

# BOFANG (TONY) YAO

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## EDUCATION

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### UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

#### *Master of Science in Business Analytics (MSBA)*

(Expected) Dec 2023

- **Coursework:** SQL & Basic Data Management, Data Visualization, Competitive Analytics, Statistical Foundations for Analytics, Data Management, Prescriptive Models, Forecasting & Time Series

### UNIVERSITY OF CALIFORNIA, SAN DIEGO

San Diego, CA

#### *Bachelor of Arts in Economics & International Business | Minor: Accounting*

Sep 2018 – Jun 2022

- **Coursework:** Financial Investment, Business Analytics, Financial Accounting, Managerial Accounting, Calculus

## TECHNICAL SKILLS

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**Languages:** Python (Sklearn, Matplotlib, Statsmodels), SQL, R, Julia

**Software:** Tableau, Hadoop, Power BI, AWS, Aha!, Google Analytics, Github, MATLAB, Factset, Microsoft Office

**Financial Skills:** Discounted Cash Flow Models, Financial Forecasting, Accretion/Dilution Modeling, Company Analysis

## PROFESSIONAL EXPERIENCE

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### SPECTRUM ACQUISITION INC.

Laguna Hills, CA

#### *M&A Analyst Intern*

Jun 2020 – Jul 2020

- Composed financial valuation for a company with \$28.6M in revenue; guiding 5% future growth & 15% cost reduction
- Developed sell-side marketing materials & tracked recent deal history, identifying potential buyers in the local area
- Organized operation materials including emails, research documents, and meeting memos, increasing efficiency by 10%

### STUDENT FINANCIAL INVESTMENT COMMITTEE

San Diego, CA

#### *Portfolio Manager – Consumer, Healthcare, Finance Sectors*

Oct 2018 – Jun 2022

- Managed UCSD's \$1M+ endowment fund by investing in equity markets, federal and state bonds, and short-term investment funds, generating a 5% average annual growth and using returns to provide scholarships to students
- Conducted company due diligence, including analysis of the industry, competitors, risks, and financial modeling & valuation
- Pitch Recommendations to UC Student Foundation:
  - \$62.6B Target (BUY) – presented rapid online sales growth and healthy base case due to historically low PE and WACC
  - \$40.1B Nintendo (BUY) – projected recurring revenues from long-standing IPs and development, generating 100% ROI
  - \$6.7B Fortis (BUY) – modeled strong base case driven by recent acquisitions and consistent dividend growth

## PROJECTS

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### CFA INSTITUTE RESEARCH COMPETITION

Nov 2019 – Feb 2022

- Elected as 1 of 5 regional research teams in a global competition with 6,000+ students from 1,000+ universities
- Collaborated for 150+ hours with a team of 4 to deliver a 10-minute pitch on a \$3.5B company to a panel of local VC judges
- Compiled a detailed 30-page equity report including valuations, Dupont Analysis, SWOT, and industry overview

### UGF VENTURE CAPITAL CASE COMPETITION

Feb 2019 – Apr 2019

- Placed top 3 out of 17 local teams of undergraduate and graduate students as a first-year student by conducting due diligence
- Delivered a 15-minute pitch + Q&A and offered \$5M Series A for an Agriculture Company with exit strategies through M&A
- Analyzed company's solid position driven by an experienced management team, large market opportunity, effective business strategies, impressive asset base, competitive products, unique customer segment, and promising future with strong partners

## LEADERSHIP EXPERIENCE

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### CHINESE BUSINESS SOCIETY (CBS)

San Diego, CA

#### *Vice President of Professional Development*

Nov 2018 – Jun 2022

- Constructed real-life examples for CBS case study competition on UCSD campus and successfully attracted audience of 50+
- Contacted 25+ firms for CBS internal career fair from different industries including accounting, banking, and consulting

### UNDERGRADUATE INVESTMENT SOCIETY

San Diego, CA

#### *External Committee Member*

Apr 2019 – Jun 2022

- Coordinated Financial Horizons Conference, UCSD's largest finance/business conference which saw 600+ attendees in 2019
- Underwent a 6-week technical training program to learn financial valuation techniques: Comparable Comps, DCF, and LBO