of Deloitte LLP or its subsidiaries, other than summer associates, are not eligible to participate in the Competition.

COMPETITION OBJECTIVE:

The Competition has two parts. First part is a Regional Competition (defined below) among students from schools invited by the Sponsor who meet the criteria in the 'Who May Enter' section above. Selected Teams (defined in the "Teams" section below) will be competing solely against other Selected Teams in one of six regional hub locations (assigned regional hub to be determined by the Sponsor following initial registration). Winners of the Regional Competition (2 teams per regional hub) will participate in a National Competition (defined below) held at Deloitte University in Westlake, Texas. All permitted travel expenses for the Regional Competition will be covered by Sponsor, at the Sponsor's sole discretion.

The objective of the Regional Competition is to respond to an audit innovation challenge statement presented by the Sponsor and give a presentation on your team's solution in front of the regional Evaluation Panel (defined in the "Judging" section below) (the "**Regional Entry**"). Registration for the regional competition ends on October 5, 2018 11:59 pm (local school time zone) and the regional competition will commence on October 8, 2018 12:01 am (local school time zone). Selected Teams' submissions will be due by November 12, 2018 11:59 pm (local school time zone) ("**Regional Competition**").

The objective of the National Competition is for the winning Selected Teams from the Regional Competition to revise their initial response to the audit innovation challenge statement received at the start of the Regional Competition, based on the feedback from the regional Evaluation Panel and incorporate the response to part two of the

audit innovation challenge statement and give a presentation of your team's solution in front of the national Evaluation Panel (defined in the "Juggling" section below) ("**National Entry**"). Winners of the Regional Competition will receive notification from the Sponsor with instructions for securing travel to Deloitte University beginning February 22, 2019. Each team member of the winning teams will be responsible for completing their own travel reservations. The National Entries will be due by April 3, 2019 11:59 pm Eastern Time (the "**National Competition**", together with the Regional Competition, the "**Competition**").

HOW TO PARTICIPATE:

Participants (defined below) may only participate as a team. Each team member must complete the Team Member Online Registration found at <http://www2.deloitte.com/us/aicc> (the "**Website**") to signify agreement to these Official Rules by the dates indicated in the Teams section. For the purpose of these Official Rules, a participating team and each individual on those teams at both the Regional Competition and National Competition will be referred to herein as a "**participant**."

TEAMS:

TEAM COMPOSITION

- Each participating college/university will only be allowed to enter one (1) team. Each team must consist of six (6) full-time students from the same college/university. Participation category is determined by the type of program (4-year degree program or 5-year degree program) and the student's final graduation date.
- Participants classified as Junior/Senior (max 2 per team);
 - 3rd year students in a 4-year program.
 - 4th year students pursuing a 5-year program.
- Sophomore/Junior (4-6 per team);
 - 2nd year students in a 4-year program.
 - 3rd year students pursuing a 5-year program.

Faculty can elect to have more Sophomores/Juniors on their team by reducing the Junior/Senior candidates, however they may not exceed the 2 Junior/Senior candidates per team.

- All students participating must be in good academic standing with at least a 3.3 cumulative GPA and have completed or be currently enrolled in Accounting I or equivalent general accounting coursework.
- Students who have participated in the Audit Innovation Campus Challenge in prior years are not eligible for this or future participation in this program.
- Faculty advisors will be responsible for identifying and verifying eligible students and constructing their college/university's team with the support of the Deloitte Lead Recruiting Partner (the "**Selected Team**").
- Once a team has become a Selected Team, any replacement personnel for a Selected Team must disclose the change to the Sponsor in order to be included in the Competition on such Selected Team. Notwithstanding the foregoing, a Selected Team may be disqualified at the Sponsor's discretion if all members of such Selected Team are not present for the presentation described under the "Case" section below.

DOCUMENTS TO BE SUBMITTED BY EACH SELECTED TEAM:

- The participants of each Selected Team must submit their registrations to <http://www2.deloitte.com/us/aicc> the Website by October 5th, 2018, 11:59 pm (local school time) for the Regional Competition.
- The Finalists (defined below) must complete their travel arrangements with the Sponsor in a timely manner and each team member is responsible for booking their own travel.
- *Failure to submit any required documentation by the specified dates may result in disqualification of the participant from the Competition.*

CASE:

REGIONAL COMPETITION:

- Each Selected Team will receive one electronic version of the audit innovation challenge statement via email when the Regional Competition begins on October 8, 2018.
- Each Selected Team will be able to work on their presentation from October 8, 2018 until November 12, 2018 when all submissions are due to Sponsor via email. All presentation must be emailed to AuditInnovationCampusChallenge@deloitte.com by November 12, 2018 11:59 pm (local school time zone).
- Each Selected Team is expected to attend a welcome event on Thursday, November 15, 2018 and then present its solution to the Evaluation Panel at the Sponsor's offices on Friday, November 16, 2018. All Selected Team members must attend the presentations on November 16th. There will be two rounds of judging, per regional hub, on Friday, November 16, 2018 during the Regional Completion. Round 1 will include all Selected Teams. Each Selected Team will present to the regional Evaluation Panel for 15 minutes, followed by a 15-minute question and answer ("**Q&A**") session. After Round 1 presentations, each Evaluation Panel will select the top 2 teams to advance to Round 2 of the Regional Competition (4 teams total).
- Round 2 will consist of a 15-minute presentation, followed by 8 minutes of Q&A from the regional Evaluation Panel. At the conclusion of Round 2, the regional Evaluation Panel will select the top 2 regional hub finalists ("**Finalists**") to attend the National Competition and provide the Finalists with questions they must address in the National Competition materials.
- Selected Teams will be competing solely against other Selected Teams in their region (regions to be determined by the Sponsor following initial registration) for two (2) invitations to the National Competition.
- Winners of the Regional Competition will be announced at each region's closing sessions on November 16, 2018 starting at approximately 3:00 pm local time.

NATIONAL COMPETITION

- The 2 Finalists from each Regional Competition will be invited to participate in the National Competition.
- Finalists will receive one electronic version of part two of the audit innovation challenge statement via email when the National Competition begins on February 25, 2019.
- Each Finalist will be able to work on their presentation from February 25, 2019 until April 3, 2019, when all submissions are due to Sponsor via email at AuditInnovationCampusChallenge@deloitte.com.
- Each Finalist is expected to present their revised response to the audit innovation challenge statement based on the feedback from the regional

Evaluation Panel and incorporate such response in their presentation to the national Evaluation Panel at Deloitte University on April 6, 2019 between approximately 8:00 am – 3:00 pm local time. All presentations will consist of a 15 minute presentation of the team’s solution, followed by 15 minutes of question and answer from the national Evaluation Panel.

- Winners of the National Competition will be announced on April 6, 2019 at the closing session starting at approximately 3:00 pm Central Time.

EXTERNAL ASSISTANCE:

- Each participant is permitted to work with their assigned college/university’s Competition faculty advisor(s) throughout the duration of the Competition. Selected Teams are expected to follow an honor code (see Code of Conduct/Honor Code section below). This interaction may be in the form of the faculty advisor assisting with general strategies for the Competition, presentation skills feedback, formulating a plan to analyze data, suggestions around organization, presentation format, style of presentation, etc. The faculty advisor is allowed to provide support during the duration of the Competition.
- Each participant will be assigned a point of contact from the Sponsor who will act as a “Deloitte Advisor”. Each Deloitte Advisor will be available to discuss the Competition with their respective teams throughout the Competition.
- Each participant will also have access to a Subject Matter Leader (“**SML**”) from the Sponsor. The SMLs will be available to virtually meet with their designated Selected Team on a standardized basis to offer advice and guidance.
- Participants are allowed to use any open source materials but will need to disclose such sources to the Sponsor. In addition, each Selected Team member must provide a release to the Sponsor if their materials contain any purchased/commercial components.
- Participants may be allowed to utilize Sponsor’s resources on a case by case basis and all such requests must be made through the Selected Team’s faculty advisor.

CONTENT GUIDELINES:

All materials and presentations submitted during the Competition must comply with these Official Rules and the following content guidelines to be eligible:

- Content cannot contain music;
- Content cannot be sexually explicit or suggestive, unnecessarily violent or derogatory of any ethnic, racial, gender, religious, professional or age group, profane or pornographic, or contain nudity;
- Content cannot promote alcohol, illegal drugs, tobacco, firearms/weapons (or the use of any of the foregoing), any activities that may appear unsafe or dangerous, or any particular political agenda or message;
- Content cannot be obscene or offensive, endorse any form of hate or hate group;
- Content cannot defame, misrepresent or contain disparaging remarks about Sponsor, its products or services, or other people, products or companies;
- Content cannot contain trademarks, logos or trade dress (such as distinctive packaging or building exteriors/interiors) owned by others, or advertise or

- promote any brand or product of any kind (other than the Sponsor's or its affiliates'), without permission, to the extent permission is necessary;
- Content cannot contain any personal identification, such as license plate numbers, personal names, e-mail addresses or street addresses;
 - Content cannot contain copyrighted materials owned by others (including photographs, sculptures, paintings and other works of art or images published on or in websites, television, movies or other media) without permission unless Sponsor has determined permission is not necessary;
 - Content cannot contain materials embodying the names, likenesses, photographs, or other indicia identifying any person, living or dead, without permission;
 - Content cannot communicate messages or images inconsistent with the positive images and/or goodwill to which Sponsor wishes to associate; and
 - Content cannot depict a violation of any law and cannot itself be in violation of any law or otherwise.

Sponsor reserves the right to disqualify any entry for any reason, in its sole and absolute discretion. Sponsor reserves the right in its sole discretion not to choose winners of the Competition.

JUDGING:

Each participant's presentations at the Regional Competition will be evaluated by Deloitte professionals (the "**Evaluation Panel**") in their sole discretion as follows:

Regional Competition Evaluation Parameters and Criteria

Innovation

- Ideas demonstrate creative and 'out-of-the box' thinking and reasoning
- Solutions clearly demonstrate a connection between the details in the audit innovation challenge statement and applicability/responsiveness to the needs of the auditing profession
- Selected Teams demonstrate research and other analysis performed to develop the innovation deliverable
- Selected Teams take their deliverable to the next level by demonstrating an understanding of recent developments in the accounting industry

Strategic Alignment

- Ideas fully respond to the audit innovation challenge statement
- Selected Teams address audit innovation challenge statement with specific recommendations that are clearly defined, prioritized, and articulated
- Uses a clear framework and provides appropriate qualitative and quantitative analysis as support
- Addresses operational and competitive risks inherent in recommendations

Viability and Potential

- Solutions are feasible and well-reasoned
- Selected Teams use relevant frameworks/research to support recommendations
- Presentation identifies and acknowledges the foreseeable barriers/risks associated with the ideas and clearly outlines a plan to mitigate these risks
- Selected Teams provide examples to demonstrate their idea

Presentation & Delivery

- Ideas were communicated clearly and professionally through a range of mediums, including spoken, written and visual forms
- Presentation was engaging and creative and used a variety of non-traditional mediums (e.g. video, etc.)
- All Selected Team members contribute equally to the presentation and demonstrate mastery of the Selected Team's deliverable content and recommendations
- Q&A responses are clear, confident and convey the breadth/depth of Selected Team's thought process

All Selected Teams will present to the regional Evaluation Panel at their regional event on Friday, November 16, 2018. All Finalists will present to the national Evaluation Panel* at the national event on April 6, 2019 in Westlake, TX.

*National Competition evaluation parameters and judging criteria will be communicated to the Finalists prior to the commencement of the National Competition.

WINNER NOTIFICATION:

Regional winners will be notified at their region's closing event starting at approximately 3:00 pm local time at the Sponsor's offices.

National winners will be notified at the closing event starting at approximately 3:00 pm Central Time ("CT") at Deloitte University.

The decisions of the Sponsor and Evaluation Panels are final and binding on all matters.

Prizes

- Regional Competition Prize: Two (2) Selected Teams from each region will be named as Finalists and will receive (i) an invitation and all expenses paid trip (includes airport transfer, accommodations, meals (excluding alcohol) and airfare within the contiguous United States) to the National Competition at Deloitte University in Westlake, Texas on April 5 – April 6, 2019. (Approximate retail value US\$900-\$1000) and (ii) a cash prize of \$100 Amex® gift card per team member.
- National Competition First Prize: One (1) Finalist will be awarded first place and receive a \$2,000 scholarship (per team member) and their school will receive a \$10,000 honorary award.
- National Competition Second Prize: One (1) Finalist will be awarded second place and receive a \$1,000 scholarship (per team member) and their school will receive a \$5,000 honorary award.
- National Competition Third Prize: One (1) Finalist will be awarded third place and receive a \$500 scholarship (per team member) and their school will receive a \$2,500 honorary award.

Gift certificate/card is subject to terms and conditions specified by issuer. Each participant is solely responsible for any and all federal, state and local taxes (including any income and withholding taxes) that may be imposed upon the prize.

CODE OF CONDUCT / HONOR CODE:

Professional behavior is expected. Each participant is required to maintain the highest standards of integrity throughout the Competition. Any violation of these Official Rules or breaches of integrity will subject a participant or Selected Team member to immediate disqualification.

LICENSE:

Participant hereby grants Deloitte Development LLC a perpetual, royalty-free, transferable license of right, title and interest in and to all deliverables and presentations made during the Competition, throughout the universe, in perpetuity, for all purposes, in any and all media, whether now known or hereafter devised, including, without limitation, the right to exploit, modify and edit such entries in any manner, throughout the world, without restriction.

GENERAL CONDITIONS:

Released Parties (as defined below) are not responsible for any lost, late, incomplete, inaccurate, stolen, misdirected, undelivered, delayed or garbled entries or email; or for lost, interrupted or unavailable network, server, Internet Service Provider ("ISP"), the Website, or other connections, availability or accessibility or miscommunications or failed computer, satellite, telephone or cable transmissions, lines, or technical failure or jumbled, scrambled, delayed, or misdirected transmissions or computer hardware or software malfunctions, failures or difficulties, or other errors or malfunctions of any kind whether human, mechanical, electronic, network typographical, printing or otherwise relating to or in connection with the Competition, including, without limitation, errors or malfunctions which may occur in connection with the administration of the Competition, the processing or judging of entries, the announcement of the prizes or in any Competition-related materials.

Released Parties are also not responsible for any incorrect or inaccurate information, whether caused by site users, tampering, hacking, or by any equipment or programming associated with or utilized in the Competition.

Released Parties are not responsible for injury or damage to participant's or to any other person's computer related to or resulting from participating in this Competition or downloading materials from or use of the Website. Persons who tamper with or abuse any aspect of the Competition or the Website, as solely determined by Sponsor, will be disqualified.

Should any portion of the Competition be, in Sponsor's sole opinion, compromised by virus, worms, bugs, non-authorized human intervention or other causes which, in the sole opinion of the Sponsor, corrupt or impair the administration, security, fairness or proper play, or submission of entries or comments, Sponsor reserves the right at its sole discretion to suspend, modify or terminate the Competition and select the potential winners from all eligible, non-suspect entries received prior to action taken.

Participants, by participating, agree that Deloitte LLP, Deloitte & Touche LLP, Deloitte Tax LLP, Deloitte Financial Advisory Services LLP, Deloitte Consulting LLP, Deloitte Transactions and Business Analytics LLP, Deloitte Services LP, Deloitte USA LLP, Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), and any and all DTTL associate and member firms, all their respective, past, present and future parent companies, subsidiaries, affiliates, divisions, related entities, joint venturers, subcontractors, agents, attorneys, insurers, subrogees, co-insurers and reinsurers, all their respective, past, present and future officers, directors, employees, members, partners, principals, shareholders and owners, and

all their respective heirs, executors, administrators, personal representatives, predecessors, successors, transferees and assigns (collectively, the "**Released Parties**") will have no liability whatsoever for, and shall be held harmless by participants against, any liability for any injuries, losses or damages of any kind, including death, to persons, or property resulting in whole or in part, directly or indirectly, from acceptance, possession, misuse or use of the prize or participation in this Competition.

Each participant, except where legally prohibited, grants permission to Sponsor and its designees to use his/her name, address (city and state), photograph, voice and/or other likeness and prize information for advertising, trade and promotional purposes, in any manner, without further compensation, in all media now known or hereafter discovered, worldwide, and on the Internet and world wide web, in perpetuity, without notice or review or approval.

In the event of a dispute regarding entries received from multiple users having the same email account, the authorized subscriber of the e-mail account at the time of entry will be deemed to be the entrant and must comply with these rules. Authorized account subscriber is the natural person who is assigned the e-mail address by the ISP, on-line service provider, or other organization responsible for assigning e-mail addresses by or on behalf of the Sponsor or any Released Party or recognized by the Sponsor or any Released Party.

GOVERNING LAW/DISPUTES:

By entering the Competition, participants agree that (i) any and all disputes shall be governed by the laws of the State of New York, USA to the extent permitted by law; (ii) any legal action or proceeding relating to the Competition shall be instituted in a state or federal court in New York, New York, USA; (iii) they will submit to the exclusive jurisdiction of, and agree that venue is proper in, these courts in any such action or proceeding, to the extent permitted by law.

WINNERS LIST:

Regional Competition winners' names will be available after November 19, 2018, by emailing usauditinnovation@deloitte.com. National Competition winners' names will be available after April 10, 2019 by emailing usauditinnovation@deloitte.com.

JUDGING AND AWARDS VENUE: Various Deloitte offices and Deloitte University in Westlake, TX.

SPONSOR: Deloitte Services LP and The Deloitte Foundation, 30 Rockefeller Plaza, New York, NY 10112

Amex® is a registered trademark of American Express Company, and the Competition is in no way sponsored, endorsed or administered by, or associated with, American Express Company.