CHEN XIN 陈新

RESEARCH ANALYST | EQUITY CAPITAL MARKETS & TOKENIZED SECURITIES

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PROFESSIONAL SUMMARY

Capital-markets practitioner with issuer-side operating experience since 2004 and digital-asset market research since 2013, now building regulated tokenization and RWA products at an HKEX-listed, SFC-licensed brokerage (8540.HK). **One of 40 founding shareholders** of a Shenzhen-listed company (002334.SZ) through its full startup-to-IPO lifecycle. Currently owns the issuer-screening, due-diligence, structuring, pricing and distribution framework behind tokenized equity capital markets products — combining equity-capital-raising mechanics, real-asset fundamental analysis and working command of Hong Kong's virtual-asset regime. SFC Type 1 Licensed Representative; Advanced CVAP certified; MBA (MIT joint full-English program).

CORE COMPETENCIES

Issuer / Counterparty Due Diligence
Financial & Commercial Modelling
Deal Economics & Profitability
Committee / Decision Materials
Tokenized Equity & RWA
Mainland–Hong Kong Cross-border
Fundamental & Sector Research
Product Structuring & Pricing
Allocation & Distribution
ECM Pipeline: IPO, Follow-on, Private Raises
HK SFC / VASP Regulatory Framework

PROFESSIONAL EXPERIENCE

VICTORY 55 Member of 8540.HK

Victory Securities Co., Limited (HKEX: 8540) — Hong Kong | Apr 2024 – Present

Vice President, Head of Real-World Asset Tokenization

Firm context: 55-year-old Hong Kong brokerage, HKEX-listed in 2018, holding SFC Type 1 / 4 / 9 licenses; the first traditional HK brokerage to reach sustained profitability from regulated virtual-asset business.

- Built the firm's **tokenization / RWA research and execution capability from 0 to 1** within a small, high-impact team — defining the analytical standards, the deal-approval evidence base and the repeatable execution workflow for a new on-chain capital-markets product line.
- Designed a **quantitative two-tier screening and scoring model for issuers and underlying real assets**, used to triage incoming deal flow on fundamentals, cash-flow quality, tokenisability and regulatory fit.
- Standardised an **eight-step transaction lifecycle** — due diligence, structuring, compliance whitepaper, on-chain issuance, post-offering operations and repurchase — replacing ad-hoc execution with a repeatable, auditable deal process.
- Authored the **analytical documentation set** behind each candidate transaction (screening assessment, due-diligence findings, risk framework, offering whitepaper, management and investor presentations) — the same evidence base that institutional investment-committee and decision memoranda are built on.
- Modelled **product structures, pricing, allocation, deal economics and profitability** across three distribution channels (immigration-linked HNW capital, existing brokerage AUM and frontline sales), stress-testing liquidity and returns under different market conditions.
- Structured Hong Kong's first compliant investment-immigration product using **HK$30M-equivalent BTC/ETH** as the investment vehicle — owning product architecture, risk framework, flow design and full operating SOPs end to end.
- Led **issuer coverage, roadshows and offering execution** for four real-economy issuers — GCL Energy, Langxin Technology, Xunying Battery-Swap and Cao Cao Mobility — translating industrial operating fundamentals into investable tokenized structures.

- Tracked the **deal pipeline, secondary-market liquidity and competitor / market developments** against shifting market conditions and time-sensitive regulatory approval windows; applied commercial and compliance judgment to reject non-compliant or structurally illiquid candidates.

Independent Digital Asset Market Research & principal investing (concurrent) — 2013 – 2024

- Covered the full digital-asset market across multiple cycles — mining infrastructure, L1 / node networks, DeFi, GameFi & SocialFi, NFT, DePIN, DAO and IEO — and built a **sector valuation and token-economics research framework** with systematic comparables and market-condition benchmarking.
- Assessed **liquidity, counterparty and protocol risk** cycle after cycle; this market-structure context now informs benchmarking of tokenized-equity products against both crypto-native and traditional ECM comparables.

Shenzhen Aida New Energy Co., Ltd. — Shenzhen | 2014 – 2020

Founder, Chairman & General Manager

- Founded and ran a new-energy manufacturing business end to end (R&D, production, global sales) with full P&L and balance-sheet ownership — an **issuer-side perspective on asset valuation, industrial cash flows and corporate capital needs**.
- Built overseas distribution across **30+ countries**, leading cross-border market-entry diligence and commercial negotiation.

Shenzhen INVT Electric Co., Ltd. (SZSE: 002334) — May 2006 – Apr 2014

Founding Shareholder; General Manager, India Subsidiary

- One of **40 founding shareholders**, participating through the entire lifecycle from inception to **SME Board IPO** — direct exposure to pre-IPO structuring, the equity story, public capital raising and post-listing disclosure discipline.
- Established the India subsidiary greenfield (local team build-out, South Asia go-to-market, operating P&L), providing hands-on **fundamental analysis of a new market and its unit economics**.

Emerson Network Power (formerly Huawei Electrical) — Jul 2004 – May 2006

Quality Engineer

- Standardised full-process quality control for industrial electrical equipment, establishing the process discipline later applied to repeatable financial-product workflows.

REGULATORY CREDENTIALS

SFC Type 1 (Dealing in Securities) Licensed Representative, Hong Kong
Advanced CVAP — Certified Virtual Asset Practitioner
Mandatory **SFC Continuous Professional Training (CPT)** completed

EDUCATION

Master of Business Administration (MBA) — 2010 – 2012
Lingnan College, Sun Yat-sen University — MIT Joint Full-English Program. Concentration: cross-border capital operation, global corporate management, cross-border financial compliance.

B.Eng., Electrical Automation — 2000 – 2004
Wuhan Institute of Technology (formerly Wuhan Institute of Chemical Technology).

ADDITIONAL INFORMATION

Languages: Native Mandarin; business-fluent English; conversational Cantonese.
Location: Based in Hong Kong SAR since 2022.
Research output: Publishes analysis on Hong Kong virtual-asset policy, RWA tokenization, stablecoins and cross-border HNW asset allocation.