

MARK W. GUTHNER, CFA

(973) 701-0051 • guthner@mac.com | www.LinkedIn.Com/in/MarkWGuthner/ | Twitter: @MGuthner

CORE COMPETENCIES

Portfolio Management	Credit Analysis & Valuation	Cross-Functional Team Leadership
Relationship Management	Equity Analysis & Valuation	Published Author
Risk Management	Derivatives Analytics & Valuation	Experienced Public Speaker
Asset/Liability Management	Debt Trading (Rates & Credit)	VBA Proficient
Value at Risk	Equity & Derivatives Trading	Java Hobbyist
Quantitative Analytics	Debt Origination	In Country International Experience
Model Building	Education	Series 7 & 63

KEY ACCOMPLISHMENTS

- Book publications: “Quantitative Analytics in Debt Valuation & Management”, McGraw-Hill, May 2012. “The Options Edge | An Intuitive Approach to Generating Consistent Profits for the Novice to the Experienced Practitioner” expected release by John Wiley & Sons in February 2016
- Developed profitable investment ideas, increasing BofA’s trading profits & commission income while mitigating risks
- Doubled annual loan originations & grew loan portfolio by 300%, tripling profits by restructuring credit analytics process at ANZ, which smoothed out the credit approval process and lowering capital requirements
- Persuaded ANZ’s Executive Management to restructure debt origination process, analytic techniques and capital allocation method, then sell ANZ’s Project Finance business to an owner more comfortable with emerging market risks
- Developed an enhanced index strategy driven by machine learning techniques that combining ETFs with options on ETFs, capable of beating the S&P500 by 6+% a year over an investment cycle with similar volatility.

PROFESSIONAL EXPERIENCE

Rutgers Business School: Associate Professor of Professional Practice – Piscataway, NJ (8/2018 – current)

- Teach classes in Investment Analytics, Portfolio Theory, Corporate Finance, Investment Banking/Financial Modeling, Fixed Income & Business Ethics
- Research interest focus on option pricing, risk management and the application of crypto/blockchain technology
- Developer of the RBS Crypto/Fintech Lab

Timeline Partners LLC: Managing Director, CFO – Summit, NJ (12/2014 – current)

- Started a publishing, consulting and advisory business.
- Published 2nd Book “The Options Edge”
- Contributing Author to TheStreet.Com & RiskReversal.Com, Senior Editor of TheOptionsEdge.Com
- Provide FinTech & Financial Services & Management Consulting Services
- Develop Algorithmic Investment Strategies using Statistical Learning to design alpha generating strategies

DASH Financial LLC – New York, NY (9/2013 – 11/2014)

Head Derivatives & Quantitative Strategist

- Increase firm revenue by selling firm’s electronic trading & advisory services
- Deepened firm’s relationships by advising clients on the use of quantitative analytics and listed options
- Perfected & prototyped decision support systems for web delivery. Systems include:
 - Synthetic replication models (volatility, equity, corporate debt)
 - Profitable medium frequency security selection trading models driven by price action & valuation
 - Synthetic Volatility Swap structuring and trade management tool
 - Alpha generating, portfolio hedging structuring tool for equity and high-yield portfolios

CRT Capital Group LLC – Stamford, CT & New York, NY (6/2012 – 5/2013)

Managing Director, Chief Derivatives Strategist

- Built a derivatives business from scratch, achieved OCC membership
- Worked with sales/traders to generate millions in revenue and grow customer base
- Developed & published investment ideas incorporating derivatives strategies for distribution to CRT clients

Banc of America Securities - New York, NY (3/2005 – 5/2009)

Director Equity Derivatives, Lead Portfolio & Risk Manager, Head of Prop Trading Analytics

- Developed proprietary trading ideas generating over \$100+ millions of profits per year for the bank while driving millions in commission flow as an additional revenue source
- Managed proprietary & market making trading books (equities, listed options & convertible bonds) using fundamental and VaR analysis to achieve desired risk/return profile
- Used leadership talents to train and develop junior staff into critical thinkers & better traders and sales persons

Standard Chartered Bank – Singapore (12/2004 – 2/2005)

Director – Project Finance

- Assisted in the integration of ANZ's project finance debt origination business, and loan & swap portfolios into SCB's operation subsequent to the Purchase/Sale Agreement between SCB and ANZ.
- Lead the effort to integrate analytical methods developed at ANZ and train SCB's staff.

Australia New Zealand Banking Group Ltd., Melbourne, Singapore, London, New York (9/1999 – 11/2004)

Director, Portfolio & Risk Manager – Project Finance

- Developed & implemented business unit strategy, tripling revenues and profits, while lowering risk concentrations
- Managed the debt origination process globally doubling annual originations with only a 10% increase in manpower
- Managed the project finance loan portfolio, assisted in loan origination, loan sales, & workouts of distressed loans
- Developed & implemented Basel II compliant analytical method for loan rating, pricing & capital allocation
- Advised the Basel II Modeling Task Force to design effective and workable regulation for Specialized Lending
- Managed a staff of 14+ people in 5 countries
- Assisted in the sale of ANZ's project finance business unit, loan and swap portfolio to Standard Chartered Bank
- Regularly reported to Executive Level Management, including Credit Committee & Risk Management Committee

KPMG Barents, LLC - Washington, Jakarta, London, Melbourne (4/1996 – 5/1999)

Senior Advisor, Financial Services Industry Group

- ANZ Bank – Analyzed the firm's project finance portfolio and origination practices within a Risk Management framework. Developed methodology to measure and mitigate default risk in project finance loans.
- Bumiputera 1912 - (Indonesia's largest life insurance company) – Performed Investment Management and Training Services, Restructured the company's investment portfolio ensuring survival of the Asian Debt Crisis.

Guthner Holdings - Summit, NJ, (9/1994 – 3/1996, **6/2009 – 5/2012)

Proprietor

- Leucadia National Inc. - Worked with company investment staff to identify, analyze and propose, debt, equity and real estate investment opportunities on both a private and portfolio basis in Indonesia.
- Imageware Software Inc. - Provided strategic planning and financial consulting services. Developed and wrote business plan. Raised permanent equity capital and bridge financing.
- ** Macro Risk Advisors - Developed a framework for employing proprietary research to drive commission sales. Performed analysis to develop profitable ideas for clients using exchange traded equity derivatives.
- ** Author – “Quantitative Analytics in Debt Valuation & Management”, McGraw-Hill May 2012.
- ** Author – “Edge Options Edge”, publication February 2016.

HSBC/Midland Investment Management Ltd. - New York, NY (5/1993 – 8/1994)

Vice President and Portfolio Manager

- Started an institutional fixed income management business.
- Developed value added investment strategy, benchmarked against a 1- Month LIBOR.
- Raised \$240 million of assets from affiliate banks.

Prudential Fixed Income Advisors - Newark, NJ (5/1987 – 4/1993)

Vice President and Portfolio Manager

- Managed bond portfolios (Tsy, Agency, Corp & Mtg, 8 accts, \$5+ bil AUM) beating benchmark by 131 bps/year.
- Developed a very profitable US Treasury yield curve arbitrage-trading model.
- Advised clients on asset allocation based on quantitative analytics within ALM framework.
- Managed client relationships.
- Raised over \$2 billion (6 accounts) in assets under management.

EDUCATION

THE UNIVERSITY OF MICHIGAN

- PhD Candidate, Financial Economics, 27 hours completed
- MBA, Finance
- BSE (ME) – Mechanical Engineering, cum laude, (Honorary Society Member of Tau Beta Pi)

PERSONAL

Volunteer: Susan G. Komen Breast Cancer Foundation

Volunteer CFA Institute: **Grade and Set Passing Score** on CFA Exams, Director: **Education Advisory Board**

JOURNAL PUBLICATIONS

Publicly Traded Venture Capital Funds: Implications for Institutional “Fund of Fund” Investors

By David J. Brophy and Mark W. Guthner University of Michigan, Journal of Business Venturing 3, 187-206, 1988