

Simone Yao 姚桐

Mobile: +852 6703-4705 Email: simoneyao@gmail.com

WORK EXPERIENCE

Asiya Investments - specializes in the Emerging Asia investments for the Kuwait Investment Authority **Hong Kong**
Research Analyst - Pan-Asia Consumer, Industrial & TMT 2015-Present

- +24% YTD average return achieved on the executed stock ideas. Pitched 10 stock ideas and executed 6
- Bottom-up approach: accumulated companies with sustainable economic moats, trustworthy management, reasonable valuation, high conversion rate of free cash flow, and consistent ROIC throughout business/market cycles
- Engaged in extensive due diligence of potential investment opportunities through in-depth primary research across company value chain, executive management meetings, market research surveys, industry trade shows, expert networks, and proprietary tracking tools
- Built and maintained detailed financial models with an emphasis on unit economies, earnings quality, and cash flow generation to derive company valuations
- Monitored portfolio holdings and recommended trading actions and position sizing for optimal portfolio allocation to enhance expected return
- Assisted portfolio manager in trade execution
- Trained and mentored junior analyst and research assistant in the team

E.I. Sturdza Investment - long/short equity hedge fund of the Geneva-based Sturdza Group (closed down) **Hong Kong**
Research Analyst - Pan-Asia Consumer & Industrial 2014-2015

- Actively generated ideas within the Pan-Asia consumer and industrial sectors, amounting to 15% of E.I. Sturdza portfolio in Hong Kong/China, Taiwan, Japan, Korea, and Australia
- Developed thorough understanding of companies, company specific attributes, incentives of key parties such as management, distributors, institutional investors, and company competitors through deep dive research
- Built and maintained detailed financial models
- Prepared and presented investment cases to the investment committee
- Proactively communicated sector/company views and news
- Won #1st place out of 2 portfolio managers and 4 analysts in the company mock investment competition pitching the following stock ideas: long Blackmores, Kose and short Sansung Life & Science, which realized an aggregate gain of 31.94% from July to September, 2015

Bloomberg L.P. **Hong Kong**
Capital Market Analyst 2013-2014

- Built and created customized Excel templates and indices for financial analysis and portfolio management purposes
- Supported the Hong Kong/China buy-side sales team by providing timely and tailored solutions for institutional clients
- Consistently ranked as top performer in the Asia Pacific Region; received 'Distinguished' rating for quality of client service

Standard Fund - private equity seeded by Standard Bank and a consortium of independent GPs **Beijing, Hong Kong**
Research Analyst - Greater China Consumer 2009-2012

- Created and built financial valuation models for potential investments opportunities
- Conducted industry and business analysis of target companies through extensive due diligence
- Prepared and presented investment cases for the investment committee comprising of Standard Fund senior management after in-depth research, analysis, market surveys and valuation of investment candidates
- Successfully assisted team in acquiring three important Limited Partners, raising a total amount of USD \$20 million for the fund

EDUCATION

Washington University in St. Louis **St. Louis, MO, USA**
Bachelor of Science in Business Administration 2005-2008

- Relevant Coursework: Financial Accounting, Capital Markets & Financial Management, Statistics, Economics
- Awards: Thomas H. Eliot Scholar, Charlotte and David Moger Scholarship Recipient

SKILLS & INTERESTS

-
- Language skills: native Chinese & English
 - Qualifications: Hong Kong SFC Type 9 licensed; advanced user of Bloomberg API; CFA Level III candidate
 - Interests: mentoring; reading; professional Latin dance