

Richard M. Levine, CFA

Global Markets professional with over 25 years experience. After many years structuring derivative securities on Wall Street and at Big Four consulting firms, founded StreetSmart in 2000 to primarily teach financial professionals how to (1) cross-sell global markets products and services, (2) increase risk-adjusted returns on investment and (3) optimize corporate valuation using derivative products.

Experience

MPC Advisory (formerly Streetsmart Services) (2000-Current)

Managing Director, Head of Training

Founded and manage a consultancy to help financial professionals develop Global Markets solutions. Manage direct client relationships as well as work as independent contractor in partnership with global training providers including: FitchLearning, ACF Consultants, Euromoney Training, DC Gardner Training, New York Institute of Finance, FinUltima and the Taiwan Academy of Business & Finance. Recent notable engagements and tangible results:

Developed and conducted worldwide Global Markets programs for Senior-level Corporate and Business Banking Relationship Managers at Citigroup and HSBC.

- Increase sales: Attending RMs expected to significantly increase derivatives sales opportunities for existing and new clients.
- Global coordination: 1- and 2-day programs for local bankers in Australia, China, Dubai, Hong Kong, India, Indonesia, London, Malaysia, NY and Vietnam
- Excellent feedback: After initial successful pilot runs, HSBC program has been rolled out globally and it is expected that most client-facing HSBC RMs will participate over the next 2-3 years; Citigroup program expected to be rolled out globally to senior bankers.

Originated and delivered a series of "Value Creation" workshops for Global Corporate and Investment Bankers at Deutsche Bank. Program identified how capital markets solutions increase client valuation.

- Proprietary model development and rollout: As part of the program, led an international team of senior corporate bankers in developing a corporate financing model used by over 800 Global Banking RMs.
- Increased client transactions: Model used to determine borrowing capacity, facilitate M&A transactions and source IPO mandates for bank.
- Integrated Value Creation concept: Series workshops included sessions in Debt & Equity Capital Markets Financing, Financial Risk Management using Derivatives and Advanced Corporate Finance.
- Depth and breadth: Delivered over 100 2-4 day programs to global bankers primarily in UK and Continental Europe.

Created Global Markets curriculum for Bloomberg Assessment Test (BAT).

International test developed by Bloomberg Ventures is used to assess candidates' aptitude in pursuing financial services career.

- Created hundreds of exam questions using real-world examples
- Assessed content for accuracy and relevancy
- Mentored junior staff on how to create subject matter material

Other recent engagements focused in the following areas:

- *Securitization / Structured Products* – delivered advisory services and workshops for institutional salespeople and support professionals of Barclays Capital and Societe Generale in Hong Kong, New York, Singapore and Tokyo.
- *Financial Risk Management* - delivered workshops for corporate bankers, asset managers and risk managers at BHV, Commerzbank, Deutsche Bank, RBS and Wachovia worldwide to explore interest rate, FX and currency risks of derivative products used by institutional clients.
- CFA Levels 1, 2 and 3 Training

List of engagements, clients and locations:

- Alternative Investments, Fundamentals of the Securities Industry (NYC)
- Bond School; Bank of Saint Lucia (Saint Lucia), Ecopetrol (Bogota), First Citizens, Republic Bank (Trinidad & Tobago)
- Client Segmentation, Capital Market Fundamentals; Merrill Lynch (NYC)
- Corporate Valuation Techniques (Lusaka, Zambia); Citadel Capital (Egypt), Qatar National Bank (Qatar)
- Credit Derivatives, Blackstone Group (NYC), GMAC (Boston), NBK Capital (Kuwait)
- Credit Products, Wachovia (Charlotte)
- Debt & Equity Financing; Bank of America (NYC, Charlotte, Chicago, Houston, Toronto), Bank of China (NYC); Citigroup (NYC), Unicredit (Munich)
- Equity, FX and Credit Derivatives; CICC (NYC)
- Exotic Derivatives & Structured Products, (Taipei), (Hong Kong)
- Financial Analysis & Forecasting, (Belgrade, Serbia)
- Fund Selection; LarrainVial (Santiago, Chile)
- Futures & Options; Bank of Tokyo (NJ), RHB Bank (Malaysia)
- Interest Rate & Credit Risk Management & Products; Wells Fargo (San Francisco)
- Leveraged Buyouts; Alpha Bank (Athens, Greece), Credit Suisse (NYC)
- Mortgage-Backed Securities; Genworth Financial, (Stamford, CT)
- Portfolio Management; Wall Street Securities (Panama), (London)
- Structured Finance, Shinhan Bank (Hong Kong)
- Swaps Markets, DBRS (Toronto)

Academic Experience

New York University - Leonard N. Stern School of Business

Adjunct Professor; 1997–Present

Currently teach MBA course in Equity Valuation; previously taught graduate and undergraduate courses in Corporate Finance, Investment Principles and Mortgage-Backed Securities; nominated for Stern Teacher of the Year by students.

CFA Institute; 2007-Current

Examiner, Council of Examiners. Assist in development of Levels II and III CFA questions, 2008-2009

Member. Domestic Review, Standard Setting and Grading teams; 2007-Current

Industry Experience

Ernst & Young; Senior Manager; 1997–1999

Led 12-member securitization team responsible for pricing and analyzing investment and underwriting opportunities for clients involving real estate securities (CMOs, CMBS) and asset-backed securities, including CDOs.

- Featured speaker in industry seminars on Mezzanine Financing and Commercial Mortgage-Backed Securities.
- Co-authored “An Investor’s Guide to B-Pieces” published in Trends in Commercial Mortgage-Backed Securities handbook.

Donaldson Lufkin & Jenrette; Vice President; 1993

PaineWebber; Associate; 1990–1993

Structured, priced and marketed arbitrage transactions involving ABS, MBS and CDOs for institutional fixed income department.

KPMG; Manager; 1987–1989

Developed CMO models to price and analyze transactions led by Wall Street banks.

Education / Certification / Other

NYU Stern School of Business, MBA, Concentration in Finance; 1994-1996

University of Virginia, BS, Systems Engineering; 1983-1987

Chartered Financial Analyst; 2000

New York Society of Security Analysts, Vice-Chair, Investment Strategy Committee; 2010-2012