

# Brian Tong

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## WORK EXPERIENCE

### **UBS Investment Bank**

*Analyst – All Industrial Group*

**Hong Kong**

*July 2015 – Present*

#### **Selected Transaction Experience:**

- *Chinese-listed metal packaging company's US\$775m acquisition of international packaging company and the financing opportunity in relation to this transaction*
  - Constructed detailed operating model for target based on the vendor model using customer breakdown and wallet share data; researched future growth of key customers to build various cases to sensitize valuation
  - Conducted full-blown valuation analysis on the target which includes DCF model and trading and transaction comparable analysis, accretion / dilution analysis and IRR analysis
  - Constructed acquirer operating model based on different product categories through modelling sessions with our client; conducted pro-forma analysis on acquirer's credit for internal credit approval to provide acquisition financing to our client
  - Prepared 89-page valuation report for board meeting as well as internal valuation committee; Lost the final bid to an international PE fund due to lack of financing certainty
- *Indonesian utility SOE's US\$3bn acquisition of an international oil major's geothermal operation in Indonesia*
  - Constructed detailed operating model for various target assets using inputs from technical consultant and came up with sum-of-the parts valuation
  - Conducted full-blown valuation analysis which includes DCF models, DDM model, IRR analysis, synergies analysis and trading and transaction comparable analysis
  - Prepared 64-page valuation report for board meeting as well as internal valuation committee; Entered into the final round but our client did not submit a final bid due to political reasons
- *US\$130m Bridge loan acquisition financing and the subsequent US\$400m take-out term loan syndication for a natural gas midstream Chinese SOE*
  - Conducted detailed due diligence on the 5 exiting business segments for the onshore business of our client; constructed detailed operating model for onshore natural gas midstream business on a by segment basis
  - Conducted additional due diligence on the offshore upstream natural gas assets of the client for the subsequent take-out term loan since cash flow to offshore group is not ring-fenced in renewed loan terms
  - Constructed 3 additional oil-and-gas upstream asset models, an offshore holding company model that consolidates the 3 offshore asset models and a consolidated group model for onshore and offshore segments
  - Prepared three 80-page credit memos with detailed assumption write-up, industry analysis and credit analysis based on different scenarios for three credit committee calls to seek approval for bridge loan commitment, syndicated loan deal launch and an initial hold
  - Presented and responded to internal credit committee's enquiries as the only representative from sector team and assisted the team to obtain internal approval for credit commitment for both deals
- *Global cement company's US\$400m sale of its China assets*
  - Conducted pro forma analysis on the group level as well as subsidiary level to analyse transaction impact on leverage in different transaction structure
  - Conducted firepower analysis to assess highest price that prospective buyers could bid without increasing leverage above industry average
  - Benchmarked buyer's bids with valuation of public comparable companies and precedent transactions and helped manage seller's value expectation

## EDUCATION

### **London School of Economics**

*Master of Science in Finance and Economics*

**London**

*2014-2015*

- Graduated with overall Merit and Distinction in graduation thesis

### **University of Cambridge**

*Bachelor of Arts (Hons) in Economics*

**Cambridge**

*2011-2014*

- Graduated with First Class Honours (71%) and Distinction in graduation thesis
- Awarded the Reddaway scholarship and 1912 Senior Scholarship for academic excellence

## SKILLS AND INTEREST

*Languages:* Fluent in Mandarin, English and Cantonese

*Exam Scores:* GMAT: 740 / 97% percentile, IELTS: 8.0/9.0

*Interests:* Playing in a band as guitarist and vocalist, reading, writing lyrics and prose, jogging