

## Contact

[www.linkedin.com/in/jeffrey-maillet](http://www.linkedin.com/in/jeffrey-maillet)  
(LinkedIn)

## Top Skills

Alternative Investments

Private Equity

Hedge Funds

# Jeff Maillet

SENIOR INVESTMENT MANAGEMENT EXECUTIVE: Father of the Floating-Rate Loan Fund Asset Class that Spawned a \$3T+ Market  
Oak Brook, Illinois

## Summary

≡ SENIOR INVESTMENT MANAGEMENT EXECUTIVE ≡

### CAREER HIGHLIGHTS

- ✓ Delivered Dividends of \$1B to Investors
- ✓ Recognized “Father” of the Floating-Rate Loan Fund Asset Class
- ✓ Spawned the \$3T+ Floating-Rate Loan Market by Pioneering Launch of the Pilgrim Prime Rate Income Trust
- ✓ Managed Multiple Funds/CLOs and More than Double the Assets of Any Other Floating-Rate Loan Fund Manager

### VALUE OFFERED

I specialize in making billions of dollars for investors. Recognized as an elite money manager, industry pioneer, and investment game changer by financial pundits, you'll find my name associated with some of the industry's biggest and most lucrative transactions.

With Van Kampen Investments/Morgan Stanley and Pilgrim Group, I pioneered the asset class that created today's \$3T+ floating-rate loan market. I managed numerous multibillion-dollar funds and collateralized loan obligations, including the flagship Prime Rate Income Trust (\$8.3B AUM), along with a host of other large, complex, leveraged institutional products that have spanned \$30B+ in senior loan transactions and delivered remarkable yields.

Industry analysts with Fitch, Raymond James, etc. have acknowledged me as one of the most highly regarded loan fund managers in the business. My strategic insight, commentary, and thought leadership has been sought by media outlets such as CNBC, CNN Money, WSJ, Barron's, and The New York Times.

Additionally, I am well respected for the caliber of leadership and collegiality I bring to my work. You will find my ethics and conduct beyond reproach.

In today's competitive marketplace, my connections, credibility, and track record of extraordinary achievements brings big players to the table. I offer tremendous value to a company who wants to elevate its profile with institutional investors and accredited, high-net-worth individuals.

## STRENGTHS & EXPERTISE

- ✓ Investment Strategy
- ✓ Thought Leadership
- ✓ Value Creation
- ✓ Capital Fund Raising
- ✓ Private Equity
- ✓ Venture Capital

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## Experience

### Noble Asset Management LLC

Managing Director

2002 - Present (18 years)

Oak Brook

Direct the daily operations of this multi-strategy hedge fund and financial advisory firm, operating across various capital structures, including common equity, senior debt, subordinated debt, mezzanine debt, convertible debt, U.S. government securities, and venture capital. Engage best-in-class investment strategies (long/short special situations, high yield, and distressed securities investments) to deliver high risk-adjusted returns to clients.

- Leveraged broad business expertise to expand the firm's reach, rendering strategic, tactical, and operational guidance, including crisis communications, liquidity management, and exit strategies, to companies in critical financial distress.
- Saved a deeply troubled coal transportation engineering company from bankruptcy by spearheading the M&A due diligence, valuation, and

negotiations efforts that precipitated its sale to a multinational manufacturing firm.

- Guided company executives through policy overhaul and business process reengineering initiatives to optimize operations and achieve full compliance with all regulatory requirements.
- Led round-the-clock negotiations between the parties, and directed legal teams in structuring the sale.
- Extended the operating life of a failing manufacturing company 18 months following an ill-timed, poorly executed management buyout. Facing macroeconomic headwinds, ultimately secured a buyer and negotiated its sale.
- Drove time-sensitive crisis and liquidity management activities that provided the time needed to revamp manufacturing operations, launch new products, boost profitability, and improve value.
- Restructured the financial model and stabilized its balance sheet without access to a revolving line of credit. Created liquidity from operations, trade, and vendor credit.
- Negotiated settlement of the company's estate without litigation—an exceedingly rare achievement.

#### FrontPoint Partners LP

Managing Partner & Board Member

2001 - 2001 (less than a year)

Greater Chicago Area

Brought on board during company startup to drive the development and rapid growth of its initial portfolio, leveraging a vast network of contacts to establish alliances with leading financial firms. Served as the portfolio's sole fund raiser and led a global push, meeting with prospects in Switzerland, Tokyo, Los Angeles, and New York. Left under the terms of a non-disclosure agreement.

- Raised \$25M in seed equity funds and \$500M in seed capital for multiple strategies.
- Served as Exclusive Manager for \$50M of seed capital. Acted as required signatory, at investors' request, on original equity and seed capital documentation while serving as a board member (8% non-dilutable ownership interest).

#### Nuveen

Executive Managing Director, Senior Loan Asset Management Department

1999 - 2001 (2 years)

Greater Chicago Area

Handpicked to drive the firm's entry into the senior floating-rate loan market, positioning Nuveen to capitalize on growing demand while fulfilling a critical component of its multi-year strategy to diversify beyond its municipal bond niche. Brought exchange-listed and continuously offered funds to market, building each from the ground up into multimillion-dollar funds that delivered stellar dividends to shareholders with little to no volatility risk.

- Developed, launched, and grew the Nuveen Floating Rate Income Fund (NYSE: JFR), which enlisted a current income growth strategy, consistent with capital preservation. Leveraged \$450M from initial \$300M raise; produced an 11.12% yield in mid-2000, rating #1 in its peer group (Wiesenberger).
- Raised \$125M for launch of an open-end fund, Nuveen Senior Income Fund (NYSE: NSL).

## Van Kampen Investments

### Portfolio Manager & Senior Vice President

1989 - 1999 (10 years)

Oak Brook, IL

Cultivated a world-class reputation as the biggest name in and foremost industry authority on the floating-rate loan fund asset class, a burgeoning product category (variable-rate loans to speculative-grade corporations) innovated while at Pilgrim Group. Achieved rapid traction in the marketplace by forging alliances with premier banks and investment firms with the capacity for originating and packaging multimillion-dollar floating-rate loans for corporate borrowers. Routinely acted as de facto agent bank in execution of billion-dollar transactions.

- Generated \$13B AUM with launch of mutual funds, closed-end funds, and institutional products. Delivered \$1B+ in dividends to shareholders.
- Invested in 2,000+ issues (~\$28B), experiencing only 27 defaults (97% recovery rate). Performed robust credit analysis preceding purchase of every issue. Spread risk by diversifying holdings across 28 industries.
- Managed multiple funds, institutional products, CLOs, and more than 2X the assets of any other floating-rate loan fund manager industry-wide.
  - Drove AUM of the flagship Prime Rate Income Trust to \$8.3B at peak, earning Lipper's #1 ranking in its category in 1990, 1991, 1992, and 1993.
  - Rated #3 in 1999 by U.S. News & World Report as one of the "best bonds for the long haul." Delivered consistently stable NAV and high dividend payout.
  - Launched the first closed-end fund in 10+ years (Senior Floating Rate, NYSE: VVR). Raised \$1.8B initially, then negotiated with Deutsche Bank

for leverage that pushed AUM to \$2.4B. Rang the NYSE bell as fund began trading.

- Oversaw institutional funds, including a \$1.2B CLO. Leveraged senior loans to consistently deliver a high rate of return. Ran a \$600M add-on.

- Known as the father of the B-loan industry, and for buying the first loan into the securities industry, buying the first bank derivative products, and using the first derivative product in a floating-rate fund. Also first to conduct an interest-rate hedge (\$150M swap).

## Pilgrim Group

Assistant Portfolio Manager & Senior Credit Officer

1987 - 1989 (2 years)

Greater Los Angeles Area

Played instrumental role in launching the Pilgrim Prime Rate Income Trust—the first investment product of its kind and the genesis for today's \$3T+ floating-rate loan investment market. Negotiated with money center banks to purchase fund assets—for which liquidity was extremely limited in 1988. Helped determine the issues held by the portfolio, an undeniable factor in creating a low-volatility investment instrument with optimal NAV and dividends.

- Offered the fund with quarterly redemptions, creating a perceived mismatch between traditional bank loan market operations and the functionality of the retail mutual fund market.

- Overcame liquidity issues with vigilant selection of more liquid “fallback” assets, broad diversification by issue and industry, and meticulous cash management.

## National Bank of Canada

Assistant Vice President

1985 - 1987 (2 years)

Greater Los Angeles Area

## Canadian Commerce Bank

Assistant Vice President

1983 - 1985 (2 years)

Greater Los Angeles Area

## Dresser Industries

Credit Analyst

1981 - 1983 (2 years)

Houston, Texas Area

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## Education

University of Houston

Bachelor's Degree, Finance, General · (1977 - 1980)