

# RAFAEL ELIAS-LINERO

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## SENIOR RESEARCH PROFESSIONAL

### International Focus

Senior financial and strategy analyst with ample experience in the United States, Latin America, Europe, and Emerging Markets. Active participation with Sales and Trading teams, developing and publishing recommendations for institutional investors and proprietary books. Expertise in market dynamics, economic and political risk assessment, investment proposals, equity, and distressed, high-yield, and high-grade assets' evaluation. Experienced presenter and panelist received wide media coverage and international recognition for quality and accuracy of research.

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## PROFESSIONAL EXPERIENCE

**CREDIT AGRICOLE, CIB.** • New York, NY • December 2010 - Present

### Director, EM Credit Trading

Senior Desk Research Analyst/Strategist responsible for analysis, valuation and recommendations of Latin American corporate and sovereign debt instruments.

- Actively involved in day-to-day interactions with Sales and Trading teams in activities related to volumes and flow, communications with Institutional Clients and Firm's marketing.
- Develop models and research products to support the decision making process of Firm and clients.
- Active participation with Capital Markets supporting primary business opportunities.
- As a "Desk Analyst/Strategist", develop ideas and strategies aimed at expanding the Firm's presence in the Latin American Primary and Secondary Markets.

**EXOTIX USA, INC.** • New York, NY • February 2010- December 2010

### Latin American Corporate Research

Senior Publishing Research Professional responsible for Latin American corporate debt. Worked closely with Sales and Trading and Institutional clients. Developed models and published research for distribution to client base.

- Combining "desk analyst" and "publishing researcher" activities created own research products that enhanced the Firm's presence and visibility in the Latin American markets and its overall Emerging Markets Specialist franchise.
- Published comprehensive research products distributed among *ad-hoc* client base and potential new segment participants within existing client base.
- Developed strong relationships between firm, issuers, and client base, through in-depth analytical information that was made available to each related party emphasizing constant direct contact.
- Performed and executed marketing strategies with Sales and Trading teams strengthening the firm's presence among the universe of institutional clients.

**KNIGHT LIBERTAS LLC** • Greenwich, CT • 2006- February 2010

### Managing Director, Head of International Research; Director, Fixed Income Domestic and International Research.

Senior Research Professional responsible for analysis and evaluation of international and domestic markets, Equity and Debt instruments, Structured Products, and Corporate Finance investment opportunities. Covered High Yield and Investment Grade securities in different sectors in Latin America, Eastern Europe, Norway, and Spain.

- Top producer in a team of eight research professionals, published 32% of the total group's output in 2008 and 49% in 2009, representing a productivity ratio four to six times higher than the group's average. Top researcher in the team with the broadest scale and scope covering 54 securities worth more than \$17.2 billion, from 27 companies in 9 countries.

**Over Please**

# RAFAEL ELIAS-LINERO

**DEUTSCHE BANK** • New York, NY • 2003-2006

**Director, Integrated Credit Trading; Latin America Corporate Research**

Responsible for research analysis with focus on proprietary desk and institutional investors. Developed models and published research products to support the client base.

- Advised on special situations: distressed, bankruptcy emergence, transitional stages to high yield and high grade status after emergence.
- Worked closely with Capital Markets assisting in bringing deals to the market and to detect potential business opportunities.

**UBS WARBURG, LLC** • Stamford, CT • 2000 – 2003

**Director, Corporate Research**

Senior Analyst responsible for analysis and evaluation of Latin American markets. Accountable for managing a team of professionals in the research team across sectors.

- Strengthened the bank's presence in the market through early coverage of public and private entities in Argentina, Brazil, Venezuela and Mexico.
- Participated in "Latin American Deal of the Year" with Petrobras' PRI (Political Risk Insurance) bond issues amounting to \$1.5 billion, building client's investment-grade bond curve.

**ING BARINGS, LLC** • New York, NY • 1999 – 2000

**Director, Corporate and Economic Research**

Senior Latin America Equity Research Analyst covering the cement, construction, housing, and conglomerates sectors.

- Capitalized personal relationships to expand the firm's business profile.
- Increased visibility and client penetration of the firm by directing marketing efforts, organizing investors' events, and providing specialized research in the industry, political and economic analysis fields.

**CREDIT SUISSE FIRST BOSTON** • New York, NY • 1995 – 1999

**Vice President, Fixed Income and Equity Research**

Senior Analyst covering the Cement and Construction, Housing, Conglomerates, Telecommunications and Media, Retail, and Industrials sectors. Developed detailed models to adapt to the characteristics of different types of research. Responsible for managing the analysts' team.

- Honorary mention by Institutional Investor magazine in 1998 in the Cement and Construction sector.

**SERVICIOS CONSULTORIA Y ADMON. INMOBILIARIA** • Mexico City, Mexico • 1991 – 1993

**President, Real Estate Consulting Services and Development**

Co-founder of a real estate consulting and development firm servicing the housing, commercial, and residential sectors.

- Developed, marketed, and coordinated sales of a 400-plus units luxury residential weekend resort in Valle de Bravo, Mexico, valued at more than \$500 million.

**PROMOCIONES METROPOLIS** • Mexico City, Mexico • 1980 – 1991

**Project Director**

Responsible for managing construction, marketing, sales, and delivery of several residential, commercial, and public real estate developments in Mexico.

- Developed concept, managed construction, marketed, and coordinated sales of the top luxury residential project in Mexico City (Residencial Fundicion), valued at more than \$150 million.
- Developed, marketed, and coordinated sales with state governments of low-income housing projects encompassing more than 5,000 units.

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**EDUCATION, REGISTRATIONS, LANGUAGES**

**Yale School of Management** • Master in Private and Public Management (M.P.P.M.) • 1995

(Registered Representative) **Series 7, 63, 24, 86, and 87**

Fluent in written and spoken English, Spanish, and Portuguese

Citizen of the United States