

Hui FAN

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EDUCATION

- **CFA Level I candidate**

- **M.Sc.:** International risk management, 2011

HEC PARIS - Paris, France, **N.1 Business School in Europe ranked by Financial Times** for the last seven years

Graduated with merit

- **M.Sc.:** International Finance, 2010

École Supérieure du Commerce Extérieur - Paris, France

Graduated with merit, N.1 Class 2010

- **Bachelor of Science:** International business, 2007

University of International Business and Economics - Beijing, China

WORKING EXPERIENCE

Investment / Institutional client manager– Financial markets, 2016 - today

Industrial Bank.co – N.1 Joint-equity commercial bank in China

- Identifying and analyzing investment opportunities on both domestic and overseas financial markets:
 - US bonds: Qingdao City Investment Group (500 million USD)
 - Derivatives (incl. CLD, CLN, CDS): Standard Chartered Bank (100 million USD)
 - ABS: Shandong Energy Group (1.1 billion RMB)
 - Public Offering of Fund: :ChinaAMC Cash Income Fund (4 billion RMB)
 - A shares
- Selling (PingAn Bank 1 billion RMB) and buying financial products
- Due from Placements with Banks and Other Financial Institutions

Equity research – Sell side analyst (Luxury goods sector), 12/2012 to 01/2016

Exane BNP Paribas – London, UK

- N.1 All-Europe Luxury Goods Research Team by Institutional Investors (2013 to 2015)
- Co-coverage of the **European Luxury Goods sector** (incl. LVMH, Kering, Hermes, Prada, Burberry, Swatch, Richemont, Luxottica, Hugo Boss, Tod's, S.Ferragamo, Moncler and B.Cuccinelli), **indirect coverage of US listed stocks** (incl. Tiffany, Coach, Michael Kors, JD, Alibaba) and **Chinese companies both A shares and H shares** (incl. Hengdeli, Emperor Watches and Jewellery, Chow Tai Fook, Luk Fook, Sasa, Bonjour, Samsonite, Hang Lung Properties, Ports, SAIC Motor, Sparkle Roll Group, Yonda, Jahwa, etc.)
- Financial Modeling & Valuation (Multiples, DCF, SOTP, etc.)
- Publication of in-depth reports aimed at analyzing key industry themes (e.g. demand dynamics, sources of competitive advantage, retail integration opportunities, digital & CRM, merchandising strategies)
- Performing strategic industry assessments - including monitoring of market trends,

- appraisals of brands' pricing and product strategies and analysis of consumer behaviors
- Publication of joint reports with other sectors (IT hardware, HPC, Auto, Beverage, etc.)
- Publication of company specific reports
- Constant dialogue and interaction with sales / traders, companies management and institutional investors
- Cooperation with industry partners and responsible for the coordination and preparation of joint studies (e.g. 'Luxury Retail Evolution' study with Altagamma; 'Digital Frontier' series with ContactLab; 'Global Luxury Cities' series with New West End Company; 'CRM Opportunity' study with Value Lab; 'Measuring Brand and Desirability' series with Promise Consulting)
- Research regularly featured on Business of Fashion (BOF) and in the financial press (Financial Times, Sole24Ore, Reuters, Bloomberg, Wall Street Journal, etc.)
- Organize and attend China filed trip (June 2013, October 2014, May 2015)
- Organize and attend Fashion week events (Paris, Milan, London)

Equity research – Sell side analyst (Media sector), 06/2011 to 11/2012

Crédit Agricole Cheuvreux – Paris, France

- Coverage of seven European media stocks (Vivendi, JCDecaux, UBM, Reed Elsevier, TF1, M6, Page Jaune, BSkyB, Sky Deutschland, NexTRadioTV, NRJ)
- Initiation of BSkyB and Sky Deutschland
- Financial modelling & Valuation (Multiples, DCF, SOTP, etc.)
- Sector fundamental research (Media in China, M&A in Media, B-to-B Publishing & Ad Agencies, etc.)
- Company specific reports (Vivendi, JCDecaux, UBM, Reed Elsevier)
- Road shows with corporate (Vivendi, Lagardère, etc.), one to one meeting with clients

Consulting mission in energy sector, 01/2011 to 03/2011

SOPRA Consulting – Paris, France

Credit Analyst, 01/2010 to 07/2010

COFACE – Paris, France

- Financial risk assessment for 300 companies
- Financial analysis & arbitration proposal
- Macro-economic and sector research
- Writing assignment reports (China, Malaysia, Korea)
- Participation in the arbitration committee including presentations

INTERESTS

- **Freelance Columnist at Luxe.Co** 华丽志 since Nov 2014, focused study on the Chinese luxury & consumer sector and Chinese consumers (**Link to my column** <http://luxe.co/?s=%E5%8D%89%E8%A7%82%E5%AF%9F>)
- **Brand strategist** for Chinese modern luxury brand “Huishan Zhang”
- **Sport:** Athlete for ten years (marathon, long distance - competition level), Swimming
- **Travelling:** Singapore, Malaysia, Japan, South Korea, Germany, Italy, France, Russia, Eastern Europe, Morocco, Vietnam, Cambodia, etc.
- 2008 Volunteer for 29th Olympic games 3 months