

Chuqiang Wu (Francis)

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Education Experience

University of Alberta	B.A. honors Economics	2017.9—2022.4
University of Alberta	MSc. Thesis Resource Economics	2022.9—now

Professional Experience

University of Alberta Faculty of Agricultural, Life - Resource Economics & Environmental Sociology

• Graduate Research Assistant

Dongxing Securities(601198.SH) Nanjing Branch, Industry Research Intern

- **Industry Research:** Completed the research report of the retail industry in China's coffee industry. Was responsible for writing part of the content and the collection and production of the manuscript.
- **Report writing:** Responsible for collecting industry information, analyzing and categorizing research and collection results, as well as writing related industry research reports;
- **Report analysis:** Analyzed the annual/semi-annual/quarterly reports of related companies in the coffee industry and review companies. Focused on the sales performance of the coffee retail industry in the secondary market.
- **Work results:** Conducted research about the coffee retail industry (market research on the development of international brand companies and the localization of the Chinese market) and the industry chain. Completed the assigned tasks relatively well. Among the tasks of all interns in the same period, the tasks completed were highly appraised by the leaders.

Huatai Securities (601688.SH) Industry Research Intern

- **Data sorting:** Sorted out the information (asset value, interest expense, transaction records) of past and existing customers in the company's database.
- **Meeting records:** Regular participation in company seminars (involving stock fund analysis), responsible for meeting records, sorting and filing of relevant contract materials.
- **Customer communication:** Helped customers solve the issue of "GEM renewal", and actively contacted some of them with potential customers to purchase stocks and wealth management products.
- **Derivatives transactions:** Researched on total income swap contracts with counterparties such as JPMorgan Chase and Citigroup. Filtered and counted important terms, updated transactions and interest payments.
- **Model optimization:** Optimized the data analysis and report preparation process according to the actual business operation process.

Industrial and Commercial Bank of China(ICBC)(601398.SH) Investment Banking, Intern

- **Industry analysis:** By consulting industry reports, professional websites and related materials, gained insights into financial market trends and understood the needs of target consumers.
- **Product promotion:** Proactively introduced ICBC's loan products/services according to customer needs, promoted sales conversion and completed the current month's sales targets.
- **Data analysis:** Imported data provided by customers into the company's financial model, and analysed according to corresponding indicators.
- **Investment project analysis:** Conducted investigation and demonstration of the proposed investment project. Participated in the total cost analysis of the project investment, economic benefit analysis, investment risk analysis and risk control.

Academic Experience

How "Listed Companies + PE" M&A Funds Create Value

- **Research content:** Through analysis of the operation case of Aier Ophthalmology, discussed the mechanism of action and constructed a corresponding value creation model.
- **Research method:** Case analysis. selected Aier Eye Hospital Group Co., Ltd. as a case for analysis.
- **Research conclusion:** Effective cooperation between listed companies and PE with the same goals and complementary advantages is the prerequisite. Investing around the strategy of listed companies, successful early integration and timely incorporation into listed companies are the key processes for value creation.
- **Research innovation:** Through case studies, expanded the relevant theories of M&A funds, and provided meaningful practical enlightenment for listed companies to effectively use "listed company + PE" M&A funds to open up investment and financing channels, cultivate performance and conduct market value management around their own strategies.

The Impact of Social Networks on Energy Transition

- **Literature Review:** Develop an agent-based model to study how social networks affect transition dynamics toward future energy systems. We include two types of agents in our model: individuals and firms. Individuals affect energy transition directly through their energy consumption choices and indirectly through their voting of policies.

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Extracurricular Activities

- **Alberta Party Leader Selection** *Volunteer* **MAY 2018** (20 hours)

Employer: Stephen Mandel (Former Mayor of Edmonton city, currently leader of Alberta party)

Data collection and phone calling during the election of the party chairman

- **Wefluens** *Market research Associate* *Part-time*

Skills

- **Data Analysis:** fluent in R language and STATA
- **Bilingual:** master in Mandarin and English