

# TERENCE HSU

**University Address:** 400 Memorial Drive, Cambridge, MA, 02139

**Home Address:** 75 Lee Street, Brookline, MA, 02445

(617) 571-6662 • terenceh@mit.edu

## EDUCATION

---

### Massachusetts Institute of Technology

Candidate for a S.B. in Mathematics with Computer Science

Candidate for a S.B. in Management Science

Candidate for a Minor in Economics

*Coursework in Mathematics:* Calculus I & II, Linear Algebra, Probability and Random Variables, Principles of Applied Mathematics

*Coursework in Finance:* Microeconomics, Macroeconomics, Finance Theory I, Management Communication

**Cambridge, MA**

Expected Graduation: June 2013

GPA: 4.4/5.0

### Buckingham Browne & Nichols School

Diploma with Honors • GPA: 3.6/4.0 • SAT: 800 M 750 CR 780 W

*Leadership:* Peer Tutor President • Community Service Club President • Orchestra Concertmaster

**Cambridge, MA**

Sep. 2005 - June 2009

## EXPERIENCE

---

### Rackemann, Sawyer & Brewster

*Litigation Intern*

**Boston, MA**

Summer 2009

- Served as a research specialist for the litigation department, focusing on two main projects with regards to commercial real estate litigation.
- First project involved accounting of taxes and deeds of an estate in Nantucket. Work involved online research, collecting documents from courthouses, as well as compiling a database. Second project was a valuation of property holdings of parking garages in Boston. The analysis primarily called for modeling cash flows of the operation.

### Natixx Private Equity Asia Limited (NPEA)

*Analyst*

**Beijing, China**

Summer 2010

- Duties for growth capital firm concentrated on industry research and financial analysis for two developing deals, with secondary goal on maintaining deal/investee databases, as well as modeling an efficient system for monitoring and updating movement on the Shenzhen and South Korean exchanges.
- Tasked by first deal team to research the fertilizer and colorized fertilizer bag industry in China. Regarding NPEA's prospective synthetic materials company, analysis focused on export potential, overseas regulations, and competitive angles against Indian manufacturers and rival Chinese companies.
- Under second deal team, analyzed R&D potential for an office supplies manufacturer for a premium brand-name American company. After research, gained perspective on many exporting Chinese manufacturers' common failure to establish brand recognition beyond the importing brand names and worked with deal team to consult investee on how to establish independence beyond the O.E.M. industry.

## LEADERSHIP AND ACTIVITIES

---

### Phi Beta Epsilon Fraternity, *Active Brother*

**2009-present**

- *Officerships:* Pledge Social Chair *Fall 2009*; Literary Chair *Fall 2010*

### Sloan Undergraduate Management Association, *Board Member*

**2009-present**

- As a junior project manager, primary goal is to plan networking exclusives for business-minded MIT students. Important aspect of event-planning calls for forging and maintaining crucial sponsors and support among companies interested in cultivating students' interest in the various industries in finance.

### MIT Resonance a capella, *Assistant Director*

**2009-present**

- Responsible solely for the musical aspect and direction of the group, which calls for leading training exercises, choosing concert set lists, reviewing and approving arrangements, conducting private teaching sessions, and using own musical insight and experience to lead the group to top performance quality.

*Volunteer Work:* **Tenacity**, Tennis Instructor (2007-2009); **Graham & Parks School**, Tutor (2008-2009)

## AWARDS AND HONORS

---

- *High School Awards:* **Cum Laude Society** member (2009); **BB&N Citation of Honors** Recipient (2009); **National AP Scholar** Winner (2008)
- *Musical Awards:* **Harvard Musical Association Awards** Grand Prize (Piano: 2007); **MTNA National Composition Competition** Third Place (2006); **MTNA Northeast Composition Competition** First Place (2006); **MMTA State Piano Competition** Podium Winner (1999-2009)

## SKILLS AND INTERESTS

---

- **Programming:** Python • HTML • MATLAB • L<sup>A</sup>T<sub>E</sub>X
- **Software:** Excel • Microsoft Office • Adobe Photoshop • Adobe Dreamweaver • IDLE
- **Foreign Languages:** English • Cantonese (conversational) • French (advanced) • Mandarin (advanced)
- **General Interests:** Piano • Violin • Composition • Singing • Tennis • Cycling • Scuba Diving