

Curriculum Vitae



Personal Information

Name: Francisco Artur da Costa Velez Grilo

Birth Date: 23/08/68

Birth Place: Luanda, Angola

Mobile/Phone: + (351) 91 492 8916

Email: newrenaissancefc@gmail.com

Summary

- Corporate Financial Manager with experience in a conglomerate (Agro feedstuff, logistic, Agrochemicals, Chemicals, and renewable) with its activities across Iberia, South America & North America, interested in a global growing industry.
- Negotiation of bank conditions, ST/LT treasury control, Surplus Treasury management, Company/Project economic and financial analysis, investment file, excel financial modeling and internal & external reporting.
- Project Finance transactions in the logistic sector (terminal port), waste treatment facilities (hazardous & non hazardous), including financial modeling and negotiation of the financial terms and conditions.
- Additional knowledge across the renewable industry in Iberia and in North America.
- Risk Management expertise with deep knowledge in foreign exchange and Interest rates. Responsible for the management of an interest rate portfolio, 3 year length of 250 to 400 m Euros and a FX portfolio sometimes for the same amount in different currencies. Ability to negotiate with financial Institutions under tough market conditions the necessary tools to carry on with hedging needs to eliminate / reduce volatility from cash flow and protect shareholders equity.
- Excellent understanding of global economy and ability to anticipate most of market moves in the short/medium-term and to have a clear view of its trend in the long term.
- Focused on value creation.
- Team leader experience.

Specialties

- Valuation, corporate finance, project finance, treasury, risk management, portfolio management.

Academic Studies

- Strategic Issues in Mergers and Acquisitions – Executive Education / INSEAD – 2007
- Corporate Financial Strategy in Global Markets – Executive Education/INSEAD - 2005
- Postgraduate Degree in Corporate Finance at I.S.C.T.E. business school (2001/2002)
- Postgraduate Degree in Financial Markets at I.S.C.T.E. business school (1999/2000)
- Master's Degree in Business & Administration (ISLA Lisbon – 87/92).

Professional Activity

Since Jun 08 – Owner at New Renaissance Financial Consulting

- Risk management consultancy for FX and interest rates.
- Portfolio Manager

Q2 2008 / Q4 2008

- Financial consultant for green energy projects (biofuels) in Portugal and abroad (Africa & Brazil);

Q2 2010 / Q1 2011

- Interim director of a wind portfolio under development across Australia.
- Strategic consulting, including business plan & financing/sales strategy development.

November 2007 to Dec 2008 – Risk Manager Consultant at Sapec SA/Naturener SA.

- 230 Mio Euros, corresponding to the amount of the wind turbine purchase agreement signed for the first US projects were managed according to the uncertainty of the project phasing. Additionally, active intraday trading benefiting from strong volatilities was done during the first 3 months of the year 2008, being used its profits to finance the hedge for the first wind farm, corresponding to half of the amount exposed to dollar.
- As soon as the project and its financing become more visible, part of the equity invested was also hedged and the possibility for its roll over for the following year was negotiated.

Formed in 1926 as a mining and chemical company, Sapec has, since then, expanded its activities into various industrial sectors and services over the whole of the Iberian Peninsula, from the perspective of an industrial holding controlling the management of various activities.

As an investor, the Sapec Group pays particular attention to generating added value by pursuing the following objectives:

- managing a diversified portfolio of activities, capitalising, at present, on the Group's knowledge and know-how in the field of agriculture, chemistry, animal nutrition, services with a logistical component and in the generation of renewable energy,
- first and foremost in the Iberian geographical area,

- developing sustainable competitive advantages, either through the acquisition of a leadership position, or by exploiting niche markets,
- in sectors offering growth potential.

December 2006 to November 2007 – CFO of Naturener North America (US & Canada); Naturener SA the parent company of Naturener North America, is a subsidiary of Sapec, SA, which main goal is to develop renewable energies.

- Wind portfolio valuation in both geographies US and Canada according to the local incentives regime in place.
- Valuation of new acquisitions in both geographies.
- Strategic Management, including business plan & financing/sales strategy development.

March 2000 to November 2007 – Financial manager at Sapec SA. I have joined Sapec SA, working in direct collaboration with the board in the following areas:

Investment valuation projects including the creation of its financial models.

- Targeting cash flow growth & stability, significant disinvestments were done before 2000.
- Economic and financial analysis of several companies and valuation of investment projects were done after 2000.
- Project analysis (Preparations of files to the board)
- Investment file: preparation, analysis, control and financial support of the investment projects and/or acquisitions, as well as establishment of the business plans and additional reports for the board and for the banks with which financing negotiations were carried out.
- External reporting (subsidiaries, stock exchange, etc...)
- Responsible for the maintenance of all business plans for all business units and for the consolidated business plan.

Portfolio Manager

- Surplus treasury management in accordance to the investment policy defined by the board.
 - Following the industrial disinvestments, a policy, including internal financings, s/t structure deposits (cap. guarantee) and capital at risk was in force until new acq/inv were made. Its objective was to beat the MM yields.
- 20 major European stocks were followed covering all industries together with the most liquid pair of currencies. Structure deposits together with amounts under capital at risk were able to achieve the policy goal.
- Amounts under management: 20 to 25 Mio Eur.

Head of Treasury / Risk Manager

- Negotiation of bank conditions for the Group; financing of all new projects (project finance or corporate loan); proactive risk-management of its consolidated exposure on Fx and Interest rate, Fx on a yearly basis and IR for a period of 3 years.

Amounts under management: 250 to 400 Mio Eur. (Depending its volumes on macro economics)

- Control of financial projections, on the daily treasurer activity of several companies in order to optimize management resources and management of long term treasury.
- Responsible for all the information given to banks at both levels – holding and subsidiaries.

From December 1998 to December 1999 - Private Banker at Banco Finantia, S.A., where I have developed the primary activities of:

- Implementation of a new information system (Portfolio Management – “Midas”).
- Maintenance of the previous data processing system (S.G.C. – “U.N.L.”).
- Definition and control of financial reports.
- Member of the fiscal support team.

Banco Finantia is an independent global bank, with leading positions in key market niches: Consumer Finance, Investment Banking and Private Banking

From August 1998 to December 1998 - I have moved to the London office in order to migrate to Lisbon the information system that supported the local trading activity.

From Oct 1994 to August 1998 - Head of Operations Department at Banco Finantia, S.A..

- I have joined the Operations Department at Banco Finantia SA on October 04 and have assumed its responsibility from March 97 to August 98.
- The main job was the coordination of a team work of 25 people in all areas covered by the department:

Capital Markets:

- Follow up of the commercial paper programs and new issues.
- Verification and control of transactions on different markets.
- Relationship with market regulators.

Money Market and Treasury:

- Credit limits control.
- Verification and control of transactions related to Cash wires, External and internal debt, FX and interest rate transactions.
- Relationship with the regulator entity

Support:

- Development of projects related to process automation.
- Support and maintenance of information systems.
- Database maintenance.
- Relationship with the auditors and lawsuits

From September 1992 to September 1994 – I have worked at the treasury and contract management departments at Sofinloc, S.A.:

- Administration client contracts
- Bank accounts reconciliation

Other Academic studies / Certificates

- November 2000 - Value at Risk - Euromoney - Luxembourg.
- May 1998 - Technical Analysis - Futop - Lisbon
- March 1997 - Foundation Certificate Programme - I.S.M.A. - Montreux
- March 1996 - Stock & Interest Rate Derivatives - Derivative Stock Exchanges - Lisbon
- March 1995 - Work Team and time efficient management - by Instituto de Formação Bancária - Lisbon

Languages

- English: Fluent
- French: Fluent
- Portuguese: Native
- Spanish: Spoken

Lisbon, August, 2011 .

Francisco Velez Grilo