Misha Franklin

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Profile

Corporate finance manager at PE-backed firm. 3 years at FTSE250 companies in roles spanning post-merger integration, corporate finance, investor relations, and Group FP&A. M&A experience includes post-merger integration analysis for $1.3bn reverse takeover of Skrill by Paysafe Group, due diligence and messaging for $470m acquisition of US payments firm, due diligence and debt IR for PE takeover of Paysafe and integration assistance on $5.6bn takeover of JLT Group by MMC. Education includes CFA Level 1, finance masters and economics degree. Volunteer experience includes work for a youth charity where I co-wrote the business plan that secured a £1.2 million project funded by the Big Lottery fund.

Relevant Knowledge, Skills, and Training
Modelling • Investor Relations • Targeting • Financial Management • Corporate Finance • Communications • Reporting • M&A Integration • Synergies • Due Diligence • Stata • MATLAB • Excel VBA • Nasdaq IR Insight • Project Management • FP&A

Professional Experience

NORD ANGLIA – London, United Kingdom 2019 – Present
Nord Anglia, world's leading premium international schools organisation, with 61 schools in the Americas, Europe, China, Southeast Asia and the Middle East. Backed by Canada Pension Plan Investment Board and Baring Private Equity Asia.
Corporate Finance, Debt Compliance & IR Manager
M&A analysis, PE investor communication, preference share and debt investor communication, capital structure management, external reporting, rating agency communication, debt compliance, financial modelling and CFO/Board analysis

- Strategic analysis and advice for Senior Executives, Board, regional management and external investors
- Manage debt relationships including credit rating agencies, debt investors and preference share investors
- Work on optimal capital structure, M&A opportunities and post-acquisition reviews, strategic planning, management modelling, exit opportunities, market intelligence and competitor analysis

JLT GROUP – London, United Kingdom 2018 – 2019
Jardine Lloyd Thompson, a FTSE 250 constituent, 11,000+ employees, £4.1bn MV, one of the world's leading providers of insurance, reinsurance and employee benefits related advice, brokerage and associated services.

Investor Relations Analyst. No. 2 in IR team. Results presentation and script drafting, business modelling, market intelligence, competitor analysis, Annual Report preparation, analyst and investor communication, targeting, executive briefing and roadshow planning.

- Marsh & McLennan Companies, Inc. £4.9bn takeover offer: investor messaging; post-merger integration planning; investor, merchant and employee comms
- Competitor analysis including peer M&A activity, P&L and CF comparison, reports for board, execs and M&A team
- Group FP&A: 2019 group budget planning, regional budget reviews and management briefing, Board paper drafting
- Built internal 'analyst model' for scenario planning
- Managed finance graduate during IR rotation
- Messaging and drafting for results, trading statement, restatement and global transformation programme

PAYSAFE GROUP – London, United Kingdom 2016 – 2018
Paysafe, a FTSE 250 constituent, 2000+ employees, $3.8bn MV, offering payment processing, digital wallets, remittance and cash solutions.

Investor Relations Analyst. No. 2 in IR team. Communicating with current & potential investors, equity analysts and the wider investment community.

- Due diligence and investor messaging on M&A and incoming takeover offer.
    - $4.7bn take private offer by funds managed by Blackstone & CVC.
    - $470m acquisition of US payment processor Merchants' Choice Payment Solutions.
    - Bolt-on acquisitions of Income Access, an affiliate technology business, for $30m and MeritCard, a US payment processor, for $20m.
- Debt investors – $2.6bn debt raise for Blackstone/CVC takeover. Work on presentations & information packs for Rating Agencies and debt investors. Meeting with and managing queries from potential debt investors.
- Market intelligence and competitor analysis – looking at all significant peers and competitors, analysis of financial performance, strategic planning, market views and potential acquisition targets. Update senior management on sector deals and other industry news and the implications for Paysafe.
- Modelling – develop and expand the company model and forecasts, sensitivity analysis, valuation and scenario modelling. This includes rebuilding the model from scratch, forecasting IFRS and adjusted financial statements and capturing KPIs.
- Meeting with current and potential equity investors. Targeting using quantitative and qualitative factors; includes strategy, conferences, road shows and ad-hoc meetings. Preparation of briefing materials for management.
- Preparation of board papers covering Investor Relations, other CFO materials and ad-hoc reports.

2016

Junior Financial Analyst. Post-merger integration analysis, following $1.3bn acquisition of Skrill by Optimal Payments to form Paysafe Group.

- Synergies – Identifying and modelling non-staffing related cost synergies incl. software, premises, insurance, payment processors/acquirers and platforms. Manage validation. Reporting for integration programme management.
- Financial and business modelling – modelling costs / revenue from different contracts including scenario testing. Work allowed procurement department to renegotiate contracts and makes further savings.
- Programme management – identifying, monitoring and taking mitigating action for Risks and Issues to the integration project. Microsoft Project plan updating, tracking and reporting. Producing workstream reports. Working closely with Integration Management Office.
- Coordinating non-staffing synergy tracking and identification in other workstreams, including all relevant reporting, assisting in financial verification and ensuring sufficient commentary is provided.

W.H. IRELAND – Manchester, United Kingdom (maternity cover) 2015

Private Wealth Management ($4bn AUM), Wealth Planning and Corporate Broking (85 clients) services.

Operations analyst - Account settlements administrator.

- Processing all foreign exchange transactions and non-GBP equity trades. Identifying differences between trades in internal system and trades placed with brokers, tracking problems with settlement and ensuring firm accounts had sufficient cash in all currencies for pending trades.
- Market-making desk – calculating P&L, monitoring net positions, tracking all trading costs, calculating traders' commissions and investigating trade breaks.
- Bank reconciliations for 11 currencies, processing cash received from clients and brokers, bank communications, AML checks on incoming/outgoing payments.
- Broker communications regarding trades and cash.
- Client queries – handled all queries for back office including payments, trades, valuations and cash.
- Regulatory reporting on client cash management / segregation of funds.

BANK OF ENGLAND—London, United Kingdom (placement year) 2011 – 2012

Central Bank of the UK with responsibility for monetary policy, financial stability and prudential regulation.

Research Assistant, Macro Financial Analysis Division. Provided research and data assistance to analysts and managers using a variety of data sources including Bloomberg, DataStream and Dealogic. Ran models and produced alternative versions. Provided analysis for the division and the Monetary Policy Committee. Work covered government and corporate bonds, equities, FX and options. Trained successor.

- Wrote analytical notes covering corporate bond and government bond markets, equity index valuation and FX reaction to QE announcements.
- Set up intraday database of government bonds, equity indices and FX rates for use in event study analysis of monetary policy announcements.
- Business Improvement Bonus for automation of regular outputs.

IEM FINANCE—Paris, France (part time work during undergrad) 2010

Consultancy firm specializing in financial market organisations and savings markets

Researcher. Provided analysis of products aimed at saving for retirement and at those already retired to form the UK section of a report on the global retirement market produced for a major retail bank.

THE ECONOMIST—London, United Kingdom (work experience) August 2009

Newspaper providing insight and opinion on international news, politics, business, finance, science and technology.

Work experience. Attended editorial and section meetings. Shadowed section editor. Researched and wrote sample piece.

Education

MBA 2019 – Present

UNIVERSITY OF ILLINOIS

Advanced Certificate in Project Management

ROCHESTER INSTITUTE OF TECHNOLOGY 2020

Master of Finance 2014

HULT INTERNATIONAL BUSINESS SCHOOL—London, United Kingdom – 3.57GPA

World's most international business school. Top 10 FT ranking for international business and experience.

- Graduated 2nd in class of 63 students
- Action project in San Francisco: Investment analysis of Tech firms – met with IR heads from LinkedIn, Salesforce and Electronic Arts – wrote investment report on EA, modelling of EA, presentation to IR heads on EA
- Worked on four-month business project for Lindt & Sprungli (UK) Ltd on retail expansion opportunities
- Modules included: Corporate Finance (A), Mergers & Acquisitions (A) and Modelling & Analytics (A)
- Communication Officer: HULT Finance Society – arranged talks incl. Jim O'Neill on emerging markets / MINT economies

Bachelor of Art, Economics and Politics 2013

DURHAM UNIVERSITY—Durham, United Kingdom – 2:ii

- FICC analyst, Market Report, Durham University Investment & Finance Group
- Modules included: Macroeconomics, Applied Econometrics, Political Economy of the Enlarged European Union

A-Levels: Mathematics (A), Politics (A), Classical Civilisation (A) AS-Level: History (A)

Manchester Grammar School —Manchester, United Kingdom

Professional Qualifications

Certificate in Investor Relations (CIR) – Investor Relations Society – April 2017

Investment Management Certificate (IMC) – CFA UK – December 2018