



Walter Gontarek

Professional Experience

Channel Capital Advisors, *London UK. 2006 to Present. CEO and Senior Partner, Co-founder.*

Co-founded European credit manager with over \$10 billion of AUM following successful development and execution of a start-up business plan. Plan backed by a consortium of global investors including pension funds, government agency/sovereign wealth funds, insurance companies and asset managers. Formed team and executed business plan including establishment business and risk strategy, corporate governance framework, investor relations and management of business processes, marketing, risk management, finance, operations, IT/systems and legal/compliance functions. Member of Executive Board, Risk Committee, Management Committee and Compensation Committee. Investment strategy has generated audited economic returns to investors averaging 20%+ per annum since 2008 to 2011 with no realised losses. Overseeing expansion into new credit management and loan activities including loan and funding intermediation transactions.

Royal Bank of Canada, *London UK. 1999 to 2005. Managing Director & Head of Global Credit Products.*

Recruited with direct responsibility to establish and manage RBC's global credit products business by senior bank management. Established business strategy and organisation, negotiated risk policies and trading risk limits with Group Risk Management, recruited senior staff (across structuring, trading, marketing, investment and transaction management), established risk culture and managed day-to-day platform for the execution for derivative and cash positions. Managed a team totalling over 50+ professionals in six centres globally, presided over an operating budget of \$35million and established of a \$5 billion principal investments portfolio. Served as a member on RBC Global Markets, Financial Products, and European Operating Committees. Became a consistently profitable, top ten credit products business by 2002.

Toronto-Dominion Bank, *London UK. 1997 to 1999. Managing Director, Credit Products Group*

Recruited to launch a client credit structuring business. Established trading policies and procedures, trading documentation templates, and structured early credit derivatives transactions for a value of US\$20billion. Team generated \$50million in revenues. Recruited and managed key structuring, documentation and marketing staff. Member of Trading Risk Management Committee for the firm.

CIBC Wood Gundy, *London UK, New York and Toronto. 1992 to 1997. Vice President and Director.*

After participating in executive development programme in multiple centres globally, assisted in the establishment and development of a global financial products business which grew to 500 employees and US\$2billion in revenues. Recruited trading, structuring and marketing teams, established derivatives pricing development priorities, and assisted in the establishment in trading accounting policies. In 1995, structured and executed the first credit derivatives transaction. Served as US product manager for credit products.

Department of Privatisation, Republic of Poland. Warsaw, Poland. 1991. Consultant Recruited to advise the Secretary of State on matters related to the privatisation of the Polish banking system.

Loyola Capital Corporation, *Baltimore MD. 1985 to 1990. Subsidiary President.*

Recruited to launch a loan underwriting business for retail and small business sectors. Recruited lending professionals, negotiated regulator approvals, established underwriting guidelines, and originated over USD1billion in marine, automobile and property loans. Lending unit eventually placed into a new subsidiary in order to facilitate geographic expansion.



Maryland National Bank, *Baltimore MD. 1980 to 1985. Loan Officer, Business Officer.*

Evaluated loan applications for consumers, businesses and corporations. Oversaw loan work-out process for non-performing loans. Reviewed and approved US\$2billion of loans applications in the consumer sector.

Education

Stern School of Business, New York University. *New York, NY. MBA Finance. 1992.*

ISA, HEC Graduate School of Management. *Paris, France. Certificate: International Business. 1991.*

Loyola College. *Baltimore, MD. BBA Finance. 1985.*

Warsaw School of Economics, 1991. Other – Lecturer.

Personal

Married with three children, wife French national. Enjoys travelling, reading history and biographies, fine wine, walking, and collecting antique maps.