

Jay (JoongSub) Han (Oct 1988)
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Education

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| Mar. 07 – Aug. 13 | Korea University ▪Bachelor of Economics (GPA 3.5/4.5) | Seoul, Korea |
| Aug. 11 – Dec. 11 | Chinese University of Hong Kong ▪Exchange Student for fall semester ▪Organized event named “Korean night” to introduce Korean culture for over 100 local Hong Kong students | Hong Kong |

Work Experience

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| Aug 16 – Present | BNP Paribas Securities Co., Ltd. | Hong Kong |
| May 14 – July 16 | <i>Equity Research, 2014 Graduate Program, Junior analyst in TMT sector</i> ▪Recommended coverages – Naver (035420 KS), Secoo Holding (SECO US), LINE (3938 JP), Nexon (3659 JP), Samsung Electro-Mechanics (009150 KS), etc. - across various TMT sectors (hardware, internet, media, game, etc.) in Northeast Asia (Korea, Japan and China) and provided investment ideas ▪Accumulated in-depth knowledge in technology sector areas (semiconductor, display, mobile components, Fintech, AI, electric vehicle, autonomous car, etc.) ▪Engaged in NASDAQ IPO process of Chinese e-commerce platform Secoo Holdings (SECO US) by offering insightful information for institutional investors ▪Created marketing materials and actively interacted with institutional clients (pension, asset management, insurance, etc.) to maximize business opportunities ▪Constructed detailed earnings models based on due diligence and research on target corporates’ ASP, shipment, cost structure, capex allocation, etc. from a forward-looking investor’s long-term perspective on business structure, competitive landscape, market outlook (supply & demand) and valuation attractiveness ▪Implemented key valuation methodologies such as public comparable analysis (P/E, P/B-ROE, etc.) and DCF to compute fair value in various angles | Seoul, Korea |
| Nov. 13 – May 14 | Barclays Capital Securities Ltd., Seoul Branch <i>Equity Research, RA</i> ▪Assisted senior equity strategist to prepare marketing materials and support administrative tasks ▪Performed macro-related requests to assist senior equity strategist ▪Created daily macro data models including index, bond yield, currency, and commodities | Seoul, Korea |
| Dec. 12 – Feb. 13 | Credit Suisse Securities (Europe) Ltd., Seoul Branch <i>IBD, Intern</i> ▪Engaged in creating various pitch books, closely working with junior analysts/associates ▪Created multiple company profile slides to show the company’s organization, product portfolio, shareholding structure and selective financial statements ▪Executed relative valuation methods, including public comparable analysis and precedent transaction analysis | Seoul, Korea |
| May. 12 – Jun. 12 | UBS Securities Ptd, Ltd. <i>Corporate Access, Intern</i> ▪Arranged multiple bespoke trips for foreign investors and non-deal road shows for Korean companies ▪Translated various company meetings for overseas clients and engaged in organizing 2012 UBS conference | Seoul, Korea |

Activities

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| Aug. 12 – Jun. 13 | IFRA(Investment and Finance Research Association) <i>Team leader</i> ▪Discussed market issues in English 3 times a week ▪Presented market commentary; index tracking and knowledge sharing once a week | |
| Aug. 10 – Dec. 10 | KUBA(Korea University Buddy Assistant) <i>Acting Member</i> ▪Interacted with foreign exchange students from 25 diverse nationalities and gained valuable insights on cultural diversity | |

Skills & Others

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| Language | ▪Native Korean, Fluent in spoken and written English |
| Skills | ▪MS Office Specialist 2007 Master certificate (MS Power point; Excel; Word and Outlook) ▪CRA(Certified Research Analyst) ▪Familiar with research tools such as Bloomberg |

Interests

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| Travel | ▪Backpacking trip around the world |
| Reading | ▪Classical literature; psychology, business and philosophy |
| Writing | ▪Writer of the book “How much are you worth?” |