

Fausto E. Miranda
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Education

STANFORD GRADUATE SCHOOL OF BUSINESS Stanford, CA

Stanford, CA

- Master in Business Administration and Certificate in Public Management, June 1994
- Chairman of the Latin American Association

RICE UNIVERSITY Houston, TX

Houston, TX

- Bachelor of Arts, *cum laude*, Double major in Economics and Managerial Studies, 1988
- *Phi Beta Kappa* and member of the Economics Honor Society
- H. Russell Pitman Award in Managerial Studies and WSJ Student Achievement Award
- Chairman, Rice University Honor Council

REID HALL, PARIS and UNIVERSITÉ de PARIS SORBONNE Paris, France

- Spring, Summer 1987

Experience

**Since 2001
to present**

**Aliquanta, Investment Banking (www.aliquanta.com)
Founder, Managing Director**

**Mexico City, Mexico
and San Diego, CA**

Leading investment bank specializing in Mexico's middle-market. The firm provides financial advisory services in a wide range of areas including mergers and acquisitions, corporate and strategic alliances, valuations, private equity opportunities, corporate finance and financial restructuring. Clients include domestic and foreign corporations, family owned companies, high net worth individuals, entrepreneurs, financial institutions and government agencies. Added San Diego office in July 2008 in cooperation with Investment Placement Group.

1994 – 2000

**GOLDMAN, SACHS & COMPANY
Executive Director 1998 - 2000
Associate 1994 – 1998**

**Mexico City, Mexico
New York, NY**

Various assignments for companies in the United States, Argentina, Brazil, Chile, Mexico and Peru. Assignments included initial public offerings, secondary offerings, share repurchase programs, debt offerings, mergers and acquisitions, macroeconomic analysis and presentations to clients. Responsible for business origination and execution of assignments in Mexico.

8/95 – 2000

Latin America Focus Group, Investment Banking Division

- Conducted strategic sale of Grupo Sabormex, S.A. de C.V. (Mexico)
- Conducted Initial Public Offering for Seminis, Inc. (Nasdaq)
- Conducted equity exchange offer for Southern Peru Copper Corporation (NYSE listing)
- Participated in a \$120 million Series A Notes financing for MetroGas (Argentina)
- Arranged a \$100 million syndicated bank loan for MetroGas and participated in a subsequent \$100 million Series B Notes financing
- Arranged a \$220 million syndicated bank loan for CIESA (Argentina)
- Conducted US\$300 million sale of Alto Paraná (Argentina)
- Conducted CCU's Global Equity Offering (Chile)

3/95 to 8/95

Energy and Power Group, Investment Banking Division

- Analyzed financing opportunities in Latin America, potential participation in the deregulation of Mexico's gas industry and deregulation alternatives for Mexico's CFE
- Participated in Sonat Inc.'s divestiture of Sonat Offshore through a secondary offering and subsequent debt offering

9/94 to 3/95

Latin America Focus Group, Investment Banking Division

- Conducted a detailed merger analysis for a Mexican cement company
- Analyzed the impact of Mexico's 1994 devaluation on Grupo Terrum (a GS real estate principal investment)
- Conducted break-up valuation of Perez Compan

Summer 1993

Corporate Finance, Investment Banking Division

Summer Associate - Participated in Panamerican Beverage's initial public offering

New York, NY

Other experience

- 1991-1992** **McKINSEY & COMPANY**
Business Analyst **Mexico City, Mexico**
Assignments in the insurance, steel and energy sectors. Major assignment was on a team that redesigned the organizational structure of a large insurance company. Worked directly with the company's Executive Directors. Developed and refined the new structure, adapted it to a particular region. Communicated the new concept to our client's personnel in order to effect the change. Implemented the new structure which became the model for the rest of the country. Directed the work of 50 of our client's professional and clerical staff.
- 1989 - 1990** **GENTE NUOVA ITALIA**
Founder and Managing Director **Rome, Italy**
Affiliate of Mexican non-profit that seeks to raise awareness of and implement solutions to the educational, developmental and social needs of underprivileged classes. Activities aimed at college students and young professionals. Managed relationships with major international personalities such as L. Walessa, V. Frankl, A. Frossard and Mother Theresa. Created solid working team and communicated organizational goals and ideals. Organized several fund raising, academic, cultural and social activities. Directed the work of 25 colleagues.
- 1988 - 1989** **ACCOR, S.A.**
Analyst **Mexico City and Paris, France**
French conglomerate operating worldwide in the hotel, restaurant, tourism and voucher industries. Analyzed variances in Accor's financial portfolio. Developed and implemented strategy for the production of reliable reports of accounts receivable. Directly supervised the work of seven employees.

Boards

- 2000 – 2005** **FINANCIERA COMPARTAMOS, S.A. de C.V.** (Banco Compartamos today – www.compartamos.com)
Chairman of the Board, Shareholder **Mexico City, Mexico**
Regulated bank with a quality microlending portfolio reaching over 2 million rural (mostly women) borrowers under a village banking technology and a growing clientele of new urban borrowers.
- Since 2006** **TÚ HIPOTECA FÁCIL, S.A. de C.V.** (www.tuhipotecafacil.com)
Member of the Board, Shareholder **Mexico City, Mexico**
Mortgage Broker
- Since 2006** **OLIMPIADAS ESPECIALES MÉXICO, A.C.** (www.olimpiadasespeciales.org.mx)
Chairman of the Board (2007 – 2010) **Mexico City, Mexico**
Member of Special Olympics International (www.specialolympics.org)
- Since 2008** **ALLIANZ FÓNDIKA, S.A. de C.V.** (www.allianzfondika.com)
Member of the Board, Shareholder **Mexico City, Mexico**
Fund Distributor
- Since 2008** **INVESTMENT PLACEMENT GROUP, INC.** (www.investipg.com)
Member of IPG's Advisory Board **San Diego, CA**
Wealth Management firm
- Since 2011** **FIDEICOMISO DE OBRAS SOCIALES DE LA DELEGACIÓN MIGUEL HIDALGO**
Member of the Board **Mexico City, Mexico**
NGO Trust to support social initiatives in Mexico City

Additional

Born 12/23/65; married 04/04/92; four children
Fully bilingual in English and Spanish. Proficient in French and Italian
Enjoy running, golf and reading
Completed Big Sur (3:31) 2010, Paris (3:32) 2002 and NYC's Marathons (3:54) 1996
Active participation in social work