



STRUCTURED PRODUCTS & FINANCIAL ENGINEERING

EXPERT PROFILE: RAJAT BHATIA



SUMMARY

- 25+ years' experience in the global financial markets in fixed income, equities, FX, commodities and hybrid structures
Worked and lived in 7 countries and travelled to 70 countries spread across 4 continents to conduct financial markets business.
- Taught courses on Forex, Commodity, Fixed Income, and Equity Markets, Derivatives, Swaps, Alternative Investments, and Portfolio Management at major global financial institutions like BlackRock in New York, Credit Suisse, Barclays and Macquarie in India as well as internally at Lehman Brothers in London and Citigroup in India.

- Alumnus of Columbia University, New York City where he was a Dean's Fellow while pursuing a Master's Degree in International Affairs with specialization in International Banking & Finance. He also earned an MBA from Indian Institute of Management, Ahmedabad and a Bachelor's degree with Honors in Economics from St. Stephen's College, Delhi.
- Worked at Citibank Global Asset Management, London, Lehman Brothers, London, Merrill Lynch Capital Markets, Hong Kong, Booz Allen & Hamilton, Sydney and Citibank, India. He has also consulted to several well-known firms in New York, London and Singapore

PRINCIPAL ACHIEVEMENTS

- Developed Artificial Intelligence and Neural Network based trading strategies that resulted in the formation of Delray Capital Management and Neural Capital
- Worked on long dated structured energy deals in the electricity and natural gas markets that included Tolling and Load Serve Deals
- Country coverage officer for debt capital markets and derivative products. Covered top tier Indian companies like ONGC, Indian Oil, NTPC and the Ministry of Finance for Yankee, Eurobond and other debt capital market deals
- Dean's Fellowship (Top 5% of the Class)
Columbia University 1991-1992
- Best Trader - The Bourse Game
Citibank Asia Pacific Banking Institute, Singapore, 1988
- Most Profitable Bank - The Bourse Game
Citibank Asia Pacific Banking Institute, Singapore, 1988
- Best Student - Computers and Information Systems
Indian Institute of Management, Ahmedabad, 1986

WORK EXPERIENCE

- Rajat worked at Citibank Global Asset Management, London in the Alternative Investment Strategies group which managed several billion dollars in Fund-of-Hedge Funds and Collateralized Loan and Bond Obligations.
- He has also worked at Lehman Brothers International in their Derivative Products group in London on structuring deals in fixed income, currencies and commodities.
- At Merrill Lynch Capital Markets, he served as the Country Coverage Officer for India based out of Hong Kong covering the Ministry of Finance and large Indian public sector companies.
- At Booz Allen & Hamilton, Sydney he was a strategy consultant in the financial markets group helping improve business processes at a major Australian bank prior to privatization.
- At Citibank, India, he was an Inter-Bank Foreign Exchange Trader where he traded USD/Yen and the Indian Rupee in the spot markets.
- He has also consulted to McKinsey, Morgan Stanley, Neuberger Berman, Alliance Bernstein, Bain & Co, Bernstein Litowitz Berger & Grossmann and Deutsche Bank in New York, London and Singapore.
- As an entrepreneur, his work on neural networks based trading strategies at Financial Engineering LLC, an early stage company in Florida, resulted in the creation of a new hedge fund called Delray Capital.

- He was part of the team at Lehman Brothers that pioneered the development of credit derivatives that were in their infancy at that time. He worked on pioneering cross asset barrier options linked to Jet Fuel prices, Currencies and US Interest Rates. He has also worked on several market leading transactions for sovereign issuers in Europe and bulge bracket corporate clients in Europe and Asia.
- Currently he is the Founder & CEO of Neural Capital and an investor in early stage / start up companies in London and in India. He is also a Senior Partner in Neural Technologies and Software Ltd., Mumbai and the Chairman of the Board of Advisors of Invenzo Labs, an analytics products and services company based in Bangalore.

STRUCTURED FINANCE EXPERIENCE

- Structured fixed income derivatives, credit derivatives, commodity derivatives and cross-market hybrid as well as exotic options for liability management and for asset managers in Europe and Asia
- Pioneered the development of credit derivatives that were in their infancy at that time
- Developed cross market barrier options linked to Jet Fuel prices, Currencies and US Interest Rates
- Worked on several market leading transactions for sovereign issuers in Europe and bulge bracket corporate clients in Europe and Asia

ALTERNATIVE INVESTMENTS EXPERIENCE

- Alternative Investments - Fund of Hedge Funds, Collateralised Bond and Loan Obligations
- Responsible for marketing and capital raising for fund-of-hedge funds and CBOs / CLOs
- Member of a global team that managed US\$ 10 billion in fund of hedge funds and CAPTIVA series of CBOs / CLOs which invested in US High Yield and Emerging Market debt

QUANTITATIVE TRADING STRATEGIES

- Founder & CEO of an entrepreneurial firm that specializes in developing quantitative trading strategies for the global financial markets using artificial intelligence techniques like neural networks and statistical arbitrage.
- NEURAL CAPITAL has developed the SILVER BOX - a stat arb strategy - that has been particularly successful in trading all types of markets - Bull, Bear and Sideways markets.
- The SILVER BOX had a positive return of 124% in 2008 when during a year when major investment banks like Bear Stearns and Lehman went bankrupt

RESEARCH

- His paper titled "Financial Chernobyl or Manageable Risk – The brewing storm in subprime and CDO markets", published in the Hedge Fund Journal, London in September 2007 was one of the few articles to have clearly predicted the onset of the 2007-2008 financial crisis.
- He has also published papers on Currency & Interest Rate Swaps in the Economic Times and on applications of Artificial Intelligence and Neural Networks in the Financial Express

EDUCATION

Columbia University in the City of New York Master of International Affairs, International Banking and Finance	1991 – 1992
Indian Institute of Management, Ahmedabad MBA, Finance	1985 – 1987
St. Stephen's College B.A. Honors Economics, Economics	1982 – 1985
La Martiniere for Boys, Kolkatta	1979 – 1982

PROFESSIONAL RECORD

Chairman - Board of Advisors Megalone Concepts India Pvt. Ltd.	June 2014 – Present
Partner Quantum Phinance	February 2012 – Present
Partner Green Tech	January 2010 – Present
Founder & CEO Neural Capital	November 2005 – Present
Partner Financial Engineering LLC	December 2002 – November 2005
Lead Portfolio Strategist Williams Energy	August 2001 – December 2002
Founder and CEO INDIAFX.com	1997 – March 2001
Vice President Citibank Alternative Investments	1996 – 1997
Derivatives Structurer Lehman Brothers	May 1994 – December 1995
Assistant Vice President and Country Coverage Officer - India Merrill Lynch Capital Markets	January 1993 – December 1993
Associate Booz Allen and Hamilton	1992 – 1993
Proprietary FX Trader Citicorp Investment Bank, India	June 1987 – April 1990