

# PAUL DONG, CFA

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## EXPERIENCED PROPERTY FINANCING SPECIALIST | MANAGEMENT ANALYTICS

A Chartered Financial Analyst who worked on the corporate finance side of listed commercial real estate companies for 13 years. Coordinate IPO, bond issuance, syndicated loans, bank borrowing as well as invested and divested in properties in China, Hong Kong and UK. Built trusts through authenticity, logic and empathy. Aspiring storyteller with gravitas, I help reduce uncertainty with measurement and communicate the insights across functions. Fluent in English, Mandarin and Cantonese.

## EDUCATION

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| <b>Master of Management Analytics</b> , Smith School of Business, Queen's University, Kingston, ON                                       | <b>2020 – Present</b> |
| <ul style="list-style-type: none"><li>Immersed in Canadian educational environment with tightly knitted team achieved A+ grade</li></ul> |                       |
| <b>Master of Science in Real Estate Investment and Financing</b> , University of Hong Kong, Hong Kong, China                             | <b>2009 – 2010</b>    |
| <ul style="list-style-type: none"><li>Led workshop projects and managed professionals from diverse backgrounds</li></ul>                 |                       |
| <b>Bachelor of Mechanical Engineering and Automation</b> , Tsinghua University, Beijing, China   | <b>2003 – 2007</b>    |
| <ul style="list-style-type: none"><li>Achieved highest score in Calculus, Linear Algebra and Analytical Geometry</li></ul>               |                       |

## TECHNICAL SKILLS

- Coding:** R, Python, SQL, Julia, VBA Macro
- Visualization Tools:** Tableau, D3.js, Plotly, Bokeh
- Modelling Tools:** SAS, Stan

## PROFESSIONAL EXPERIENCE

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| <b>Senior Vice President</b> , Spring REIT, Hong Kong, China   | <b>2014 – Present</b> |
| <ul style="list-style-type: none"><li>Planned and executed US\$100M investment into a property portfolio of 84 across the UK with cash-on-cash return of 20% by increasing leverage</li><li>Identified equity placement opportunity using time series forecasting and convinced board for HK\$373mn issuance so far</li><li>Budgeted annual operations with less than 5% deviations for 6 consecutive years</li><li>Oversees financial reporting and won International Annual Report Award in 2016</li><li>Developed program to convert data base to reporting documents able to cope with tax changes saved 2 work days off each month</li><li>Executed syndicated loan and bank loan financing for over US\$1.6bn across China and UK</li><li>Promoted to Senior Vice President role after coaching team of analysts and bridging different cultures</li></ul> |                       |
| <b>Manager of Strategy</b> , Link REIT, Hong Kong, China   | <b>2012 – 2014</b>    |
| <ul style="list-style-type: none"><li>Reviewed developments of global REIT markets, drafted the Financial Services Development Counsel paper, eventually led to change in Hong Kong REIT regulation in 2014</li><li>Projected disposal returns under different strategy of properties in HK worth USD200mn with regulatory as well as PR concerns</li><li>Persuaded board to enter into an understanding with leading Chinese developer Vanke through market research and pipeline worth RMB1bn</li></ul>  |                       |
| <b>Corporate finance Executive</b> , Swire Properties, Hong Kong and Beijing, China  | <b>2007 – 2012</b>    |
| <ul style="list-style-type: none"><li>Organized the sale of Festival Walk for HK\$18.8bn (biggest in Asian history then) by financial modeling, cost control, project planning, preparing data room and investment memos</li><li>Gathered market research, modeled different approaches for shelved IPO (HK\$21.1bn) and then Listing by Introduction of Swire Properties, also coordinated MTN program afterwards</li><li>Selected to assist Chief Executive after completing Management Trainee program for showing strong overall strengths</li></ul>   |                       |