

GRIFFIN COOPER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Triple-Major in Real Estate, Finance, and Entrepreneurship

2021 – 2023

- Awards: Director's List – Fall 2021 (Top 10% of Class by GPA); Ballard Fund Award for Real Estate Excellence
- Club Involvement: President of Wharton Real Estate Club; member of PE/VC, Ski & Snowboard, and Hockey clubs

DUKE UNIVERSITY

Durham, NC

Bachelor of Science; Major in Mechanical Engineering, Minor in Finance

2011 – 2015

EXPERIENCE

TRAMMELL CROW COMPANY (*US Real Estate Developer with \$75bn of Developed or Acquired Projects*)

Dallas, TX

Summer Associate | Multi-Family Development Team

Summer 2022

- Evaluated economic viability of new multifamily development in undersupplied housing market, Sherman, TX, after headlines of 4,500 new jobs being created in metro area. Recommended the development of two different land parcels in a formal presentation to executive team and national business unit leaders
- Conducted a parking utilization study by examining two downtown residential towers; determined peak utilization to be 0.8 spots per bed versus Dallas parking code of 1.0 spots per bed. Team used data to achieve parking code variance in an active development project, reducing concrete costs and maximizing rentable SF under a FAR constraint
- Toured 7 competitive multifamily properties in Allen, TX to determine justified market rent for 4-phase multifamily development

PEARL ENERGY INVESTMENTS (*Energy Private Equity Firm with \$1.2bn of AUM*)

Dallas, TX

Private Equity Associate | Investment Team

2019 – 2021

- Supported five portfolio companies (i) assisted with company formation and structuring (ii) evaluated and underwrote potential acquisitions and exit opportunities (iii) constructed corporate models and collaborated with senior management to drive budgeting, hedging, and cash management decisions
- Analyzed ~40 acquisitions totaling ~\$2.5bn EV; successfully closed three acquisitions and one merger totaling ~\$250mm EV
- Sourced unsolicited \$19.1mm asset sale for Pearl portfolio company via an industry relationship, allowing portfolio company to make a sizable equity distribution which returned the initial equity investment plus its preferred return threshold

Selected Transaction Experience

Infinity Natural Resources (*Natural gas focused exploration & production company in the Appalachian Basin*)

- Led valuation and pro forma analysis for transformative \$32mm acquisition in Ohio (2021)
- Drove post-close capital budgeting and liquidity analysis; received board approval on proposed two-year \$42mm capital program with forecasted return of 50%+ IRR and 2.3x discounted return-on-investment

Allied Energy (*Start-up exploration & production company focused on opportunities in Southeast Saskatchewan*)

- Sourced, diligenced, and structured a C\$80mm equity investment in Allied Energy (2019)
- Built detailed financial valuation and determined optimal capital structure for C\$114mm platform acquisition (2019)

FLEUR DE LIS ENERGY, LLC (*PE-Backed Oil & Gas E&P Operator and Direct-Invest Fund Manager*)

Dallas, TX

Associate | Investment Team & Fundraising

2016 – 2019

Financial Analyst | Corporate Development

2015 – 2016

- Constructed acquisition models of each deal and established optimal timing of pro forma capital projects to maximize quarterly distributions while operating under a leverage covenant
- Built and managed internal asset models used to drive hedging and cash management decisions; advised ~\$150mm of capital expenditures and facilitated ~\$270mm of distributions

Selected Transaction Experience

Barnett Acquisition - Lead associate in due-diligence, valuation, and financing of \$553mm acquisition (2018)

- Identified market dislocation between two regional natural gas price benchmarks: advised FDL to restructure seller's proposed gas purchase agreement in order realize a \$1/Mcf uplift in sales pricing (33% increase in revenue)
- Pitched valuation and procured ~\$300mm equity investment from KKR and ~\$250mm of debt from 13-bank syndicate

Permian Basin Acquisition - Lead analyst in due-diligence, valuation, and financing of \$497.5mm deal (2016)

- Developed a dynamic drilling schedule to adjust timing of 8 different production type curves, diversified by reservoir and lateral length, to examine potential value creation and exit value under various development scenarios
- Prepared investment materials and pitched deal to PE sponsors, securing ~\$280mm investment from EIG Global Partners

ADDITIONAL INFORMATION

Organizations: Zell/Lurie Center member, Urban Land Institute member, NAIOP member

Interests: Avid golfer, links-style golf courses, Green Bay Packers, running half marathons, road cycling in Hawaiian mountains