



Mehdi Khouadja

EXPERIENCE

Davidson Kempner Capital Management, London, UK
Multi-strategy Investment Fund, AuM USD 37Bn
Sourcing & Origination EMEA

December 2021- July 2024

- Directed the sourcing initiatives and coverage for EMEA Corporate, Real Estate (Shipping / Aircrafts), Structured Credit, private equity and credit transactions throughout Northern, Central Europe (DACH, France, Benelux) and Middle East
- Delivered customized structured capital across a wide range of asset types and industries
- Implemented a distinctive sourcing approach, through long established networks with banks, restructuring advisors, lawyers and specialized investment banks
- Identified and originated off-market investment opportunities without competition
- Collaborated closely with the investment professionals, ensuring seamless coordination in discovering new investment opportunities and executing their investment strategies

Credit Suisse Deutschland Global Credit Products, Frankfurt, Germany October 2018- November 2021
European Special Situations Sourcing & Leveraged Loan Sales Director London, UK

- Sole sourcing of distressed debt across continental Europe and Middle East specializing in special situations
- Demonstrated extensive geographic coverage across Germany, Switzerland, Austria, France, Italy, Nordics, Benelux, UK (partially) CEE and Middle East inclusive selective European hedge funds
- Established a strategic approach, sourcing through existing networks with banks, restructuring advisors, lawyers and boutique investment banks
- Identified and capitalized on rescue new money opportunities for opportunistic lending
- Conducted off market transactions with a focus on confidentiality securing exclusive deals such as UK Airport debt and German mental health clinics debt and successfully orchestrated transactions including notable cases involving a German fashion retailer and a German medical glass packaging
- Led primary leveraged loan distribution to European banks and funds
- Assumed the role of Trading Supervisor for Credit Suisse Deutschland distressed and par loan trading books, ensuring optimal risk and regulatory alignment

Raiffeisen Bank International (RBI), Vienna, Austria November 2014 - September 2018
Deputy Head Loan Syndication and Distribution, Senior Director (Team of 10) - Investment Banking Products

- Functioned as the singular bank-wide entry and exit point for all loan trades with RBI, streamlining processes for optimal efficiency
- Specialized in secondary loan trading for non-performing and performing loans of RBI Vienna and RBI's CEE banks
- Executed annually 40-45 secondary trades through direct sales or auctions for a nominal value of EUR 350 – 550 Mio per year across all jurisdictions, mainly non-performing loans. Facilitated the exit of substantial non-performing loan exposure with a South African/Austrian Retailer that went into restructuring in 2017
- Conducted daily valuation of loans integral to a secured balance sheet funding transaction 2
- Actively participated in the pre-work-out committee contributing to credit risk evaluations, preparation of credit reviews and formulation of sales recommendations

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- Played a pivotal role in the end-to-end transaction process, from preparing investor teasers, setting up data rooms, trade execution, settlement and closing, resolution associated legal issues
- Successfully orchestrated the sale of a Hungarian retail unsecured and Polish Mortgage portfolio to US investors in 2016
- Recognized as a speaker at NPL conferences across global locations including Miami, Prag, Budapest, Kiev, Warsaw, Bucharest, Frankfurt, Berlin, Vienna and London.

IKB Deutsche Industrie Bank, Düsseldorf, Germany

July 2011 - October 2014

Head of Credit Trading, Managing Director (Team of 3 traders & 1 desk analyst)

- Traded performing and non-performing leveraged loans, Schuldscheine, high yield bonds, single name CDS employing sophisticated long-short strategies across various layers of the capital structure
- Successfully orchestrated the execution of bank portfolio loan sales: performing & distressed
- Contributed to market liquidity and efficiency through active market making activities in German mid cap bonds (Mittelstandsanleihen)
- Implemented robust hedging strategies for the trading book using bond and equity index futures and CDS indices ensuring risk mitigation and book stability
- Led the comprehensive new product approval process for loan trading book
- Managed a trading book with a net size of € 150mm, Daily VaR of € 1 Mio, Over 50% of book invested in leveraged loans
- Delivered notable PnL results with € 1.2 Mio 2011, € 3.25 Mio in 2012, and € 5.5 Mio in 2013
- Held a license encompassing German Xetra and regional exchanges (Stuttgart, Berlin, Munich)

Jefferies International, London, UK

October 2010- July 2011

Senior Vice President, International Credit Trading

- Conducted sales & trading activities involving leveraged loans (par & distressed), high yield corporate credits, subordinated and distressed financials throughout the EMEA region
- Sourced distressed bonds and loans in the Germany, Switzerland, Austria, France and Italy
- Provided coverage for German, Austrian, French high yield and pension funds and banks

Aurelius Capital Management, Vienna, Austria

July 2009- October 2010

Credit Portfolio Management, AuM EUR 400 Mio

Head of Credit Portfolio Management Team (3 PM & Research)

- Initiated the launch of a European Leveraged Loan Fund targeting the Austrian investor base, collaborating in its management alongside a UK CLO manager
- Conducted discretionary portfolio management, overseeing High Yield portfolios (financial and corporate bonds) for German and Austrian Insurance companies and Banks
- Provided portfolio advisory and monitoring of a non-performing portfolio of a German Landesbank
- Utilised a combination of fundamental, quantitative and technical tools to make informed asset allocation decisions

Erste Bank, Credit Markets, Vienna, Austria

April 2008- July 2009

Senior Credit Trader, Credit Trading Desk

- Established a new trading book specializing in High Yield Bond, Leveraged Loan, LCDS and HY CDS trading book
- Conducted trading activities employing capital structure, index arbitrage, RV trading strategies

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- Engaged in trading of distressed bonds and loans of Erste Bank Vienna and its CEE subsidiaries
- Managed a proprietary and client induced trading book with a substantial net size of € 100mm

RZB, Raiffeisen Zentralbank Österreich, Global Market, Vienna, Austria March 2007-March 2008
Secondary Loan Trading, Senior Director

- Established the secondary loan trading desk leading the new product approval process
- Conducted trading activities on corporate and financials loans (Western Europe and CEE)
- Executed portfolio sales involving western European leveraged loans, CEE syndicated loans and distressed loans
- Contributed insight and expertise as a speaker at various occasions at CEE conferences

JPMorgan Chase, Investment Bank, London, UK March 2003 –March 2007
Secondary Loan Trading Desk, Vice President (Sales & Trading)

- Engaged in the sales & trading of leveraged, par and distressed syndicated loans
- Sourced distressed loans for trading and positioning strategies, proactive NPL acquisition
- Maintained extensive contacts for sourcing distressed assets in the Germany, Switzerland, Austria, France, Italy and CEE region
- Conducted daily trading with continental European banks fostering ongoing collaboration on NPL disposals
- Shared expertise as a speaker at several conferences and workshops in France and Germany focusing on distressed trading and restructuring

JPMorgan Chase, Investment Bank February 1996- March 2003
various positions:

Led Collateral Management Services, London, UK

- (Repo, Securities Lending & Derivatives) as the Head of Sales for Germany, Austria, Switzerland (Vice President)

Assistant Vice President in asset management Frankfurt, Germany

- Sales & Relationship Manager for German Special Funds

Associate, Brussels, Belgium

- Private Banking for high net worth individuals

EDUCATION

NEOMA Business School (Erasmus Program), Reims, France 1990-1994
Degree: Diplombetriebswirt, Bachelor of European Business Administration

- Ecole Supérieure de Commerce de Reims, (1990 -1992)
- Europäisches Studienprogramm für Betriebswirtschaft, Reutlingen, Germany Fachhochschule Reutlingen, (1992 -1994)
- Specialist areas: International Finance, Controlling and Accounting

Preparation School for the French Higher Economic Schools (HEC), Reims, France 1989 - 1990

Lycée Français de Vienne, Baccalauréat, Vienna, Austria 1976 – 1989
(Mathematics, Physics, Biology)



LANGUAGE

- French: mother tongue
- Arabic: mother tongue
- German: mother tongue
- English: highly proficient
- Italian: 2nd year written and oral

OTHER

Military Service in the Austrian Army: Vienna, Austria

Chief of a mobile radio transmission unit

September 1994- June 1995