

# Carmen Xiang

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## EDUCATION

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### University of Toronto

Toronto, ON

*Bachelor of Commerce, Finance and Economics Specialist, Business German Minor*

*Class of 2024*

- **cGPA:** 3.73/4.00; Relevant Courses: Financial Markets (A+), Financial Accounting (A), Capital Market Theory (A+), Corporate Finance (A)
- **Honours:** Dean's List Scholar (2021), Mary Victoria Court Scholarship I (2021)
- **Awards:** RCFTA Trading Competition 3<sup>rd</sup> Place (2020); Undergraduate Finance Conference Competition Finalist (2021)

## WORK EXPERIENCE

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### Bay Street Capital

Toronto, ON

*Private Equity Analyst*

*May 2022 – Present*

- Perform extensive industry research through proprietary and broker search to build a list of 1,000+ potential acquisition targets with focuses on Warehouse, Logistics and Computer Software related companies
- Review 20 CIMs of potential targets evaluating financial performance, business model, customer base and vendor relationships; facilitate 6 meetings with executives to evaluate acquisition opportunities
  - o Select Transaction Experience:
    - Spearhead one of the largest search funds deals ~ \$60MM from deal origination to LOI signing
    - Work extensively with company CEO and build iterations of the revenue model; conduct detailed sales by client analysis and assist in valuation by preparing precedent transactions and comparable companies multiples
    - Prepare investor presentations outlining various investment highlights, including industry tailwinds, deal rationale, risks and mitigants and financial performance

### Silverstone Capital

Toronto, ON

*Private Equity Analyst*

*January 2022 – April 2022*

- Assisted in identifying and executing the key strategic initiatives across the business plans; developed investment committee presentations highlighting proposed strategic direction and growth initiatives
  - o Select Transaction Experience (Business Development of recently acquired Module MD ~ \$10MM):
    - Conducted market research on the Digital Healthcare sector and market subsegments for the portfolio company; analyzed the competitive landscape of EHR companies to identify potential add-on products
    - Sourced a partnership list of 200+ Healthcare practitioners; conducted extensive interviews with pulmonologists across the country to develop strategies to expand product reach

## EXTRA-CURRICULAR ACTIVITIES

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### Rotman Commerce Finance Association (RCFA)

Toronto, ON

*Director of Events*

*April 2021 – Present*

- Expected to oversee a portfolio of eight people to prepare and execute seven annual events that connect 500+ Rotman Commerce students with industry professionals and educate them with capital markets opportunities, including Capital Markets Night, Forays into Finance, and Women in Investment Banking
- Expected to present events initiatives to the RC Student Life and coordinate with the Marketing and Corporate Relations Portfolios to create promotional material for social media to increase attendance

### Rotman Commerce Portfolio Management Group (PMG)

Toronto, ON

*Junior Analyst*

*September 2021 – April 2022*

- Selected as 1 of 8 students from Rotman Commerce to participate in hands-on investment education program run by industry professionals on the topics of accounting, valuation and M&A
- Performed detailed bottom-up investment analysis on Evoqua (NYSE: AQUA), encompassing industry macro trends, investment theses, and business risks and catalysts; conducted financial analyses using DCF, Comparable Company, and Precedent Transactions valuation techniques to support investment decisions

## SKILLS, ACTIVITIES & INTERESTS

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**Skills:** Bloomberg, Capital IQ, FactSet, Microsoft Office Suite, Mandarin (conversational)

**Activities:** Junior Portfolio Manager of Investa Insights (2021-2022), Treasurer of Kappa Kappa Gamma Beta Psi Chapter (2021-2022); Volunteer at the Animal Shelter (2019-2021); PNW Key Club Lieutenant Governor (2019)

**Interests:** Animal Welfare, Baking, Hiking, Painting, Skiing, Surfing, Travelling, Volleyball