



NGUYEN LE HOAI PHUC

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Address: Binh Thanh District, Ho Chi Minh city

CAREER OBJECTIVE

- Looking forward to working in a professional working environment related to investment and finance fields, including securities firms, investment funds, prop trading, and investment banking department.
- Devoting my heart and my mind to bring value to the company and its clients by continuously sharpening the knowledge, learning experiences from the colleagues, building up network and relationships in the financial market.
- Being a reliable, professional and experienced analyst in the Finance and Investment market.

EDUCATION

August 2025	CFA Level II Candidate
2025	Fund Management Practice Certificate
2015 – 2019	Vietnam National University HCMC - International University Major: Corporate Finance – GPA: 3.2/4.0

WORKING EXPERIENCE

Shinhan Securities Vietnam – Research Department

(March 2022 – June 2025)

Senior Equity Analyst (Full time), Research Team

- Provide quarterly analysis reports with recommendations for global investors on leading Vietnam-listed companies: MWG, FRT, DGW (retail sector); FPT, FOX (technology sector).
- Cover and update sector research reports: Retail, Technology industries.
- Actively develop financial valuation models, monitor global & local news and financial performance of companies under coverage, and manage daily inquiries from investors.
- In charge of company's "Value seeking" theme equity portfolio and daily market update reports.
- Support Institutional Sales, prop trading team, and Shinhan Investment (Korea) with Investment pitching ideas to institutional clients; support IB team on client's divestment and bond deals.
- Provide appropriate training program to junior analysts and interns.

Typical reports: <https://shorturl.at/G1Txk>

HSBC Commercial Bank Vietnam – Wholesale Banking

(June 2020 – January 2022)

Financial and Credit Support Analyst (Full time), RAU Team

- Conduct in-depth credit analysis and prepare internal credit review reports, assessing clients' financial performance, industry positioning, and peer analysis.
- Build financial models, including ratio analysis, scenario projections, and sensitivity testing to evaluate clients' cash flows, debt servicing ability, debt covenant compliance, and funding needs.
- Perform regular CIC checks and updates of clients' credit records to support internal credit rating and risk assessment processes.
- Monitor and analyse clients' sales cycles, collection patterns, and debt schedules to evaluate credit risk aligned with clients' financing objectives (e.g. working capital, CAPEX, refinancing).
- Support on operational data pipelines for internal strategic presentations to the Management Team.
- Focus clients: MME (Mid-Market Enterprises) with revenue < USD 450M and LC (Large Corporates) with revenue > USD 450M across various industries.

PwC Vietnam (Ho Chi Minh office) - Assurance Department

(December 2019 – March 2020)

Audit and Assurance Intern (Full time)

- Conduct the stock count, cash count procedures at clients' office and manufacturing place.
- Perform audit reconciliation of financial records to ensure alignment between internal ledgers and external statements (e.g., warehouse, bank, vendor, customer accounts).
- Assist and follow up audit processes and reconcile documents.
- Work with client's functional accountants.
- Support PwC Taiwan for the financial due diligence works on the Chinese group client.

Vietstock JSC – Research Analysis Department

(May 2018 – December 2018)

Research Analyst Intern (Full time)

- Update information, macro, and other relevant enterprises' disclosures.
- Analyse daily, weekly evaluations regarding stock market and doing analysis and company valuation on assigned firms (using FA methods).
- Apply Technical analysis to write evaluations and forecasts of stock and market index trends.
- Inputting and checking accounting numbers on the Financial Statements of various types of companies to the company's system.

OTHER OUTSIDE ACTIVITIES

Volunteer at the CFA Community Vietnam

(2020 – Now)

Active volunteer and trainer for the annual CFA Institute Research Challenge Vietnam (2020 – Now).

University teaching assistant

"Quantitative methods in Finance" course (2017-2019); "Calculus" course (2016-2017).

SKILLS

- Equity valuation model; Professional report writing (English and Vietnamese).
- Proficient in MS Office, Bloomberg Terminal and FiinPro-X.

OTHER ACHIEVEMENTS

2020, 2025 **CFA Access Scholarship** from CFA Institute (CFA Level 1 and Level 2 exam)

Mar – May 2018 **RMIT Research Challenge 2018:** Runner-up Award

2016, 2017, 2018 **Student of 5 Merits Award**

Strengths

Weaknesses

Hobbies

Handling data with excel, learning spirit, teamwork, detail-oriented, accountability in work.

Need a specific time to acquire and master a new skill set.

Gym, chess, basketball, badminton.

REFEREES

Dang Ngoc Thuy, MBA – Country Head of Risk Analysis Unit, HSBC Vietnam

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Bui Thi Thao Ly, MBA – Head of Research, Shinhan Securities Vietnam

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