

Jia Yang (JY) Kwok

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EDUCATION

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Science, City Planning (Concentration in Real Estate)

Aug 2022 – May 2025 (Expected)

- Certificate in Real Estate Design and Development with the Wharton School of Business
- Relevant Coursework: Advanced Real Estate Investments, Corporate Finance, Development, Real Estate Finance

YALE-NUS COLLEGE

Singapore

Bachelor of Arts, First Class Honors in Anthropology & Urban Studies

Jun 2021

PROFESSIONAL EXPERIENCE

KEPPEL LTD

Singapore

Global alternative investment firm (\$70B AUM) specialising in real estate and infrastructure

Analyst (Real Estate Division)

May 2023 – Aug 2024

- Underwrote 10+ senior housing and conversion opportunities across four countries; built DCF models (IRR, MOIC, cash flow waterfalls, sensitivity analyses) to assess yields, leading to \$10M+ in capital savings via no-go decisions.
- Developed value-add business plans to reposition two underperforming hotels and an office-to-senior housing conversion, identifying operational and CapEx levers to drive projected NOI.
- Conducted rent comps and OpEx benchmarking for India's senior housing and hospitality sectors, refining pricing and OpEx underwriting inputs by 5%. Analysis guided the Investment Committee's approval for market entry.
- Collaborated with asset management and accounting teams, and brokers to monitor asset performance, underwriting variances, and market trends; adjusted business plans and leasing strategies to maintain returns and debt compliance.
- Prepared investment memos and presentations for the Investment Committee to support capital allocation decisions.

DP ARCHITECTS

Singapore

Architectural Assistant

Apr 2022 – Jul 2022

- Proposed design concepts for an adult daycare facility aimed at enhancing health outcomes for 100+ elderly residents.
- Developed sustainability strategies for a public-sector redevelopment project affecting 200K+ residents to achieve net-zero goals. Strategies were presented to the Secretary of Housing and Urban Development-equivalent.

NIELSENIQ

Singapore

Research Executive (Consumer Insights)

Oct 2021 – Apr 2022

- Led 5+ quantitative market research projects for public-sector clients. Conducted economic trend and policy analyses, delivering insights and reports that influenced national economic policies and secured two new contracts.
- Executed financial statement analysis of 20+ companies to evaluate COVID-19's impact on financial KPIs (EBITDA, cashflows, liabilities), guiding recommendations for a U.S. Department of Commerce-equivalent agency.
- Assessed supply chain disruptions affecting 300+ businesses, delivering monthly reports and policy recommendations.

ADDITIONAL EXPERIENCE

WHARTON ESG INITIATIVE

Philadelphia, PA

Project Consultant

Oct 2024 – Present

- Evaluated multifamily and affordable housing investment opportunities for an impact investment firm client.
- Analyzed rent comps, demand-supply trends, and tax laws to identify high-opportunity U.S. metros; built models and sized loans using blended capital stacks (e.g. soft loans, senior debt, equity) to assess project feasibility and returns.

REGOODS

Philadelphia, PA

Product Strategy Associate

Feb 2023 – May 2023

- Conducted competitor and market analysis for a recommerce firm, refining pricing strategies and operational processes.

SKILLS & INTERESTS

- **Languages:** English (Native), Mandarin Chinese (Native)
- **Modeling:** DCF, IRR, MOIC, Equity and Debt structuring, Cash flow waterfalls, DSCR and LTC/LTV loan sizing
- **Software:** Argus Enterprise, ArcGIS (Geospatial Analysis), Microsoft Office (Excel, Word, PowerPoint), R
- **Interests:** Art (organized exhibitions for 5+ years), Cooking, Films, Hiking, Manchester United, Tiny Homes