



MIKOLAJ ZIELEZNIK

PROFESSIONAL PROFILE

Exemplary track record in leveraged finance with a unique experience holding senior management positions across private side syndicate/capital markets, as well as public side sales and sourcing. Highly developed knowledge across macro and micro credit markets, spanning high yield, institutional loans, distressed debt and cds. Proven reputation of innovation in debt structuring and execution, whilst drawing from a wealth of senior relationships across institutional investors, issuers and private equity. Successful background of building businesses and managing diverse teams on both public and private sides of investment banking. Increased league table position across leveraged loan and high yield origination. Mentored highly disparate multi-product sales forces, nurturing talent, and growing market share across products.

CORE SKILLS

Leveraged Loans, high yield, special situations, structuring, syndication, workouts, sales, risk assessment, trading, CLOs, emerging markets, Strategic business development, people & conflict management

PROFESSIONAL EXPERIENCE

Intesa Sanpaolo

2024/02 – present

Head of Loan Capital Markets

- Responsibility for loan capital markets across leveraged finance, project and infrastructure finance, and investment grade corporates
- Building out Intesa Sanpaolo's international leveraged business in order to grow Intesa's global footprint and establish the bank as a consistent and trusted partner for private equity
- Significant role in increasing leveraged finance P&L by over 200% from 2023 to 2024
- Establishing Intesa as a relevant underwriting party with top tier underwrite responsibility for
 - The Travel Corporation (Nov 2024) USD 650m TLB
 - Ineos Composites (Dec 2024) USD 1,000 eur/USD TLB
 - Kantar Media (Dec 2024) EUR 650m TLB
- Portfolio risk management and secondary single name, portfolio and structured trades
- Covering key private equity and infrastructure sponsors with direct responsibility for debt structuring and optimisation

Morgan Stanley

Global Capital Markets

2006/02 – 2023/02

Managing Director, Head of EMEA Non Investment Grade Syndicate, Leveraged Finance

2020 - 2023

- Established Morgan Stanley's dedicated loan trading business and rebuilt CLO, origination and structuring divisions.
- Established connectivity between investment banking and the sales and trading businesses, to significantly improve the visibility of the Leveraged Finance Business and deliver excellent league table rankings across institutional loans (2022 #7, 4.52% market share vs 2019 #11 3.09% market share) and high yield (2022 #9 3.97% market share vs 2019 #14 2.21% market share)
- Outstanding track record of live executions, particularly in complex and difficult Leveraged Finance transactions across both High Yield and Loans. Highlights include:
 - 888/William Hill (July '21), £1.02bn comprising €300m 6nc1 frn/ €400m 5nc2, \$500m tlb
 - Cupa Group (May '22) €480m debut loan for an issuer in the building materials space.

MAWNEY Partners



- Weltec \$325m (sept 21) 5nc2, dislodged an incumbent bank and refinanced an existing bond held by only 17 investors into a hugely successful placement comprising circa 80 investors
- People Cert (July 21) €300m 5NC2 debut issue for a founder owned business. Generated a 4x over subscription and pricing 100 basis points inside peer group
- Positioned Morgan Stanley as the key Covid financing and structuring counter-party interfacing between sponsor/investor communities and delivering flawless execution, as highlighted by;
 - Parques Reunidos €200m Covid Liquidity Facility (May 2020). First transaction of its nature, not requiring any existing holder vote and which contained bond-like call structure as well as early refinancing triggers
 - B&B Hotels €100m liquidity facility. (Jan '21). An “outside-in” mandate following on the success and in recognition of the Parques Reunidos deal
 - Hotelbeds €400m tlb de-risking of sponsor-originated loan on a private placement basis. First transaction of its nature
- Management of the banks non investment grade European RCF book and responsibility for risk assessment

Fixed Income

<i>Managing Director, Co-Head of EMEA Credit Sales/ Head of Distressed Sourcing</i>	<u>2016- 2020</u>
<i>Managing Director, Head of Leveraged Credit Sales & Distressed Sourcing</i>	<u>2013 - 2016</u>
<i>Executive Director/ Vice President, Credit Sales</i>	<u>2006 - 2013</u>

- Co-Head of the public-side credit sales business, a \$650m sales credit generator, consisting of 24 sales heads spanning an entire ratings (aaa - d) spectrum and credit product suite of cash bonds, loans, cds and index
- Created a dedicated loan trading business comprising two loan traders, four sales people and the business consistently ranked in the top five of external marketing surveys
- Rebuilt CLO origination, re-establishing the CLO structuring platform. Hiring team members to grow the business and establish a top tier counter party for the CLO community
- Grew the distressed sourcing business, delivering a trusted and discreet execution platform, developing key relationships to build trust and loyalty
- Managed a full sales team, with focus on driving the business through nurturing talent, developing sales skills and producing tangible results from a fully engaged, well-regarded team delivering exceptional market share rankings across all pods of the business with MS consistently ranking in the top 5
- Maintained direct coverage of a lev fin account base of circa 35 accounts comprising HY RM, CLOs and hedge funds and always ranked as a top 5 producer across the business
- Developed an exceptional network at CIO/senior level

Societe Generale

2004/03 – 2006/01

Assistant Director, Non Investment Grade Media & Telecoms

- Responsible for origination of leveraged senior and mezzanine debt transactions within the non investment grade telecoms and media sectors

TD Securities

1999/06 – 2004/02

Vice President, Restructuring Group

(2002/12-2004/02)

Vice President, Non Investment Grade Media, Telecom & Technology Group

(2000/07-2002/11)

- Within the restructuring group, managed a portfolio of restructuring accounts across telecoms, corporate and power sectors

MAWNEY Partners



- Prior experience comprised Leveraged senior and mezzanine debt origination and execution for non investment cable and telecoms sectors

The Fuji Bank, Ltd

1997/04 – 1999/05

Assistant Manager, International Finance Group

- Provided analytical, modeling and credit application support within a CEE Senior debt origination team

NatWest Group

1994–1997

Balance Sheet Analyst – NatWest Markets

(1995/11-1997/03)

- Analytical role within the banks Asset and liability currency book

NatWest UK Corporate Banking

(1994/11-1995/10)

Analyst (Graduate Programme)

EDUCATION

Queen Mary University of London

BSc Mathematics with Economics

Saint Bartholomew, Oxford

4 'A' levels': Mathematics, Economics, History, Polish

Saint Bartholomew, Oxford

11' GCSE's': including English, Mathematics and German

INTERESTS

Passion for mountains - avid free-ride and back-country skier, trail runner (with an internationally recognised UTMB index) and climber, having recently climbed Mont Blanc and Monte Rosa for charity and raising close to £20,000. Bilingual Polish/English.