

John Raque

Graduation Year: Junior

College: Business

Major(s): Finance and Chinese

Minors(s): None

Scholar Group Membership: None

Did you received other funding for this project?: Career Center

Could you have completed this project without CUSE funding? No

More details on CUSE funding assistance?

Project Title: JFP Holdings Summer Internship

Project Location: Beijing, China

ND Faculty Mentor: None

Project Type: Internship

Why did you undertake this project/experience? Deepen your knowledge of a topic or issue, Career discernment and/or preparation, Internationalize your Notre Dame experience

Did your funded experience help you:

[Deepen your understanding of your coursework or field of study]: Very Much

[Discern your interests and post-bac goals]: Very Much

[Become confident in your ability to set and achieve your goals]: Very Much

[Gain a more nuanced view of local, national, or global communities]: Very Much

[Improve your written and verbal communications skills]: Yes

Tell us about your experience.

I had the opportunity to work this summer as a financial analyst at a merchant bank in Beijing, China with a Notre Dame alum. During my time at JFP Holdings, I gained real world experience working in the international M&A market. My financial experience that I gained this summer is as follows:

- Constructed a financial forecast model to analyze various fee and cost structures from both the franchiser and franchisee perspective for one of the top three U.S. automotive OEMs
- Member of a project team tasked with advising the client on the development and execution of its entry strategy into China's automotive aftermarket
- Prepared a comprehensive benchmarking analysis of China's automotive repair business with an emphasis on local and international franchise operators
- Researched the outlook and trends for China's automotive industry over the next 10 years on behalf of a multinational auto OEM; trends explored included demographics, sustainability, electric vehicles, connectivity and autonomous driving
- Validated financial data for the closing of an acquisition of an Australian drill and blast company by Sichuan Yahua Industrial Group, a listed Chinese explosives company seeking

assets outside of China

- Created an overview and valuation analysis for Yuhua to list its offshore operations on the Australian Stock Exchange
- Prepared an in-depth analysis of valuations obtained by Tesla in various financing rounds as a means of justifying the valuation sought for an early-stage cross-border electric vehicle manufacturing company

Describe the impact this project had, both on you as a student-scholar and on the people you worked with.

This internship allowed me to experience a foreign culture on my own. Our contact in Beijing had us organize our housing and allowed us to go out and experience the city. In addition to the finance experience I gained, I was able to boost my Chinese skills through daily interactions with people in the office and on the street. This internship taught me a great deal about the Chinese market and has pushed me to pursue a career that deals directly with China.

Describe how this experience is connected to your plans as a student or future professional.

My internship this summer has prepared me for an internship with a large financial firm during the summer of 2018. The real-world experience will be helpful in preparing me for the interviews for investment banking coming in the next few weeks. In addition, working in the Chinese market for 2 and a half months gave me a great amount of knowledge of the direction that China is going. I was able to get a first-hand look at the Chinese automotive market and the drivers that continue to make it the largest in the world. I am looking forward to starting a career that will allow me to deal directly with this explosive market.

What advice would you give other students who are planning to pursue similar projects?

I would advise other students who want to do an international internship to go out and experience the culture each and everyday. It is important when abroad to not live in a bubble. You have to break out of your comfort zone and interact with other people to learn more about their culture and, as a result, yourself.

I acknowledge that this form has been filled out truthfully and to the best of my ability. I understand that this information will be shared with many different CUSE constituencies. As such, I have provided as much useful information as I was able. I understand that CUSE will not complete my award disbursement until this form is successfully completed. If I have any questions or concerns, I will contact CUSE before submitting this form. To illustrate that you understand all of these points, please enter your Notre Dame email in the box below.

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