



ECONOMIC CONSULTING SERVICES, LLC

Marcelo Pinheiro, Ph.D.
Director of Financial Analysis Services

Education

Princeton University, Ph.D. in Economics with specialization in Finance.

Pontifical Catholic University of Rio de Janeiro, B.A. and M.Sc. with Honors, in Economics.

Current Position

Economic Consulting Services, LLC: Director of Financial Analysis Services

- Provide economic and financial analysis and testimony regarding liability and damages in commercial litigation, especially regarding complex financial instruments and transactions. Prepare econometric analysis and modeling of financial data for valuation and for the purpose of international trade litigation.

Areas of Expertise

- Asset pricing, portfolio allocation, banking, real estate, corporate finance, and credit markets.
- In litigation, I have performed analysis and assisted experts on a wide range of cases including:
 - Calculation of damages in ERISA litigation cases.
 - Valuation of Auction Rate Securities (ARS) in the context of the recent ARS market failure.
 - Disputes related to commercial paper and bankruptcy preference.
 - Valuation of commercial paper during times of financial distress.
 - Analysis of adequacy of portfolio diversification strategies.
 - Event studies to measure the impact of company specific news on stock prices.
 - Valuation of private equity transactions.
 - Issues related to mergers and acquisitions in the ocean carrier freight-forwarding industry.
 - Econometric analysis of alleged manipulation in energy trading markets.
 - Pricing of privately placed convertible securities, fairness of such deal, and valuation of the stock underlying the convertible bond.
 - Pricing of Argentine government bonds during the 2001 Argentine crisis.

2001 L Street, N.W., Washington, D.C. 20036

Telephone: (202) 466-7720 Fax: (202) 466-2710

E-Mail: ECS@Economic-Consulting.com

Web Site: www.Economic-Consulting.com

Past Positions

- **George Mason University:** Visiting Assistant Professor of Finance
- **Cornerstone Research:** Consultant
- **UNC – Charlotte, Belk College of Business:** Assistant Professor of Finance
- **University of Chicago, Dept. of Economics:** Post-Doctoral Fellow and Lecturer
- **Princeton University:** Teaching Assistant
- **Galanto Economic Research, Brazil:** Economic Consultant
- **BBM Bank, Brazil:** Risk Analyst and Economist

Publications

1. Housing, Credit, and Real Activity Cycles: Characteristics and Comovement (with Deniz Igan, Alain Kabundi, Francisco Nadal De Simone, and Natalia Tamirisa) – *FORTHCOMING Journal of Housing Economics*
2. Insiders' Incentive to Manipulate Earnings and its Connection to Analysts' Forecasts, Trading and Corporate Governance (with Deniz Igan) – *FORTHCOMING Journal of Economics and Finance*
3. Exposure to Real Estate in Bank Portfolios (with Deniz Igan), *Journal of Real Estate Research*, Volume 32, Number 1, January-March 2010, pp. 47-74.
4. Short-Selling Restrictions, Takeovers and the Wealth of Long-Run Shareholders, *Journal of Mathematical Economics*, Volume 45, Issues 5-6, May 2009, pp. 361–375.
5. Demand Shocks and Market Manipulation, *Annals of Finance*, Volume 4, Number 3, July 2008, pp. 269–298.
6. Overinvestment and Fraud, *Journal of Mathematical Economics*, Volume 44, Issues 5-6, April 2008, pp. 484–512.
7. Loyalty, Peer-Group Effects, and 401(k), *The Quarterly Review of Economics and Finance*, Volume 48, Issue 1, February 2008, pp. 94–122. Also appeared in *CFA Digest* August 2008, Vol. 38, Number 3, pp. 73-74.
8. Informational Asymmetries and a Multiplier Effect on Price Correlation and Trading, *Annals of Finance*, Volume 1, Number 4, October 2005, pp. 395 – 421.
9. Investment and Price Caps in an Imperfectly Competitive Market: a Continuous-Time Stochastic Approach (2001) – in Portuguese – Published as a book by *BNDES*.

10. Estimating the Volatility of Brazilian Financial Indices and Assets (1996) (with Tatiana Heil and Antonio Duarte) – in Portuguese – *Resenha BM&F* numbers 111 and 112.

Working Papers and Work in Progress

1. Credit Growth and Bank Soundness: Fast and Furious? (with Deniz Igan) – submitted for publication, *Journal of Money, Credit and Banking*
2. White Men Can't Jump, But Would You Bet on It? (with Deniz Igan and John Smith) – submitted for publication, *Quarterly Journal of Economics*
3. Liquidity and Dividend Policy (with Deniz Igan and Aureo de Paula) – submitted for publication, *Review of Financial Economics*
4. The Potential Effects of Relative Performance Concerns: Theory and Evidence
5. Reputation Effects of the Credit Crisis (with Deniz Igan)
6. Joint Determination of Corporate Policies (with Deniz Igan)

Invited Seminars and Conferences

- “Credit Growth and Bank Soundness: Fast and Furious?” (with Deniz Igan):
 - *International Finance and Banking Society - IFABS - 2011 Conference at University of Rome III.*
- “White Men Can't Jump, But Would You Bet on It?” (with Deniz Igan and John Smith):
 - *Queen Mary, University of London;*
 - *2011 AEA/AFA Annual Meetings;*
 - *American University – Kogod School of Business;*
 - *Inter-American Development Bank,*
 - *Investment Company Institute – Research Department.*
- “Three Cycles: Activity Credit and Housing” (with Deniz Igan, Alain Kabundi, Francisco Nadal De Simone, and Natalia Tamirisa):
 - *2009 INFINITI Conference (presented by co-author);*
 - *2009 Western Economic Association International Pacific Rim Conference (presented by co-author);*
 - *International Monetary Fund (presented by co-author).*
- “Liquidity and Dividend Policy” (with Deniz Igan and Aureo de Paula):
 - *2007 EFA Meetings;*
 - *2006 MFA Meetings;*
 - *University of Houston;*

- *Princeton University.*
- “Insiders' Incentive to Manipulate Earnings and its Connection to Analysts' Forecasts, Trading and Corporate Governance” (with Deniz Igan):
 - *Cornerstone Research;*
 - *2006 EFA Meetings;*
 - *University of Washington, Dept. of Finance;*
 - *Loyola University Chicago, Dept. of Finance;*
 - *UNC-Charlotte, Dept. of Finance;*
 - *University of Central Florida, Dept. of Finance;*
 - *Macalester College, Dept. of Economics;*
 - *Wharton School of Business at U. of Penn.*
- “Social Interactions and the Conflicts of Interest of Informed Traders”:
 - *2003 North American Summer Meeting of the Econometric Society;*
 - *Youngstown State University, Dept. of Finance;*
 - *Baruch College, Dept. of Finance;*
 - *ITAM, Dept. of Economics.*
- “Loyalty, Peer Group Effects, and 401(k)”: *Princeton University.*
- “Informational Asymmetries and a Multiplier Effect on Price Correlation and Trading”:
 - *2002 North American Summer Meeting of the Econometric Society;*
 - *Princeton University.*

Grants, Awards and Fellowships

- Center for Real Estate at UNC-Charlotte Research Grant, 2008
- UNC-Charlotte Summer Research Grant, 2005-2006 and 2006-2007
- Princeton University Fellowship, 1999-2003
- Princeton University Summer Fellowship, 2001-2003
- APGA Summer Travel Fellowship, 2002
- Goldfeld Summer Fellowship for promising graduate students, 2000
- M.Sc. Thesis approved with Honors, Pontifical Catholic University – RJ, 1999
- BNDES Award for Best Master Thesis in Brazil, 1999
- BBM Bank Fellowship for Masters Degree, 1998
- CNPq Fellowship for Masters Degree, 1997
- CORECON Award for Undergraduate Thesis, 1995
- Unibanco Award for Academic Performance, 1994 and 1995
- Itaú Undergraduate Fellowship, 1993

Other: Brazilian citizen, U.S. Permanent Resident. Fluent in English and Portuguese (native) with working proficiency in French and Spanish.