

# ZACHARY H. THOMPSON

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2020 - 2022

- **Leadership:** Board Member of Real Estate Club – VP, Speaker Series; Board Member Wharton Hockey League – VP, Social
- **Membership:** Private Equity and Venture Capital Club, Whisky Club, Ski Club and African American MBA Association

### HAMPTON UNIVERSITY

Hampton, VA

*Bachelor of Science; Major in Finance*

2007 - 2011

- **Honors:** Dean's List, Participant in KPMG and Prudential Financial Case Competitions
- **Leadership:** Class Treasurer (Freshman – Senior)

## EXPERIENCE

### UBS FINANCIAL SERVICES INC.

New York, NY

**Director (2/2019 – 6/2020); Associate Director (2/2018-1/2019), Healthcare Investment Banking**

2018 - 2020

- Generated healthcare group pitch book materials and financing ideas for newly formed “start-up-esque” department to aid Managing Directors in marketing firm’s capabilities to new clients resulting in transaction mandates totaling over \$7.3 billion
- Modeled and evaluated client debt portfolios to identify refinancing opportunities based on prevailing market conditions, generating several tens of millions of dollars in refinancing savings for various clients
- Developed tailored risk analytics models for large health systems, academic medical centers and specialty hospitals to size multiyear capital plans, determine appropriate capital structure and evaluate investment policy
  - Collaborated with finance, investment and operations teams to establish consensus on key assumptions and translate management’s concerns into quantitative analysis
  - Simulated operational and balance sheet risks specific to each organization using a range of statistical distributions
  - Synthesized and presented results of analysis to C-suite management
- Trained and developed three analysts promoted to associate and seven summer analysts that received full time offers

*Selected financing experience:*

- New Standard Assisted Living - Led \$56.3 million transaction financing the acquisition and conversion of two existing hotels into 160-unit and 162-unit Medicaid eligible assisted living facilities located in Southern New Jersey
- The Cleveland Clinic – lead VP on two transactions totaling ~\$1.5 billion, which funded \$500 million of capital projects and generated over \$65 million in refinancing savings for one of the nation’s largest health systems
- Memorial Sloan Kettering Cancer Center – lead VP on two transactions have funded ~\$800 million of capital projects to modernize cancer care in New York City

### BARCLAYS CAPITAL INC.

New York, NY

**Assistant Vice President, Healthcare Investment Banking**

2015 - 2018

- Built and maintained models to analyze financing alternatives for various health systems throughout the country, used to examine complex derivatives, mortgage-related fixed-income securities and restructurings
- Served as lead associate on over \$11.6 billion senior managed transactions (2015-2018) spanning a broad range of finance transactions including: public offerings, secondary offerings, and private placements
- Led annual collection and analysis of financial, operational and strategic data from over 95 large health systems, academic medical centers and specialty hospitals
  - Identified trends and provided benchmarking data to inform decision-making ranging from investor and rating agency communication to enterprise strategy and management compensation

### SIEBERT WILLIAMS SHANK & CO., LLC

New York, NY

**Associate (2/2015-6/2015); Analyst (7/2012 – 1/2015), Investment Banking**

2012 - 2015

- Developed financial models analyzing various debt service structures to identify potential restructuring opportunities and optimal debt placement for capital expenditure projects
- Built financial projections and conducted peer analysis to provide framework for discussions when marketing transactions to investors and rating agencies

### NEW YORK STATE HOMES AND COMMUNITY RENEWAL (FELLOWSHIP PROGRAM)

New York, NY

**Debt Analyst**

2011 - 2012

- Served as lead analyst on the issuance of single and multifamily mortgage-backed bonds to promote home ownership and fund the construction and rehabilitation of \$3.2 billion in affordable housing projects across the State of New York
- Analyzed request for proposal submissions to select senior and co-managing underwriters for future debt offerings

## ADDITIONAL INFORMATION

- **Licenses:** Series 7, Series 79, Series 63, Series 52
- **Skills:** MS Office Suite, Bloomberg, DBC Finance, SDC Platinum, TM3, Emaxx
- **Interests:** Spiked Spin (Partner) – indoor cycling, youth mentoring, football, traveling, watch collecting