

Lu (Lucia) Cai

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Education

London Business School

London, UK

Masters in Analytics and Management

September 2022 - September 2023

- **Key Courses:** Decision Analytics and Modelling, Data Visualization & Story Telling, Empirical Finance

University of Minnesota - Twin Cities

Minneapolis, MN, US

B.S. in Statistics, GPA: 3.73/4.00

September 2019 - May 2022

- **Key Courses:** Applied Statistics, Statistical Computing, Financial Accounting
- **Activities:** "Top Member" of CLA Business Club (Fall 2019)

Professional Experience

Oliver Wyman

Shanghai, China

Part-time Assistant

June 2022 – September 2022

- Executed desk research of 30 top international schools in China by industry benchmarking and expert interview, encapsulated key success factors of school construction

Fosun RZ Capital

Shanghai, China

TMT Group Investment Intern

September 2021 – December 2021

- Performed in-depth due diligence on a chain restaurant in China, comprised a 30-page investment report covering market trends, competition, and built the DCF model
- Examined operational and financial data of ~10 target companies to evaluate their investment feasibility

Tencent

Beijing, China

Business Analyst Intern

July 2021 – August 2021

- Encapsulated localization strategies for growing cross-border opportunities by benchmarking overseas news market in MENA and examining operational data metrics of 10 local news apps

Huagai Capital

Beijing, China

TMT Group Investment Intern

March 2021 – June 2021

- Comprised a 15-page investment report of vertical-industry SaaS, evaluated growth drivers and competition landscape, assessed target companies on product traits and financial performance
- Conducted monographic studies on carbon neutral and cosmetics industry, supported investment decisions by attending in ~5 expert interviews and preparing research reports

180 Degrees Consulting

Minneapolis, MN

Consultant

January 2021 – May 2021

- Designed new business plans and multi-channel marketing plans for a B2B e-commerce company to expand revenue

Leadership Experience

The Royal Challenge 2022 M&A case study competition

London, United Kingdom

Team Member

May 2022

- Collaborated with 3 teammates to perform the valuation by analyzing comparable public companies and built an LBO model for a palm oil company
- Analyzed the market trend and business model of the target company, summarized investment thesis & risks

Oliver Wyman Impact Case Competition

China

Team Leader

March 2022

- Led analysis of sales chain of automobile OEM industry, summarized pros and cons of three different business models, formulated market entry strategies for client

CLA Business Club

Minneapolis, MN

Director of Finance

February 2020 – May 2020

- Managed \$2000 operation budget tracking by formulating a budget plan and preparing balance sheet in Excel

Skills and Qualification

- Technical Skills: Microsoft Office, Programming with R, Python and SQL, Social Media Platform Operation
- Interest: Swimming (National Second-level Athlete), Snowboarding, Sailing, Photograph
- Languages: Mandarin (native), English (fluent)