



# Mike Lawrence

## Treasury / Capital Markets / Investment Banking



**Expert areas: Trading and Financial Instruments**

### Summary

Mike Lawrence is a Senior Banker with 30 years' experience running Treasury, Capital Markets, Investment Banking, Financial Institutions and commodities areas. His experience was gained at board or operational levels within US, British, Asian and European/CEE banks/securities firms and a UK hedge fund. Currently working on integration of Group Treasuries and the creation of a new Pfandbrief bank/issuance programme.

- Long term record of beating profit targets for Treasury and Proprietary Trading teams
- Significantly reduced Bank/Treasury cost of funding and improved liquidity/flexibility
- Set up and successfully ran bank vanilla and structured funding programmes
- Created new financial products, both individually and in teams
- Won mandates to lead novel new issues for competitors and major supnationals
- Raised billions of dollars of new capital for banks
- Created and ran first ever Hybrid Capital issue and syndicated first ever Dragon Bond issue
- Ran own authorised securities firm and was non-executive director of a UK-based hedge fund
- Lectured internationally on ALM in banks
- Member of ICMA inter-firm arbitration panel

### Past engagements

- Royal Bank of Scotland
- VTB Bank Europe
- Moscow Narodny Bank
- Charteris Portfolio Managers
- Lloyds
- UBS
- Credit Lyonnais
- First Chicago
- Chemical Bank

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