

ICBC - Orbixa Capital– Rotman’s First Annual Case Competition

ICBC is the largest bank in the world by profit and market capitalization and it offers a wide variety of financial services ranging from insurance to investment banking. Each year, it sends a select group of its best employees to spend time in Toronto to learn about Canadian Capital Markets. During this time, they spend time at the University of Toronto’s Rotman School of Management working with Walid Hejazi, the Associate Professor of International Business at Rotman. One of his former students, Jeff Guo, is a managing director at Orbixa Capital, an international corporate finance firm. Jeff Guo, Rahim Allani – who is another managing director at Orbixa Capital – and Walid Hejazi used their relationship to foster a growing bond between Canadian and Chinese financial service firms, and allowed the ICBC students to visit Orbixa and learn about the company and its culture. Furthermore, Orbixa Capital’s corporate finance team designed a case competition for the ICBC students to participate in and fully experience the corporate finance culture of North America.

This first annual case study reviewed the complex situation of three different companies. Although the cases were written in an anonymous tone, the qualitative and quantitative facts were based on authentic company information. All three of the companies were in need of international business exposure, financing and capital structure work. Therefore, the students stepped into the role of the Chinese banker on a cross border transaction for the Canadian client, and were asked, “What would you do if you were the managing director and had to advise these companies?”

Students worked in six different teams, two for each case, and gave a 10-minute presentation followed by a Q&A. Each member of the winning team received a certificate and a gift, but each team’s presentations were very well constructed and provided a deep and logical analysis of their respective companies. Going forward, Orbixa and Rotman will look to host this competition on an annual basis in order to deepen its ties with Chinese financial companies.



All the participants with the corporate finance team of Orbixa and Walid Hejazi



The winning team with their prizes with the corporate finance team of Orbixa and Walid Hejazi

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