

MAXIMILLIAN C. LAU

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EDUCATION

University of Notre Dame – Mendoza College of Business

Bachelor of Business Administration in Finance & Economics

Notable Programs: Applied Investment Management LVIII | International Economics Abroad

Expected Graduation: May 2025

Major GPA: 3.7/4.0 | Cumulative GPA: 3.6/4.0

SAT: 1520 (800 M | 720 EBRW)

RELEVANT EXPERIENCE

UBS Group AG

Incoming Investment Banking Summer Analyst

New York, NY

Apr. 2023 – Present

Student International Business Council

UBS Strategic Advisory Project – Project Leader

Notre Dame, IN

Sep. 2023 – Nov. 2023

- Led a team advising NASDAQ: IIIV on strategic alternatives; considered an LBO, divestiture, and sale to NYSE: CRM; recommended a merger with NASDAQ: RPAY based on cross-selling and margin expansion opportunities, and five-year base case EPS accretion of 66%

Deutsche Bank Strategic Advisory Project – Project Leader

Jan. 2023 – Apr. 2023

- Led a team advising NYSE: TXRH on strategic alternatives, considering an LBO and divestiture; recommended the acquisition of NYSE: RUTH based on supplier bulk discounts, geographic and target market expansion, and five-year base case EPS accretion of 22%

UBS Strategic Advisory Project – Travel Team Analyst

Sep. 2022 – Dec. 2022

- Analyzed NYSE: NCR and evaluated strategic alternatives; constructed financial model incorporating KPI based revenue assumptions, trading and M&A comparables, and DCF analyses; recommended an LBO based on attractive entry price and minimal downside

Undergraduate Investment Conference ENGAGE Stock Pitch Competition

Competition Winner & Stock Pitch Analyst

Ann Arbor, MI

Jan. 2023 – Oct. 2023

- Recommended a “Short” for NYSE: DE based on tailwinds that caused the company to over-earn, which have become headwinds, street optimism, and primary research calls with expert which indicated a weakening agricultural outlook; won 1st place out of 24 teams
- Recommended a “Long” for NYSE: LIN as the largest global industrial gas producer with financial resilience, balance sheet strength, and market leading position in the green hydrogen vertical; 1 of 23 teams selected out of 200+ to pitch an equity to investment professionals

Women’s Investing Summit Stock Pitch Competition

Stock Pitch Analyst & Semi-Finalist

Notre Dame, IN

Jan. 2023 – Feb. 2023

- Recommended a “Buy” of OTCMKTS: DPSGY based on long-term tailwinds supporting Deutsche Post AG as an international carrier, formidable moat formed by technological advancements, pricing power, and network flexibility; placed in the top 5 out of 40+ teams

Notre Dame Investment Club

Executive Board Member

Notre Dame, IN

Aug. 2021 – Present

- Approved and denied pitch applications, mentored pitch teams, and made decisions regarding allocation of the ~\$1M club’s portfolio
- Recommended a “Buy” of NYSE: PWR on as the largest electric power, renewable energy, and underground utility infrastructure solutions provider based on low operational risk, structural tailwinds, and recent legislation; club initiated a ~\$100K position in PWR
- Initiated analyst coverage of NYSE: PWR at outperform, NYSE: CRM at underperform, and NASDAQ: CSX at underperform

SERVICE & LEADERSHIP

Rubik’sND

Co-Founder & Club Secretary

Notre Dame, IN

Apr. 2022 – Present

- Co-founded the first Rubik’s Cube club at Notre Dame; coordinated events and meetings, handled weekly communications to club members, and club information; organized club travel to “speed cubing” competitions through the University of Notre Dame

University Of Notre Dame & Learning Resource Center

Teaching Assistant & Course Tutor For Intermediate Microeconomic Theory

Notre Dame, IN

Jan. 2023 – Present

- Hosted weekly office hours and homework collaboration sessions, graded problem sets and exams for Professor Forrest Spence
- Selected to host individualized tutoring sessions aimed at improving course material understanding and effective exam preparation

Dillon Hall

Saint Andre Committee Member & Bullwinkles Chef & Academic Commissioner

Notre Dame, IN

Aug. 2022 – Present

- Organized freshmen Welcome Weekend and move in; led all freshmen students through activities to promote inclusion in Dillon Hall
- Appointed as a chef at Bullwinkles, Dillon Hall’s food service store; helped with exam preparation, class registration, and other guidance

Appalachia Service Project

Teen Leader

Oak Park, IL

Aug. 2018 – Aug. 2020

- Traveled to Greenbrier County, West Virginia to repair homes for victims of the 2016 flood; selected to lead a crew of ten people, handle inventory diligence, assess material needs and crew progress; 2020 trip was ultimately canceled due to the COVID-19 pandemic

SKILLS & INTERESTS

Skills: Proficient in Microsoft Office Suite, S&P Capital IQ, Pitchbook, Bloomberg

Interests: Taco Bell | PC Building | Weightlifting | *Star Wars: The Clone Wars* | Golf | *Seinfeld* | House & EDM | Cooking | Chess