

樊东来

中共党员 | 汉族

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教育背景

北京大学	商学院	特等奖学金（排名前 2.53%）	2022 级金融科技硕士
天津大学	求是学部	电气工程及其自动化专业	2018 年 9 月—至今
天津大学	经管学部	工程管理（双学位）	2019 年 9 月—至今
GPA: 3.95/4.0		专业排名: 1/192（电气工程）	加权成绩: 94.7/100

- 主修课程: 电类专业课程均 90+, 数理基础扎实, 数学课成绩均满绩
 - 双学位课程: 经济学、工程经济学、会计学、国际金融、项目管理、国际工程总论、国际工程合同管理等
 - 个人技能: 英语六级 607 分, 具备英文文献阅读和写作能力, 曾多次帮助导师完成英文文献综述撰写工作
- 正在学习注册会计师 (CPA) 会计和财务成本管理两门课程, 打牢专业基础, 计划 2022 年 8 月参加考试
- 掌握 C++、Python (计算机二级优秀通过) 等编程语言, 能够熟练应用 Word、Excel、Wind、PPT、Visio、Ps、Pr 等
- 个人主页: <https://donglaifan.github.io/DonglaiFAN.Homepage/>

实习经历

华泰联合证券投资银行部 IPO 项目

2021 年 10 月—2022 年 1 月

- 通过筛选上市板块、上市年份、市值等特定条件, 汇总同行业公司产能利用率数据, 并协助完成募投文件撰写; 通过搜集可比公司招股书相应章节披露的信息, 独立调研主板首发补充流动资金占募集资金比例的情况
- 梳理报告期内重大采购和销售合同, 计算其中贸易及关联交易占比, 独立完成招股书其他重大事项披露的撰写
- 完成发行人固定资产及存货盘点、自然人及法人银行流水打印、录入及确认等财务核查工作; 与会计师等第三方中介进行联络沟通, 完成银行及票据函证收发工作, 梳理报告期内发行人供应商及客户, 制定路线并完成走访
- 通过查找同行业问询反馈案例, 独立负责发行人贸易往来等相关事项的调查工作, 计算报告期内公司贸易金额占营收比例、受托加工业务占比, 独立完成案例披露分析并产出结论, 初步判断公司贸易业务的合规性
- 通过整理发行人人力资源部劳务合同, 判断发行人在报告期内是否存在劳务派遣情况以及其劳务外包所占比例, 并根据财务序时账、银行回单和完税证明追踪劳务外包人员转为正式员工后是否及时缴纳五险一金

中信证券投资银行部 IPO 项目

2021 年 7 月—9 月

- 支持上级完成 IPO 项目底稿整理及再融资立项内部审核材料, 协助上级完成尽职调查阶段工作, 并撰写会议纪要
- 根据发行人财务序时账、发票及 ERP 系统出入库清单, 梳理采购及销售明细表并完成相关数据透视核查工作, 确认企业主营业务收入及成本、管理费用等记账金额并完成发票分类
- 支持项目投标阶段路演工作, 通过挖掘客户公司的投资亮点及关键财务数据, 独立完成 20 余页路演幻灯片制作

中信证券研究部 (新材料组)

2021 年 1 月—4 月

- 撰写光伏胶膜行业深度报告, 分析福斯特、海优新材等行业上市公司, 通过上下游产业链纵向对比以及同行业可比公司间横向对比, 分析了胶膜相比于其他光伏辅材行业的独特之处, 搭建胶膜细分赛道的分析框架
- 撰写明冠新材公司深度报告, 深挖公司光伏背板和铝塑膜两大业务发展增速、行业趋势及市场竞争格局, 通过公司年报、行业网站获取数据搭建公司的经营模型, 将营业收入和成本进行量、价拆分, 预测未来市场空间
- 完成先正达公司报价报告撰写以及恒而达、江山股份、中化国际、华恒生物等多家公司的中报点评

荣誉奖项

- 连续三学年获本科生国家奖学金 (综合测评年级第一, 0.2%)、校级十佳杰出青年评比第一名 (最低年级参评)
- 天津大学优秀学生标兵提名 (天津大学在校生的最高奖学金荣誉, 每年全校本硕博共 15 人)
- 天津大学优生 (2%)、天津大学学生科技英才、天津大学三好学生、优秀学生干部等校级及以上荣誉 36 项

科研竞赛

- 天津市大学生物理竞赛二等奖
- 天津市数学竞赛一等奖、全国大学生数学竞赛一等奖
- 《基于自适应终身学习的综合能源系统在线调控技术》——国家级创新创业项目负责人
- 天津大学课外学术科技作品竞赛“挑战杯”一等奖、天津大学物理学术竞赛一等奖

Donglai FAN

Party member of CPC

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EDUCATION

Peking University	Fintech	Special Scholarship (top 2.53%)	2022 - 2025
Tianjin University	Electrical Engineering	GPA: 3.95/4.0	2018 - 2022

- **Personal Skills:** 607 points in CET-6, capable of reading and writing English literature. Master C++, Python (excellent in National Computer Rank Examination), proficient in Word, Excel, Wind, PPT, Visio, Ps, Pr, etc.
- Studying *CPA Accounting* and *Financial Cost Management* and plan to take the exam in August 2022
- **Personal homepage:** <https://donglaifan.github.io/DonglaiFAN.Homepage/>

INTERNSHIP

Huatai United Securities	IPO project of Investment Banking Department	4 months
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- Organized the manuscripts of IPO and refinancing convertible bond projects, wrote some chapters such as industry and other important matters of prospectus
- Independently responsible for the company's trade exchanges, labor dispatch and outsourcing, hazardous waste compliance, capacity utilization and other issues, and searched for relevant cases, inquiries and feedbacks from comparable companies in the same industry
- Completed the financial verification work such as the inventory of the company's fixed assets, the verification of the capital flow of natural persons and legal persons, the confirmation of bank and the drawing of vouchers
- Sorted out major procurement and sale contracts during the reporting period, checked the proportion of related party transactions, and visited suppliers and customers

Citic Securities	IPO project of Investment Banking Department	3 months
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- Sorted out IPO project manuscripts and completed recommending Pitchbook for refinancing projects
- Sorted out the purchase and sale sheet and completed the relevant data perspective check, confirmed the main business income and cost of the enterprise, and completed the invoice classification
- Helped mentors to download data from Wind, searched for cases of comparable companies in the same industry

Citic Securities	Research Department (Energy and New Materials)	4 months
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- Wrote a total of 1 in-depth report (part) on photovoltaic film segmentation industry, and 2 in-depth reports on Xinlai Ying Materials and Mingguan New Materials
- Completed the bidding report of Syngenta and the comments of 4 listed companies
- Built the company's business model, separated the company's revenue and cost by volume and price, and realized a reasonable forecast of the company's future business conditions

RESEARCH EXPERIENCES

- The first prize of Tianjin Mathematics Competition, the third prize of National College Student Mathematics Competition, the second prize of Tianjin Physics Competition
- The first prize of Tianjin University Challenge Cup, the first prize of TJUPT, Tianjin University Physics Tournament, the second prize of "The Next Thirty Years" Innovation Competition

LEADERSHIP EXPERIENCES

Deputy Director of Tianjin University Student Party School

- Participated in student party building work, responsible for 8 training sessions for party applicants, 4 for preparatory party members, and trained a total of more than 10,000 student party members

Head teacher for freshmen of the college, monitor

- Organized freshman week activities, help more than 300 students complete the transition of university life, made overall plans for class activities, won the first prize of class appraisal and was awarded as "a good monitor"

SELF-EVALUATION & INTERESTS

- **Professional Skills:** Fintech, Electrical Engineering, Engineering Management (the only student in our department who got the qualification for dual degree in Engineering Management), Computer Science
- **Hobbies:** Volleyball (served as the setter and the captain of the college volleyball team), Reading, Photography, Calligraphy, Sketch
- As a senior student, I have enough time to intern for more than 6 months and work 7 days a week. I can work overtime until 2-3 o'clock and obey the arrangement of the company.
- I have a serious and positive attitude towards the internship, am willing to devote time to completing tasks with a high quality, and I was recognized by mentors in the previous internship.