

<b>Experience</b>		
4/07-Present	<b>Morgan Stanley</b> <i>Executive Director / Vice-President – Investment Banking.</i> Responsible for deal origination and M&A and capital markets execution across a broad range of industry verticals <ul style="list-style-type: none"><li>• Work with clients to develop and execute growth and capital market strategies</li><li>• Coordinate, structure and manage execution of complex transactions, including split-offs, spin-offs, RMTs, etc.</li><li>• Develop and lead analysis of corporate and segment financial performance, valuation and the impact of capital allocation strategies, shareholder return strategies, funding needs, acquisitions and divestitures<ul style="list-style-type: none"><li>◦ Extensive experience presenting complex materials to boards, C-level executives and investors</li><li>◦ Assisted clients in developing investor, credit and public market communication strategies and materials</li></ul></li><li>• Executed over \$20 billion of M&amp;A volume, and raised over \$5 billion of equity and \$40 billion of investment grade and high-yield debt financing</li></ul> <i>Operations Officer and Staffer</i> <ul style="list-style-type: none"><li>• Responsible for managing regional business unit budgeting, forecasting and reporting</li><li>• Developed executive materials and analysis of operational performance across products</li><li>• Managed office workload, led regional training and provided performance reviews</li></ul>	Chicago, IL
8/05-4/07	<b>UBS Investment Bank</b> <i>Associate Director – Investment Banking.</i> Drove core valuation work and analytics related to M&A and capital markets transactions, evaluated structuring options, and analyzed sector trends / strategic opportunities <ul style="list-style-type: none"><li>• Performed advanced financial analyses to assess the merits and considerations of strategic alternatives</li><li>• Conducted due diligence and developed offering memoranda, committee materials and client presentations</li></ul>	Chicago, IL
10/01 – 1/04	<b>CCC Information Services (software company focused on the auto insurance industry)</b> <i>Senior Strategic Product Manager 2002-2004.</i> Full P&L responsibility for one of three corporate business lines, managing a team of 30 professionals and product managers in a turnaround situation <ul style="list-style-type: none"><li>• Successfully reduced segment product operating costs, increased service penetration and competitively repositioned product offering</li><li>• Exceeded revenue growth target by 90% more than doubling operating margins in less than 12 months</li><li>• Developed next generation products and product evolution roadmap</li></ul> <i>Strategy &amp; Business Development Manager 2001-2002.</i> Managed company forecast model and developed strategy to provide attractive margin growth by rationalizing costs and identifying and prioritizing new product investments <ul style="list-style-type: none"><li>• Implementation resulted in operating margin increasing to 22% and market capitalization increasing 300%</li></ul>	Chicago, IL
4/00 – 10/01	<b>DriveLogic (software company start-up, merged with CCC Information Services)</b> <i>Founding Member (4<sup>th</sup> employee) – Manager in Product Management, Sales and Marketing.</i> Led modeling and development of product business plans, including market research, customer value analysis and high-level technical architecture across product platforms <ul style="list-style-type: none"><li>• Conducted full life-cycle product management of a suite of software tools</li><li>• Led development and launch of DriveLogic's first product</li></ul>	Chicago, IL
8/99-3/00	<b>KPMG CONSULTING</b> <i>Consultant</i> <ul style="list-style-type: none"><li>• Worked on various strategic and implementation projects, and conducted foreign exchange risk and exposure analysis for various financial and manufacturing companies</li></ul>	Chicago, IL
<b>Education</b>		
9/03 – 6/05	<b>Kellogg School of Management, Northwestern University</b> MBA - majors: Finance, Accounting, and Management and Strategy Co-chair of the Finance Club, Financial Decisions tutor for the Executive Management MBA Program	Evanston, IL
9/96 – 6/99	<b>THE UNIVERSITY OF CHICAGO</b> Graduated with Honors and completed three degrees: Bachelor of Arts degrees in Economics and Statistics, and Bachelor of Science degree in Mathematics with a minor in Computer Science	Chicago, IL
<b>Personal</b>	Interests include: martial arts, rugby, travel, art, food, investing and real estate	

## Selected Transaction Experience

### Strategic Advisory (Mergers, Acquisitions and Divestitures)

- \$12 billion cross-border acquisition of a leading consumer products company (pending)
- \$2.5 billion collared split-off and RMT sale of Pringles to Diamond Foods (unconsummated)
  - First RMT with a valuation collar (asymmetrical) and the majority of the targets assets located internationally
- Acquisition of NCR Corporation's entertainment business (pending)
- \$450 million digital streaming video JV between Coinstar and Verizon
- \$2 billion sale of a leading consumer entertainment business (unconsummated)
- \$1.2 billion sale of Fortune Brands' Acushnet (Titleist and FootJoy) business to Fila and Mirae
- \$575 million sale of Cliffstar to Cott
- \$715 million distribution agreement negotiation between Dr Pepper Snapple and Coca-Cola
- \$1.5 billion acquisition of a leading Australian distribution company (unconsummated)
- \$3.4 billion split-off and RMT sale of the Folgers Coffee Company to the J.M. Smucker Company
- \$10 billion spin-off of Dr Pepper Snapple Group from Cadbury Schweppes
- \$560 million sale of a leading North American furniture company (unconsummated)
- \$130 million cross-border acquisition of TGI Friday's UK franchise
  - Transaction was financed with a callable private placement, 10% total equity and a \$100 million asset sale leaseback

### Equity and Equity Linked Financing

- IPO of Gogo Inc. (pending)
- \$1.7 billion split-off of Pringles from P&G (unconsummated)
- \$65 million follow-on offering for Cott
- \$100 million follow-on offering for TreeHouse Foods
- \$3.0 billion split-off of Folgers from P&G
- \$125 million follow-on offering for North American Energy Partners
- \$450 million IPO of LDK Solar (NYSE: LDK)
- \$320 million IPO of Yingli Green Energy Holdings (NYSE: YGE)
  - First IPO of a foreign listed Chinese Holding Company
- \$250 million IPO of North American Energy Partners (NYSE/TSX: NOA)
  - Dual listed on the NYSE and TSX
- \$500 million IPO of KBR (NYSE: KBR)
  - Sub-IPO out of Halliburton (NYSE: HAL)

### Debt Financing

- Selected Acquisition Financing
  - \$375 million acquisition financing for Cott's acquisition of Cliffstar
  - \$5 billion acquisition financing for Madison Dearborn and Providence Equity Partners take private of CDW
- Procter & Gamble
  - \$2 billion two tranche offering of 3 and 5 year unsecured notes (set all-time low coupons of 0.7% and 1.45%)
  - \$14 billion in additional financings
- SC Johnson
  - \$550 million senior notes offering (lowest 30 year coupon note across all credits, excluding utilities)
- Boeing Corporation
  - \$4.5 billion in financing for Boeing Corporation
  - \$750 million two tranche senior unsecured notes offering for Boeing Capital Corporation
- Dr Pepper Snapple Group
  - \$5 billion standalone financing for Dr Pepper Snapple Group's demerger from Cadbury Schweppes
  - \$400 million 2 year (lowest coupon BBB- since 1962) and \$450 million 3 year senior notes offering