

# ALONSO GARCIA CASARES

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Masters of Business Administration Candidate; Dual Major in Economics & Public Policy and Finance*

2019-2021

- Henry Ralph Ringe Fellowship – Awarded to selected students on academic and professional merit
- Clubs: PE/VC, Real Estate, Energy, Agribusiness, Social Impact, WHALASA (VP of Admissions)
- Relevant Coursework: Real Estate Investing, Taxes and Business Strategy, Energy Markets and Policy

### INSTITUTO TECNOLOGICO AUTONOMO DE MEXICO (ITAM)

Mexico City, Mexico

*B.S. in Economics & B.S. in Applied Math (9.00/10.00 GPA)*

2010-2016

- Academic Merit Scholarship; Graduated with honors in Economics
  - Thesis on *The Effect of Potential Competition in Real Tariffs in the US Domestic Airline Market*

## EXPERIENCE

### GLENFARNE GROUP, LLC

New York, NY

*Summer Associate, Infrastructure Private Equity*

Summer 2020

- Developed financial models and investment memos for 2 solar projects with total 117MW capacity in Chile
- Worked with company's CFO to create dynamic liquidity models to forecast sources and uses of cash for Glenfarne and subsidiaries
- Conducted extensive research on SPAC market to evaluate strategic alternatives for Glenfarne

### MORGAN STANLEY

Mexico City, Mexico

*Investment Banking Analyst*

2016-2019

- Advised CPPIB & OTPP in acquisition of 40% stake in IDEAL, a public Mexican infrastructure company
  - Modeled 13 toll road concessions, 3 logistics terminals and 2 wastewater treatment plants as well as a FIBRA E (infrastructure investment trust) of 4 assets to evaluate increase in value under this structure
  - Conducted research to understand each of IDEAL's concessions terms and model them properly
  - Prepared valuation and industry overview presentations for CPPIB & OTPP's investment committees
- IPO process of FSTAY, a hotel REIT owned by Hoteles City Express (HCITY)
  - Built FSTAY's financial and valuation model and presentations, prepared Industry Overview and Financial sections of Offering Memorandum and coordinated comments to document with company, lawyers and tax advisors
  - Worked on roadshow presentation used by FSTAY's management team to explain transaction to potential investors and joined HCITY's CFO and IRO in roadshow meetings with investors in Mexico City and New York
- Sale of CAME, a Mexican microfinance institution with 400,000 clients and ~US\$130MM portfolio
  - Performed financial valuation of CAME through dividend discount model, comparable companies and precedent transactions methods
  - Created valuation presentations for client, prepared materials used by CAME's CEO and Chairman for management meetings with potential buyers
  - Deal closed for undisclosed amount after competitive process with three different bidders
- Involved in US\$1.0Bn bond issuance of Mexichem to finance acquisition of Israeli micro-irrigation solutions firm Netafim
  - Worked with Mexichem and JP Morgan on the roadshow presentation and travelled to Santiago, Chile with Mexichem's team to meet with potential investors from 19 different funds
  - Mexichem priced a 10Y US\$500MM bond and a 30Y US\$500MM
- Analyst recruiting leader (2017, 2018, 2019) for Morgan Stanley Mexico

## ADDITIONAL INFORMATION

- **Interests:** Soccer (semi-pro team captain; 2008-2010), mountain climbing (yearly trips to Mexico's highest peaks *Iztaccihuatl* – 17,159ft and *Pico de Orizaba* – 18,491ft), scuba diving (PADI Advanced Open Water Diver)
- **Volunteer Experience:** Treasurer for Beca Integral Universitaria - program that awarded monthly grants to 100+ underserved college students in Mexico City (2013 and 2014)
- **Languages:** Native Spanish speaker