

# ZHENG (PATRICK) WANG, CFA, CAIA

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA

2024 – 2026

- GMAT: 750 (98<sup>th</sup> percentile)
- Member, Real Estate Club, PE/VC Club, Zell/Lurie R.E. Center, Berkadia NYU Stern Multifamily Investment Case Competition

### NEW YORK UNIVERSITY

*Master of Public Administration; Major in Financial Management and Public Finance*

New York, NY

2016 – 2018

- GPA: 3.84/4.00; *President*, Wagner Economics and Finance Association

### UNIVERSITY OF INTERNATIONAL RELATIONS

*Bachelor of Economics; Major in International Economics and Trade*

Beijing, China

2012 – 2016

- GPA: 3.76/4.00; *Liaison Director*, UIR Student Union

## PROFESSIONAL EXPERIENCE

### J.P. MORGAN SECURITIES LLC

*Vice President, Public Finance Investment Banking – Housing and Real Estate Project Finance Coverage*

New York, NY

2024

*Associate, Public Finance Investment Banking – Housing and Real Estate Project Finance Coverage*

2021 – 2024

- *Transaction Execution* – Closed \$30B+, including \$5B+ J.P. Morgan-led, public and private municipal bond transactions for HFAs, developers and private equity firms to finance single family mortgage programs and multifamily projects, contributing to 15K+ housing units created, largely affordable. Built advanced bespoke asset-level models and led deal structuring.
- *Select Transaction Experience:*
  - \$60M construction financing for middle-income multifamily project, first parcel of \$2B mixed-use redevelopment project in San Francisco, sponsored by Meg Whitman-backed private equity firm: Partnered in 2-person JPM deal team to lead all aspects of year-long transaction and drive successful execution through negotiation, due diligence, structuring and closing.
  - \$120M acquisition financing for private-equity-sponsored multifamily workforce housing project in San Diego: Conducted extensive market research and developed sophisticated models to structure and drive JPM's inaugural transaction in the sector.
  - \$250M residential-mortgage-backed bond financing: Evaluated mortgage cash flows and prepayments to structure bonds. Engaged with rating agencies, attorneys and investors to secure successful placement of client's first social bond issuance.
- *Client Coverage and Business Generation* – Main contact for multiple key clients, investors, consultants and attorneys for live deals and strategic matters. Developed pipeline analyses and presented market and industry updates to advise clients and boards of directors on programmatic decision making, resulting in JPM being hired or retained as transaction bookrunner.
- *Business Initiatives and Expansion* – Co-led JPM's business expansion in workforce housing financing, securing 7 transactions from various sponsors. Contributed to cross-departmental collaboration to underwrite municipal loan securitization deals. Worked closely with senior management to expand investor base. Streamlined internal deal processes, increasing efficiency by 20%.
- *Firm Leadership* – Launched first Asians in Public Finance group. Trained, and mentored 15+ junior bankers. Served as campus recruiter and manager for department's summer analyst programs.

### RICE FINANCIAL PRODUCTS COMPANY (analytics-driven boutique investment banking firm)

*Assistant Vice President, Public Finance Investment Banking – Northeast and Infrastructure Coverage*

New York, NY

2018 – 2021

- *Transaction Execution* – Provided analytical and executional support for \$10B+ of municipal and Public-Private Partnership (P3) debt offerings for public sector infrastructure projects. Engaged in full deal cycle, including performing deal-related analyses, conducting due diligence, reviewing legal documents, preparing investor roadshow materials, and facilitating pricing.
- *Select Transaction Experience:*
  - \$935M capital improvement refinancing for JFK International Airport Terminal 4: Developed and pitched alternative financing solutions to client's finance team, achieving \$1M in financing savings.
  - \$1.2B general purpose infrastructure financing for NY roads, power grids and sewage systems: Built highly sophisticated financial models to help Rice secure joint book-running deal from one of its most strategically important clients.
- *Quantitative Analysis* – Developed 20+ advanced customized models, including DCF and tender exchange models, to drive deal structuring and business generation. Regularly evaluated financing solutions based on clients' capital needs and market dynamics.
- *Business Development* – Coordinated with senior bankers, credit analysts, and traders to craft responses to clients' Requests for Proposal and create decks for pitches, securing Rice's appointment as co-senior manager on multiple deals totaling \$2B+.

## ADDITIONAL INFORMATION

**Work Authorization:** Selected for H-1B | **Certifications:** CFA, CAIA | **Skills:** Argus, Microsoft Office, Python, R, PitchBook

**Real Estate Involvement:** Urban Land Institute (ULI), National Association for Industrial and Office Parks (NAIOP)

**Community Engagement:** Habitat for Humanity (helped build 4 houses), Net Impact (advised 3 social enterprises on financials)

**Interests:** Basketball (sharpshooter, NBA Fantasy), 18-hole golf, lap swimming, tennis, skiing, Japanese cuisine (omakase enthusiast), poker (reached final table at Wharton Tournament), business podcasts (All-In, Capital Allocators, In Good Company)