Karen K.L. Chan, CFA

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SUMMARY

A fundamental-focused equity research analyst covering Chinese TMT companies with both buy-side and sell-side research experiences on China and US markets. Chartered CFA; fluent English and Chinese speaker. A highly self-motivated individual with strong analytical skills seeking for investment related opportunities on a growing platform.

EDUCATION

University of California, Los Angeles (UCLA), CA, U.S.A.

Bachelor of Art in Business Economics, Minor in Accounting (First Honor)   June 2010

    GPA: 4.0

CERTIFICATION

Chartered CFA   Earned in July 2014

EXPERIENCE

Jefferies Hong Kong Ltd., Hong Kong *(Vice President, HK/China TMT Equity Research Analyst)*   Apr 2016 – Present

- Lead Internet sector analyst with coverage including Tencent (700 HK), Baidu (BIDU US), NetEase (NTES US), Weibo (WB US), Momo (MOMO US), Sina (SINA US) and YY (YY US)
- Perform financial analysis of coverage universe and conduct regular channel checks with industry experts and advertising agents
- Published thematic reports including *"Online Advertising 2020"* and *"Live Streaming – The Final Table"*
- Conduct global marketing trip including the U.S., London, continental Europe, Singapore, Hong Kong, Japan
- Interviewed by major media outlets including Bloomberg TV, SCMP, Financial Times, Barron's, HKET, etc.
- Completed a USD140mn U.S. initial public offering of a China eCommerce company
- Provide corporate access including the Biannual Internet Tour and Get Smart Series

Harvest Global Investments Ltd., Hong Kong *(Assistant Vice President, Investment Analyst)*   Sept 2015 – Mar 2016

- Prepared in-depth fundamental research reports with detailed company analysis, market research and risk assessment within the HK/China Internet and Telecommunications coverage
- Gave oral presentation on investment recommendations and stock picks
- Built financial models, conducted in-depth company research analysis and evaluated companies using various valuation tool
- Monitored company developments through regular conversation with management and identified market trends

Jefferies Hong Kong Ltd., Hong Kong *(HK/China TMT Equity Research Associate)*   April 2013 – Sept 2015

- Provided support to HK/China Internet coverage including Baidu (BIDU US), Tencent (700.HK), Sina (SINA US), Qihoo (QIHU US), JD.com (JD US), Vipshop (VIPS US), etc.
- Assisted with two IPO deal closure including JD.com (JD US) and Ourgame (6899 HK) with offering size of USD1.8bn and USD107mn.
- Wrote initiation reports on multiple stocks including Vipshop (VIPS US), JD.com (JD US), HC International (8292 HK) and Ourgame (6899 HK); a 120-page e-Commerce sector report; quarterly earnings previews/reviews and company update notes.
- Built financial models, conducted in-depth company and industry research analysis, evaluated companies using various valuation tools
- Built and maintained top-down industry models that include but not limited to advertising, search, SNS, gaming, online video and e-commerce

Trust Company of the West, Los Angeles, CA   *(Equity Research Associate)*   July 2010 – March 2013

- ❖ Built financial models and performed valuation analysis to determine financial strength of companies in the Healthcare and Information Technology sectors
- ❖ Performed multiple investment analysis including scenario case analysis, sensitivity testing, market sizing and others through collecting, consolidating and analyzing company and industry data
- ❖ Wrote quarterly earnings review, meeting notes and participate in stock recommendation/industry presentations
- ❖ Utilized independent thinking, analytical and research skills to develop and communicate investment opinions to senior analysts in preparing investment recommendations

AWARDS

- ❖ Donald Edward Bragg & Diane Sims Bragg Scholarship   2009– 2010
- ❖ Dean's Honors List   2007– 2010

SKILLS

Languages: Fluent verbal and written English, Cantonese and Mandarin
Computer: Strong proficiency in MS Word, Excel, PowerPoint
Financial System: Advanced user in Bloomberg and Factset