

## > CFI.co Meets the Mercury Capital Advisors Group: The Four Who Make It Happen

**M**ercury Capital Advisors Group is collectively run by its four person management committee. Michael G. Ricciardi, managing partner and co-founder is head of the firm. Over the course of his 36-year career, he was managing director and head of the Private Equity Funds Group at Merrill Lynch. Mr. Ricciardi was formerly head of Global Fixed Income Distribution at PaineWebber and a member of the Operating Committee of the firm. Prior to this, Mr. Ricciardi was a managing director of Citicorp Securities and head of distribution for all fixed income and equity products worldwide. He was also head of Domestic Fixed Income, sat on the Board of Directors of Citicorp Securities, and was a member of its Executive Committee.

In 1982, Mr. Ricciardi received a Master's degree in Business Administration from Harvard Business School where he was elected class marshal to lead commencement exercises. He graduated Phi Beta Kappa from Georgetown University in 1978 where he received a Bachelor of Arts degree, *magna cum laude*, in Economics and received the Robert A. Duffey Prize as the University's Outstanding Scholar Athlete.

Alan A. Pardee is also a managing partner, co-founder, and a member of Mercury Capital's Executive Committee. He was previously a managing director and chief operating officer of the Merrill Lynch Private Equity Funds Group, in which he served for nearly twelve years. For two years, he concurrently served as global head of the Merrill Lynch Real Estate Private Capital Group within the Global Commercial Real Estate Division.

Mr. Pardee joined Merrill Lynch in 1995 in the Global Communications Group, originating and executing M&A and corporate finance mandates in investment banking before joining the Private Equity Funds Group in 1998. He earned a Bachelor of Arts Degree from Princeton University with a major in the Woodrow Wilson School of Public and International Affairs and an MBA and a certificate in Public Management from the Stanford University Graduate School of Business.

Enrique Cuan is a managing partner and co-founder as well, and is also a member of Mercury Capital's Executive Committee. He was previously a managing director and head of International Distribution for the Merrill Lynch Private Equity Funds Group. Mr. Cuan is responsible for advising institutional investors



From left: Alan A. Pardee, Managing Partner and Co-Founder; Michael Manfredonia, Partner, COO and CFO; Michael G. Ricciardi, Managing Partner, Co-founder, and Head of Firm; Enrique Cuan, Managing Partner and Co-Founder.

in Europe and Asia (ex-Japan and Korea) on their alternative investments in private equity, real estate, infrastructure, hedge funds, venture capital, mezzanine, and distressed funds.

Mr. Cuan's investors include the largest sovereign wealth funds, central banks, insurance companies, pension funds, funds of funds, and institutional family offices in these regions. Mr. Cuan graduated *cum laude* from Tufts University with a Bachelor of Arts degree in Economics and French Literature.

Michael Manfredonia is chief operating officer and chief financial officer of Mercury Capital Advisors. Prior to joining Mercury, he was employed by Goldman Sachs and Co. for twenty four years and was most recently chief financial officer of their Human Capital Management Division which employed more than 700 people and had an annual budget in excess of \$1 billion.

Mr. Manfredonia graduated *cum laude* from Rutgers University with a Bachelor of Arts degree in Psychology and German Studies and was awarded an MBA in Professional Accounting from the Rutgers Graduate School of Management. He is a Certified Public Accountant in the State of New York.

Mercury has prosecuted several large global fundraisings, among them:

- **Vornado Capital Partners** - \$800 million for their fully integrated real estate investment trust, and one of the largest owners and managers of commercial real estate in the United States with a portfolio of over 100 million square feet, primarily located in the New York and Washington, DC areas.
- **Providence Debt Fund III** - \$1.75 billion for Benefit Street Partners, the middle market credit platform of Providence Equity Partners. The Fund was oversubscribed by nearly \$1bn.
- **Madison International Real Estate Liquidity Fund V** - \$825 million for their fifth fund focused on buying "direct secondary" ownership interests in Class A quality commercial real estate assets from existing investors seeking liquidity.
- **SSG Capital Partners III** - \$915 million for their third fund focused on special situations and distressed investments in the Asia-Pacific region.
- **Forest City Enterprises, Inc.** - \$2.05 billion, Mercury co-advised with Goldman Sachs, Forest City Enterprises on their joint venture agreement with Queensland Investment Corporation to recapitalize and invest in a portfolio of eight regional retail malls.
- **Gaw Real Estate Fund IV** - \$1.025 billion for their fourth fund targeting investments in real estate across the Asia-Pacific region.
- **Alpha Asia Macro Trends Fund II** - \$1.65 billion focused on real estate strategies that leverage prominent macro trends in Asia. ❖