

## **RICHARD RENNEL GARCIA**

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**SUMMARY:** Senior level financial professional with over 15 years of managerial experience including significant practical experience in Energy and Telecom sectors. Strong workout and restructuring skills, excellent capabilities in negotiations, financial analysis, due diligence, contract analysis and legal documentation.

### **PROFESSIONAL EXPERIENCE**

#### **BROOK STREET CAPITAL ADVISORS, LLC** **Darien, CT 2003 – Present**

- **Managing Member.** Newly organized financial advisory firm, focusing on capital raising and debt management, corporate recovery and strategic financial planning.

#### **HVB (Hypo und Vereinsbank – 2<sup>nd</sup> largest Bank in Germany)** **New York, NY 2002 – 2003**

- **Managing Director, Head of Special Asset Advisory Group.** Responsible for management of Bank's diverse distressed corporate loan portfolio in US and Latin America, including HVB's affiliate bank in Argentina.
- Instituted pro-active, corporate finance approach to restructuring/distressed asset workouts.
- Developed profit oriented distressed investment business, including DIP financings and rollout of a distressed investment fund.
- Managed 26-person special asset advisory department; member of the WatchList and Risk Committees.
- Participated or oversaw bank participation on various workout steering committees (incl. NRG Energy, Pacific Crossing, Covanta, Hylsa), bilateral loan restructurings, asset sales, fraud investigations, etc.

#### **GLOBAL PHOTON SYSTEMS, INC.** **San Diego, CA 1999 – 2001**

- **Chief Financial Officer.** Responsible for all facets of the company's financial operations, including accounting procedures, audit, risk management, financial reporting; and *de facto* **Crisis Manager.**
- Successfully arranged financing for this start-up Telecommunications Company, including equity investments, project debt and vendor finance.
- Negotiated complex restructuring of company's debt and contractual arrangements.

#### **CREDIT LYONNAIS AMERICAS** **New York, NY 1994 - 1999**

- **Sr. Vice President, Project Finance Department.** Department Manager responsible for Project Finance activities in North and South America.
- Responsible for increasing group revenue from less than \$10 million to over \$25 million in 6 years, exceeding budgeted revenue and return targets in each year.
- Group achieved top rankings in Project Finance league tables, usually among the top 5.
- Successful record of securing over 40 Project Finance transactions in which Credit Lyonnais was Agent and/or Lead Arranger, as well as selective Project Finance advisory assignments, with concentration on the electric power and energy sectors..
- Rebuilt the Project Finance team in New York under difficult market conditions to become a top-tier Arranger.
- Created a portfolio management template and team to monitor a portfolio that grew to \$1.5 billion.

#### **DEUTSCHE BANK AG**

**New York, NY and Frankfurt, Germany**

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- **Director / Chief Credit Officer for Head Office Project Finance Division (1993 – '94).** Credit responsibility for global Project Finance activities.
- Varied special credit assignments, including representative of international banks on Euro Disney restructuring steering committee; acting as DB representative on Instructing Bank committee for second EuroTunnel restructuring; and due diligence in connection with proposed bank acquisition of gold trading/gold loan operation, and jointly with IFC in connection with a problem mining project.
- **Director and Deputy Manager, Structured Finance Department (New York 1988 – '93).** Responsible primarily for Project Finance activities and assisted in development of other structured products, including asset-backed transactions.
- Originated and arranged approximately two-dozen transactions as Agent or Lead Arranger in various sectors, including power and energy, petrochemicals, and natural resources.
- Contributed to the growth of a three person Project Finance team to a group of 20+ Structured Finance professionals which were arranging major transactions

**MOODY'S INVESTORS SERVICE,** **New York, NY 1987 - 1988**  
**Sr. Research Analyst, Structured Finance Division.** Responsible for ratings of various asset-backed securities, including CP conduits and CLOs.

**CREDIT SUISSE** **New York, NY 1985 - 1987**  
• **Vice President, Specialty Finance Department.** Successfully originated, structured and negotiated nearly \$2 billion in Project Finance and Public Finance transactions.

**MANUFACTURERS HANOVER TRUST COMPANY** **New York, NY 1979 - 1985**  
• **Asst. Vice President, Public Finance Dept. (193-'85).** Responsible for originating and structuring municipal bond issues, with emphasis in general obligation and infrastructure financings.  
• **Int'l Division (1979-'83).** Completed bank's management training program (1980) and designated varied assignments in Latin American sector, including primary Bank representative in sovereign debt restructurings of Jamaica and Dominican Republic.

**OTHER EXPERIENCE** **1973 - 1979**  
Varied full and part-time research and program coordination positions in the area of economic development and development assistance with non-profit and governmental entities, including 2 years (1973 – '74) research program in Brazil.

### **EDUCATION**

**1979: MBA, THE AMERICAN UNIVERSITY, Washington, DC**

**1974: MA, GEORGE WASHINGTON UNIVERSITY, School of Public and International Affairs, Washington, DC**

**1972: BA, UNITED STATES INTERNATIONAL UNIVERSITY, San Diego, CA**