

EDUCATION

Ecole Polytechnique Ph.D. Candidate in Management Science Thesis: “Building purpose in finance: the emergence of impact investing in private equity” Supervisor: Pr. Nicolas Mottis Visiting PhD Student. Columbia University - School of International and Public Affairs	Palaiseau, France 2022–Current Fall 2024
Ecole Normale Supérieure Paris-Saclay Civil Servant – Ranked 1st, National Competitive Entrance Exam (500 candidates) – ENS Paris-Saclay’s Diploma - Economics & Management Department (2022) – Master’s Degree in Management Research, with Honors (2021)	Gif-sur-Yvette, France 2018–2022
Ecole Nationale de Commerce Classe Préparatoire aux Grandes Ecoles ENS D2 (Rank: 1st) Bachelor’s Degree in Mathematics (Years 1 & 2)	Paris, France 2016–2018

PUBLICATIONS & CONFERENCES

[1] N. Mottis and L. Denis, “Shareholder engagement : the new frontier of sustainable finance ?”, *Bankers, Markets & Investors*, 2023

Conferences: EURAM 2024 (Bath, UK), EGOS 2024 (Milan, Italy), ICGS 2023 (IE Business School, Madrid, Spain), EIASM Corporate Governance 2022 (Strasbourg, France), i3 PhD Conference 2022 (Paris, France)

Seminars: Columbia Business School (2024), Columbia University (2024), École Polytechnique (2023,2024)

WORKING PAPERS

- N. Mottis and **L. Denis**, “Voiceless but still influential shareholders? The case of a responsible investors’ coalition engagement with TotalEnergies in 2020-2022”, *Working Paper*, **R&R Revue Française de Gestion**
- **L. Denis** and N. Mottis, “Hybridizing investors: governing financial organizations for systemic impact”, *Working Paper*

SCHOLARSHIPS, GRANTS AND AWARDS

- FIR PRI Awards - PhD Research Grant (€10,000) 2024
- LABEX Louis Bachelier - Mobility Grant (€3,000) 2024
- Alliance Doctoral Mobility Grant (Columbia University x Ecole Polytechnique, \$2,000) 2024
- French Institutional Investors Association (Af2i) - Young Scholar Research Grant (€1,000) 2024
- CEFAG Doctoral Program & Grant (French Foundation for Management Science, €1,100) 2024
- CIFRE: secured the grant for TCP to fund the PhD (€42k) 2022–2025
- Elève Normalien: 4-year research training program, scholarship funded by the Ministry of Research (€60k) 2018–2022

TEACHING

- **Lecturer - Course Leader** at ENS Paris-Saclay (France) 2024–2025
Introduction to Strategy & Corporate Governance (undergraduate)
- **Oral Examiner (“Khôlleur”)** at CPGE ECT Notre-Dame de Grandchamp (France) 2021
Accounting & Finance (undergraduate)

ACADEMIC EXPERIENCE

- Centre de Recherche en Gestion - i³, CNRS, Ecole Polytechnique** Paris, France
Pre-Doctoral Research Assistant, Supervisor: Pr. Nicolas Mottis 2021–2022
- PhD Project preparation: designed the project, identified and selected potential partners (PE Firms), secured funding from the French National Agency for Research & Technology (CIFRE program)
 - Conducted a project with Pr. Nicolas Mottis: case-study of a shareholders coalition engagement process with TotalEnergies SE on the climate strategy of the firm
 - Collaborated with the French Sustainable Investment Forum (FIR): wrote a thematic newsletter for investment professionals synthesizing academic literature on shareholder engagement and contributed to the analysis of French listed companies practices & objectives regarding Circular Economy

WORK EXPERIENCE

- Trocadero Capital Partners** Paris, France
CIFRE PhD Student 2022–2024
- Conducted qualitative & quantitative research projects (as part of my Ph.D. thesis) with external partners to develop evidence-based practices
 - Developed a climate impact investment strategy with the team: reviewed existing impact and climate investing frameworks, participated to the development of the impact methodology and incentive scheme of the fund, supported the fundraising & structuring process
 - Worked part-time as an Investment Analyst until March 2024: analyzed +40 investment opportunities (business model, business plan, financials, strategy, ESG & Impact), drafted 5 investment memos and participated to 4 investment committees
- Cathay Capital** Paris, France
Private Equity Analyst (Internship) 2021
- Trocadero Capital Partners** Paris, France
Private Equity & Private Debt Analyst (Internship) 2020
- Croix-Rouge française** Montrouge, France
Internal Auditor (Internship) 2019

SKILLS

- Qualitative & quantitative research methodologies
- Corporate Finance, Private Equity, Financial Modelling
- Softwares: Python, R, SQL, VBA, Office, LaTeX

LANGUAGES

- French: native
- English: full professional capacity (Cambridge Advanced exam, C1, 2019)

OTHER ACTIVITIES

- MIE Department, Ecole Polytechnique 2024
PhD Students representative
- Organisation CRG 2024
Organized research seminars & events with Pr. Etienne Minvielle
- Academic All-Star Game 2019
Member - Organized & animated 8 research conferences with 16 leading French academics

REFERENCES

- **Pr. Nicolas Mottis** (nicolas.mottis@polytechnique.edu)
Department of Management, Innovation & Entrepreneurship, Ecole Polytechnique
- **Pr. Caroline Flammer** (caroline.flammer@columbia.edu)
School of International & Public Affairs, Columbia University