

William (Billy) Han

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EDUCATION

University of Wisconsin-Madison

Madison, WI

Bachelor of Business Administration

May 2020

Double Major: Real Estate; Statistics

Cumulative GPA: 3.89/4.00

Honors and Awards: Dean's List, William F. Vilas Scholar, WREAA Undergraduate Scholarship, Curt and Sue Culver MGIC Scholarship, Nathan Brand Award, Bascom Brick Award

Case Competitions: URECC 2019, CREFC 2019 (2nd place), Mulroy Real Estate Challenge 2020

Skills and Certifications: Microsoft Office, Argus, SketchUp, R programming

WORK EXPERIENCE

BNP Paribas

New York, NY

Incoming Investment Banking Analyst

July 2020

Global Markets Summer Analyst

May 2019 – August 2019

- Performed cash flow modeling and created investor presentation materials for a variety of different asset types including aviation, credit card receivables, RMBS, and auto-lease transactions
- Worked directly with the auto group to create the offering memorandum and ratings agency presentation for a \$1.2b auto lease deal which was successfully placed and brought to market
- Developed equity screener to pull and price qualifying stocks using Bloomberg and proprietary software that were sent to clients on a weekly basis

J. Jeffers & Co.

Milwaukee, WI

Acquisitions Analyst

May 2018 – August 2018

- Underwrote acquisition properties in excess of \$150 million through analyzing the offering memorandum and constructing a pro forma financial model to make an investment decision
- Gained experience with deal structures including traditional refinancing, debt and equity splits, historical tax credit, lower income housing tax credits (LIHTC), and tax increment financing (TIF)
- Constructed the pro forma financial model and the private placement memo for a \$60 million acquisition and redevelopment deal and pitched the investment thesis to the management team

ACTIVITIES AND ORGANIZATIONS

Wisconsin Investment Banking Club (IBC)

Madison, WI

Selected Member

October 2017 – Present

- Practice and apply valuation methods including discounted cash flows, comparable companies, and precedent transactions analysis in order to build and present a pitch book for a case competition
- Discuss recent economic and market trends, M&A transactions, and LBOs during weekly meetings

Real Estate Club (REC)

Madison, WI

Active Member

September 2017 – Present

- Network with current undergraduate and graduate students, faculty members, and former alumni in order to learn about the career paths and opportunities within the Real Estate profession
- Attend presentations given by management within industry on past and current trends and issues

Badger Volunteers

Madison, WI

School Tutor/Mentor

February 2016 – Present

- Tutor students ranging from K-5th grade in afterschool programs at Schenk and Orchid Elementary
- Mentor select 5th graders regarding future career goals and the importance of higher education

Options in Community Living

September 2017 – December 2017

- Engaged with local adults with developmental disabilities through weekly meetings and game nights
- Facilitated full involvement of the participants by encouraging conversation in group activities

INTERESTS

Golf, Long-distance cycling, Wisconsin sports, Game of Thrones, Bill Simmons, Chinese-style cooking, fishing