**ALANIS KT CHI**

(852) 9625-4137 | [alanis.kt.chi@gmail.com](mailto:alanis.kt.chi@gmail.com)

**EXPERIENCE**

**DLJ Real Estate Capital Partners (Credit Suisse’s Former Private Equity Platform) 09/2014 – Present**

**Analyst – Private Equity**

* Underwrote with solid fundamental valuation skills, including financial modelling (DCF, operating, credit and asset-level modelling), acquisition/pro forma analysis, trading and comparable analysis and executed real estate and logistics deals in Asia Pacific
* Completed the acquisition of three logistics & industrial projects in Greater Shanghai for $80 million; proactively managed the portfolio in existing and predecessor funds
* Led the financial, tax, and engineering due diligence efforts, and prepared industry analyses, investment committee memos and presentations
* Drafted the MOUs, SPAs, loan documents, lease contracts, asset management agreements alongside legal advisors
* Worked closely with onshore and offshore finance institutions to analyze, negotiate and determine the optimal acquisition financing structure and arrangement and borrowing rates for prospective projects
* Facilitated relationships with investors by analyzing project-level returns and ownership structures
* Provided day-to-day support to team members to source deals in the Greater Shanghai region
* Prepared and drafted Investors’ Summary Reports, year-end valuation and pitch books for reporting and fund raising purposes

**PricewaterhouseCoopers – Deals Advisory 10/2012 – 09/2014**

**Assistant Manager – Transaction Services**

* Executed financial due diligence (FDD) from both buy- and sell-sides perspectives for inbound and outbound M&A transactions
* Selected transactions experiences – (1) Potential investment in a carve-out oil storage segment of a Chinese petrochemical group by a global private equity for USD75m: Prepared 3-year financial projection using YTD results and historical earning patterns; analysis showed profits were not maintainable which assisted in buyer’s deal price negotiation; (2) Acquisition in a logistics property under development (PUD) in Harbin, PRC by a SEHK-listed integrated logistics and trade centre operator: Analysed the financial information prepared by target in determining price consideration; analysis identified the issue of unrecorded expenses and massive prepayments to staff which lowered the purchase price
* Corporate and private equity clients included but not limited to Bain Capital Partners, LLC, Fung Capital Asia Investments, PCCW Limited (8.HK), Li & Fung (494:HK), Warburg Pincus Asia LLC, Pacific Basin Shipping (2343.HK), etc

**Ernst & Young – Transaction Advisory Services 07/2011 – 09/2012**

**Senior Accountant – Transaction Support**

* Conducted FDD on acquisition targets across a range of sectors (manufacturing, real estate, pharmaceutical, software development, utilities and mining) for investment management / private equity house and corporate clients seeking M&A opportunities in Mainland China and HK; built foundation in deals across Greater China region and gained pre-IPO exposures
* Analysed targets’ business backgrounds, liaised with clients and target management to prepare issues focused reports
* Clients include but not limited to, Bay Capital Asia, Zijin Mining Group (2899:HK), Excelsior Capital Asia (HK), New Horizon Capital, Sundart Holdings (2288.HK), Mount Kellett Capital (HK), Quintana Capital Group L.P., Partners Group, etc

**PricewaterhouseCoopers – Assurance, Institutional Group 09/2008 – 07/2011**

**Senior Associate – Focus on Real Estate, Energy, Transportation, Engineering and Services**

* Led audit engagements to evaluate accuracy of management prepared financial statements, involved in substantial acquisition/disposal transactions for listed clients and interviewed with clients’ executives on internal control to analyse different operation cycles
* Performed profit forecast and assisted in preparation of prospectus for a property IPO client and validated financial assumptions
* Client included New World China Land (917:HK), Orient Overseas (International) (316:HK), Kaisa Group (1638:HK), etc

**EDUCATION**

**City University of Hong Kong**

**Postgraduate Certificate in Professional Accounting (conversion course sponsored by PwC)06/2008 – 08/2008**

**University of Hong Kong**

**Bachelor of Engineering (Software Engineering), Second Class (Division One), double degree with BBA (IS) 09/2006 – 05/2008**

**Bachelor of Business Administration (Information Systems), Second Class (Division One) 09/2006 – 05/2008**

* Cumulative GPA: 3.10/4.00
* Recipient of HKU Worldwide Undergraduate Students Exchange Scholarship 2007-2008 to be exchange student at Haskayne School of Business and Schulich School of Engineering in **University of Calgary, Canada** from 01-06/2007
* SE final year project for Macquarie Bank’s Infrastructure Team (Information Services Division) on Disaster Recovery resolution
* Co-author of “Data Mining for Credit Scoring” in “Advances in Banking Technology and Management: Impacts of ICT and CRM” (2007)

**ADDITIONAL INFORMATION**

* **Professional qualification**: Qualified Member of HKICPA (Mar, 2013)
* Graduate of Maryknoll Convent School (Secondary Section) on broad curriculum with a science stream emphasis
* **Languages**: Native Cantonese, Fluent in English and Mandarin; Elementary knowledge in Italian
* **IT Skills**: Proficiency in Words, Excel, and Capital IQ; Intermediate in computer languages such as C++, Java, Perl