

# JACOB ROBINSON

www.jacobarobinson.com

## EDUCATION

---

### Lazaridis School of Business and Economics, Wilfrid Laurier University

Waterloo, ON

*Candidate for Honors Bachelor of Business Administration in Finance, Minor in Economics*

*Expected August 2019*

- **GPA:** 11.92/12 (4.0/4.0)
- **Activities:** Business Teaching Assistant (BU111, BU275), Lazaridis Students' Society (Board of Advisors, Elections Committee), DECA Laurier (President), Laurier Consulting Club (Director)
- **Exchange:** Outgoing exchange to the Rennes School of Business in France from January to May 2019

## PROFESSIONAL EXPERIENCE

---

### OMERS

Toronto, ON

*Incoming Investment Analyst*

*August 2019*

- Incoming Investment Analyst as part of OMERS' first Investment Rotational class

### TD Securities

Toronto, ON

*Investment Banking Analyst, Power and Utilities*

*September 2018 – December 2018*

- Conducted thorough industry, company and regulatory analysis to provide background information on investment opportunities across multiple North American power and utility companies
- Initiated an evaluation process for one of Canada's largest utility companies by conducting credit and regulatory due diligence; forecasted capex and rate-base growth during the development of financial models for multiple subsidiaries
- Constructed financial valuation models including precedent transaction and comparable company analyses
- Spearheaded industry research for sustainable energy generation opportunities and presented findings to Seniors

#### Proposed acquisition of a core American utility asset (Terminated) – Exclusive Buyside Advisor

- Supported debt and financing due diligence to develop summary credit documents, including term sheets, amortization schedules and credit rating profiles for the firm's various credit facilities
- Analyzed the prospective buyer universe to provide a detailed outline of the universe of competition
- Prepared client materials to provide an overview of the company's debt structure, in addition to highlighting past historical performance (ROE, rate-base, capex, etc.), analyst views, share price performance and relative performance to peers
- Engaged in the process from inception to the ultimate loss to a strategic buyer

### OMERS Private Markets

Toronto, ON

*Analyst, OMERS Infrastructure*

*January 2018 – April 2018*

- Conducted financial analysis, supported multiple due diligence work streams and contributed to the development of investment committee materials for a large Canadian transportation asset
- Worked closely with Associates to develop discounted cash flow valuation models, revenue forecasts, and comparables and precedent transaction analysis on multiple opportunities across the Americas
- Supported company and industry research initiatives, compiling overview presentations across several infrastructure sectors including midstream, transportation, utilities and renewables
- Collaborated with Managing Directors to create a quarterly report to highlight performance metrics and emerging risks

#### US\$1.438B acquisition of a 50% interest in BridgeTex Pipeline Company

- Supported the deal-team with relationship and regulatory due diligence during the early stages of the opportunity
- Performed pricing analysis and liaised with industry experts during the preparation of investment committee materials

### Ontario Teachers' Pension Plan

North York, ON

*Analyst, Financial Management and Reporting*

*May 2017 – August 2017*

- Produced and analyzed various derivative counterparty reports to monitor exposure and bilateral risk

## AWARDS, SKILLS, ACTIVITIES AND INTERESTS

---

**Awards:** BMO Academic Scholarship (2019), Lazaridis School Student Leadership Award (2018), Cisco Excellence Award (2017), Sovereign's Medal for Volunteers (Chancellery of Honours at Rideau Hall, 2015)

**Skills:** Bloomberg, Thomson One, Capital IQ, MarkIt, FactSet, VBA, SQL, Excel, PowerPoint

**Social Activities:** Founded a social initiative raising \$11,000 for the World Bicycle Relief, laid the foundation of a classroom in rural Kenya during a BlackBerry sponsored three-week program, former speaker at local schools and conferences

**Interests:** Dodging traffic while road cycling, jet-skiing at the family cottage, keeping top notch Evernote to-do-lists