

Sean Oh

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PROFESSIONAL EXPERIENCE

Citigroup Inc., New York – Investment Banking Analyst (Retail) **Nov 2015 – Present**

- Covered the Consumer & Retail, Home Building and Building Products (until Apr 2016) verticals
- Modeling experience: Financing models, LBO models and combination merger models
- Other: Performed traditional comparable companies and precedent transactions analyses, collaborated with clients to produce marketing and positioning materials

Selected Transaction Experience

- Buy-Side Advisory: *M&A advisory to Onex Partners on its **\$1.365bn LBO** of Save-A-Lot, a national discount grocery chain*
 - Performed store-level LBO, DCF, precedent transactions, trading comparables analyses
 - Created dynamic operating model to analyze multiple store-level operating scenarios: SSS growth, store openings and closings to achieve correct intrinsic valuation
- Sell-Side Advisory: *On-going M&A advisory to a regional grocery chain on its **\$350mm sale***
 - Performed LBO, DCF, precedent transactions, trading comparables analyses
 - Working with management to develop standalone financial projections based on industry trends, market share forecasts and macroeconomic factors
 - Analyzed valuation through multiple scenarios of banner and store remodeling, as well as sale leaseback to gain a 1.0-1.5x multiple uplift
- Sell-Side Advisory: *On-going M&A advisory to a national department store on its **~\$50mm sale** of Japanese eCommerce asset*
 - Performed DCF, precedent transactions, trading comparables analyses
 - Working with management to develop marketing and positioning materials
- Initial Public Offering: ***\$332mm IPO** of Forterra, a multi-national bricks, pressure and gravity pipes and precast manufacturer*
 - Performed DCF, SOTP, precedent transactions, trading comparables analyses
 - Analyzed return profile of various exit strategies, to unlock valuation from timing, scale and geographical benefits and gain a 0.5-1.5x multiple uplift
 - Prepared RFP materials including IPO matrices and illustrative sell-down schedule determining investment returns

Citigroup Inc., New York – Investment Banking Summer Analyst (Consumer & Retail) **Jun 2015 – Aug 2015**

- Covered the Consumer & Retail, Home Building and Building Products verticals

Selected Transaction Experience

- Sell-Side Advisory: *M&A Advisory to Cemex, a multi-national building products company, on its gypsum distribution divestiture*
 - Disaggregated 3 non-core, margin-dilutive assets from N.A. cement business
 - Performed DCF, precedent transactions, trading comparables and bid analyses
 - Conducted industry and economic research to support potential investment thesis as part of marketing materials

S&P Capital IQ, New York – Part-time Analytics Consultant **Sep 2014 – May 2015**

- Analyzed 500,000 businesses' data trends to critique the explanatory power of current credit risk models
- Formulated new evaluation methods and synthesized key drivers of explanatory power to develop a 'best-in-class' model

EDUCATION

Columbia University – M.S. in Management Science and Engineering (GPA: 3.92) **Aug 2014 – Aug 2015**

- Relevant courses: Value Investing, Corporate Finance, Capital Markets and Investments

University College London – B.S. in Economics (1st Class Honors – Highest attainable) **Sep 2011 – Jun 2014**

- **GRE:** Math (168/170), Verbal (160/170), Analytical Writing (5/6); **SAT II:** Math II (800), Physics (800), Chemistry (780)

SKILLS AND INTERESTS

Affiliation: iMentor

Technical Fluencies: Bloomberg, Capital IQ, FactSet, Mergermarket, Office, R (Novice)

Interests: APBRmetrics; Basketball; Muay Thai boxing; Value Investing (Managed PA for 5 years); Weight Lifting

Immigration Status: H-1B Work Visa (starting Oct 2016)