

# ROBIN ZHANG XU

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## PROFESSIONAL EXPERIENCE

### GIC Private Equity in Singapore

September 2018 - present

#### Associate

- Analyses, executes, and monitors private equity secondary investments, with a focus on Asia-Pacific assets
- Assists in the underwriting of select global secondary and direct private equity transactions
- Select Transactions:*
  - Lead anchor investor in Loyal Valley Capital USD Fund II, a \$465mm seeded fund comprising a set of pre-approved investments and RMB-to-USD structured assets
    - Completed diligence of the GP, negotiation of fund terms and governance rights, and underwriting of the seed assets
    - Made follow-on investments in four of the fund's assets, including as a cornerstone investor in Shanghai Junshi Biosciences, whose shares have increased in value by 60% since its IPO
  - Acquisition of 30% of a \$1.5bn diversified portfolio comprising 21 funds
    - Constructed fund models, liaised with GPs and other internal and external partners to collate diligence materials, and helped in the negotiation of a 75% one-year deferral structure
  - \$50mm direct investment GP solution in a South Korean waste management company
    - Helped structure the transaction to provide the company with growth capital while allowing the GP to remain within its concentration limits
    - Managed the transaction model and Singapore-South Korea tax considerations
  - Sale of a \$2.3bn diversified portfolio comprising 29 funds
    - Conducted an initial screen of GIC's fund portfolio to identify sale candidates and underwrote the sale portfolio to determine reserve pricing
    - Liaised with our intermediary, bidders, and GPs to negotiate transfer approvals and respond to data requests
  - Proposed acquisition of a \$308mm portfolio of four Chinese venture and growth funds with substantial listed exposure (Pinduoduo and Meituan-Dianping)
    - Developed a hedging strategy using total return swaps to mitigate volatility and lock-in the differential between our acquisition cost and public trading prices

### GIC Infrastructure in New York City, US

July 2017 - September 2018

#### Associate

- Participated in all parts of the investment process for direct infrastructure investments, including financial modelling, deal structuring, and negotiation of legal terms
- Landscaped the US utilities (water and electric) and midstream oil & gas sectors
- Select Transactions:*
  - Proposed acquisition of a \$320mm minority stake in a US water utility serving 7.5mm customers
    - Managed the valuation model in addition to conducting industry and regulatory analysis

## EDUCATION

### University of Cambridge in Cambridge, UK

October 2014 - June 2017

#### BA (Hons) Economics

Cambridge Union Society, Cambridge University Fencing Club, Cambridge Development Initiative

### F. W. Buchholz High School in Gainesville, US

August 2010 - June 2014

SAT: 2370 · ACT: 35

Dual enrolled at the University of Florida (23 credit hours)

## SKILLS & QUALIFICATIONS

LANGUAGES	English · Chinese (Mandarin)
COMPUTING	Excel · PowerPoint · Python · Git · $\LaTeX$
OTHER	US citizen · Singapore PR · HSK 6