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### Profile

- Globally well-rounded and experienced as an investment and commercial banker, in a AAA corporate treasury, in insurance and as a consultant and trainer demonstrating vision, competence and drive.
- Dealing desk experience in Treasury and Capital Markets areas as an asset/liability manager, risk immuniser and portfolio manager.
- Structured, marketed, sold and risk-managed landmark wholesale and retail investment, financing and derivative products generating high-quality, low-risk profits in a cross-market environment.
- Accomplished financial product innovator and entrepreneur managing and advising on development processes from concept to closing. Often quoted in the media on treasury, finance and e-finance.
- Mature, yet alert, entrepreneurial and quick to react to emerging developments and cross-market opportunities.
- Probability-trained, taxation and regulation aware.
- Recognised in communication skills as an "Advanced Toastmaster". Regular conference chairman and speaker in Asia, Africa, America and in Europe and on television and radio on Banking, Finance & Creativity.
- Regularly invited to write for or be interviewed by newspapers, banking, treasury and chambers of congress journals. Commissioned by Financial Times Prentice Hall to write best-selling "*Key financial instruments: understanding and innovating in the world of derivatives*" [www.dc3.co.uk/key.htm](http://www.dc3.co.uk/key.htm) now launched in Spanish as "*Instrumentos financieros fundamentales*". Recently commissioned "*Bankinsurance hybrids, insurance derivatives and ART*". Invited to act as publications advisor to the Institute of Islamic Banking and Insurance Publications list with links [www.dc3.co.uk/publish.htm](http://www.dc3.co.uk/publish.htm)
- A proficient net-worker and linguist, fluent in Spanish.
- Skilled in leading creative people in a multinational environment.

### Experience & Expertise

#### *E-commerce and E-business*

- Developing internet based finance training firm [schoolofbanking.com](http://schoolofbanking.com) at training London international school of banking and finance.
- advised a top FTSE firm on the benefits of setting up an e-bank.
- appointed WebMaster of 11,000 member The Catenian Association one year after joining. [www.thecatenianassociation.org](http://www.thecatenianassociation.org)
- set up websites for church [www.spanishplace.hemscott.net](http://www.spanishplace.hemscott.net)

#### *Treasury & Capital Markets Management*

- Managed pre-eminent US Commercial Paper programme with "interest and currency exchange equalisation account" (an early swap); currency investments, exchanges and swaps; advice to purchasing and sales departments on the foreign exchange aspects of contracts.
- Issued FRNs / FRCs, managed bond portfolios; arbitrage structuring; Forecast interest rates and money supply

#### *Structured Product Development*

- Developed, marketed, sold and hedged "basis swaps" for use by financial institutions in A/L Management; structured "repackaged perpetual FRN" debt issue. One such structure generated a profit of £3.2m using £0.06m of capital on a single transaction.
- Developed retail deposit and mortgage product swaps for savings institutions with hedging backup; developed the tax-efficient "hedged currency deposit" for corporations; LDC debt package evaluation

- Set up team to include project management, reporting, exposure control, risk assessment, legal framework and innovation; invented and implemented the landmark products: "Break Forward" & the "Limit Swap", tax and cash flow efficient option substitutes and the "SCOUT".
- Structured retail and wholesale Islamic asset & liability products.
- Created tax and capital-efficient hedging & investment structures including "Section 233 loans" and structured "Perpetual Currency Swaps", a tax and capital-saving translation exposure management currency swap.

#### *Innovation & Creativity Management*

- Re-engineered Innovation process from thought to product; designed "Delphi Thought Pad" software.
- Coined Hindervation concept which identifies organisational blockages; "50 Ways to Hinder Innovation" and upside-down thinking which suggests that problems should be inverted.
- Spoken on IDEA method of innovation

#### *Marketing & Sales*

- Head of Treasury and Capital Markets Sales, London office of KBC Bank, London (6 months Interim contract)
- Clients & relationships for own consultancy developed in Andorra, Australia, Greece, Ireland, Korea, Portugal, South Africa, Spain & the UK.
- Marketed and sold structured financial products to retail financial institutions and corporations out of Merchant Bank.

#### *Derivatives Control/Performance Measurement & Management*

- Advised client to renegotiate structured swap. Client was [saved \\$6million](#)
- Reverse engineered structured financial products;
- Designed derivatives valuation method: "Benefit Functions". Advised on Value@Risk.
- Pension fund performance measurement; development of APR tables; analysis of randomness of lottery bonds; development of gilts indices.
- Assisted with futures strategy prior to set-up of LIFFE.

#### *Asset/Liability Risk Management*

- Hedging using on and off balance sheet instruments. Structured and developed activity and software.
- Created "[Delphi Duration](#)" blending gaps, simulation and duration and "Composite Liquidity Scores".
- A/LM responsibility during tight central bank currency, liquidity and balance sheet controls: the UK "corset".

#### *Training*

- Developing training firm schoolofbanking.com
- Developed International Banking Academy English language MBA Finance programme and acted as Visiting Professor of Financial Engineering , Derivatives & Innovation at the Korea Banking Institute.
- Seminars and presentations to various clients on subjects including volatility, special swaps, derivatives demystification, innovation and speechcraft.

#### **Work History**

91 to 00	Delphi Risk Management Ltd	CEO of own financial product creativity, communication and control consulting and training firm; main clients in Andorra, Greece, Malaysia, South Africa, South Korea & Spain.
88 to 91	Charterhouse Bank Ltd	Board Director, Financial Engineering, Capital Markets Division
84 to 88	Midland Bank / HSBC plc	Assistant Director, Group Asset/Liability Management;

81 to 84	British Gas plc	Manager, Product Development
78 to 81	Barclays Bank plc	Senior International Dealer, Treasurer's Dept
76 to 78	UK Government Actuary's Dept	Senior Analyst, Balance Sheet Management, Treasurer's Dept
70 to 71	Equitable Life Assurance Society	Actuarial Officer
		Actuarial Clerk - pre university year aged 16

### Education & Training

93 to 98; Toastmasters International, Communication & Leadership programme. CTM Mar 96; ATM May 97; Distinguished TM in progress.	82 to 83 London Business School; Certificate in Corporate Finance.
94; Loughborough Univ. / Islamic Foundation; Certificate in Islamic Banking & Finance.	81; Bank America; Currency & Treasury Management
91; London Academy of Performing Arts; Public Speaking & Presentation.	74 to 76; Southampton Univ., UK; Graduate Dip. Economics & Econometrics. MPhil thesis in interest rate term structures published (see publications).
87; Cranfield Univ. management school; Managing Creative People Effectively	71 to 74; Sheffield Univ. BSc Probability & Statistics, 2 (1) honours.

### Languages

English, mother tongue	Italian, intermediate	Catalan, elementary
Spanish, bilingual marital tongue	French, elementary	Portuguese, elementary

### Professional associations & societies

UK Assoc. of Corporate Treasurers	International Union for Housing Finance	PRMIA Risk Managers Association
Institute of Islamic Banking & Insurance, Fellow and Publications Advisor	Chairman, Finance Group, London Business School Alumni	UK Institute of Directors

### Leisure interests and charitable work

Vice-chairman, church finance committee. Developed & donated church website: <a href="http://www.spanishplace.hemscott.net">www.spanishplace.hemscott.net</a>	thecatenianassociation.org. Circle President formerly membership officer, communications officer and webmaster
Toastmasters Intl, Public Speaking Club. Past President Seoul Club.	Moreno's Spanish Wine Club, London - wine tasting and presentations
City and Shoreditch Rotary Club (London), Communications officer <a href="http://www.cityrotary.org.uk">www.cityrotary.org.uk</a>	Cooking
Catenian association. Webmaster for 11,000 member organisation. . Developed websites	Opera viewing and listening
	Member of Torremirona Golf Club, Girona, Spain

### Personal Details:

**Date of birth:** 13 August 1953

**Nationality:** British (Spanish Wife)