

J.P. Morgan/CVC
Real World Finance 101 Workshop
HKBN Graduate Technical Trainees and
Co-owners of the Future Summer Interns



Monday, 13 July 2015
J.P. Morgan office, Chater House
8 Connaught Road Central
Hong Kong

Preface

At HKBN we believe that management is a dynamic and creative art form rather than a dry science. For our fresh graduates, especially our elite hires who are being groomed to be our CXOs of the Future (CEO, CFO, CTO, CIO, CMO etc), it is especially important for them to have the right exposures early in their careers. It is with this in mind that we have partnered with our friends at JP Morgan and CVC to host a combined workshop for our new hires.

In particular, we want our fresh hires to have exposure to the following:

The Art of calculated risk taking. Risk taking is essential to business, as without risk there is no business. We want our Talents to be comfortable with calculated risk taking but to be on the casino side of the risk profile rather than the gambler side, i.e. i.e. casinos takes risk but the odds are heavily biased in its favor. With calculated risk taking comes failure but is how one responds to failure that sets apart exceptional leaders.

The Art of WOW. If our customer expects 100 units of satisfaction from us, how do we surprise and delight them by delivering 150 units? In school we aim to achieve 100% perfect scores, but in the business world we aim to exceed expectations and deliver 150%.

The Art of finding LUCA. In the business world, we look to outperform day in and day out indefinitely. The only way to achieve this sustained outperformance is to find our Legal Unfair Competitive Advantage.

Although the workshop was entitled “Real World Finance 101”, we hope that the insights gained were far more outreaching that just finance matters.

NiQ Lai

Head of Talent Engagement, CFO and Co-Owner

Training Room 1, L6, Chater House

Introduction to Investment Banking (by J.P. Morgan)

11:30AM-12PM, Introduction–John Hall (Managing Director)

12PM-12:30PM, Trading floor visit –Aditi Varghese (Vice President)

12:30PM-1:30PM, Lunch: Career as an I-Banker –David Lau (MD), Hiram Ip (ED), Cliff Ip (ED) and Zoe Wong (Associate)

1:30PM-2:00PM, Equity Capital Markets overview –Henry Leung (Vice President)

2:00PM-2:30PM, How do Investment Banks facilitate M&A –Ren Yi Sng (Executive Director)

2:30PM-3:00PM, The HKBN/JPM partnership (JPM's view) –Yaniv Ghitis (Executive Director)

Private Equity Perspectives (By CVC)

3:30PM-5:00PM, Alvin Lam (Senior Managing Director, CVC)

- ◆ What is Private Equity?
- ◆ The HKBN/CVC journey from MBO to IPO
- ◆ Career in Private Equity

Fire-side Chat with NiQ and Gucho

5:00PM-5:30PM, NiQ Lai (CFO & Co-Owner, HKBN) and Nicolas Aguzin (Chairman and CEO Asia Pacific, J.P. Morgan)

- ◆ What makes HKBN special?
- ◆ NiQ's Story: From Banking to Corporate
- ◆ How have Investments Banks contributed to HKBN's development and success?
- ◆ What do clients like and don't like in Investment Bankers?
- ◆ The HKBN/JPM partnership (HKBN's view)

Drinks

5:30PM-7:00PM, hosted by NiQ Lai

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Overview

The JP Morgan/CVC visit was organized on 13 July 2015. All of us are truly grateful to have the opportunity to visit a top-tier investment bank and be exposed to a wide pool of excellent thoughts and ideas. Throughout different talks, sharing and Q&A sessions, we all gained a deeper understanding of what an investment bank do and what the career is like for an investment banker. This was also a thought-provoking visit that stimulated us to think and reflect on the knowledge and tips we learned from those experienced and passionate speakers. Differ as our reflections may seem, there are some common ideas that we all agree upon, particularly about the key to business success and personal attributes differentiating successful people from the average.



Summary of learning

Key to business success

Each speaker was responsible for a different topic, but coincidentally, all speakers shared one thing in common when they were talking about the reasons for their business success—to leverage their strong reputation and to build a good relationship with their clients. A strong reputation cannot be established in a day, not even a year, but years of hard work by consistently communicating with customers to clearly understand their needs and delivering awesome work that WOW their customers. In the business world, gaining profit is important, but gaining profit in a win-win situation is even more important. By building a trustworthy image and good relationship with customers,

Personal attributes to success

Grown-ups spend most of their time working. And work will turn into a total nightmare if they are not passionate about their jobs. If they love what they do, however, they will be energetic and try their best to get the job done. The investment bankers shared with us their round-the-clock work under an extremely high-paced environment. What keeps them working in investment banking is their passion for what they do. And in addition to passion, taking a break and doing nothing sometimes is also of paramount significance to one's success as it allows us to reflect on past mistakes and make plans for the future. As fresh graduates, we feel the importance to find our passions early in life, to look for what we truly like and what we want to achieve such that we can work happily towards our goals of success, and soon to leverage our success to make our Hong Kong a better place to live.

Reflections from Graduate Technical Trainees

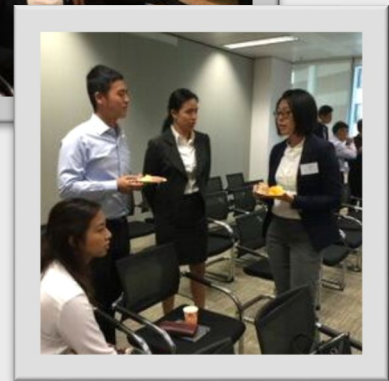


First row: David, Tommy, Ming, Becky, Kayan

Second row: Mavis, Erica

Becky Au

IT Business Support Systems



Thank you HKBN

First of all and as the first person to speak, I would take this opportunity of writing reflection to thank my company HKBN for arranging such a fruitful day at JP Morgan. We not only dived deeper in the financial field but also earned an invaluable insight to understand life and career as an investment banker or in the sector of private equity. The efforts of arrangement and organization of events were highly appreciated.

Passion gets you to your dreamed destination

Working in an investment bank or private equity is harsh and stressful, and one common interview question is whether you are able and willing to handle the pressure with the job. Pure knowledge in associated areas is insufficient to take you to the next step. Most smart talents who shared with us today did not have a business or finance-related degree, yet what got them into the globally top-notch company were their ability to learn and more significantly their passions for the job itself. And the same also applies to our Graduate Technical Trainee Program where enthusiasm and passion have a more vital role to play compared to simply exceptionally good grades and academic background.



“Work like you are leaving soon”

Passion is just step one to enter a top company like JP Morgan and CVC. To grow and thrive we need to create values for the company. Take the CEO of JP Morgan Asia *Gucho* for example. *Gucho's* “work like you are leaving soon” attitude made him bold enough to voice his meaningful opinions and concerns in his time with JP Morgan to help improve things and thus add values to the company. This idea truly wowed and impressed me in a way that reminds us to be always vocal and bold to speak out when we spot any problems. And ultimately it is the values one creates that separate a successful talent from a less successful one.

Gucho, CEO of JP Morgan Asia has been with the company for 25 years and has risen to the top. Ironically, his advice on how raise to the top is to “work like you are leaving soon” as people who work as if they are going to be around for 25 years are too afraid to offend superiors with fresh ideas.

David Sy

IT Application Development

Take the risk and bear the risk

One of the most valuable learnings of the day would be the road to success. Opportunities always come with risks. Although avoiding risks helps us to escape from failure, it also blocks us from achieving great success at the same time. A successful player does not necessarily need to win all the games. He may fail in some of the games, but he would win most of them. A player could improve only if he is willing to try out new strategies – which might be risky and make him fail. However, it's the only way to perform outstandingly.



Trust and reputation

Banking and Broadband Service sound very different from each other, but there's one thing in common. Both of them are doing business with trust. In the Private Equity session, we've learned that reputation is important for the Private Equity and good reputation would be the reason why the investors are willing to invest. Broadband is similar: Customers are purchasing 24 months broadband service plans from us not only because of the attractive price that we are offering, but also our reputation in the market that we can provide stable and fast Internet services to them. Good user experience would be very helpful to retain customers.



Art of doing nothing

Sometimes, doing nothing is better than doing many things. The sharing reminds me that we should not fill every second in our calendar but leave some blanks for doing nothing. Taking a rest help us to go further, because we need time to think about what we have done. One can run very fast but he may end up going to the wrong destination if he ignores the direction. It is important to know how to finish a task, but it is more important to know "why". The free time enables us to review our schedules and directions, and ensure that we are doing something right.

Erica Tsang

Technical Development— Network



An eye-opening experience

Walking on the trading floor, seats with 6 monitors each are carefully positioned to let the traders get the most information in the shortest time. The visit to JP Morgan, a renowned investment banking, is an eye-opening experience because I am exposed to a whole new world. Frankly speaking, understanding what the speakers talk about IPO, M&A and private equity investment is not an easy job because it involves much financial knowledge. It seems that the content is irrelevant to my role at first, but soon I realized that the knowledge that I learned today might be useful for my future. The visit today taught me to learn anything, whether I like it or not, such that I could have a broader view over different issues. If I only learn something that I like, maybe I will become an expert in that particular area. It is good but it will be even better if I can also be knowledgeable in other areas.

KYC- Know Your Customers

There is one thing in common between the talks, which is about the importance of building a good business relationship with the customers. As traders, they have to know what their customers care and value most; as investors in Private Equity Investment, they have to know what their customers do and can achieve. Before knowing your customers, however, knowing your company first, then your colleagues are equally important. The first step is to understand the company's background, products and business. Then is to know what the colleagues are doing, their strengths and weaknesses such that the right product could be provided to the customer by the right person. By realizing what the customers want, it can lead to a win-win situation and a stronger relationship.



Do what you like and...

The round-the-clock hour, stressful working environment and busy workstyle are my images to investment bankers and these images are proven true today by the speakers. The job is challenging, but they enjoy it. The main reason is because they truly like the job nature and they are passionate about their work. When people have to spend most of their time working, working on something that interest them is very important. If people can do what they like, and try to like what they dislike, then there might be another steep learning curve and they might even find a new passion in life.

Kayan Chan

IT Solution Development



Keep your passion for work

“In the world of business, the people who are most successful are those who are doing what they love.” A quote from Warren Buffett. All speakers in the JP Morgan visit are passionate about their jobs. They love their jobs even they have to work for a long hour and in a stressful environment. They add values on what they do and find senses of satisfaction from their jobs. We should also be curious especially in the learning period in order to have better understandings on the unfamiliar areas.

Be innovative and be prepared to take risks

Speakers have shared some qualities a person should have in order to succeed. As mentioned by *Gucho*, rules exist but we do not have to stick to them all the time. We can try to think out of the box and get things done. Consistency is the most important element whenever we are trying to achieve the goal. Do not give up easily. If you are ready to take risks, you can go for the things you want. Everything has the chance to fail. We should deal with the failure with good EQ and perseverance.

Knowing yourself

We should always evaluate ourselves in every situation. Improvements should be done when you discovered that you are lagging behind others. There is only one smartest person in each team. If you are not the one, just find other approaches to outperform others. You can be the facilitator and contribute to the team such that the performance when working as a team is better than working individually. We can achieve more if we work with people who are better than us.

Building trust and relationship

As some of the speakers mentioned, trust and relationship are the two vital elements when we are doing business with clients. And I believe it is the same when we are working in teams. Building trust and a good relationship within the team definitely help to increase the efficiency of the team and get a better result. Apart from working and personal life, we should allow ourselves to do nothing sometimes in order to reflect on the past and plan for the future.

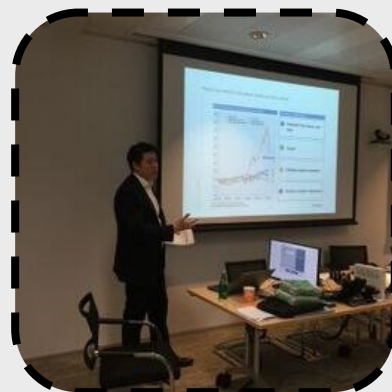


Mavis Chow

Network Operation Centre

Making use of the good reputation

The JP Morgan visit was the first finance class in my life and it was definitely a high level one. The visit covered a few aspects including equity capital market, mergers and acquisitions, life as an investment banker and also the IPO journey of HKBN. From the sharing of all excellent I-bankers, they pointed out that investment banking is a rival business and the success key for JP Morgan to acquire customers is by making use of their good reputation. Positive reputation makes clients trust our products and services which will become a catalyst of building a long term profitable relationship. Similarly, we should let our customers to trust that HKBN is providing a high-speed and high quality broadband service in Hong Kong.



Be passionate for your job

"There are so many smart people working with you."

This sentence was mentioned by every banker we had met during the visit. In my opinion, they admire the ability of their colleague and it is also a reminder for bankers to keep pushing themselves to work for excellence and remain irreplaceable within the company. Waking up in the early morning to consolidate all information for clients and going back home at late night after report preparation .The schedule was last for months or years for I-bankers and it is the life that I cannot imagine. However, each banker told us that "I love what I am doing.", and I realized that there is no obstacles when you have passion in anything you do.



Be innovative and go wild

Gucho , Chairman and CEO Asia Pacific, J.P. Morgan, told us that part of his success was because he went wild in J.P. Morgan. His "Go wild" did not mean that he was out of control, but he voiced out his opinions and recommendations straightly to clients without hesitation. This story convinced me trying to be confident and have faith in myself, each opinion makes credit in contributing a successful company. Additionally innovative thinking is also a critical element for value creation. Innovation could be shown indirectly from the approach adopted in work . A same job can be done in three different ways may have three different outcomes, trial and error could help us indicate which way can help us "do the right thing" and may reward us with an unexpected outcome.

Ming Choi

Network Infrastructure



The visit to JP Morgan today was interesting and insightful. The speakers have shared some perspectives on investment banking operation that I found them quite thought-provoking. Investment banking is a fairly competitive industry. In order to win over the competitors, JP Morgan focuses on three areas. They are also useful to us as HKBNers:

Getting to know our customers

Firstly, before getting the business, they learn from experts in the target industry. They make sure they have solid knowledge about the potential clients. For us, we are obviously experts in telecommunication, but I think it is also important for us to learn our enterprise customers too. We need sufficient knowledge on the clients' industries/companies to design the best solutions for them. One thing in common for HKBN and investment banking is that we both get contact with various industries. It is a very valuable opportunity for us to learn from other industries and broaden our horizon as well.



Establishing trust with customers

Secondly, they establish trust among them and their clients. They even call investment banking a relationship business. One of their keys to success is that they talk a lot to their clients to understand the clients' actual needs. Communication is vital for both external and internal customers. I think by frequent communication, we can avoid lots of misunderstanding. Through understanding clients' thoughts, we can hence design better solutions to our clients.

Maintaining good reputation



Lastly, JPM and CVC both mentioned that they have tried their best to establish a very good reputation. When having a good reputation, we earn trust from our future clients. As a service provider, we have to be careful on our image to our clients and strategic partners. I think HKBN is now doing great and we need to keep it up.

It was an informative and inspiring visit. To conclude, we learned a lot from the Managing Directors, through visiting the trading floor and having a lunch with the investment bankers. We have got an overview picture of JP Morgan and the investment banking industry. Overall this is a very satisfactory visit. I look forward to visiting firms from different industries in the future.

Tommy Kwok

Enterprise Solutions Operations



Rare learning opportunities

I am very glad to be able to visit JP Morgan as it is a valuable chance to have close interactions with the top management from one of the top-notch investment banks in the world. During the day, the top management from JP Morgan, CVC and HKBN have shared their knowledge, experiences and perspectives in different areas. For instance, the major works of an investment bank are capital raising, Mergers & acquisitions and risk management. Also, the stock markets in USA and UK were dominating the global stock market in the past. However, the situation has changed nowadays. The domination of global stock market is shifting towards Asia, especially towards China and Hong Kong.

Self-development

From the sharing of the top management, some tips are given which benefits our career. First, our attitude plays an important role. We should not be afraid to ask questions as it is a chance for us to gain more knowledge. Also, we should have passion for knowledge and our job. Passion for knowledge drives us to learn more which broadens our horizon. Passion for job gives us energy and persistence to get a job done and may get an even better performance. Furthermore, *Gucho* suggests us to leave time for doing nothing as it can be the time for imagination which helps us to develop creativity. I will try to apply the tips in my daily life.

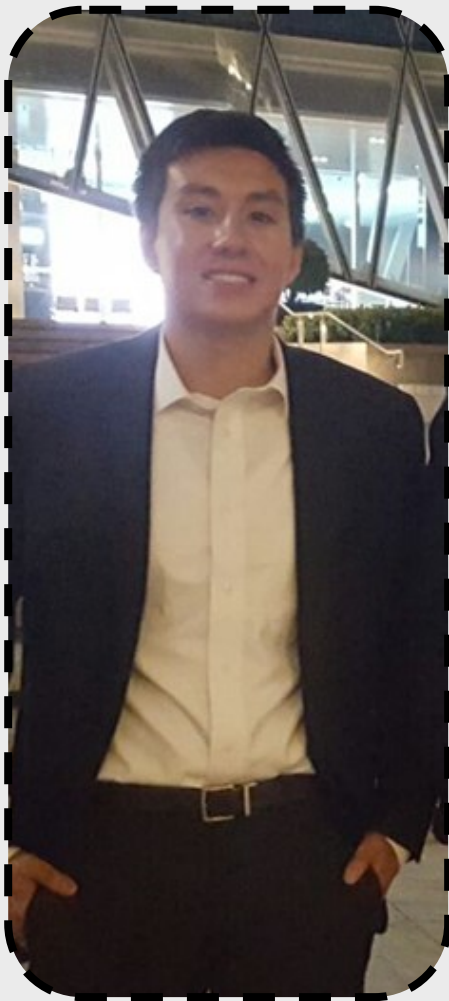
Preparing to become a manager

As I will be one of the future managers, having effective management skills is essential. Through those sharing, I learned that giving a sense of achievement helps on keeping talents. NiQ even gives a point that I have never thought of, recruiting people who are better than you. In my mind, management is the one who tell subordinates what to do and teach them the skills that they need to finish their work. What NiQ said totally overthrows what I have learnt. This brings me a chance to review the management skills I learned. I will also pay more attention on the management strategies within HKBN. There is no right or wrong in the management strategies because different strategies have to be adopted when dealing with different people, situation and environment.

Reflections from Summer Interns



Martin, Jasper, Christopher, Emily
NiQ, Jeremy, Alex, Barbara , Belinda



Alex Rento
Enterprise Solutions



The Truth about Investment Banking

Everyone has a preconceived perception that iBanking is “sexy” and easy money, but one of the most resonating lessons I took from the speakers was: “Go into investment banking because you love investment banking, not because you love the idea of investment banking or because you love money.” Discussing the positives and negatives of iBanking, along with the talk on private equities, which I found more applicable to me, will help me reconsider my career path and future goals.

It's Not about What You Know, It's about Who You Know

We've all heard the quote before, but to become known, I must be proactive. With endless competition over limited jobs, it is vital to have the courage and confidence to be unique and bold. NiQ cited his past when writing average research reports. His strategy to stand out led him to arrive earliest at the office and send out his report first, ensuring his report was the first to be read, and therefore most memorable. When talking with NiQ at the end of the day, the thing that was stressed most was that I need to put myself out there more. As a naturally shy person I have made large strides to where I am today, yet NiQ helped me realize that I am still far from where I need to be. To become successful, I need to be the intern to not only introduce myself to a high level manager, but also ask him out for coffee. This will not only earn me face time with important people, it will more importantly get me remembered by these people.



Alex and other
summer interns

Finding Your Niche to Stand out

After listening to all the speakers and talking with NiQ and Yaniv Ghitis of JPM, I learned the importance of finding my niche and distinguishing myself from a crowd to tailor my own successful career path. Through talks with the investment bankers, including Gucho, I understood how competitive the industry is, and how standing out among a crowd is vital for success. For a beginner level iBanking job, there may be thousands of applicants, most of whom are Ivy League grads, for only a few spots. Good grades will not help to put me above the other applicants, it will only allow me stay in the pile of applicants. To be one of the few chosen from the pile requires an impactful and unique CV, which is what sets people on a different career path at an early age.

Learning How to Respond to Failure

Lastly, I learned that failing is a natural and necessary part of every professional journey. But what separates the good from the great is how they respond to failure. NiQ discussed his experiences in failing to first secure a job with HKBN. It took a full year of persistence and stubbornness to convince Ricky Wong to offer him a job. And the story I found most inspiring was how Gucho reacted and overcame his failures from being the only person in his year who did not get promoted to VP. Despite this obvious and embarrassing failure so early in his career, Gucho regrouped and reorganized in order to overcome his failures and peers, which led him to be the most successful of the whole group as Chairman and CEO of Asia Pacific .

Christopher Chan

Enterprise Solutions



Prior to the visit to J.P. Morgan, my expectations for the event merely consist of an introduction to investment banking and private equity. These expectations were clearly achieved through the trading floor visit, talks from the directors in their respective careers, and the connection from banking to the corporate world. But as an individual not currently looking into a career in investment banking, it was definitely surprising how much I was able to take away from this event in terms of information that I could relate to.

Finding Meaning

Investment banking is a rough career to be involved in. It encompasses long working hours that many are unwilling to sacrifice for even with the huge financial compensations. For David, the key to staying in this field is finding a job with meaning. He elaborated on a story in which he had worked long and hard for 10 months in one of his projects. During those 10 months, it seemed very lifeless and confusing to David as to why he was working so hard. Was he really leaving work in the early morning and waking up in a few hours simply for a bigger paycheck? But as his project finalizes, he started noticing his works going public. Seeing the people of Hong Kong holding and participating in his works changed his perspective on what he had done. He believed he had done something meaningful and impactful to many people, and therefore believed that those 10 months that he worked hard in was worth it. Finding a job with meaning allows the motivation required to push one to work hard in the respective field, because it provided the self-satisfaction of acknowledging one's own contributions.

Finding Enjoyment

Everyone has already heard of the old cliché that we should find a job we are passionate in. But no matter what career it is, there are bound to be parts where the job gets tedious. That is why it is very important to find the specific thing in your job that excites you. For CVC senior managing director Alvin and Sergio, that thing is variety. Private equity offers the variety found in the diverse businesses that approach them for assistance. The ability to interact with such distinct companies, the necessity to think differently in each project, and the requirement for innovative solutions are what keep them waking up and going to work every morning.

Finding the passion in the job and being able to enjoy oneself while working is vital, because without such a discovery, it is very difficult to stay focus and productive on the task in hand.

Finding Yourself

Through this workshop, I was also fortunate enough to hear from J.P. Morgan's CEO, Gucho. In his talk, he mentioned about the importance of an education background, but also how book smarts are not enough to advance one's career. In a bank with such a popular brand as J.P. Morgan, it is apparent that all recruits are from some of the best schools around the world. That is why it is important to find the thing that differentiates you from the others. Many of these employees fall in a category of discipline, and although that is not necessary a bad thing, it is also important to find those that fall in a category of creativity. For Gucho, what was different about him was his bravery to stand up against those he disagree with and voice out his own opinions on the subject – even if it means talking back to a colleague of higher status. Although it may seem risky, this was also what caught other people's attention, and as a result what distinguished him from the ordinary and assisted him in moving up the corporate ladder. In conclusion, through this event I was able to discover growth in areas not necessarily only related to the fields of investment banking and private equity. Having meaning, enjoyment, and distinctiveness are also important in finding purpose in an individual's life.



Jasper Wong
Operations Support

INTO THE NEW WORLD: EXPECTATIONS V. REALITY

Having now attended the J.P. Morgan visit, I believe myself to have learned more than I would have initially imagined. Prior to the visit, my expectations of the event would be a simple sharing of what it is that each company (J.P. Morgan, CVC Capital Partners, HKBN) does, how they correlate and interact with one another, and how they essentially form a team to tackle problems. Unbeknownst to me though, the speakers from all three companies would talk about their personal career paths, their stories of success, and how they ended up being in the position that they are now in. I believe that beyond an in-depth knowledge of all three companies, what I took away the most from the J.P. Morgan visit was the wisdom of the speakers

EXPECT THE UNEXPECTED

Attempts are only attempts until they become successful, and serve as a precursor to a successful methodology. Prior to this internship, I believed that one mistake would be the end of everything. But after having attended the J.P. Morgan visit, I feel that to really become successful, it is okay to make mistakes as long as something is learned from it.

Common Sense

The key to perseverance is to keep trying. One of the phrases that I remembered from NiQ (and perhaps will continue to remember for the rest of my life) is: “Don’t tell me that my mother is a woman. Tell me that my mother is beautiful and why.” For me, this saying has a daunting complexity behind its simplicity because beyond mistakes of common sense, it is important to clearly delineate what went well and what went wrong in order to be able to formulate a new methodology to retain perseverance.

Rejection Is Normal

It is also important to realize that more often than not, requests that are made will end in a rejection, and that it isn’t the end of the world if that happens. Be open to rejections and use that as a drive to persevere; and eventually, hard work and persistence will sometimes give you that extra kick that you need.

J.P.Morgan



Jeremy Sun
Marketing

Is working in Investment Bank just like the same as the movie “The Wolf of Wall Street”? I can definitely tell that it is totally not that kind of work in Investment Banking in Hong Kong after my visit to J.P. Morgan (Hong Kong), one of the global investment banks, as a summer intern in HKBN.

Stay Hungry, Stay Foolish!

First of all, John Hall, the Managing Director in J.P. Morgan, gave us an overview of what investment banking does and how it works. He also mentioned quite a few key and fundamental elements for working in iBanking particularly. They are the ability to learn, stay curious, love what you do, and be passionate. I think that these elements are not only needed in iBanking sector, but also everyone working in different industries if they want to be successful. The interns from J.P. Morgan may be educated in very high standard schools and are very clever, yet, working for long hours is also a challenge to them. By networking with them, they are so happy and enjoy working in J.P. Morgan, though they all agreed that it is a tough job. Thus, loving what you do and being passionate to your work are undoubtedly crucial.

Be Creative to Think!

Moreover, from the observation in J.P. Morgan, there are a lot of foreign staff working there. It comes to a question that, what makes foreign staffs stand out and that HK students miss. David Lau, the Managing Director in J.P. Morgan shared that HK students usually have standardized ways to think, because of the dull HK education system which encourages model answering. However, for foreigners, they were educated by overseas education and they were trained on how to think and think of better ways to do things instead of thinking towards a model answer. Therefore, I think training our mind and thinking is essential at our stage if you want to stand out from the crowd.



Jeremy asking a question

Just Go for It!

Throughout the day, the most unforgettable and inspiring story was the words by Nicholas Aguzin, the Chairman and CEO Asia Pacific in J.P. Morgan, “If you want something, just go for it!” Many people will fear and be nervous about making decisions as they may doubt that they entered into the right path and finally maybe a waste of time. This is the largest barrier to people to overcome if they want to succeed. If NiQ, CFO in HKBN, did not accept 80% pay cut to be the CFO and did not sell his home to buy 2% of HKBN share, there may not be a successful person named NiQ in HKBN to bring HKBN to a path of triumph. It is all because NiQ wanted it! Therefore, he just goes for it no matter what. So you may ask, what is NiQ’s goal?

MAKE OUR HONG KONG A BETTER PLACE TO LIVE!



Martin Chan Enterprise Solutions

Being an executive in an investment bank, in my opinion, is the best demonstration of corporate leadership. Yet, this JPM visit as a HKBN summer intern stimulates me to think beyond this dream.

One Day Life of an iBanker

There is not much of a work-life balance. Despite of its importance in being the catalyst of business and the heart of the economy, this job is not “sexy” at all. I started to question myself in dreaming to be an iBanker. I struggled. Will I be shut out of the bank’s door forever if I am not sure about adapting to this lifestyle for good?

Learning from the CEO himself

Gucho, Chairman and CEO of Asia Pacific, defines vividly and practically about what it means to be thinking out of the box. He said 95% of the people are going to excel in their jobs but only 5% are going to stand out. Why? They do things differently with a mindset of “I have nothing to lose.” I indeed have nothing to lose so why not approach iBank from a new angle. Therefore, iBank is no longer limited to be a career, but the best business school. I want to train myself in this environment so that I could breakthrough my limit.



Martin sharing his opinion during the floor visiting

What between Me and My Social Capital Is the Gap between My Mind and Heart

It's always been said that networking opportunity is everywhere and is important to utilize. I knew it yet the gap between understanding its importance and being passionate about it is too wide. However, as Gucho said, act with a mindset of not being afraid to lose anything.

After all, I just shook hands with one of the best leader in Asia, so why not gave another shot. I then tried doing it by networking with HKBN's executives, and it was incredibly rewarding after we had a nice conversation. As a result, a small act by Gucho and other JPM executives practically shrunk the distance between my mind and my heart. Now, I am so excited to meet the next person.

What's Next...

For now, my goal after graduation is to receive elite investment banking training. Yet, beyond that I want to help make corporate social investment (CSI) a norm in the business world. In making Hong Kong a better place to live, I believe the very experience in HKBN and particularly this JPM visit would have unique influence in accomplishing this dream.

Leverage My Exposure as a Rising Sophomore

I am very grateful to have such an incredible internship with HKBN being just a rising sophomore. In particular, this JPM visit doesn't just give me understanding, but also shifting my paradigm and filling me with confidence. Such experience is uncommon in my age group and I am thrilled to leverage these exposures for another 3 years in college. Imagine the exciting opportunities that could open up.



Barbara Lo
Marketing

Time to Colour Our Career

Why we have to colour our career?

Gucho (CEO of JPM Asia) has told us to be creative, which I think is difficult to implement while doing something flat and standardized before. However, I recognize that every job's duties can be done with creativity, which can colour our life. Hong Kong students, with the impact of unified education systems, are used to following rules and listening to the senior. We should try to add colour to our working environment to make us love working continuously and keep passionate about our work. Colouring the work we have done is also a process to add value. I am inspired by NIQ, that he can discover different chances to add value. He published reports in the very early morning which can 'Wow' the readers and take the pioneer advantage.

How can I colour my career and work?

For a summer intern in HKBN, my recent task is to do the UAT test of HKBN community. To colour the work I got, I have tried to use PowerPoint, making a colorful and easy-to-read report instead of using excel.

As a final year student, the biggest challenge in front of me would be finding a job I love and enjoy. Typically, the “good” jobs are very competitive in recruiting. It is very plain to send a CV and attend job interviews by answering questions only. To colour this process, a stereoscopic resume and vivid demonstration of some ideas toward the company and industry are needed. The extra can really help to stand out and wake the interviewer up.

It is no doubt that colouring the career is not easy at first, thinking and diligence are required, that is why a colorful career path is always owned by successful person.

Briefing about
floor visit





Emily Choi
Enterprise Solutions

Fall in Love with Your Career

People always see the life of an Investment Banker as exciting and making lots of money. Yes, it is, but there is a lot more. Bankers in J.P. Morgan, even the interns, come back to office at 7am every day, and leave at 2am by latest. Not everyone can tolerate the long working hours and intense work environment of a banker. Cliff Ip, Executive Director, said, "Just like meeting your boyfriend, even if you see your boyfriend 24/7, you would love it. So love your job, love your career. For what you love, you will naturally do it even if it is tough." I remember a quote, "Love what you do and do what you love." We may sometimes do something that we do not like, encounter tough situations at work, or feel frustrated about our position, but I think as long as we love our career, we will pass through any difficulties.

2Ds: Different & Differentiate

It is not difficult to explain the meaning of these two words. However, do you know the true meaning? JPM is the investment bank that helped in HKBN's IPO. To win the place, JPM made a video about HKBN that caught HKBN's eyes among those thick proposals with thousands of words. What makes JPM stand out is to be different. The same applies to businesses and people. The key to differentiate ourselves is to be different. It is just how much effort we are going to put in. To put in effort to do something new will help us shine and stand out. That makes the difference.

Emily in the sharing section



EQ > IQ

In investment banking, most people are from top schools around the world. To me, they are smart. But from J.P. Morgan Visit, I notice that, people win a place in J.P. Morgan, not because of their IQ, but EQ. It is the skill of reading people, situations, and what people care about, rather than how to get things done. EQ is especially important for JPM. It helps JPM notice what the clients need faster, build better relationships with clients, and differentiate itself by through its quality of people and capabilities. EQ is more important than IQ, is also true for all industries and all people. We can learn job knowledge and how to do the things easily, however, what really differentiates ourselves is the skills to read people and read the situation. That is the skill of how we can add value to the company.



Belinda Chen
Marketing

The J.P. Morgan company visit was an extremely WOW and delightful experience in my summer internship at HKBN. Being an iBanker working at J.P. Morgan is many university students' dream and aspiration. The exposure was exciting and precious since I had never thought of getting the chance to meet and interact with the senior management of JPM and CVC, who are some of the smartest people in the world. Besides, this fruitful Real World Finance 101 workshop equipped us with valuable knowledge about investment banking, private equity, and careers in these fields. We even had the chance to



Cocktail section after the visit

Never Give Up

To me, the fire-side chat between NiQ (CFO & Co-Owner, HKBN) and Gucho (Chairman and CEO Asia Pacific, J.P. Morgan) was the most significant and meaningful part of the workshop. It was insightful and encouraging to hear the sharing from the very successful people who you aspire to be in the future. They reminded me the importance of "persistence" in life. If you want something, just go for it. As a youngster, I have many aspirations for my future career. Since I do not have much work experience, I have many questions about the realities of the workplace. Their sharing inspired me that everyone was the same at the beginning, all of us will have to work very hard in the early years and it is very common to experience failure. The most important thing was how to deal with your failure. I believe that if I am able to make peace with failure, I can grow and succeed since I acknowledge that the greatest achievers also routinely experienced massive failures in the past.

Differentiation

Being a summer intern at HKBN, I am glad that I have many opportunities to get exposures at different fields. After joining this workshop and listening to all the senior management, I understood the importance of thinking out of the box more and being brave enough to ask questions in order to enhance my learning in various areas, as well as for personal growth. So, I would like to train myself to think differently or have a new perspective more often. In addition, I have learnt how to differentiate myself and become more outstanding from their remarkable sharing. I hope I can make a difference and be able to WOW the interviewers in job interviews after graduation.



Indies Chung
Talent Engagement

Love Your Job and What You Do

Before I went to J.P. Morgan, I thought investment banking is big companies and high pay. But I had no idea what they do and how tough they are. There is one thing that every banker mentioned: they said that what they are doing now is a tough job. They have long working hours full of pressure and challenges. But they also said that they have fun because of the challenge; they love their job. I think it is important for everyone since if we lose our passion for our job, we won't love what we are doing anymore.

Keep the Curiosity on Everything

In fact, I didn't know what investment banks and private equities were before the event. This is because I am not the finance student and I did not learn anything about this in my school. Even if we went to JPM and listened to the sharing, I only can have the basic information and knowledge of these kinds of thing. However, there are lots of employees in JPM also not studying finance, some even are not business students. They only have the curiosity and willingness to learn before starting their career in this industry. They said that we should keep our curiosity on everything to further improve ourselves. It will bring us the motivation to not give up easily.



Indies (second from the left)

Find Something Special and Be Yourself

When NiQ and Gucho were chatting, they shared some ideas about how to be successful. I remember Gucho said that he only wanted to do 2-3 years when he started as an investment banker. Therefore, he always shared his ideas to others because he thought he would leave in the near future. He said the important thing is to be yourself and find something special between you and others, then show it. He also said that that 99% of people will follow everything and you should try to be the other 1%, show your talent, and help the company. I think it is quite hard to do but I hope I can be the 1% in the future.



Ivan Tsoi

Talent Engagement

Passion to Learn New Things

I-Bankers sharing from J.P. Morgan is one of the most impressive parts of the visit, especially the sharing from David Lau, Managing Director of J.P. Morgan, which gives me a timely warning.

He said “compare with students in other countries, the characteristic that Hong Kong students are missing is the passion to learn”. I found it quite true because under high pressure learning environments, Hong Kong students are exhausted in competition.

Nowadays, students in Hong Kong are losing the passion to learn because the only thing that they focus on in education or school is examinations. They were trained to be an exam expert but not a learner in order to strive for higher marks on the public exams.

Even if they can get into the university, they would be lost just like me. I remember the first year of my university, I was totally lost because the only objective that I had before is to get into university. After I had done that, I did not know what my next step would be. So, being curious and keeping your passion to learn are important because you should always have a goal and know what kind of knowledge you lack. When you got that kind of mindset, you would have a clear plan for your next step.

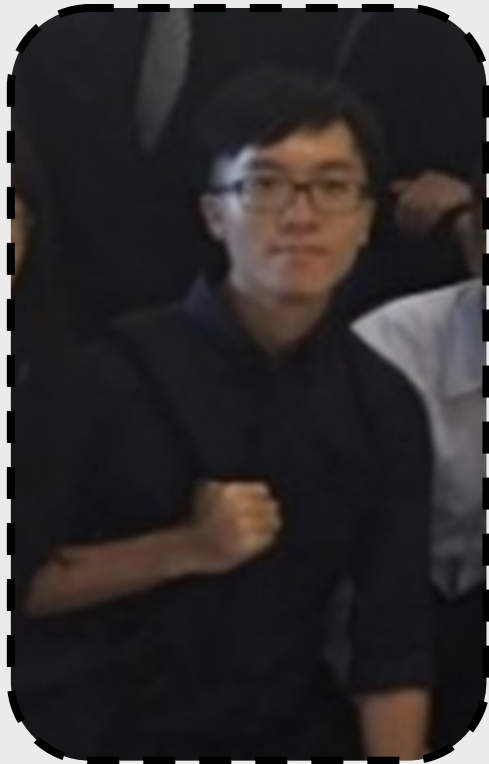
Do Not be Afraid of Taking Risk

Another part that got my brain freshened is the interview session with our CFO, NiQ. He shared how he developed the talent in HKBN by letting them take risks, especially for the juniors because that it is not a big deal if a company like HKBN could afford failure.

I have never thought of these types of concept in a commercial world as what I have been taught so far in school is how to control and manage risk when doing business.

However, thinking from a different angle, it is a kind of trust. When we receive a task from our boss, he is delegating part of his authority to you but the difference is how they would interpret if you failed. I think the most important is how to learn from failure. If we failed, that's mean we have chance to review and learn.

Therefore, we should look for the reason behind and think how to be better next time instead of being frustrated and depressed because it is not helpful. Besides, instead of getting trust from our boss, we should also demonstrate that they have made a right decision on you.



Kenny Lui
Talent Engagement

WOW Experience

It is a meaningful experience to meet with successful Talents from J.P. Morgan, CVC, and HKBN to hear them share their precious experience in their careers. All of them had selflessly shared their useful advices on how to succeed in workplace. As a freshmen in the workplace, I found these advices are especially useful and they are going to influence me significantly in the future.

Lesson Learned from iBankers

I was greatly impressed by the iBankers' passion for their work. I have learnt that if someone wants to excel in his own discipline, he must be passionate about what he is doing. The JPM iBankers were also diligent and willing to sacrifice their personal time on work. Another important quality for an outstanding I-Banker is having high rejection tolerance. Cliff mentioned that they have a lot of experience of being rejected by their clients, and thus, they also need to have a high rejection tolerance level in order to avoid being depressed.

Inspiration from NiQ and Gucho

The discussion between NiQ and Gucho also inspires me a lot. For instance, we have to differentiate ourselves so as to stand out from the crowd. Even though we are not the smartest and most hard-working talents in the company, we should develop special characters which cannot be found on other people easily in order to differentiate ourselves from others. Being able to develop distinctive characteristics is absolutely helpful for us to gain others' attention and avoid us from being replaced. Nicolas also mentioned that creativity is important to keep our passion and commitment at work. We should always think and find new ways to do things, otherwise, we will easily get bored and lose our passion.



Discussion between NiQ (right) and Gucho (left)

Thank you!

