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## MURILO MARINS

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### EDUCATION

- **ESADE BUSINESS SCHOOL** **Barcelona, Spain**  
Full-Time MBA (12 months track, Class of 2017) *Sep. 2015 – Mar. 2017*
  - **INSPER INSTITUTO DE ENSINO E PESQUISA** **São Paulo, Brazil**  
Masters of Science in Finance and Banking *Jun. 2011 - Dec. 2014*
  - **UNIVERSIDADE FEDERAL DA BAHIA** **Salvador, Brazil**  
Bachelor's Degree in Economics *Feb. 2004 - Apr. 2008*
  - **UNIVERSIDAD DE SANTIAGO DE COMPOSTELA** **Santiago de Compostela, Spain**  
Exchange studies with focus on Business and Economics *Jan. 2007 - Jul. 2007*
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### WORK EXPERIENCE

**GRUPO FINANCIERO BANORTE — USD 63,1 BILLIONS IN ASSETS, 1,200 BRANCHES** **Mexico City, Mexico**  
*Summer Associate Intern – Project Finance and Credit (Infrastructure)* *Jun. 2016 - Ago. 2016*

- Project Finance for large clients in Oil & Gas, Renewable Energy (solar and wind), and Infrastructure (railway), realizing both credit analysis and new debt structure evaluation
- Rearranged Financial Structure (cash flow and repayment method) for a large oil producer in Mexico, changing the debt profile/duration from 20 to 15 years and reducing transaction's overall risk (from 10% to 8%)

**GRU AIRPORT — BRL 1.4 BILLION REVENUES, BIGGEST AIRPORT IN LATAM** **São Paulo, Brazil**  
*Financial Planning Specialist* *Jun. 2013 - Mai. 2015*

- Forecasted airport's 5Y revenues (yearly average value of BRL 1.4 Billion), OPEX and CAPEX, implementing rolling-forecast model to follow-on actual return x BID model and executing 5Y budgeting process.
- Participated in the process of Debentures issuance of BRL 600 MM (6 tranches) in 2013 to replace Bridge loan
- Structured CAPEX control process using POC Methodology to monitor Terminal 3 building process
- Standardized quarterly report presentation for international investors (ACSA), reducing preparation time from 5 to 1 day

**TENCO SHOPPING CENTERS (PATRIA INVESTMENTS) — BRL 400 MM REVENUES** **Belo Horizonte, Brazil**  
*Financial Planning Coordinator* *Dec. 2011 - Jun. 2013*

- Managed Financial Planning Team (3 people) in Fundraising activities with 4 shareholders and 1 Bank (Bradesco), obtaining a promotion from the CFO after 3 months to implement the Shared Services Centre
- Implemented ERP (Totvs) in the Treasury Management Department, reducing the time to receive bills and finish the payment process from 7 days to 1 day

**COELBA — BRL 1,2 BI REVENUES, 3<sup>RD</sup> BIGGEST ELECTRIC POWER DISTRIBUTOR IN BRAZIL** **Salvador, Brazil**  
*Financial Planning Analyst* *Jan. 2009 - Jun. 2011*

- Redesigned the process of collecting monthly information from the Managers (10 divisions in total) that improved the accuracy of monthly cash flow forecasting in 60% (inflow of loans versus CAPEX payments)
  - Structured solar energy feasibility studies for "Pituaçu Stadium" to undertake analysis of subsidies from state of Bahia Government. The Project was approved and that stadium was the first in Brazil to receive Solar panels
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### LANGUAGES

- Portuguese (native); English (fluent); Spanish (fluent); French (intermediate); German (basic)
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### ADDITIONAL INFORMATION

- Genuinely interested in Finance, attending 3 Investment Banking courses: Wall Street Prep, Corality and GBT
- Active investor in Stocks, Stock Options, and Fixed Income in the Brazilian Market since 2008
- Bloomberg user, achieved 550/85<sup>th</sup> on the Bloomberg Aptitude Test in Dec/2015
- MS Excel advanced user and comfortable with VBA and Macros