

# XIUFANG ZHAO

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Finance, Real Estate*

2020 - 2022

- **GMAT:** 750 (98th percentile)
- **Awards:** Director's List (top 10%), Goldman Sachs H.R. Young Scholarship, Wharton Buyout Competition 1<sup>st</sup> Place
- **Leadership:** Real Estate Club (Executive Board Member), PE/VC Club (VP Competitions), Women in Investing Club (VP Operations), Corporate Finance TA

### UNIVERSITY OF PENNSYLVANIA, SCHOOL OF DESIGN

Philadelphia, PA

*Master of Environmental Building Design, GPA: 3.98/4.0*

2013 - 2014

### TSINGHUA UNIVERSITY, SCHOOL OF ARCHITECTURE

Beijing, China

*Bachelor of Architecture, Master of Architecture*

2007 - 2013

## PROFESSIONAL EXPERIENCE

### JAGUAR GROWTH PARTNERS *Middle market private equity firm with \$500M AUM*

New York, NY

**Investment Intern** (Received in-semester internship opportunity after successful summer internship)

Summer/Fall 2021

- Evaluated investment opportunities across industrials and real estate developers/operators, built valuation models at both the corporate and asset levels to determine capital structure and bid price, resulting in IC recommendations
- Led due diligence and underwriting to acquire assets, including competitive benchmarking, market/industry research, collaborating with management team, and preparing investment memos

#### Selected Transaction Experience

- **Logistics warehouse developer with assets in nine cities**
  - Built financial model with risk and value-add drivers, structuring an open-end fund product with \$370M seed portfolio
  - Led market analysis and constructed operating model for potential acquisition of nine assets in four markets
  - Conducted IPO discussions with sell-side banks to assess financial and operational readiness and ran detailed market and comparable research, preparing the company for IPO
- **Last-mile logistics company, \$160M acquisition** (walked away after completing diligence and documentation)
  - Led business due diligence on the company's latest two pipeline developments, performed market research on emerging market logistics and last-mile delivery, worked with management on asset development strategy
- **Data center developer, \$200M investment** (active)
  - Performed industry research on hyperscale and edge data centers, developed investment thesis and IC memo

### FOSUN INTERNATIONAL *Global principal investor with \$109B AUM*

Menlo Park, CA

**Investment Intern**

Spring 2021

- Evaluated investment opportunities and prepared investment memos including operating assumptions and financial projections for two SaaS portfolio companies, resulting in two \$1M follow-on investments in Series A companies
- Conducted due diligence on one consumer SaaS pipeline company including industry expert interviews, management interviews, and market research to refine model assumptions, resulting in one investment committee presentation

### OFFICE FOR VISUAL INTERACTION *Lighting consulting firm for Apple Store 5<sup>th</sup> Avenue*

New York, NY

**Senior Project Manager**

2019 - 2020

- Led lighting team from concept to construction on 30 Rockefeller Plaza renovation and \$1.85B Moynihan Station project

### BRANDSTON PARTNERSHIP INC *World's largest lighting consulting firm with five offices globally*

New York, NY

**Project Manager** (Received accelerated promotion)

2014 - 2019

- Built new business line of quantitative daylight analytics using 8,760 hours of data, driving 11% revenue growth
- Established first company standard for software by building consensus among teams, improving productivity by 20%

## ADDITIONAL INFORMATION

- **Skills:** Completed ARGUS and real estate financial modeling training; completed DCF, M&A, LBO modeling program
- **Founder:** 710 PROJECTS, a design consulting startup, completed 14 projects, work cited in Vogue, Forbes, and NY Times; pitched service to acquire four clients, built long-term partnership with clients and procurement partners
- **Interests:** The Metropolitan Museum of Art Young Patron Member, New York Road Runners 5K and 5<sup>th</sup> Avenue Mile
- **Languages:** Fluent in Mandarin; **Work Authorization:** U.S. Permanent Resident (Green Card)