Yuqiao (Joy) Shi

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EDUCATION

London Business School **London, UK**
Reading for Masters in Analytics and Management Mar 2024
- Core Courses: Data Science for Business, Digital Investing, Data Visualization and Storytelling, Empirical Finance
- GRE: 330+4.0

Renmin University of China **Beijing, China**
Bachelor of Financial Management, Minor in Management Science and Engineering Sep 2018 - Jun 2022
- GPA: Major 3.74/4.0 (Top 15%) , Minor 3.85/4.0;
- Honors: Distinguished Graduate Award, First-Class Merits Scholarship, Community Service Scholarship

PROFESSIONAL EXPERIENCE

CITIC Securities Co., LTD. **Beijing, China**
Investment Banking Intern, Consumer Retail Group Aug 2022 - Present
- Participated in the issue of CNY 8 billion preferred stock of a pharmaceutical distribution company, assisted analysts to compile prospectus and drafted profit forecast, sorted comparable companies to conduct valuation
- Examined documents of the issuer to verify the authenticity of revenue and rebuild income statement, identified 2 risks that were further discussed in internal controls conference
- Analyzed comparable transactions, summarized hot issues in retail industry such as supplier rebate and capital occupation that CSRC focuses on, drafted memos of reply strategies to inquiry letters

LINGXI-AR Co., LTD. (A CNY 1 billion tech company focusing on AR optical module) **Beijing, China**
Strategy and Finance intern, CEO Office June 2022 - Aug 2022
- Researched on 3 main technical paths of AR optical schemes, mined potential market of AR head display devices and estimated market size to create business plan of the company
- Conducted in-depth research on metaverse and Web3.0 industries, explored application scenarios that can be combined with AR devices to formulate product strategy for consumption market
- Networked and interrogated 5 institutional investors in direction of AR/VR; gathered investors' insights on industry trends and concerns, helped the company expand financing opportunities

China International Capital Co., LTD. **Beijing, China**
Investment Intern, CICC Capital Management Mar 2022 - June 2022
- Compiled two 40+ pages project proposals (photovoltaic inverter project and lithium battery recycling project), analyzed supply-demand relationship to predict price fluctuations, built profit models to estimate *IRR* on investment
- Sorted out IPO cases after MBO in both A shares and HK shares, summarized the key issues that financial regulators concerned to promote IPO process of a photovoltaic inverter project
- Studied IGBT, photovoltaic inverter, lithium battery recycling industries and had 10+ expert calls to understand development trends; mapped investment targets and sorted out competition landscape of industries

CITIC Securities Co., LTD. **Beijing, China**
Equity Research Intern, TMT (Telecommunications, Media, and Technology) Group Oct 2020 - Feb 2021
- Compiled series reports on 5G industry focusing on telecommunications operators' CAPEX changes, valuations in different markets, business layouts and benchmarking, to prove Chinese telecommunications operators' investment value
- Conducted in-depth research on a video conferencing equipment provider, analyzed industry trends under the impact of COVID-19 and quantified penetration rate of online meeting; built profit forecast and PE valuation
- Researched on TMT industries to sort out the latest policy trends and key events in the industry; provided monthly market comments to generate timely updates to institutional clients

LEADERSHIP AND TEAMWORK

2020 Entrepreneurship and Innovation Practice Project for University Students **Beijing, China**
National-level Project May 2020 - Jun 2021
- Collaborated with a team of 5 to collect 183 questionnaires of consumer car preferences survey; constructed framework from consumer side to analyze the impact of government subsidy on new energy vehicle companies
- Determined the best policy combination that can most effectively achieve development goals of China's new energy industry via data envelopment model and nested multinomial logit model

Debate Association of RUC **Beijing, China**
Team Leader, Debate Team of Renmin Business School Sep 2018 - Sep 2020
- Led a team of 20 to participate in 30+ competitions; host 2 competitions, each covering 100+ participants
- Organized training once a week and innovated form of training activities to increase attendance rate by 30%

SKILLS

Languages: Mandarin(native), English(fluent)
Technical Skills: Microsoft Office Suite, Capital IQ, Wind, R, SQL, Python
Interests: Pipa (Achieved the highest level for amateur player), Guitar, Badminton, Board games, Horse Riding