

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, Emavx
- **Interests:** Spiked Spin (Partner) – indoor cycling, youth mentoring, football, traveling, watch collecting