



## ARJUN MALHOTRA

### CAREER SUMMARY

#### **SC Lowy (London)**

June 2019 – Present

*Distressed and Special Situations Portfolio Manager*

- Leveraging my relationships at sell side institutions, hedge funds and legal and financial advisors, my role is to identify, source, analyse and subsequently manage investments opportunities. My mandate includes bonds, loans and re-org equity.
- Steering committee and adhoc group experience on >\$15bn of debt restructurings including Oi Brazil, Oriflame, Navios, KCA, GTT, Pizza Express. I've underwritten investments in EM and DM including Tullow, Codere, Casino, and Stonegate among others.
- SCL is one of the largest US\$ lenders to Oi Brazil. \$6bn of financial debt and \$3bn of take or pay contracts required restructuring. I was brought in to manage this highly complex transaction through the restructuring and represented SCL on the steerco. The process took over 18 months to negotiate. Key stakeholders included other financial creditors, the company's C-suite, local lending banks, BTG private equity, tower companies SBA and ATC and satellite provider SES.
- Hired by SCL to market make in core risk positions, typically capturing >20% market share. In select situations, I was able to capture 100% of the flow.
- Over 4years, delivered 14% IRR, 1.4x MOIC.

#### **Credit Suisse (London)**

November 2014– May 2019

*High Yield Trader*

- Traded HY TMT. Mandated to maintain a top 3 market share position to support Credit Suisse's leveraged finance franchise. Later moved to market make crossover credits with a sector focus on consumer, retail, industrials, healthcare, and REITs.
- Hired by CS as an IG analyst to cover metals, mining, building material and chemical credits to produce relative value and opportunistic single name desk ideas.

#### **Independent Global Research (London)**

June 2013 – May 2014

*Special Situations Analyst*

- Risk arbitrage, covering announced and pre-event M&A situations (deal value >\$500m) in APAC, Europe, and the US. Investment views include Campofrio /Sigma (\$1bn); Essar Energy /EGFL (\$1bn); David Jones /Woolworths (\$2bn); Dixons /Carphone Warehouse (\$3bn); Leighton /Hochtief (\$7bn); Kabel Deutschland /Vodafone (\$11bn).
- Deal analysis included valuation, comps and anti-trust considerations.

#### **Royal Bank of Scotland (London)**

March 2010 – July 2012

*High Yield Trader*

- Traded HY TMT, Industrials and European special situations. Euromoney poll improved RBS' ranking from 12th to 4th in European High Yield through 2010 and 2012. Budget for 2012 of \$5m met in 6 months while implementing a material reduction of balance sheet and managing portfolio credit risk reduction.
- Key outperformance trade, Post NL negative basis. On the back of UPS's offer for TNT express, made ~\$2m from managing and generating flow between CDS and bonds in a single core trade idea.

**MAWNEY Partners**

**Taurus (London/ Bangalore)**September 2008 – December 2009*Investment Analyst - VC fund with AUM of \$50m focused on Technology and Services*

- Conducted meetings with management teams of prospective investments and evaluated financial accounts and business plans for investment proposals of \$1m to \$15m. Coordinated the due diligence and bid process for Maytas Infra (\$100m EV) a Satyam group company, liaising with Macquarie Bank India, Grant Thornton and E&Y.

**Bear Stearns (London)**June 2007 - November 2007*Credit Sales and Trading, Graduate Programme*

- Interacted closely with senior sales and trading to create a 'top picks' mailer generating on average \$150m in weekly notional trade volumes. Responsible for booking and monitoring trades in single name credits and index for 4 MDs.

**EDUCATION****Harvard University, Summer School (Boston, MA)**August 2008

- Postgraduate Credit, Finance, Grade 4.0/4.0
- Main Modules: Derivatives & Risk Management, Mergers & Acquisitions

**London School of Economics (London)**June 2007

- BSc Management Sciences, Honours
- Main Modules: Economics, Finance, Operational Research, Quantitative Mathematics and Statistics

**ADDITIONAL INFORMATION****Professional Credentials**

- CFA Charterholder