# Networking Session Cheat Sheet

Priority Contacts & Their Backgrounds

**Hon Sunny Tan - Chairman**

**Background:** Legislative Council Member; Former Merrill Lynch investment banking (Asia Pacific); Stanford MS, Wisconsin BBA

**Key Achievements:**

* Transitioned from Wall Street to industry leadership and politics
* Young Industrialist Award winner (2013)

**Questions**

* Started in investment banking, moved to Luen Thai Group and then Luen Thai Holdings. What was your focus at Luen Thai Group?
* Luen Thai Holdings … apparel and accessories manufacturing … what skillset do you need to develop to become a Senior Advisor in todays world?
* What employment and job did you want when you were studying. Is it different compared to your current job?

**Prof Au Kwok-wai - Founder & CEO, Cornerstone Robotics**

**Background:** MIT PhD (2007); Former Manager at Intuitive Surgical (8 years); CUHK Professor

**Key Achievements:**

* Co-invented MIT Powered Ankle-foot Prosthesis (TIME Magazine Best Invention 2007)
* Co-invented FDA-approved da Vinci Si Single-Site surgical platform - over 100K patients served
* Founded Cornerstone Robotics (2019) - Hong Kong unicorn in surgical robotics
* 17 granted patents, 48 peer-reviewed publications

**Questions**

* "For someone considering robotics PhD programs, how important would you recommend America or Europe/UK”
* , what skills would you prioritize for breaking into medical robotics?"
* Masters vs working … masters directly in medical robotics (Imperial) or electrical engineering/mechatronics or data analysis for computer vision as I’m interested in all

**Mr. Bryant Chan Wan-sing - President, Wynnewood Corporation**

**Background:** UNSW Commerce degree; Former Nestlé management trainee; Founded Wynnewood (1972)

**Key Achievements:**

* Young Industrialist Award Hong Kong (2018)
* Built Wynnewood into major OEM/ODM manufacturer with 1.2M sq ft factory in China
* Serves 4,000 workers at peak production

**Questions**

* "How did your experience as a Nestlé management trainee prepare you for building a manufacturing empire?"
* "What were the biggest challenges transitioning from consumer products to industrial OEM/ODM manufacturing?"
* What advice or skill is necessary to break into manufacturing, especially medical devices

**Prof. JIA Jiaya - Chairman, SmartMore Corporation**

**Background:** HKUST Chair Professor & IEEE Fellow; Co-founded SmartMore (2019)

**Key Achievements:**

* Built unicorn company (SmartMore) in 18 months - fastest smart manufacturing tech unicorn in Hong Kong[answer from previous conversation]
* Developed world's first multimodal industrial large model, IndustryGPT[answer from previous conversation]

**Questions**

* IndustryGPT (AI-driven smart manufacturing solutions) … I’m doing a project in training people in new manufacturing technologies … main reason AI powered solutions are not being adopted in Hong Kong
* Large interest in smart micro factories to further develop HK manufacturing industry, but do you think this technology will stop all manufacturing moving to mainland?
* Is there any chance you would like to give a short seminar on IndustryGPT for a conference?
* Was there specific attributes that made your company a tech unicorn that other companies/startups can replicate?

**Mr. Bernard Poon Che-wai - Partner, Strategy & Transactions, Ernst & Young**

**Background:** 30+ years at EY; La Trobe Commerce degree; University of Melbourne Computer Science

**Key Achievements:**

* Transaction Advisory Services Leader for Hong Kong & Macau
* CPA Australia President - Greater China (2012)
* Completed 9 Ironman triathlon events - first Hong Kong Chinese to complete one
* Fellow of HKICPA, CPA Australia, and RICS

**Questions**

* How was the training for the first iron man … it must have been brutal/crazy
* Was EY strategy consulting or the M&A?
* "After 30+ years in M&A, what skills do you wish you had developed earlier in your career?"
* "What technical competencies are most valuable for someone seeking an M&A internship today - beyond the obvious Excel and modeling skills?"
* "What's your perspective on quant finance careers versus traditional M&A - particularly for someone with strong quantitative skills?"

**Ms. Jennifer Yeung Yin-chi, JP - Director, Glorious Sun Enterprises Limited**

**Background:** Hong Kong Baptist University Business Administration; 44 years old

**Key Achievements:**

* Outstanding Businesswomen Award (2020)
* Justice of the Peace appointment (2024)
* Multiple public service roles including Education University of Hong Kong Council Member

**Questions**

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Targeted Questions by Person

**Samuel Au - Robotics & Medical Devices**

**Working at Intuitive Surgical:**

* "What was the most fascinating challenge transitioning from MIT research to commercializing surgical robotics at Intuitive?"
* "How did the culture at Intuitive foster innovation while maintaining FDA regulatory standards?"

**PhD in Europe vs America:**

* "Having done your PhD at MIT, what do you see as the key advantages of the American system for robotics research?"
* "For someone considering robotics PhD programs, how important is the research ecosystem versus individual advisor relationships?"

**Advice for New Graduates in Robotics:**

* "For someone working in Sweden's Robotdalen (Robot Valley)
* , what skills would you prioritize for breaking into medical robotics?"
* "What's your perspective on the European robotics research landscape compared to what you experienced in the US?"

**Masters Focus - Mechatronics vs Computer Vision vs Big Data:**

* "Given your experience spanning mechanical design to AI, would you recommend mechatronics or computer vision specialization for medical robotics?"
* "How important is big data analytics becoming in surgical robotics compared to traditional control systems?"

**Bryant Chan - Manufacturing & Medical Device Entry**

**Manufacturing Experience & Roles:**

* "How did your experience as a Nestlé management trainee prepare you for building a manufacturing empire?"
* "What were the biggest challenges transitioning from consumer products to industrial OEM/ODM manufacturing?"

**Medical Device Manufacturing Breakthrough:**

* "What advice would you give someone interested in medical device manufacturing but struggling to break into the industry?"
* "How do you see the regulatory landscape affecting manufacturing strategy for medical devices versus consumer products?"
* "What partnerships or pathways would you recommend for someone wanting to transition into medical device OEM work?"

**Bernard Poon - M&A & Finance**

**M&A Experience & Skills:**

* "After 30+ years in M&A, what skills do you wish you had developed earlier in your career?"
* "What technical competencies are most valuable for someone seeking an M&A internship today - beyond the obvious Excel and modeling skills?"
* "How has the M&A landscape in Asia evolved since you started, and what new skill sets are becoming critical?"

**Breaking into M&A:**

* "For someone targeting an M&A internship, what specific preparation would you recommend beyond the typical financial modeling courses?"
* "What makes a candidate stand out in today's competitive M&A recruiting environment?"

**Quant Finance vs M&A:**

* "What's your perspective on quant finance careers versus traditional M&A - particularly for someone with strong quantitative skills?"
* "Do you see more crossover between quant skills and M&A work, especially in tech and biotech deals?"

**Jennifer Yeung - Compliance & Trade**

**Compliance in International Business:**

* "What are the most overlooked compliance challenges when Hong Kong companies expand internationally?"
* "How do you balance compliance requirements with business agility, especially in fast-moving markets?"
* "What compliance frameworks do you find most valuable for companies operating across multiple jurisdictions?"

Additional Context for Conversations

**Current Industry Trends to Reference:**

**Medical Devices:** FDA Breakthrough Device Designation accelerating innovation

; European MDR regulations creating compliance challenges

**Robotics:** Europe vs US PhD programs offering different advantages - Europe shorter (3-4 years) vs US longer but broader (5-6 years)

**Manufacturing:** Industry 4.0 integration driving demand for advanced manufacturing skills

**M&A:** Increasing focus on tech and healthcare deals requiring specialized knowledge

Smart Conversation Starters:

1. **Reference their specific achievements:** "I read about your [specific accomplishment]. What was the most unexpected challenge in that process?"
2. **Industry insight questions:** "How do you see [their industry] evolving with current technology trends?"
3. **Career path curiosity:** "What advice would you give someone early in their career who wants to make the kind of impact you've achieved?"

Follow-up Strategy:

* Send personalized LinkedIn messages within 24-48 hours
* Reference specific insights they shared
* Share relevant articles connecting to their expertise
* Propose concrete next steps (coffee meeting, facility tour, etc.)