

# Jason Ji

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## EXPERIENCE

### Bank of Tokyo-Mitsubishi UFJ / BTMU Securities

New York, NY

*Investment Banking Analyst, Corporate Advisory (M&A) Group*

*July 2010 – Present*

- Received top-tier ranking for first year's performance; second year ranking pending
- Participate in a variety of M&A transactions, acquisition financings and strategic advisory assignments across all industry sectors

### Selected M&A Transaction Experience:

- *Advising Henry Schein on its potential acquisition of a Japanese healthcare distribution company (ongoing)*
  - Maintained active M&A dialogue with Henry Schein prior to the engagement by providing advice and updates on capital structure, growth opportunities and market environment
  - Participated in drafting sessions with Henry Schein for upcoming strategic discussions on Henry Schein's value proposition and proposed acquisition structure with the target company
  - Conducted company valuation research on the Japanese healthcare distribution industry and identified key factors affecting valuation metrics
- *Advised BTMU Capital on its acquisition of Macquarie's European aircraft engine leasing business (\$350 million)*
  - Built an integrated merger model with multiple operating scenarios based on proprietary target and acquirer estimates; conducted valuation analyses on the target company utilizing leveraged buyout analysis, discounted cash flow analysis, public comparable analysis and precedent transaction analysis
  - Analyzed and recommended multiple financing alternatives to client given client's unique capital structure and capital markets environment
  - Prepared a variety of management presentations including an overview of the engine leasing industry, short-term market trend in Europe and acquisition rationale discussion materials; drafted internal and external transaction-related documents
- *Advised a public Brazilian company on its leveraged buyout of a public U.S. consumer packaged goods Company (~\$14 billion)*
  - Created proprietary operating models and fully-integrated merger/LBO models with multiple financing scenarios
  - Assisted senior bankers in conducting financial due diligence and identified \$450 million of off-balance-sheet liabilities that were not previously disclosed
  - Participated in the drafting of internal memorandums to secure a \$3.6 billion high yield bridge commitment for the acquirer

### Selected Acquisition Finance Experience:

- Arranged acquisition financing facilities for Ecolab's acquisition of Nalco Holding Company (\$3.5 billion, lead arranger)
  - Initiated active, first round dialogues in the context of M&A transactions with Ecolab, which was not an existing client, prior to the acquisition announcement
  - Analyzed acquirer's standalone debt capacity and estimated the pro-forma company's corporate credit profile based on both qualitative and quantitative criteria from major credit rating agencies
- Provided bridge financing facilities for AT&T's acquisition of T-Mobile USA (\$39 billion, lender)
- Arranged acquisition financing facilities for Kinder Morgan's acquisition of El Pas (\$21.1 billion, joint leader arranger)
- Arranged bridge financing facilities for Express Scripts' acquisition of Medco (\$19.5 billion, co-manager)

### Landmark Ventures

New York, NY

*Spring Analyst, Investment Banking Group*

*January 2010 - June 2010*

- Received a week-long investment banking training from Training The Street
- Prepared pitch books and management presentations; performed company valuations analyses

### Selected Transaction Experience

- Sale of Teledata Networks to Enablence Technologies (\$50 million, closed)
- Sale of Ell Technology to Lingo Media (undisclosed amount, closed)

## EDUCATION

### University at Buffalo, State University of New York

Buffalo, NY

*Master of Arts in Financial Economics*

*December 2009*

*Bachelor of Science in Electrical Engineering*

*May 2008*

## SKILLS & ACTIVITIES

**Certificates:** Series 79, 63

**Language Skills:** Fluent in Mandarin

**Technical Skills:** Bloomberg, Capital IQ, SNL Energy, Thomson Reuters

**Activities:** UB Paintball Club, Robotic Team, Ski Club, Wrestling Club