



Forty UNDER Forty

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A Sunnier Perspective

IDD's Fifth Annual Look at an Industry's Young and Promising Professionals

By Aleksandrs Rozens

When you meet this year's crop of young dealmakers, you will find the usual unbridled enthusiasm for their professional roles, their families and their wide-ranging pastimes.

But this year, in our conversations with professionals, we found another type of enthusiasm: a welcome sense of optimism about Wall Street itself that has not been evident for some time.

One gets the impression that Wall Street has finally emerged from under the grim cloud of the credit crisis. Wherever these professionals operate — selling debt or equity or providing advice on mergers or corporate workouts — there is a sense that things have actually gotten better. That's a change from recent years, when there was little in the way of even cautious optimism.

One thing that always makes this annual catalog of talent interesting is the variety of answers we get to this question: How did you get into investment banking?

For **Scott Eichel**, now global head of securitized products and head of U.S. credit products at **RBS Securities**, the draw to the bond market came from "Liar's Poker," the seminal book that **Michael Lewis** has often said was meant as a cautionary tale to warn young people away from Wall Street. Eichel read the book as a 19-year-old and marveled at how it brought to life the high energy of the trading floor. "I immediately became fixated on mortgages."

Some specialists were traveling very different career paths before they became bankers. Consider the case of **Naveen Nataraj**, **Evercore's** senior managing director, who played cricket at state schools and professionally in southern India. "Thankfully," he had "the judgment early in life not to bet my future on a sporting career."

In more than one case, dealmakers considered a career in science or medicine.

Mike Madden had a neuroscience degree in hand when he tried to get a job in finance. He started out at a discount brokerage, and his career path has brought him to **Mitsubishi UFJ Securities (USA)**, where he now runs the equity sales department. **Deutsche Bank's Andrew Callaway** was a pre-med student at Amherst College. Soon after getting engaged, Callaway opted for a career on Wall Street, but his pre-med studies — as well as a stint as a cancer researcher — have aided him in his work on his firm's health care investment banking team.

Then there are the different interests these dealmakers manage to pursue during their few hours off. **BNP Paribas' Renaud-Franck Falce**, who grew up near Paris, is a fan of Formula One auto racing. **UBS' Eric Mandl** serves on the acquisitions committee of New York's Guggenheim Museum, and Deutsche Bank's **Alexandra Barth** often visits the Metropolitan Museum of Art and the Frick Collection.

Some professionals put their professional experience to work for charity. **Stephen Wise**, a partner on **Carlyle Group's** U.S. health care buyout team, is very involved with global public health issues; he is working with the Harvard School of Public Health on ways to combat malaria, tuberculosis and HIV in the developing world.

But enough with this introduction. Let's jump into the lives of 40 unique dealmakers and get to know them.

(In case you are wondering why some of these folks are actually 40 years old, they have crossed that great divide in the past few months and were under the age of 40 as of Dec. 31, 2010. Tempus fugit.)

As always, we welcome your feedback. Let us know what you think, and be sure to pass along your own stories and those of your colleagues. A new edition of **Investment Dealers' Digest's 40 Under 40** is roughly a year away. **IDD**



NAVEEN NATARAJ EVERCORE PARTNERS



Naveen Nataraj

Title: Senior Managing Director

Company: Evercore Partners

Age: 36

Time with company: 9 years

Growing up in southern India, **Naveen Nataraj** played cricket at the state schools and professionally, but he “thankfully had the judgment early in life not to bet my future on a sporting career.”

Instead, he went into banking, joining **Evercore Partners** in 2002, “in its early stages of growth,” and becoming its youngest-ever senior managing director at 33. As a member of the firm’s corporate advisory business, he has worked on nearly \$300 billion of deals for technology, telecom and media clients.

Nataraj’s mainstay is technology. “I am attracted to the rapid pace of industry transformation. I can’t think of a more vibrant ecosystem. Mobility, cloud-based solutions, social networking ... are changing the way technology is consumed by enterprises and individuals alike.”

Last year, Nataraj advised **Intel** on its purchase of **Infineon’s** wireless business for \$1.4 billion in cash. “It was among the more complex deals I’ve worked on.” Such deals are complicated in general, he said, and even more so in Europe. (Infineon is based in Germany.) “This was a very strategic transaction for Intel, enabling them to enter the smart phone and tablet ecosystems and expand from their incumbency in the PC world.”

In addition, Nataraj advised the British TV signal converter maker **Pace PLC** on its \$475 million acquisition of the broadband video technology firm **2Wire Inc.** in October from a consortium of strategic and financial investors that included **AT&T, Alcatel-Lucent** and **Oak Investment Partners**.

The acquisition enabled Pace to stretch its reach beyond cable and satellite and into Internet television, he said. “The game theory and tactics were fascinating.”

Also last year, Nataraj represented **The Carlyle Group** in its \$2.6 billion purchase of telecommunications company **Syniverse Technologies**, a deal that marked the return of the leveraged buyout after the credit crisis.

Nataraj expects to remain busy. “With extraordinarily strong industry balance sheets and the return of private equity buyers, tech M&A is likely to continue to be strong for the foreseeable future,” he said.

Paul Burton

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