**Internship at BOCI**

I enjoyed every day of my internship in Corporate Finance Group, Investment Banking Division in BOCI. The IBD in BOCI is divided into several groups: Corporate Finance, Financial Institutions, General Industries, Power & Energy, M&A, etc. Corporate Finance Group is mainly responsible for the execution of the IPO projects. This is the process from pitching, application filing, HKEX hearing, roadshows till listing, while the industry groups mainly take the responsibilities to explore potential clients and business opportunities. They also work together in during pitch and project executions.

It was said that CF was the busiest group in IBD. The project execution consisted of tons of detailed documentation works and coordinations with other banks, lawyer firms and independent consulting firms in certain projects. I worked on a banking IPO and a coal mine IPO. It took a lot of time going through the prospectus and its appendix - accountant's report, competence person's report, valuation report, making updates and every minor mistake checking from figures to translations. Besides, I also involved in company profiling, preparing and translating pitch, analyst presentations, and roadshow Q&A in different project phases of different projects. I wouldn't say the work itself was of great fun, but I truly had a great exposure to various industries from the strategic perspective. That was my understanding of the most charming part of IBD; besides the package you got paid.

I believe BOCI is of its unique position in Hong Kong IPO market as it has strong background in Mainland and most clients are from Mainland too. The working style is relatively flexible comparing to what I heard from other IBD in foreign banks. People here usually wouldn’t stay too late in office, e.g. after 12:00 p.m.; perhaps it was because of the slow deal flow this summer - traditional slack season and bad IPO market. In BOCI, one of the best parts was the Company organized series of sharing sessions during lunch hour. The heads from different departments introduced what they were doing and how the present market was going on.

The CUHK MBA program helped a lot since I was not from finance industry. It prepared me with practical knowledge and mindset that were indeed very useful. I had done my business practicum in BOCI and attended several seminars presented by senior persons from BOCI as well. They helped me get to know more about the company before commencing my internship. Besides, with the help from career office, I was able to connect with CUHK MBA alumni who worked here.

Last but not the least, if you want to get some true flavor of IBD life besides text books, I will recommend "Monkey Business - Swinging Through the Wall Street Jungle" written by two ex-IBankers from Wall Street. It is an interesting book which used a humorous and ironical approach to portray the real life of IBankers.

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**FT Class of 2012**