

# Guillaume Desbonnets

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## WORK EXPERIENCE

### DEUTSCHE TELEKOM CAPITAL PARTNERS

Hamburg, Germany

Private Equity Analyst Intern, Sector TMT, Europe

May – Sept 2017

- Involved in investment projects in the Telecommunications (3), the Media (1) and the Technology industry (5)
- Selected Investment Experience:
  - Acquisition of Swiss Towers AG (Aug. 17 / Transaction Value: CHF500m):
    - Assisted with the company valuation (DCF and trading comparables)
  - Potential acquisition of PlusServer, a managed hosting company (EBITDA 2016 c.€40m / EV c.10x-12x EBITDA)
    - Produced the operating model using management business plan and own forecasts based on industry market research and interview of industry experts leading to reject the project.
  - Potential acquisition of a managed public cloud provider
    - Researched over 100 players and defined 15 targets using financial, geographic and business criteria
    - Assisted the management team with the set-up of a spin-off (incl. review of the business plan)

### ADENIA PARTNERS

Port-Louis, Mauritius

Private Equity Analyst Intern, Sector Agnostic, Sub-Saharan Africa

Dec – Apr 2017

- Involved in investment projects in the following industries: Consumer Goods in Cote d'Ivoire (1), Quick Service Restaurant in Nigeria (1), Hospitality in the Indian Ocean (4) and Telecommunication in Madagascar and Rwanda (2)
- Consulting mission for Mauvilac (c. 300 FTEs), investee operating in the industry of paint & chemicals
  - Performed an activity-based costing to reallocate fixed cost
  - Assisted Chief Marketing Officer in reviewing the range of products and discounts offered to clients
- Selected Investment Experience:
  - Potential acquisition of a publicly-listed hospitality company in the Indian Ocean
    - Presented angle of opportunity to the investment team and produced SOTP valuation showing 30% discount to market price

### LYXOR, SOCIETE GENERALE

Paris-La Defense, France

Hedge Fund Analyst Intern

Jul – Nov 2016

- Analyzed potential catalyst-driven situations (M&A transactions, spin-off)
- Selected Investment Experience:
  - Mediation/Sanofi/Pfizer bidding war

### KERAVALON

Paris, France

Analyst Intern in a holding aiming to acquire SMEs in turnaround situations

Jun – Aug 2015

- Performed financial and strategic analysis of companies and market research to value an acquisition, determine any potential turnaround

## EDUCATION

### HEC PARIS - VIENNA UNIVERSITY (WU)

Jouy-en-Josas, France

CEMS MIM (Master in Management)

2016 – 2018

Supranational MSc. delivered by a cooperation of world's leading business schools and corporate partners

### HEC PARIS - UNIVERSITY OF PARIS PANTHEON-SORBONNE

Dual Degree: Bachelor of Science in Management and Applied Mathematics to Economics

2014 – 2015

Admission to the "Grande Ecole" Program via competitive examination (*Classes Préparatoires*) majoring in Mathematics

## SKILLS, ACTIVITIES & INTERESTS

**Languages:** French (native speaker) English (fluent), German (conversational)

**Computer Skills:** VBA, Python, MS Office, Bloomberg, Capital IQ, Merger Market, BMI

**Activities:** Tennis competition (Ranking: 15/3 France), Bridge (Double French Junior Champion)