ZHU Jia, Frankie

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EXPERIENCE

2015.6 - **MORGAN STANLEY ASIA LIMITED**

Hong Kong

Associate, Equity Research

- 2016 Thomson Reuters Awards **Top Stock Picker** overall Top.3/materials sector No.1 (21% outperform benchmark)
- Team 2016 **Institution Investor No.1**
- Lead analyst for 10x stocks of lithium, EV batteries, rare earth, zinc/lead, tungsten, and molybdenum on China/HK A and H share markets. Writing analyst in China basic materials team; Team coverage includes China/HK cement, steel, coal, nonferrous and minor metals sectors

2015.1 – 2015.4 UOB KAY HIAN / BOCI SECURITIES LIMITED

Hong Kong

Senior Analyst/Associate Director, Equity Research

• Lead analyst for China basic materials, covering cement, steel, coal and metals sectors

2009.9 – 2014.12 CREDIT SUISSE (HONG KONG) LIMITED

Hong Kong

Associate, Equity Research

- Work in China basic materials and environment team, cover 28 stocks in steel, coal, cement, NF metals, water, solid waste and etc. sectors. Leading analyst of China coking coal, iron ore and paper sectors with 7 stocks
- Contribute to **team's top rankings in Institution Investor (No.1), Asia Money (No.1), Greenwich (No.1) in the past 5 years**. Top ranked in clients panel votes among peers (incl. Wellington, TRowe Price, JP Morgan, Pictet, Och-Ziff, SAC, Allianz, Norges, FMR, Harvest, CIC, Maverick, Chinalife, Moore and etc.)
- Publish systematic industry and company reports, event-driven and regular updates.
 Broker stock and industry pitch via analyst marketing, conference call, email and etc.
 Work on bespoke client requests and calls on daily basis
- Involved in four multiple billion US dollars IPO deals, study company and industry fundamentals, build up model, write pre-deal report, do road show and market tech-in.
- Organize field trip and company NDRs; maintain solid and friendly relationship with client, cooperate and industry experts
- Prepare industry and company research, client request across all sectors of the team

2006.6 – 2009.9 PRICEWATERHOUSECOOPERS LLP

Shanghai

Senior Associate, Assurance Department

- Lead teams of 3~20 professionals from various departments to provide financial services in compliance with US, IFRS, PRC or HK accounting standards
- Conduct yearly integrated audits for more than 16 companies from various industries including E-business, Communications, Pharmacy, Hi-tech and Manufacture

EDUCATION

2002.9 – 2006.6 SHANGHAI JIAO TONG UNIVERSITY

Shanghai

- Bachelor of Economy degree in International Economy & Trade
- Minor in Law of Intellectual Property Right
- Honored straight four years Fudi Scholarship

ADDITIONAL

- Volunteer teacher & financial consultant of Fuxin Volunteer School in Anhui
- Interests include swimming, basketball, hiking and interior design
- GMAT 760