

# ROBIN XU

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1D Cantonment Road, #20-45, Singapore 085401

## PROFESSIONAL EXPERIENCE

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**GIC Private Equity** in Singapore  
*Associate*

*September 2018 - present*

- Analyses, executes, and monitors Asian private equity secondary investments, in addition to conducting 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
  - Acquisition of 30% of a \$1.5bn 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 portfolio comprising 29 funds. Conducted an initial screen of GIC's fund portfolio to identify sale candidates, liaised with our intermediary, bidders, and GPs to negotiate transfer approvals and data requests, and underwrote the sale portfolio to determine reserve pricing
  - 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  
*Associate*

*July 2017 - September 2018*

- 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 company serving 7.5mm customers. Managed the valuation model in addition to conducting industry and regulatory analysis

## EDUCATION

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**University of Cambridge** in Cambridge, UK  
*BA (Hons) Economics*

*October 2014 - June 2017*

Cambridge Union, Cambridge University Fencing Club, Cambridge Development Initiative

**F. W. Buchholz High School** in Gainesville, US  
*SAT: 2370 · ACT: 35*

*August 2010 - June 2014*

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

## SKILLS & QUALIFICATIONS

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LANGUAGES	English · Chinese (Mandarin)
COMPUTING	Excel · PowerPoint · $\LaTeX$ · R
OTHER	US citizen