



REMI DERIEUX

PROFESSIONAL EXPERIENCE

Oppenheimer Europe Ltd

Managing Director

Since April 2023

In charge of building up a European High Yield and Distress platform

- Covering a mix of Real Money, Hedge Funds and Distress accounts in UK and France
- Acting as de facto research analyst, producing a Daily Watchlist which allows me to gather orders and engage discussion with accounts on specific credits (focus on special sits, have traded bonds, claims, reorg equity and some \$ loans with NY)
- Positive P&L
- Lines openings
- Hiring 1 salesperson and one Distress analyst in Oct 2024
- Since November 2024, getting involved in the Private Credit (both Distress and Performing) space based on my accounts demand . Currently have identified the pipeline and in the process of getting internal approvals for the framework (NDA and Introducing agent agreements language)

Cantor Fitzgerald Europe

Managing Director. High Yield & Leveraged Loans Broker

September 2022 - April 2023

Credit Agricole CIB, London, UK

Managing Director - Head of High Yield Sales

November 2013 – March 2022

Responsible for team of 3 Salespeople and distribution of High Yield to European and UK accounts

- Rebuilt team and distribution
- Doubled production in the first 5 years and by 20%/year on average since
- Reset trading desk focus (focus bonds, trade ideas, teach ins for the salesforce)
- Instrumental in making the Yearly High Yield Conference a reference event (300 investors attending, 400 One on Ones, Senior Management breakfast) increasing CACIB' s profile with both Investors and Issuers
- Established Joint-Venture with the CACIB loan team to distribute Primary, Secondary, and Distressed assets
- Since 2020: Norwegian bonds initiative. Working closely with CACIB Shipping and Private Placements teams to identify accounts involved in this market, getting accounts to meet with potential issuers, providing regular market intelligence to shipping bankers and PP Syndicate. This has helped CACIB securing 3 mandates (NOK and USD. Also convinced Trading Management to quote these bonds in an agency capacity
- 2021: Credit repo initiative. Given mandate to coordinate the effort between the EU/UK and US markets to build the HY segment of a Credit Repo business (mapping of accounts involved, meetings, calls, referrals to Repo team)

NEWEDGE Group Financial UK Ltd

High Yield Broker

September 2012-August 2013

In charge of building up the High Yield Business

- Collecting client orders, sending own runs and crossing bonds
- Internal promotion of the products
- Opening accounts
- Recruitment

MAWNEY Partners



BNP PARIBAS, London, UK

July 2003 – July 2012

Head of High Yield Sales (From May 2009)

- 2009 Rebuilt a team of 4 Salespeople (myself, 2 Senior and 1 Junior)
- Increased production to record level for BNPP HY in 2009 and doubled that production in 2010
- Accounts allocation
- Organized a Roundtable initiative to get all parties (Sales/Trading/DCM/Research) to agree strategy and means to higher achievement
- Co-Chairman of the Steering Committee organizing the first post crisis BNPP HY Conference (40 issuers, 700 attendees)
- My own client base consisted of French and UK Long Only accounts along with some Hedge Funds (UK and US with focus on Special Situations in particular Financials)

2009: Following the restructuring of the High Yield desk at the beginning of that year, my role evolved into a Sales-Trader position. On my own with the mandate of maintaining a High Yield presence for the bank. My role then consisted in managing the Trading Book (for High Yield bonds only, ie. excluding CDSs) and crossing bonds between clients. The strategy I was following was to be active and consistent in providing liquidity in a small number of bonds (15 approximately) amongst the less liquid and in which few competitors made markets. Being on my own, I focused on my core accounts but effectively had access to the whole European client base and a small number of US accounts. Mostly Long Only investors.

2008: supervised a team of two Salespeople whilst covering the UK and French accounts on Cash and CDS. Accounts covered were mainly Long Only but also included Hedge Funds and Prop Desks.

2003-2008: Coverage of institutional clients in France and the UK. Until 2004, I was also covering Netherlands, Scandinavia, Switzerland, Italy and Spain but passed over most of these accounts in 2004 to concentrate on the French and UK markets. Strong focus on generating trades in the secondary market, both cash and CDSs. Marketing and Sales of New Issues.

DRESDNER KLEINWORT WASSERSTEIN, London, UK

January 2001 – June 2003

Director, Responsible for the distribution of High-Yield

Cross-Over Bonds to France and Southern Europe (Italy, Spain and Portugal)

- Coverage of institutional clients in France, Italy, Spain and Portugal: Generating trades – on average 75% on an order basis) combining credit fundamentals and technical – trading approach – analysis
- Cross-Over/Fallen Angels Bonds: Working closely with the Proprietary Trading desk of the Bank in order to provide them with liquidity, axes and information. Also, crossing High-Yield paper between clients or with the street.
- Some trading responsibilities as Back-Up to the trader when required

WASSERSTEIN PERELLA & Co. Ltd., London, UK

May 1999 – January 2001

Director (from January 2000)

Responsible for the European distribution of High Yield Bonds

- Build-up a client base in France, Italy, Switzerland, Spain and Portugal
- Some trading responsibilities as Back-Up to the trader when required
- Acted as broker on emerging markets, Libor-based products and investment grade Eurobonds to provide coverage to the rest of my client base



MORGAN STANLEY & Co. International Ltd., London, UK

November 1997 – April 1999

Fixed Income Sales

- In the context of the creation of a retail desk (private Banking coverage) in charge of helping build up a retail client base for the Benelux area (Belgium, Luxembourg, Netherlands) and Monaco
- The products covered included Eurobonds, Emerging Markets and High Yield Issues, Structured Products (Reverse Floaters, Callable Bonds), Convertibles and Tax-Exempt Products (Reset Notes)
- A large focus was put on New Issues (Marketing and Sales) working closely with the syndication desk, particularly on Structured products and the nascent High Yield which at the time mainly consisted of Alternative Telecom companies.

HSBC MARKETS Ltd., London, UK

January 1997 – November 1997

Fixed Income Sales

- Coverage of retail and institutional clients in Switzerland and Luxembourg
- Sales and Marketing of Eurobonds and Emerging Markets products and repackaging of bonds in the primary and secondary markets
- Development of new Spanish and French accounts. Products included Government Bonds, Derivatives, MTNs OTC options, Warrants, Structured products (equity-linked, corridors).

YAMAICHI International (Europe) Ltd., London, UK

July 1994 – January 1997

Fixed Income Sales

- Sold and marketed Fixed Income products to institutional clients
- Developed a portfolio of clients in France, Spain, Portugal, Greece and Benelux
- Provided clients with own global market perspective to aid risk management and portfolio decisions
- Products covered included Government Bonds, Libor-based Products (Asset Swaps and FRNs) and Eurobonds including New Issues
- Some cross-selling of Derivatives (exchange-traded futures and options)

INTERNSHIPS and First Work Experience in France

PAINE WEBBER

Jan. 1994 – July 1994

FX Options strategy - Part-Time work experience while studying for MSc degree

DELOITTE TOUCHE TOHMATSU

Sept. 1992 – Sept. 1993

Auditor

SG WARBURG

July 1991 – September 1991

Trading Assistant

ERAMET

May 1991 – June 1991

Assistant Treasurer

MAWNEY Partners



EDUCATION

Securities and Financial Derivatives Representative 1994

Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC) 1994
MSc degree with specialisation in Financial Techniques

Rouen Graduate School of Management 1989 – 1992
BSc degree with concentration in Business Finance

Preparation for the “Grandes Ecoles” entrance exams 1988 – 1989

gap years working as artist/band manager 1986 – 1988

Baccalauréat (maths and physics) 1986

LANGUAGES

- FRENCH: Native Speaker
- ENGLISH: Fluent
- SPANISH: Fluent
- ITALIAN: Intermediate
- GREEK: Intermediate

Other Activities:

- Member of the Association of Independent Music (UK),
- Founder of an Independent Record Label for self-production and distribution.
- Angel Investor