

JACOB ROBINSON

www.jacobarobinson.com

PROFESSIONAL EXPERIENCE

OMERS

Investment Analyst

Toronto, ON

August 2019 – Present

- Completing three eight-month rotations across Infrastructure, Ventures, and Private Equity as part of OMERS' first Investment Rotational Class

TD Securities

Investment Banking Analyst, Power and Utilities

Toronto, ON

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

Analyst, OMERS Infrastructure

Toronto, ON

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

Analyst, Financial Management and Reporting

North York, ON

May 2017 – August 2017

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

EDUCATION

Lazaridis School of Business and Economics, Wilfrid Laurier University

Honours Bachelor of Business Administration in Finance, Minor in Economics

Waterloo, ON

September 2015 – September 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:** Completed an exchange to the Rennes School of Business in Rennes, France from January 2019 to May 2019

AWARDS, SKILLS, ACTIVITIES AND INTERESTS

Awards: BMO Scholarship (2019), Lazaridis Leadership (2018), Sovereign's Medal for Volunteers (Canadian Honour, 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