

## CAO Hangming (Michael)

### **Personal Information**

Nationality: Chinese (Singapore PR)

Age: 32 (Nov 10, 1985)

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Languages: Mandarin (Native), English (Fluent) and Korean (Basic)

Computer Skill: Excel, Word and PPT etc.



### **Summary**

- One year's experience in private equity industry, focused on the investment in healthcare and pharmaceutical sectors globally.
- Solid knowledge in different healthcare trending topics, including immunotherapy, medical devices, diagnostics and digital health etc.
- Well versed in investment vehicles & tools in private equity and venture capital.
- Previous three years' experiences in key account management and business development.
- Clients include renowned management consulting firms and financial institutions in China, Hong Kong, Taiwan, Korea, SEA, and India.
- Before the account management role, three years' working experiences in industry research and consulting for China, Hong Kong, and Taiwan market across industries including technology, media, telecom, FMCG, healthcare, industrial, and energy sectors.

### **Professional Experience**

**Investment Manager at *Wintop Capital Pte Ltd***

**May 2016-Now**

Wintop Capital is a registered fund manager with Monetary Authority of Singapore (MAS) founded by He Limin and Leong Mun Wai. Its flagship fund, Wintop Healthcare Fund, is focused primarily in the healthcare and pharmaceutical sectors.

- Deal sourcing – Searching for new project introducers in China and Singapore, maintain the relationship with existing deal introducers.
- Due diligence – Investment and background/industry research, liaising with potential investee companies, field trips/company visits.
- Preparation of investment reports in both Chinese and English – To submit for IC review.
- Getting IC approval – To explain investment thesis for formal approval.
- Review and receipt of legal and other documents associated with the investments – Share purchase agreements, shareholders' agreement etc.
- Portfolio management – Update progress of portfolio companies and monitor divestment milestones. supporting the Director in providing advisory assistance to portfolio companies, with regards to seeking further M&A and financing opportunities.
- Client reporting – Client investors' half yearly and Annual Report.
- Client servicing – Liaising with (investors) of the fund, attending to investors' queries,

attending to investors' queries (to feedback to the Director).

- Preparation of official documents, mandate letters etc.
- Fundraising – Liaising with potential LPs in China, Japan and Singapore. Preparation for fundraising material and documents.

**Research Project/Client Management Manager at *Guidepoint* July 2013- April 2016**

- Proactively corresponding with clients via email or phone to obtain research/consulting projects on a daily basis.
- Overseeing research team's working process to ensure the execution of projects on track.
- Reviewing the team members' reports or deliverables to be in line with client's requirements.
- Following up with clients on their feedback and comments to further improve the deliverables.
- Recruiting potential clients through various sources including getting referrals from existing clients, preparing topics and setting up meetings, and cold calling.
- Gained good knowledge of client management and business development in Asia, especially in Mandarin speaking countries such as China, Taiwan, and Hong Kong.

**Research Associate at *Guidepoint***

**June 2010-June 2013**

- Got in touch with experts across different industries to get abreast of latest market trends.
- Conducted market research studies through both secondary research and primary research with the industry experts.
- Gained good knowledge of market trends across different industries, including technology, media, telecom, FMCG, healthcare, industrial, and energy sector.

**Account Manager at *United Securities Co. Ltd***

**Feb - Sept 2008**

- Collected clients' investment requests and analyzed their risk preferences
- Recommended investment portfolios to clients and tracked the feedback
- Acquired experiences in equity analysis (Technical Analysis and Fundamental Analysis) and gained interpersonal skill with different types of clients
- Got a good understanding of Chinese stock market and acquired valuable experience in market analysis & stock valuation

**Education Background**

Singapore Management University

2009-2010

- Master of Science in Applied Finance

Shanghai University of Finance and Economics

2004- 2008

- Double degrees in Public Administration and Human Resource Management

### **Other Qualifications/Honors**

- Chartered Financial Analyst (CFA) Level 3 Candidate
- Outstanding Leadership Scholarship of Shanghai University of Finance and Economic (2007)

### **Miscellaneous**

#### **Captain of a Multi-National Soccer Team in Singapore**

2012-Now

- Leading a multinational soccer team which is consist of Chinese, Singaporean, Japanese, Vietnamese, Malaysian, Russian, Venezuelan to play soccer every Sat since 2012