

# MARCELO DE MIRANDA CASTRO

São Paulo / SP - Brazil

Birth: August 13th, 1971

Brazilian/ Married

Phone/Fax: (5511) 3262-5335 / (5511) 3532-1090 / (5511) 8415-0333 (mobile)

E-Mail: [marcelo@mmc-consulting.com](mailto:marcelo@mmc-consulting.com) / [mm.castro@globo.com](mailto:mm.castro@globo.com) / [mmc.consulting@globo.com](mailto:mmc.consulting@globo.com)

Site: [www.mmc-consulting.com](http://www.mmc-consulting.com)

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## MAIN EDUCATION

### **USP – Universidade de São Paulo (FIA/FEA)**

MBA in Corporate Finance, 2002-2003

São Paulo/Brazil

### **UFRJ - UNIVERSIDADE FEDERAL DO RIO DE JANEIRO**

Bachelor of Arts in Economics, 1989-1992

Rio de Janeiro/Brazil

### **VAN GOGH HIGH SCHOOL**

Technician in Data Processing, 1986-1988

Rio de Janeiro/Brazil

## SPECIAL CERTIFICATES

### **GENERAL SECURITIES REPRESENTATIVE EXAMINATION (Series 7)**

Approved (Grade: 85%) at the examination applied by NASD and NYSE, June 1995 - NY/USA

## WORK EXPERIENCE

### **MMC Consulting Ltda. - São Paulo – Brazil**

Feb/05 – Current. **Manager & Chief-Economist**

Founder and manager of MMC Consulting, a financial consulting and advisory company, being responsible for the origination, building up and distribution of international and local structured finance and guarantee transactions for companies and financial institutions in Brazil and abroad including the preparation of financial and analytical reports and presentations of companies as well as handling all the documentary and contractual stage and providing a complete support in the negotiating process between the companies and financial institutions, insurance companies and all other parties involved on the structured deal.

### **BS S/A – Investment Bank - São Paulo – Brazil.**

Aug/04 –Feb/05 **International Area - Head of Structured Finance & Distribution**

Responsible for all the division of origination, building up and distribution of international structured finance transactions (Pre-payments of Exports, Syndicated Loans, Securitization of External Receivables, etc.) for the bank's clients and Brazilian companies in general as well as structuring deals for the bank (launching Trade Note and Euronote Programs in the International market), including the organization of "due-diligences" and preparation of all the contracts and documents ("Offering Circular" and "Information Memorandum") together with the law-firms abroad and in Brazil.

Dec/03 - Aug/04 **International Area – Superintendent of the America’s Division**

Responsible for all the bank’s international activities with focus in Trade Finance and correspondent banking in the region of the Americas (North America and Latin America) coordinating the America’s team of senior managers in their work and relationship with the banks and companies in this region as well supporting the commercial and corporate area in their contact with clients which were doing business in trade finance and also representing the bank in Banking Events (IDB, FELABAN, IMF, CLACE, etc) abroad and in Brazil.

Jan/99–Dec/03 **International Area.- Senior Manager.**

Responsible for the correspondent banking activities and corporate relationship, structuring all kind of trade finance deals inside the bank and supporting the commercial area and the corporate division regarding the relationship and structuring of trade related transactions for the bank’s clients and also representing the bank in several international bank’s events and seminars (IDB, IMF, FELABAN, CLACE). Responsible for part of the bank’s F/X transactions and also acting as the official “back-up” of the local F/X Trader of the bank who is based in the treasury department (responsible for the US\$ x R\$ inter-bank deals and exchange for the corporate clients).

**BANCO BBM S/A (Former Banco da Bahia Investimentos S/A )** Rio de Janeiro and São Paulo /Brazil  
- New York /USA (**BBM Securities Inc. - NY**)

Jul/94 – Dec/98 **International Division - Senior Manager.**

Responsible for International banking and institutional investors relationship, sales and placement of the bank’s and third party’s products, structuring of fixed-income and trade finance transactions, trading on eurobonds’ secondary market for clients and off-shore funds distribution.

Jan/93 – Jul/94 **International Division - Senior Financial Analyst.**

Responsible for trade finance transactions (L/C and export and import finance), foreign investments, settlement of all international operations including the establishment and management of the subsidiary and the full-branch of the group in Bahamas.

Nov/91 – Jan/93 **General Department of International Operations. - Trainee.**

Controlled all range of international transactions traded by the bank including the consolidated international cash-flow of the financial group.

IDIOMS

**English and Spanish (Both Fluent) / Portuguese (Native).**

## COMPLEMENTARY EDUCATION (Courses, Seminars and Conferences)

### **Saint Paul Institute of Finance (Assoc. Doc. FEA /USP)**

Attended “Credit Analysis and Corporate Evaluation” course, May 2004 – São Paulo/Brazil.

### **Fórum Europeu 2003 – EUROCÂMARAS**

Seminar “Development of Corporate Business”, November 2003 - São Paulo/Brazil.

### **Institute of International Research – IIR-USA ( New York - USA )**

Attended “ Structured Finance & Fixed Income” course , September 2003 – São Paulo/Brazil.

### **IBCB/FEBRABAN – (Instituto Brasileiro de Ciência Bancária)**

Attended “Foreign Capital -Entrance and Remittance” course, August 2001 São Paulo/Brazil

### **IIC (International Investment Corporation) /IFC (BID–World Bank)**

Attended “Competitive Advantage” (Management in the Financial Sector) course, July 2001 Miami/USA

### **FOREX**

Attended Seminar of BNDES’ Products (FINAME, PRE/POS SHIP.), October 2000 São Paulo/Brazil

### **CAPITAL MARKET CONFERENCE**

Attended the conference offered by “Hypotheckenbank”, May 1999 Essen/Germany

### **BANKBOSTON – TRAINING CENTER**

Attended Global Financial Institutions course, September 1997 Boston/USA

### **INSTITUTE OF INTERNATIONAL RESEARCH**

Attended Corporate Finance’96/97 course, October 1996 São Paulo/Brazil

### **STC - SECURITIES TRAINING CORPORATION**

Attended Series 7 Training Program NY/USA

### **EUROMONEY - INSTITUTE OF FINANCE**

Attended International Capital Markets course, September 1994 São Paulo/Brazil

### **EUROMONEY - INSTITUTE OF FINANCIAL LAW**

Attended Asset Securitization course, June 1994 Buenos Aires/Argentina

### **EUROCLEAR OPERATIONS CENTRE**

Attended Advanced Settlement Seminar, March 1994 Buenos Aires/Argentina

### **ANDIMA - ASSOC. NACIONAL DAS INST. DO MERCADO ABERTO**

Attended Raising of Funds in the Int’l Market course, March 1994 Rio de Janeiro/Brazil

### **IBCB - INST. BRASILEIRO DE CIÊNCIA BANCÁRIA ( FEBRABAN )**

Attended Credit Analysis course, February 1994 São Paulo/Brazil

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