



**Marine GUERIN**

## **WORK EXPERIENCE**

### **ARROW GLOBAL**

July 21-Now

*2024: Director, Real Estate & Special Sits*

*2021: Vice President, Real Estate & Special Sits*

- Founding member of the Real Estate team
- Active on both fund raising and new investments, as well as building the new hospitality vertical
- Working across Europe with more focus on Spain, Portugal, the Netherlands, the UK, Germany and France
- Part of the leading working group on ESG implementation across the firm, focusing on the Real Estate side of the business, especially on SFDR article 8 requirements
- Current Deals include the acquisition of Dom Pedro Group: a portfolio of 6 hotels and 5 golf courses in Portugal; the acquisition of an hospitality platform in Portugal; a development land and golf courses near Lisbon, Portugal; the setup of Mica Real Estate: a new real estate platform in the Netherlands to oversee Arrow's investments; the expansion of Arrow into Spain with the acquisition of a dated hotel in Mallorca for repositioning and the acquisition of a distressed shopping centre in Germany

### **MAN GROUP Plc, London**

May 19 – Mar 21

*Investment Associate, Community Housing Fund*

- Founding member and right hand of Shamez Alibhai, Portfolio Manager of the Responsible Investment Community Housing Fund (the Fund) – the first social impact fund for Man Group
- Working alongside UK councils and housing associations, the Fund intends to deliver additional homes affordable to people at local income levels, to help meet the need for 2.5 million more affordable homes over the next 15 years. The investment strategy seeks to accelerate the provision of affordable homes in the UK across both rental and ownership tenures with a strong focus on creating sustainable communities. Specifically, the strategy will accommodate a range of housing tenures from social and affordable rent, to shared ownership, rent to buy, and market rent and sale
- Main responsibilities included: underwriting, structuring and execution of transactions (traditional land and build, forward fund, forward purchase, acquisition of existing stocks), making sure it reflects the investment strategy and fits within the overall portfolio guidelines – note current advanced pipeline is c. £400m
- Lead the process for the leverage side of the fund, engaging with debt providers, negotiating terms and comparing various offers in order to find the best outcome for the fund
- Build a large part of the infrastructures for the team, including a dynamic underwriting model to assess new investment opportunities, investment processes, underwriting tools (using tableau), fund structuring
- Assisted in the fund raising, answering queries from investors, helping in the due diligence process, building and maintaining the fund model
- Deals include the forward purchase of a shared ownership portfolio in Lewes, UK; forward purchase of a residential portfolio in Alconbury Weald (North of Cambridge); forward funding of circa 100 residential units in Grantham, UK with Ilke Homes

**MAWNEY Partners**



**VENN PARTNERS, London**  
*Commercial Real Estate Debt Associate*

Jan 16 – Apr 19

- Played a key role in the implementation of the £3.5bn UK Private Rented Sector Housing Guarantee Scheme (PRSGS), including dealing with new applications, structuring loans, preparing investment memoranda for committee and running due diligence and execution
- Structured High Yield loans, focusing on whole loan, stretch senior and mezzanine debt but also on preferred equity in both the UK and Continental Europe; sectors included: Office, Hotels, Logistics, Healthcare, Residential, PRS, Student Housing, Retail, Business Park
- Built complex dynamic cash flow models of transactions to analyse various capital structures and asset performance scenarios (acquisition, construction, repositioning, bridge, etc)
- Ran the due diligence process and negotiation of loan agreements on both CRE and PRS transactions
- Performed valuation of structured credit portfolio for external clients (UKAR) using our internal proprietary risk analytics and valuation tool
- Deals include: Mezz on a value-add office in Birmingham; whole loan on a logistics portfolio in Greater Paris; Loan secured against care homes in the UK; Mezzanine secured against the redevelopment of a 5 star hotel in London; bridge loans on planning play; development loan on office building in Manchester; Whole loan secured against student housing in the UK; committed more than £1bn on PRS loans as part of the PRSGS with more than £500m bonds issued

**SCHRODER IM, London**  
*Junior Portfolio Manager in European and UK Credit Team, (>£9bn AUM)*

Sep 14 – Aug 15

- Conducted top down research to identify new themes and new strategies and generate ideas
- Conducted fundamental research and financial analysis on various sectors and companies
- Built quantitative models to support our investment decisions (Stress Tests, CDS, scoring models)

**CITI, London**  
*Summer Analyst in Capital Market Origination Corporate DCM and Securitisation*

Jun 14 – Aug 14

- Prepared a presentation for senior management on the new trend for Reverse Yankee issuances
- Provided a great support to the team by taking care of daily / weekly tasks such as the EOD closing colour paper or the weekly DCM corporate update

**SOCIETE GENERALE, Paris**  
*Rates Trader Placement – FIC*

Feb 13 – Jul 13

- Assisted traders in their daily work: building and monitoring risks taken by FIC market makers globally, controlling broken limits and taking hedging positions - -
- Built and implemented Stress Tests models for trading desks, generation of shocks
- Built a real time spreadsheet to monitor EM desks positions and another for Repo positions

**ALLIANZ GLOBAL INVESTORS, Paris**  
*Structured Products Portfolio Manager Placement*

Aug 12 – Feb 13

- Monitored formula-based funds on a daily basis: P&L, Coupon payments, NAV validation
- Dealt with inflows or outflows: traded unwinds on equity swaps, asset swaps and Total Return swaps
- Did research on numerous topics (answered to RFP): new strategies and amelioration of management tools, pricing of structured products, analysis of post trade investments



**HSBC INVESTMENT BANKING, London**

Jun 11 – Sep 11

*Debt Syndicate Summer Analyst*

- Participated in the execution process of bond issues
- Developed and implemented new tools for bond pricing: looked for market windows
- Monitored secondary market and updated pricings

**EDUCATION**

**PANTHEON ASSAS UNIVERSITY, Paris**

2010 - 2014

*MSc in Financial and banking techniques with Honours (2013-2014)- top 5%*

- Magistere Banque Finance (2010-2012) – top 5%
- A highly selective program in banking and finance including courses in Financial Mathematics, Statistics, Stochastic Calculus, Asset Management, Programming (VBA, C++), Valuation, Risks management

**LANGUAGES AND COMPUTER SKILLS**

- French - Native speaker
- English - Fluent
- Spanish - Basic
- IT: MS Office, VBA (advanced), C++ (beginner), Bloomberg, Reuters

**EXTRA CURRICULAR ACTIVITIES**

- Road Cycling: Former professional cyclist at national and international level (UCI) for Pro Teams Stade Rochelais Charente Maritime and AWOL O'Shea. Winner of the 2nd round of the Coupe de France in 2022: Grand Prix de Chardonnay
- Horse Riding: Semi-professional level, former national champion (hunter). Competed at national level in eventing and show jumping
- Yoga: 200 hours Registered Yoga Teacher (Yoga Alliance), specialising in Vinyasa flow yoga  
Taught Yoga at Club Med in Bali in 2019
- Ski: Giant slalom and slalom in competition for several years. French ski school national championship (Ski d'Or) finalist
- Water ski: Monoski for more than 15 years. Slalom best score: 2 buoys at 14m – 55km/h Water Sports Instructor on the five-masted sailing ship Club Med 2 (part of Club Med SAS) in 2013 and 2015