XAVIER E. SZTEJNBERG

(917) 837-6663

xavier.sztejnberg@mccombs.utexas.edu

Experience

McCOMBS SCHOOL OF BUSINESS, THE UNIVERSITY OF TEXAS

Austin, TX

Lecturer, Finance Department

2016-Present

- Teach MBA and MPA graduate-level course on advanced corporate valuation and M&A
- Multiple teaching awards including:
 Outstanding Professor (2020 & 2019) and Faculty Honor Roll (2018)

Director of Wall Street for McCombs (WSFM), Office of the Dean

- Actively raise McCombs/UT's profile in NYC through increased alumni engagement within the New York for McCombs Board
- Launched WSFM Leadership Program for high-performing BBA, MPA, MSF and MBA students seeking investment banking and private equity roles, primarily in NYC
- Grew WSFM to ~160 students and alumni from 2016-2020
- Launched WSFM Diversity Initiative in 2020 to promote minority placement in industry

DELL TECHNOLOGIES INC.

Round Rock, TX

Managing Director, Corporate Development

2011-2016

Head of M&A integration managing PMO teams based in the US & EMEA.

- Managed integration completion of six Dell acquisitions across all business units Head of Corporate Development for Dell's Services and End-User-Computing (EUC) business units.
- Lead executive on all M&A transactions, most without investment banker support
- Evaluated potential acquisitions of private, public or company carve-outs as well as cross-border transactions
- Executed transactions include the acquisitions of Clerity Solutions (sub-\$20M EV) and WYSE Technology (\$1B EV) as well as divestitures such as eServ (sub-\$20M EV)
- Led internal cross-functional Dell teams during due diligence processes
- Expanded investment banking and private equity relationships to grow deal pipeline
- Grew CorpDev function involving hiring and rotating out of professionals at all levels
- Acted as de facto COO--Led staff training, coaching and establishment of development programs as well as implementation of new performance/financial systems and standardization of executive communication - Substantially improved M&A execution capabilities within first 12-24 months

KURRON CAPITAL, LLC Chief Operating Officer

New York, NY

2009-2011

COO in private equity start-up founded by senior industry executives.

- Set-up New York office, negotiation of company contracts and set-up of operating systems
- Led recruiting and hiring of junior and senior professionals

THE BLACKSTONE GROUP, L.P.

New York, NY & London, UK

2007-2009

Managing Director, Corporate Advisory/M&A

One of two Blackstone senior bankers covering consumer sector for M&A corporate advisory.

- Active business development role in U.S./Europe within the food, beverage, and CPG sectors.
- Conducted M&A and restructuring advisory for P&G, Carrefour and Merisant Worldwide.
- Completed transactions included Borders restructuring by Pershing Square and Folgers' spin-off by P&G

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(CV, Continued)

Experience (Continued)

DEUTSCHE BANK SECURITIES INC. New York, NY, London, UK & Frankfurt, Germany Director, Consumer Mergers & Acquisitions 2004-2007

Banker within 30+-professional U.S. Consumer Group. Offered London transfer and promotion in 2007 as part of effort to build cross-border advisory business.

- Active business development and transaction execution focused primarily in the food/beverage, household & personal care and retail industries including Fortune 500 clients such as Nestlé, Unilever, Molson Coors and Coca-Cola
- Lead New York banker called upon for cross-border corporate advisory
- Active in development & mentorship of junior bankers as well as MBA recruiting teams
- Completed M&A transactions include Coors & Molson merger, acquisition of Sola Int'l by JV of Zeiss and EQT, acquisition of Degussa assets by Cargill and sale of Unilever's Finesse & AquaNet businesses

RHÔNE CAPITAL LLC

New York, NY, Geneva, Switz. & London, UK 5/M&A 2002-2004

- Acted as exclusive financial advisor to Nestlé on multiple cross-border transactions
- Developed active coverage relationships with other European & U.S. consumer clients
- Transactions include Nestlé acquisition of Dreyer's Ice Cream and Chef America as well as divestitures of the Ortega Mexican food and K.Beich businesses

MORGAN STANLEY & CO., INCORPORATED

New York, NY

Vice President, Mergers & Acquisitions

1998-2002

- Executed transactions for total value of \$16B, representing over \$80M in advisory fees in general industrial, media and technology sectors
- Advised clients on debt, equity and other capital markets financing

M&A Operations Staffer (Assistant to COO), M&A Management

Selected by Global Head of M&A for rotation as M&A/Assistant to COO.

- Staffed 100 M&A bankers, from Analysts to Managing Directors, on over 500 M&A engagements
- Coordinated and managed over 100 internal M&A Fairness Opinion Committee meetings **Associate**, *Mergers & Acquisitions*
- Buy-side and sell-side transaction experience within consumer, retail, media and technology industries.
- Analyzed, valued and structured M&A transactions

McKINSEY & COMPANY, INC.

New York, NY

Strategy Consultant

Summer 1995 & 1996-1998

Provided strategic advisory services to clients primarily within financial and telecommunications industries.

- Participated in internal management project to evaluate launch of M&A advisory business
- Analyzed private wealth market strategy for large U.S. investment banking firm
- Evaluated Brazilian market entry attractiveness for large multinational lender
- Evaluated feasibility of global satellite multimedia project for telecommunications client

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(CV, Continued)

Pre-MBA Experience

PARAMOUNT COMMUNICATIONS, INC.

New York, NY

1992-1994

Assistant to Chief Financial Officer

Recruited by Lazard Frères client to conduct in-house M&A support to Chief Financial Officer and Vice President of Corporate Development

Completed transactions included merger with Viacom and hostile defense against QVC
 Networks as well as various acquisitions for Simon & Schuster

LAZARD FRÈRES & CO.

New York, NY

Financial Analyst, Mergers & Acquisitions

1990-1992

One of 7 analysts in Generalist M&A and Restructuring Group. Offered 3rd Year London position.

- Developed complex financial models for merger, LBO, and restructuring transactions including valuation, discounted cash flow and comparable companies analyses
- Consistently ranked in top tier of analyst class

Education

THE WHARTON SCHOOL OF FINANCE

Philadelphia, PA

1996

- MBA with Distinction, Finance & Accounting
- Teaching Assistant: Fixed Income Securities

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

1990

Dual-Degree Jerome Fisher Program in Management & Technology (M&T) BSE with Honors, The School of Engineering, Systems Science & Engineering BS with Honors, The Wharton School, Economics

Graduated in Top 10% of class. Awarded Director's List honors

- Dual Concentration GPA: 3.73/4.00
- Awarded Dean's List honors
- Major Activities: Men's Ski Team and Men's Crew

Personal

- Frequent lecturer at The Wharton School on corporate finance and M&A classes as well as networking workshops.
- Longstanding non-profit Board activity including directorships at BoardAssist, Union Settlement of East Harlem, Little Orchestra Society and the Federal Law Enforcement Foundation.
- Dual U.S./E.U. citizenship. Fluent in French. Knowledge of German & Japanese.
- History and military fan. Private pilot. Interests include alpine skiing and SCUBA diving (PADI Advanced Open Water certification).