

# LAWRENCE J. CHAN, CFA

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## EXPERIENCES

- Nov 2015 – Feb 2017 **GSA, Hong Kong**  
*Associate, GSA Investment Management, Asia Pacific*
- Managed the capital raising process for various investment vehicles within the group by producing capital raising pitch books, underwriting of fund returns and producing waterfall models
  - Assessed investment opportunities, portfolio suitability and underwrite reasonableness
  - Led the deal execution team for a successful acquisition of a Tokyo asset for PBSA redevelopment
  - Responsible for the coordination of capital flow as well as establishment of fund/ investment holding structure in support of the group objectives
- Apr 2011 – Nov 2015 **BlackRock (formerly MGPA), Hong Kong**  
*Associate, Real Estate, Alternative Investments*
- Evaluated real estate investment opportunities and drafted investment committee memoranda by performing financial modeling, underwriting and valuation for internal review
  - Participated in acquisitions and dispositions of assets (totaling US\$600m) located in China, Japan and Australia that spans across multiple property types in office, retail and hotel
  - Generated key fund performance indicators, sensitivities and analytics by running and maintaining fund models for investor reporting purposes
  - Actively managed assets by developing property strategic plans, monitored operational and financial performance, performed re-forecasting of underwrite, hold-sell analyses, property valuation and other financial analyses to ensure the achievement of expected returns
  - Responsible for investor relations activities such as investor reporting and communications
- Sep 2009 – Mar 2011 **Pacific Capital Investment Asia, Hong Kong**  
*Analyst*
- Drafted investment committee memoranda by performing industry research, peer group comparison and company analyses for deal screening and execution purposes
  - Participated in the acquisition of a Greater China entertainment company and was involved in the due diligence process prior to and subsequent to the acquisition
- Feb 2009 – Apr 2009 **Deutsche Bank AG, Hong Kong**  
*Analyst, Strategic Investment Group, Global Markets*
- Analyzed distressed companies in Asia; conducting industry research, projecting cash flow on a project level and generating comparable company multiples
- Aug 2003 – Aug 2007 **PricewaterhouseCoopers, Hong Kong**  
*Senior Associate, Systems and Process Assurance*
- Assessed business process for a range of sectors covering, financial services, consumer & industrial products, telecommunications, energy and transportation
  - Prepared internal control recommendation reports by identifying and analyzing key business risks and deficiencies of public & private companies for process improvement

## EDUCATION

- 2007 – 2008 **Cass Business School, London, U.K.**
- Master of Science degree in Quantitative Finance; Graduated with Pass with Merit
  - Awarded Cass Business School Scholarship
- 2000 – 2002 **University of Southern California, Los Angeles, U.S.A.**  
*Viterbi School of Engineering*
- Bachelor of Science degree in Computer Science; Cumulative GPA 3.1/4.0
  - Grader and Tutor for CSCI course for Fall Semester 2001 and Spring Semester 2002
- 1998 – 2000 **Pitzer College, Claremont, U.S.A.**  
*Member of The Claremont Colleges*
- Studied CSCI at Harvey-Mudd College before transferring to USC; Cumulative GPA 3.3/4.0
  - Dean's Honor List for Fall Semester 1998
- 1989 – 1998 **Chinese International School, Hong Kong**

## SKILLS & INTERESTS

- CFA Charterholder (2017)
- Fluent in written and spoken English and Chinese (native in both Cantonese and Mandarin)
- Enjoy a variety of sports: jogging, hiking, skiing, badminton and football