

# Luis Andres Vicente Gonzales

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## EDUCATION

**INSEAD**  
**MBA Class of December 2020**

**Fontainebleau, France**  
**2020**

**Universidad del Pacifico**  
**Corporate Finance Specialist**

**Lima, Peru**  
**2014 – 2015**

- Achieved a final note of 16.8 in a 0-20 scale

**Pontificia Universidad Catolica del Peru**  
**Bachelor's degree in Economics**

**Lima, Peru**  
**2006 – 2011**

- Accomplished to graduate in top 34.7% of the General Historical Ranking of Students from the Major of Economics. Member of swimming team, academic/economic needed based scholarship

## EXPERIENCE

**Credicorp Capital Peru**

**Lima, Peru**

*Got a 47% market share in 2018 in the brokerage segment with a trading volume of USD 3.2 billion. It is the largest Peruvian investment banking and financial services firm.*

**Equity Research Associate / Senior Analyst (promoted)**

**2017 – 2019**

- Co-managed recommended top5 portfolio achieved a 38.2 pp. return in excess of benchmark (local stock index)
- Picked two major winner stocks, Volcan in 2017 (+64.6% in 3 months) and Buenaventura in 2018 (+38.5% in 5 months)
- Developed 4 valuation models for mining companies, 2 for utilities companies
- Initiated a new coverage (the first in Peru) on a multinational mining firm
- Led the elaboration of Investor Guide 2019 for the Peruvian part (guidebook with investment recommendations) and co-led the ones of 2018 and 2020. It contained 15 Peruvian stocks and 59 in total
- Conducted a roadshow in Chile to share Credicorp Capital Research Team's view of Peruvian equity and macro markets
- Conducted a variety of interventions about mining, utilities, stocks and macro topics on media
- Coached 3 interns to get jobs in investment industry

**Kallpa Securities**

**Lima, Peru**

*Independent brokerage and investment banking firm. As of 2018 it was the 2<sup>nd</sup> largest independent brokerage by traded volume with USD 126.4 million representing 1.9% market share*

**Equity Research and Capital Markets Analyst**

**2014 – 2017**

- Initiated 3 new coverages in utilities sector, and maintained 4 in mining sector
- Co-structured capital raisings in Peru and Colombia for Peruvian private sector companies for more than USD 20mn and short-term debt issuing for USD 1mn-5mn
- Published a visit report of a mining company located in Guatemala
- Co-led elaboration of first Equity Guidebook including company with 18 companies under coverage

**ESAN**

**Lima, Peru**

*Undergrad University specialized in Finance. Amongst the top 5 in Peru*

**Teaching Assistant**

**2013 – 2015**

- Coached students to understand International Finance. Explained resolution of problems to put theory in practice

**Banco Interamericano de Finanzas**

**Lima, Peru**

*Mid-sized local bank, from Spanish owners. Focused on small to mid-sized companies*

**Corporate Banking Commercial Assistant**

**2012 – 2014**

- Pitched a USD 5mn credit proposal directly in front of the Risk Committee, obtaining approval
- Managed a portfolio of clients temporarily due to an executive 3 months license
- Prospected and obtained 4 new clients for executive's portfolio

## ADDITIONAL INFORMATION

**Interests:** Investment management, investment banking, private equity, entrepreneurship.

**Nationality:** Peruvian

**Languages:** Spanish (Native), English (Fluent), Portuguese (Intermediate)

**Computer Languages/Technical Competencies:** Microsoft Office Word, Excel, Power Point and Outlook, Bloomberg