

# Peng Chen

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## EXPERIENCE

### Deutsche Bank

*Investment Banking Analyst*

Hong Kong  
07/2015-Present

- Exposed to multiple product areas, including M&A, Debt and Equity, as well as various industries, including TMT, Education Services, Fintech and Energy
- Analyze strategic options for clients including structuring M&A advisory, strategic investor placement / IPO transactions to achieve key commercial and financial objectives

#### *Selected Transactions Include:*

- *VietJet \$167m Vietnamese first international IPO*
  - Built full-blown operating model including revenue and cost drivers based on aircraft delivery schedule and business / financial due diligence on the Company's aircraft leasing model
  - Normalized EV/EBITDAR multiple of comparable companies by adjusting forecasted contractual aircraft leasing obligation which used to build AVP analysis
- *~\$400m (40% stake) sell-side M&A advisory for an internet company*
  - Projected revenue for new product line by implementing top-down method with analyses on TAM/ SAM, estimated market share, benchmark's performance, industry landscape and etc
  - Developed three statement financial model with various scenarios and assumptions derived from multiple rounds of discussions with management
  - Performed sum-of-parts analyses to value the existing business and proposed new business; resulted in ~21% IRR and 2x MOIC for buyer with horizon of 4 years
- *Bright Scholar Education 181m U.S IPO*
  - Constructed dynamic stand-alone operating model leveraged on client's new schools development plan, historical capacity & occupancy, and regulation on tuition charges
  - Conducted due diligence sessions detailing business, financial, and regulation considerations across education industry
- *~\$500m Chinese Fintech US IPO*
  - Performed in-depth due diligence, especially legal due diligence on recent developments on Chinese Fintech regulations
  - Drafted industry section of prospectus, roadshow presentation and etc.
- *China Yangtze Power US\$300m & Euro200m dual-tranche exchangeable bond into CCB*
  - Drafted investment highlight section of the sales memo used in final book building; the deal priced at top end of the premium range in both tranches with realization of zero coupon & zero yield, which is the first ever by a Chinese issuer in the history
  - Assisted in structuring dual-currency exchangeable bond by analyzing issuer's M&A strategy, low interest environment, USD / Euro swap rates and so on; resulted in more aggressive USD tranche than Euro tranche to balance the demand from investors

### Infinitedge Partners

*Investment Banking Spring Analyst - M&A (TMT focused)*

San Francisco, CA  
02/2014-06/2014

- Performed valuation analyses including LBO, DCF and Comparable companies/ transactions as well as developed three statement model, revenue & expense models from scratch

#### *Selected Transactions Include:*

- Sell-side M&A management pitching of a semiconductor company; prepared pitchbook that resulted in winning the pitching and built preliminary valuation that resulted in 10x-13x EBITDA valuation

## EDUCATION

### University of Wisconsin-Madison

Bachelor of Business Administration degree – **graduated with Distinction (top10%)**

Madison, WI

May 2015

**Double majors:** Finance, Investment and Banking; Accounting; **Overall GPA:** 3.8/4.0; **Finance GPA:** 3.96/4.0

**CFA Level II Candidate**

## HONORS

Duff & Phelps U.S. national investment banking case competition (ranked top 5% nationwide)

Dean's List (5 semesters); Everett H. Smith Scholarship; Beta Gamma Sigma Honor Member

## SKILLS

- Proficient in MS Excel, PowerPoint, Bloomberg, Factset, CapIQ, Thomson One and Dealogic; Basic in Java
- Fluent in Chinese and English; Basic in Japanese