LORENA REICH

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EXPERIENCE

LUCROR ANALYTICS (www.lucroranalytics.com)   Buenos Aires, Argentina
Director LatAm, Senior Credit Analyst   2019-current
Responsible for the research coverage and publication of fundamental analysis and trade recommendation on of a portfolio of LatAm corporate bonds
Regular interaction with investors
Regular interaction with the press

ADVANCED CAPITAL SECURITIES   Buenos Aires, Argentina
Executive Director, Fixed Income Research   2010-2018
- Responsible for the firm´s corporate fixed income research department.
- Coverage of Latin American corporates, with a focus in Argentina.
- Generation of investment ideas, based on fundamental analysis and relative trades. Writes research reports for publication.
- Regular interaction with sales and trading and outside clients, including private and institutional investors.

BANK OF AMERICA /MERRILL LYNCH
New York, NY
Associate, Emerging Markets Fixed Income Corporate Research   2007 – 2009
- Conducted company fundamental analysis and industry research. Synthesized and assessed industry and economic data. Performed relative value analysis, bond valuation and liquidation analysis.
- Wrote and published investment recommendations, and notes on relevant investment themes and events in Latin America.
- Initiated coverage of seven Mexican companies, and covered over 15 companies in various industries in Latin America (with a focus in Mexico and Brazil).
- Created and maintained financial models, projections, estimates and bond pricing databases for companies under coverage.
- Regularly provided investment opinion and responded to queries from institutional and retail investors, and internal sales force. Interacted with management of companies under coverage.
- Worked closely with research analysts, economists, strategists and traders in Argentina, Mexico, Brazil and NY.

MOODY'S INVESTORS SERVICE   New York, NY
Associate, Corporate Finance Group – Healthcare and Services Team   2005 – 2006
- Prepared rating recommendations and monitored portfolio of 38 healthcare, services and packaging companies.
- Wrote and published in-depth company analysis and quarterly reports, including credit opinions and industry updates.
- Sourced and analyzed quantitative and qualitative information. Built and maintained detailed financial models and earnings forecasts for companies under coverage.

ALLIANCE BERNSTEIN   New York, NY
Equity Research Summer Associate, Global Emerging Markets (GEMs)   Summer 2004
- Initiated coverage on Latin American companies. Written reports included valuation models (DCF, multiples), company description, rating and investment recommendation. Analyzed and recommended the feasibility to include two IPOs in the portfolio of $3B of AUM.
- Three-week rotation in the London office to analyze current and past multiples and macroeconomic indicators for GEMs. Wrote extensive report with findings to source investment allocation decisions.

MOODY'S LATIN AMERICA   Buenos Aires, Argentina
Associate Analyst – Mutual Fund Group   2002 – 2003
- Rated and published rating reports for 68 mutual funds, including money market, closed-end, equity, fixed-income and mixed funds. Reviewed funds quarterly and published updated commentary.
- Member of the start-up team for entry in Bolivian and Uruguayan markets. Rated first transaction and later co-directed all mutual fund ratings in Bolivia for Moody's, achieving a 70% market share.

Analyst – Structured Finance Group   2000 – 2002
- Rated and wrote research reports for over 100 structured finance deals including ABS auto and credit card receivables, RMBS and CMBS and collateralized debt obligations. Investors used reports to evaluate risk in transactions before adding these investments in their portfolios. Regularly consulted by regulators and pension funds to assess suitability of rated investments.
- Co-authored Manual of Procedures along with full description of rating methodology to present to regulators in Argentina and Bolivia.

EMERGING MARKETS MANAGEMENT LLC   Arlington, VA
Equity Reseach Summer Analyst – Emerging Markets   Summer 1998 – Summer 1999
- Research/analytical support for EM PM. Prepared research reports on companies for potential inclusion in portfolio.

ACADEMIC ACTIVITIES

UNIVERSIDAD TORCUATO DI TELLA
Undergraduate School of Business and Economics   Buenos Aires, Argentina
Professor of Capital Markets   2010-current
- Teaches an introductory course on capital markets, including participants and instruments, development of capital markets over the year, comparison between local and Latin American markets to develop markets.

UNIVERSIDAD TORCUATO DI TELLA
Graduate School of Business – Master in Finance   Buenos Aires, Argentina
Professor of Corporate Debt Market   2012-current
- Teaches a class on different instruments of corporate financing in capital markets, development of the local markets and comparison to Latin America and develop markets.

EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business   New York, NY
Master of Business Administration with Emphasis in Finance and Economics   May 2005
- VP, Academic and Professional Events, Latin American Business Association. Member, Graduate Finance Association.
- Teaching Assistant: Multinational Business Management and Global Business Environment

UNIVERSIDAD TORCUATO DI TELLA   Buenos Aires, Argentina
Bachelor in Science in Business and Economics   December 1999
- Received highest grade in graduation thesis. Elected member of Alumni Association.

ADDITIONAL ACCOMPLISHMENTS
- Successfully completed Level I of the Chartered Financial Analyst Program
- Series 7 Certification.
- Languages: Native Spanish, Fluent English, Intermediate Hebrew, Working knowledge of Portuguese.
- Deep involvement in volunteer work and interest microfinance: volunteer at Mujeres2000, a microfinance NGO that helps low income women start their own small business