

Charles Liu

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PROFESSIONAL EXPERIENCE

Goldman Sachs

New York, NY

Investment Banking Associate—Structured Finance (early Associate promotion track)

September 2019 – Present

- Closed \$2.4Bn+ of deals. Role entails two businesses: (1) Advising clients on, structuring, and executing esoteric asset-backed financings, and (2) Co-evaluating potential structured investing opportunities with the Principal Funding & Investments (PFI) principal investing group in Securities Division. Automate models and workflows using VBA
- Selected Transaction Experience (Advisory):
 - **SORT 2020-1:** Executed \$2.0Bn+ first-of-its-kind esoteric ABS transaction collateralized by 11 industrial fulfillment and distribution centers leased to Amazon via long-term triple-net leases (largest triple-net lease ABS transaction to date)
 - Coordinated structuring, appraisal, marketing, and closing processes for innovative securitization structure
 - Evaluated multiple scenarios to arrive at optimal portfolio monetization economics for sponsor
 - Guided conversations with senior management to successfully put in place inaugural, scalable master trust platform
 - **Leading Private Equity Firm 1 (name retained):** Structured and executed \$350mm debt private placement backed by 12 minority stake investments in a combination of absolute return and private capital strategies
 - Sensitized asset cash flow and debt paydown models to evaluate cash flows to sponsor in multiple performance fee and management fee scenarios for underlying minority stake investments
 - Led investor Q&A and negotiations to build robust book and generate significant oversubscription demand
 - Interfaced with senior team at sponsor to meet debt sizing, cost, and duration targets
- Selected Transaction Experience (Principal Investing):
 - **Leading Private Equity Firm 2 (name retained):** Evaluated potential \$300mm secured loan backed by all current and future GP carried interest assets
 - Built bottom-up, dynamic asset model consolidating carry from (1) existing investments, (2) uncalled commitments, and (3) future funds to analyze and sensitize collateral cash flows under various return and carried interest regimes
 - Collaborated with PFI to draft indicative term sheet for loan investment that achieved acceptable return, amortization, and structural protections while also satisfying borrower's quantum and cost of funding needs
 - Coordinated meetings and negotiations with borrower amid evolving private equity landscape and market backdrop

Goldman Sachs

New York, NY

Investment Banking Analyst—Liability Management/Debt Restructuring

July 2017 – August 2019

- Closed \$90Bn+ of deals. Advised clients on, structured, and executed debt restructurings across TMT, CRG, HC, IND, NR, FIG, and RE industries as well as sovereigns in the context of M&A, distressed situations, spins, splits, divestitures, asset sales, internal reorganizations, and refinancings. Automated models and workflows; received early Associate promotion
- Selected Transaction Experience:
 - AT&T's \$85.4Bn Acquisition of Time Warner: \$17.3Bn Two-Step Debt Exchange
 - Led structuring and execution of consolidation debt exchange between AT&T Inc. HoldCo and 21 telecom OpCos, as well as broad restructuring of existing AT&T Inc. debt capital structure; facilitated negotiations between senior management and investors to modify deal terms amidst market turmoil and uncertainty surrounding potential Justice Department antitrust litigation
 - MetLife's Spin-Off of Brighthouse Financial: \$1.2Bn Intermediated Debt-for-Equity Exchange
 - Pioneered novel transaction allowing MetLife to sell its \$1.2Bn post-spin retained equity stake in Brighthouse while simultaneously de-levering; acted as principal and used GS balance sheet to purchase MetLife bonds, which were then exchanged for retained Brighthouse shares; liaised with senior management on strategy and coordinated banks and counsel to ensure successful execution

EDUCATION

Rutgers University—Full Ride Presidential Scholarship

New Brunswick, NJ

Dual Degree in Computer Science & Economics

September 2013 – May 2017

- **GPA:** 3.6 / 4.0 | **SAT:** 2350 / 2400

SKILLS, CERTIFICATIONS & INTERESTS

Languages: Native speaker of English and Mandarin Chinese

Skills, Certifications & Training: Python, Java, C, SQL, AWS, VBA, Series 79, Series 63, Microsoft Office

Interests: Space exploration, investing, watches, exploring unfamiliar countries, film, badminton, billiards, food