

# ANDREW NGUYEN

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Majors in Finance and Strategic Management*

May 2021

- **Leaderships:** PE/VC Club, GUIDE Undergraduate Mentoring, Out4Business, SEA Club
- **Activities:** Poker Club, Food Club, Boxing Club, Skiing Club
- **GMAT:** 760 (99<sup>th</sup> percentile)

### WABASH COLLEGE

Crawfordsville, IN

*Bachelor of Arts in Mathematics, minor in Economics*

2010 - 2014

- **Overall GPA:** 3.87/4.00 | **Major GPA:** 4.00/4.00
- **Academic Honors:** *summa cum laude*, George E. Carscallen Prize for Most Outstanding Math Major; Highest Distinction in Final Comprehensive Exams; William Penn Bullock Scholarship for Outstanding Economics Junior

## EXPERIENCE

### MESON CAPITAL PARTNERS

San Francisco, CA

*Private Equity MBA Intern*

Summer 2020

- Evaluated 4 investment opportunities in telecom and industrial industries, including business support system software, cloud services, and telematics system providers (\$25-\$200M equity commitment per deal). Selected transaction experience:
  - Growth investment in \$400M Canadian Provider of BSS/OSS Software to Multinational Mobile Network Operators
  - Take-private acquisition of \$600M of US Provider of Cloud Services & Telematics System to Fleet Operators
- Responsibilities included financial modeling, conducting business and strategic assessments, leading commercial and industry due diligence, preparing investment memos and decks, and presenting to investment committee

### CROW HOLDINGS CAPITAL

Dallas, TX

*Real Estate MBA Intern*

Summer 2020

- Analyzed drivers (such as demographics, supply and demand KPIs, employment statistics) of real estate deals across different product types and regions. Built statistical models to explore relationships between metrics and deal outcomes

### PRUDENTIAL FINANCIAL

Newark, NJ

*Director, Actuary – US Pension Buyout & Product Development*

2019

*Associate Actuary – US Pension Buyout*

2017 – 2018

*Senior Actuarial Associate – Retirement Pricing*

2015 – 2016

*Actuarial Associate – Pension Risk Transfer Pricing*

2014 – 2015

- Received ‘**Exceptional**’ rating at year-end review (top 5%). Promoted to **Director** in 4 years (typically it takes 6+ years)
- Led pricing & acquisition of over \$40 Billion pension buyouts (\$750M to \$3.5B per transaction):
  - managed deal team of 3-4 junior associates
  - underwrote longevity and mortality risks
  - performed and reviewed financial analyses
  - designed investment portfolio backing the liability
  - conducted full suite of due diligence
  - presented deal analytics and recommendations to pricing committee & senior business leaders
  - oversaw the onboarding process post-sale
- Developed & enhanced multiple analytical tools used in the pricing process, improving both speed and usability by 50%
- Worked directly with senior business/actuarial/finance leaders to develop pricing frameworks for new products
- Partnered with portfolio managers in calculation and implementation of pricing capital and asset returns/constraints
- Served as subject matter expert on asset and liability management (ALM) & Statutory/Economic capital frameworks
- Managed two direct reports and a summer intern, earning praise in manager survey for quickly acclimating associates and developing them through effective personal coaching and mentoring

### Selected Transaction Experience:

**Lockheed Martin:** \$1.8 Billion buy-out deal covering 32,000 retirees (2<sup>nd</sup> largest deal of 2018)

- Led deal team through multiple pricing exercises of a \$2.6B block of pension liability
- Calculated and deployed ‘capital synergies’ to reduce deal’s capital commitment and lower price
- Worked with transaction advisor to explore a new dual buy-out/buy-in structure to help Lockheed manage tax obligation
- Oversaw the post-sale process to ensure timely onboarding of new annuitants and appropriate booking of reserves

**The Hartford:** \$1.6 Billion pension buy-out transaction covering 16,000 retirees and vested participants

- Developed new framework and tools to incorporate Asset-in-Kind transfer from The Hartford into deal’s portfolio
- Designed portfolio and rebalancing strategy to match overly-long-duration liability
- Performed thorough sensitivity tests on interest/default/credit migration rates of the bond portfolio backing the liability
- Monitored portfolio’s performance and deal’s mortality gain post-close

## ADDITIONAL INFORMATION

- **Certifications:** Associate of the Society of Actuaries (ASA)
- **Language:** Vietnamese (native)
- **Interests:** Poker, cooking & hosting dinner parties, mentoring, kickboxing, board games, pop culture, technology trends