

Felipe Toranzo Serrano

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Nationality: Spanish

Date of birth: 12-05-1970

EXPERIENCE

2008 – Current

Financial Manager at FATO Capital, Madrid (Spain) in the Asset Management Department covering Real Estate and Capital Markets.

- Currently involved in:
 - Real Estate Spanish company distressed debt acquisition by a Hedge Fund. *Confidential*.
 - Industrial Spanish company distressed debt acquisition. *Confidential*.
 - Private Equity investment in Spanish Asset recapitalization. *Confidential*.
- Main executed transactions:
 - FCC's treasury stock sale to institutional financial investors.
 - Divestment of Cartesian Group's stake in Pescanova.

2005 – 2008

Institutional Equity Researcher at ODDO Securities, Madrid (Spain)- Paris (France) in the Equities Division being responsible of the sell side.

- Main executed operations:
 - Highly accomplished with a track record of ramping up and growing a client base.
 - Strong in generating high growth in both secondary and primary commissions.
 - Ability to cover several different industries and backup co-workers on others.

2000 –2004

Institutional Equity Sales & Researcher at BBVA, Madrid (Spain) in the Equities Sell Side Bank Division, working in the TMT Sector covering Europe.

- Main executed researches:
 - Initiating coverage of Siemens, Philips, ST Microelectronics, Infineon, Alcatel, Nokia and Ericsson.
- Main new clients:
 - In France: AXA, BNP, BANQUE POPULAIRE, CDC, CREDIT AGRICOLE CREDIT LYONNAIS, FORTIS, ROTHCHILD, SCOR.
 - In Italy: ARCA, EPTA, GENERALE, GESTIELLE, NEXTRA, RAS, SAN PAOLO.

1999 – 2000

Institutional Equity Researcher at BANKIA, Madrid (Spain)- in the Equities Division being responsible of the European Telecoms Sector.

- Main executed operations:
 - Ability to cover several different industries and backup co-workers on others.

1996 –1998

Treasury & Capital Markets Auditor at SANTANDER, Madrid (Spain), covering Europe: London (UK), Luxembourg, Lisbon (Portugal) and the Americas: Miami (USA), Mexico, Argentina. Brazil. Long Distance in Asia (Singapore)

EDUCATION

- “Universidad Autonoma de Madrid “ (currently Researcher on Doctorate Thesis on Stress Debt Innovation Technology)- Madrid, Spain.
- “Universidad Complutense de Madrid” (BA Degree in Finance)- Madrid, Spain
- “Université Paris IX Dauphine” Maîtrise en Science de Gestion (MSG). 4th & 5th courses of my BA degree with ERASMUS European scholarship.- Paris, France.

LANGUAGES: Spanish (mother tongue), English (proficient), French (native), Italian (fluent), Portuguese, German and Mandarin (basic).

ADDITIONAL INFORMATION

- **More than 200 Researches** on Spanish, English and French
- **More than 50 articles** on highly recognized newspapers such as El Mundo, “The Expert” or “El experto” printed and Internet version.
- **Live Financial Analysis on TV, radio** and blogs for channels like Bloomberg TV, Reuters, and TV Intereconomía.
- **Organizational skills and competences:** During my work in BBVA, CAJAMADRID and ODDO I organized a seminar series on research methods and many Road shows for companies of huge size such as Telefónica, France Telecom, Telecom Italia, Siemens, Infineon, Nokia, Ericsson, etc in different countries.
- **Teacher for 3 years** on Masters Degree on Enterprises Valuing at the OPTIONS & FUTURES INSTITUTE.
- **Team work:** I have worked in various types of teams from audit, research and analysis teams to national football league. For 2 years I coached my university football team; involved in the REAL MADRID FOOTBALL CLUB elections.