



# Rock Lake Advisors

### **Business Overview**



#### Mission & Values

Provide customized, global advisory and fund-raising services to high quality corporate sponsors and emerging or established managers specializing in private equity, venture capital, infrastructure, real estate and other alternative asset classes.

Cultivate and maintain active relationships with leading professional and institutional investors in Europe, North America, Asia, the Middle East and Latin America.

Maintain the highest standards of professionalism and integrity.

# Strengths and Capabilities

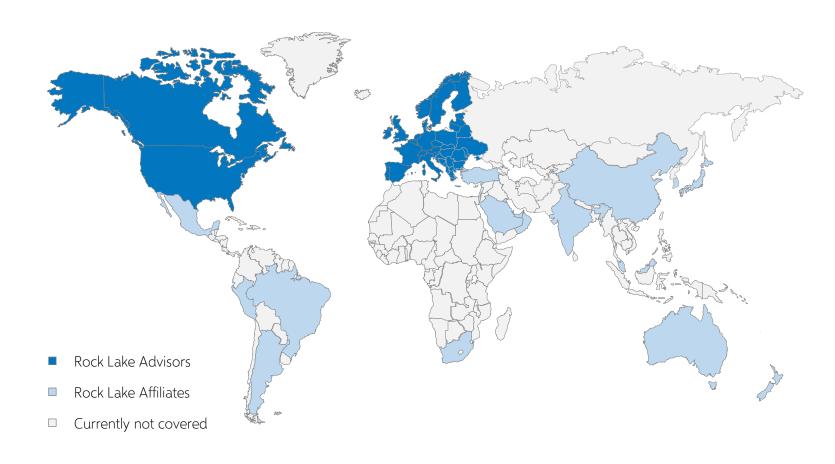
- > Independent, management-owned and flexible
- > Highly personalized and partnership-oriented service
- Senior executives with decades of experience in private markets
- Global / local collaboration model with emphasis on key markets
- Detailed advice on strategy, documentation and process
- > New market and product development & launch
- > Manage investor follow-up and closing
- Global database of 30,000 investors, LPs and GPs

## **Project Profiles**

Asset Classes	Private Debt, Infrastructure, Real Estate, Private Equity Venture Capital
Product Categories	Direct Deals, Project Finance, Funds, Structured Finance
Stages	Seed, Late Stage, Growth, Buyout, Turnarounds, Greenfield, Restructuring
Sectors	Energy, Insurance, Real Estate, Technology, Healthcare, Aviation, Sustainability, Finance
Mandate Range	Funds: USD 50 million - 1 billion Direct Deals: USD 10 million - 100 million
Typical Commitments	USD 2.5 - 100 million

# **Fundraising Markets**





Offering

RLA provides advisory and placement services to private market participants, offering attractive risk adjusted returns to professional investors across Europe, North America, the Middle East, LatAm and Asia.

# Scope of Services



# Capital Placement

- > Placing of institutional private market investment opportunities with professional investors with medium to long term investment objectives
- > Strategic advisory, due diligence, process management, investment structuring, capital formation and communication

#### Senior Resources

- Dedicated team engaged in distribution across key European and global markets
- Experienced team to advise on market strategy and leverage global network
- Senior industry specialists and advisors to identify and assess promising corporate sponsors, investment managers, entrepreneurs and special situations.

## Project Management

#### Marketing Documents

- > Review and improve fund presentation, offering memoranda, due diligence questionnaire and other key marketing data and content
- > Where required produce new marketing material

#### Due Diligence

- Comprehensive review of strategy, process and documentation
- > Organize data room and GP information to customize investor access

#### IR & Reporting

- > Review GP reporting and investor communication
- Benchmark to industry best practice

#### **European Passport & Structuring**

> Advise on distribution in all European and global jurisdictions (at cost)

# Fundraising Engagement



# Why Rock Lake?

- > Boutique firm: relationship-based, tailor-made service
- > Focus on client objectives as priority
- > Experienced team of senior executives
- > Direct relationships with LPs and strategic partners
- > Tailored, coordinated, global approach
- > Alignment of interests with clients and investors
- > Capital advisory as well as placement capabilities
- > Strategic real estate, insurance, infrastructure, tech. and energy advisory
- > Flexible and results oriented
- > No conflict of interest

#### **Swiss Location**

- > Access to Swiss thought leadership, innovation and capital
- > Key sponsor of annual SECA investment conference: 15 years

#### Standard Terms

- > Satisfactory KYC and counterparty due diligence
- > Counterparty to include manager and fund
- > Regulatory matters
- > Exclusivity and coverage
- > Term of engagement
- > Re-up and trailer fee
- > Retainer, Retro-Retainer, Deferred Retainer
- > Option to take fees as co-investment
- > Tasks of agent
- > Representations & Warranties
- > Indemnification
- > Assignment
- > Confidentiality

# Sample Types and Profiles of Investors



### Insurance Companies & Pension Funds



Traditional institutional investors allocating to funds often seeking yield, through a combination of outsourced CIO and inhouse investment team. investing in funds or deploying large tickets directly.

#### Gatekeepers/consultants







Gatekeepers/consultants sophisticated act outsourced investment office, asset allocator or discretionary manager for all types of investors, deploying across asset classes and regions.

#### Asset Managers & Banks



Asset managers and banks have expanded their private market exposure as PE has become mainstream. Today in-house teams allocate across private market asset classes and geographies.

### Family Offices, Foundations & Endowments









Investors with long-term horizon and high private market exposure, often early movers with a tendency direct and thematic investing sustainability, mobility, technology, etc.

#### Funds-of-Funds

















Fund-of-funds are prime targets for funds, however they do not invest across asset classes and have sector or geographic preferences.

### Sovereign Wealth Funds















Sovereign institutions allocating large parts of the portfolio directly but also through funds, notably Middle East and Asian SWF are keen on high-quality developed market exposure.

# Capital Raising Process



#### **Evaluation:**

- Team Interviews: Insights and perspectives gathered from interviews with team's investment personnel to provide viewpoints on the fund and opportunity set.
- SWOT Analysis: An initial assessment of the team's & fund's strengths, weaknesses, opportunities (investor segment/type), and threats/challenges (competition) based on market environment.
- Review of track record and case studies
- On site DD workshop with team

In essence, the Evaluation will unveil key insights and help to identify the necessary actions to fully equip the investment strategy for a successful market launch.

## Preparation:

- Review of marketing materials, data room and sales collateral improvements.
- Develop pipeline and prospect funneling develop a list of categories of target investors including profiles, geographies, strategies, etc.
- DDQ (Due Diligence Questionnaire) / FAQ (Frequently Asked Questions) enhancements and refinements (ongoing process).
- Client & Rock Lake team roles defined introduction, prospect meeting involvement, Q&As, due diligence, etc.

Overall, the Preparation Phase is characterized by strategic planning and refinement, setting the stage for a well prepared and impactful launch into the market

# Capital Raising Process



## Fundraising:

The end goal of the project, the fundraising phase, will be a collaborative process with the client and will include prioritizing among the various funding sources (family offices, VC firms, asset managers, pension funds, etc.), identifying potential investors and cross checking against investors approached previously, contacting investors, prepping the client's team for follow-up meetings, etc.

This part of the project requires careful planning, networking, legal compliance and ongoing communication with investors to secure the funding that will align with the client's goals and development.

#### The Rock Lake Model:

- In addition to the Rock Lake team, we have a strong network of introducers and partner collaboration firms across the world, expanding significantly our investor outreach capabilities.
- Our platform is built on 30+ years of experience, as successor of WI Hopper & Co (London).
- Entrepreneurial culture, with seasoned professionals fully hands-on throughout.
- Only taking a very limited number of engagements ensures full focus on a few clients.
- Alignment of interest, centralized approach and regular communication with the client throughout the process.
- RLA cultivates long-term relationships and regular dialogue with investors, enabling an in-depth understanding of an investor's appetite, investment approach and internal processes.

# Capital Markets Experience



Rock Lake is comprised of senior investment professionals with substantial experience in real estate, asset management, investment banking, technology, private equity, venture capital and wealth management. The team has over 100 years of combined experience covering the North America, Europe, the Middle East, Asia and Latin America. Prior engagements span two decades and include advising, investing and fundraising for amounts in excess of USD 5 billion.

Our professional engagements include:



































































































# SECA key sponsor



For the last 15 years, Rock Lake as been a key sponsor of SECA (the Swiss Private Equity & Corporate Finance Association), which includes Europe's most influential private equity, venture capital, debt and credit investors.

Rock Lake organizes SECA's Zurich annual conference, with over 30 speakers and 250 attendees.





# Core Team Profiles - Switzerland





John Cook Chairman & Managing Director

John is Chairman of Rock Lake Advisors, which he founded in 2009 following a successful career in international business & financial services. He hails from Wisconsin and has spent the past 45 years living in Europe. He spent the first 20 years of his career in the corporate world including as Director and Partner, W| Hopper & Co Ltd (London); Abteilungsdirektor and Head of Global Equity Origination, Security Pacific Merchant Bank / Bank America (Frankfurt); Senior Account Executive, Merrill Lynch International (Brussels); Managing Director, Univestors Family Office (Brussels); and Associate Marketing Director Middle East, International Harvester (Brussels).

For the past four decades John has resided in Seattle, Chicago, New York, London, Brussels, Frankfurt and Zurich. John serves on the board of directors and advisory boards of several companies and organizations including Kyron Capital Limited, Wishpoint Inc. (Scandid, Travelx), Yfret Technologies and Viamagus Technologies. John is a member / supporter of the Swiss Private Equity and Corporate Finance Association (SECA); Horasis Global Visions Community; InvestEurope; the Swiss American Chamber of Commerce; Purdue University; and Thunderbird School of Global Management. John is Chairman Emeritus of the Thunderbird Global Private Equity Center, a thought leadership platform he founded at Thunderbird School of Global Management.

He graduated cum-laude with a BSIM from the Krannert School of Management at Purdue University (1974), completed the pre-med curriculum at University of Washington (1977), obtained an MBA in International Management from Thunderbird School of Global Management (1979), and has completed advanced management studies at Oxford University. John's passions include global travel, cross-cultural networking, geopolitics and world affairs, swimming and motorcycling.

# Core Team Profiles - Switzerland





lavier Rivas, CFA, FIA President & Managing Director

Javier is a Private Equity and Life Insurance Linked Investments specialist. He is an experienced executive with a special focus on origination, structuring and execution of transactions tailored to the risk appetite, capital optimization and investment needs of life insurers, with background in structured finance, capital markets and reinsurance.

With over 20 years of experience, he has worked for a range of top-tier firms in private equity (Elliott), asset management (Credit Suisse), insurance (Zurich, Generali), reinsurance (Swiss Re) and actuarial consulting (Tillinghast – currently Willis Towers Watson). Initially developing his career as a senior actuary, he moved later on to more transaction focused roles, holding executive positions as Head of the EMEA Life & Health Structured Reinsurance Solutions in Swiss Re and as responsible for a USD 700 million fund within the Insurance Linked Strategies hedge fund unit of Credit Suisse. On his previous role, he worked with the private equity / hedge fund Elliott Management in a role as Head of Business Development of MedVida, their leading European asset intensive life run-off proposition.

Javier is a qualified actuary (FIA), fellow of the UK Institute of Actuaries, and the Spanish Institute of Actuaries. Additionally, he holds the CFA (Chartered Financial Analyst) qualification. Prior to that he obtained university degrees in Business Administration and in Financial and Actuarial Science in ICADE.

lavier has lived and worked in Madrid, Milan, London and Zurich. Married and with three kids, he enjoys spending it practicing sports, particularly tennis and skiing. Javier is proficient in English, Spanish, Italian and Galician as well as working knowledge of Portuguese, French and German.



Patrick Keller Managing Director

Patrick is an accomplished fund-raising specialist with a decade of experience dedicated to securing funds for both third-party enterprises and his own ventures, leveraging an extensive network within various industries. During this period, he adeptly structured numerous multimillion-dollar deals, employing customized strategies tailored to each investment opportunity. His proficiency spans a range of financial instruments, including direct equity investments, grants, debt financing, and structured investments.

Previously, Patrick served as the Senior Vice President and Head of Securities Lending and Borrowing (SLB) at Bank Leu Ltd and Clariden Leu Ltd. In this influential role, he led the entire SLB Desk, overseeing sales, marketing, and trading, while also assuming responsibility for the meticulous monitoring and management of positions and securities markets. Before taking over the SLB, Patrick was involved in the bank's portfolio strategy and contributed to macroanalysis initiatives.

Patrick founded several successful companies across diverse industries, like an international Personal Protective Equipment (PPE) Company specializing in custom-made hearing protection covering EMEA. He also established a loyalty marketing company, employing proprietary software for collective loyalty point accumulation, and a software company that empowers retailers in achieving success in their omnichannel strategy.

Patrick holds an MBA in Banking and Finance, FIDLEG cert. and resides in the greater Zurich area with his wife and son. He is fluent in German, English and French, plus some Spanish.

## Core Team Profiles - Switzerland





Felix Haas Managing Director

With 12 years of experience, Felix has worked in management consulting (Synpulse), insurance (Swiss Re), and the start-up world (discovermarket).

He has held a variety of roles, most with a strategy or commercial focus, often in a deal environment. He has held commercial country responsibility, had ownership of European M&A activities (both at iptiQ by Swiss Re), and led various commercial and project management teams.

As a qualified Swiss Actuary, Felix has a wide technical understanding of the insurance and finance industry. He has honed his experience in addressing strategic and capital challenges primarily in greenfield, start- and scale-up environments.

Felix holds master's degrees in physics (University of Potsdam and the German particle accelerator DESY) and mathematics (University of Münster). He speaks German, English, Spanish, French and lives in greater Zurich, Switzerland.



David Ryce Managing Director

David has over 17 years of experience within Canadian and American Real Estate Institutional Investment firms and Banks including Brookfield Properties, CIBC World Markets and Morgan Stanley.

At Morgan Stanley David was responsible for asset management and investment valuations for all EMEA Real Estate investments within the NHREF Opportunistic Real Estate Funds. At CIBC World Markets as a member of their Real Estate Investment Banking group, he underwrote over \$3.8Bn of Canadian Real Estate.

David graduated with a B.Sc. Biology and Environmental Science (Honours) from the University of Western Ontario in London, Canada. He also obtained an MBA with a Real Estate specialization as well as an additional Diploma in Real Property Development from the School of Business at York University in Toronto, Canada. David is an active member of RICS and the ULI.

He lives in Zurich with his wife and two daughters and speaks English and German.

# Core Team Profiles - UK





Mattias Eng, CFA Managing Director



Mark Banham Managing Director

Mattias Eng is based in London and joined Rock Lake from a hedge fund where he managed the fund's structured solutions investments. In addition to buy-side experience, he also brings a broad range of sell side experience in the area of structuring and distributing bespoke investment and credit solutions from several top-tier investment banks including JP Morgan, BNP Paribas and Royal Bank of Scotland from a career spanning two decades.

Prior to working in the capital markets, Mattias held several senior positions at UK life insurer Friends Provident and he spent his early professional years at the World Bank.

He is a CFA Charterholder and is the former Chairman of the CFA Society of London's Insurance Special Interest Group. He has published a range of articles in professional journals and magazines and is a frequent contributor at conferences. He did his Doctoral Studies in Economics and Mathematics at George Mason University from which he also holds Bachelors degrees in Finance and Mathematics (high distinction) and Economics (highest distinction and departmental recognition of outstanding academic achievement).

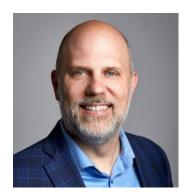
Mark has over 25 years of legal, regulatory, structuring and business development experience in Financial Services. He has held senior legal, compliance and product development executive roles in a number of firms in asset management (HSBC Alternatives, Skandia / Old Mutual Asset Management, Blackstone), credit and mortgage provision (Castle Trust Bank), and insurance (Phoenix Group, Ignis Asset Management). After qualifying as a barrister, Mark worked at Hogan Lovells in their Financial Services practice in London where he specialised in Alternative Funds.

Most recently, Mark worked in Blackstone's Multi-Asset business unit in London supporting marketing to their EMEA clients of multi-asset hedge fund portfolios, multi-strategy & single strategy offering (mainly Structured Risk Transfers). He was head of legal of Ignis (the asset management business of the Phoenix Group) where he was responsible for setting up a range of Hedge Fund, CLO, Leveraged Loan, Property & Private Equity funds. He was a founding member of the executive team of Castle Trust, a new UK mortgage lending business backed US Private Equity firm J.C. Flowers & Co., where he acted as General Counsel and Compliance Officer.

He holds a BA (Hons) & Master of Arts in Economics from Cambridge University, a Post Graduate Diploma in Law and was called to the Bar of England & Wales (Inner Temple) as a Barrister-at-Law. He lives in London with his two sons and a daughter.

# Core Team Profiles - US





Thomas Rose, CFA Managing Director

Tom brings over 20 years of experience in capital raising and investor relations to Rock Lake. Upon completing business school Tom began his career in the capital markets at Barclays Global Investors and later at BlackRock as a Director with the U.S. Institutional Business. He led the Core West team and was responsible for raising assets across the BlackRock platform with institutional investors in the U.S., including pension plans, foundation and endowments with a focus on BlackRock's alternatives strategies business.

Tom spent several years at Neuberger Berman as a Senior Vice President raising assets among the intermediary and multi-family office market focusing primarily on Neuberger Berman's \$100B alternatives platform. More recently Tom helped build the U.S. business for the Canadian digital asset firm 3iQ, the first firm in North American to launch a regulated crypto asset fund. Tom was the Co-Head of Distribution and was instrumental in launching QMAP, 3iQ"s separately managed account digital asset platform for U.S. investors. Most recently Tom served as the Head of Capital Markets North America for an international reinsurance firm responsible for connecting the capital markets with global insurance and reinsurance companies.

Tom holds an MBA from the University of San Francisco McLaren School of Management, holds the series 7 and 63 license and is CFA charter holder. He is a member of the board of directors and serves as the Treasurer for the Peter Pan Foundation. Tom resides in the SF Bay Area with his wife and two daughters.



**Bob Cook** Managing Director

"Capt Bob" is a Wisconsin native, having lived there for 20 years before relocating to Indiana to attend Purdue University, graduating in 1973 with a Bachelor of Science degree in Industrial Management and Marketing. He first entered the real estate business in Lafayette, Indiana in the 1970s where he was a founding partner in a successful residential and commercial real estate firm.

He relocated to Naples, Florida in 1983 where he began a 35-year career in the yachting industry first as a USCG licensed yacht captain and yacht broker for owners of sailing and power yachts to 100 ft, and then as a global weather and routing consultant for the owners and captains of yachts up to 200 ft who were making extended open ocean passages globally. He has sailed as a USCG licensed Captain over 150,000 miles at sea for over 20 years, gaining extensive experience in open ocean yacht delivery, international yacht brokerage, global weather forecasting & passage consulting for the owners and captains of large private yachts, (both power and sail). Bob re-entered the real estate business in November 2019 and affiliated with Coldwell Banker Realty. He is a Realtor member of the National Association of Realtors, the Florida Association of Realtors, the Naples Board of Realtors and is engaged in the marketing and sale of residential and commercial properties located in Southwest Florida.

He is a member of the CCIM Institute, and has extensive experience in mortgage lending, investment analysis, financial consulting, site location and market research

# Core Team Profiles - M&A advisory





Andreas Törnblad Managing Director

Andreas is an experienced professional with some 15 years of expertise in management consulting, investment banking, and corporate finance. He developed a strong analytical and structuring spike in complex situations through his tenure at McKinsey & Company and Lincoln International. At Lincoln, Andreas specialized in M&A transactions, advising clients on mid-market corporate deals and equity capital markets.

Andreas has an entrepreneurial track record, founding Lawline.se - a legal platform that serves thousands of clients annually. He also has extensive experience in fundraising. In recent years, Andreas has focused on pioneering sustainable investments. As Chief Investment Officer at Rockton, he co-led a strategic pivot toward sustainable aviation.

Andreas holds dual advanced degrees: a Master of Economics and Business Administration from the Stockholm School of Economics, specializing in accounting and financial management, and a Master of Laws from Stockholm University. His broad experience and global perspective further enhance his ability to deliver value in diverse and challenging environments.



**David Keresztes** Senior Advisor

David is a principal at Central Europe Trust (CET), an advisory and private equity firm co-founded in 1989 by Lord Lawson (who served as chancellor under Baroness Thatcher and was of Central & East European (CEE) descent) where he is primarily focused on transactions involving financial sponsors. Prior to CET, David founded Ujházy & Co., an advisory boutique focused on privatization and private equity, including a structured mandate from CEE venture capital/private equity firm Euroventures focused on fundraising and investing.

Previously, he was a principal at The Riverside Company, a global private equity firm, where he was involved in fundraising and investing in SMEs in CEE. Before Riverside, David worked as an associate at Sanwa Duval, an advisory boutique backed by Sanwa, then the third-largest bank in the world, and founded by Michael Duval, formerly advisor to Presidents Nixon and Ford and later on the management committee of First Boston, with co-founders from Goldman Sachs, Merrill Lynch, Salomon Brothers and Drexel Burnham Lambert.

David began his career as a financial analyst at Goldman Sachs, where he was involved in public/private offerings of equity/debt, corporate/financial restructurings, M&A and asset finance/leasing. He is a graduate of Columbia University with an honors degree in economics and natural sciences and passed FINRA General Securities Representative Examination (Series 7) and NASAA Uniform Securities Agent State Law Examination (Series 63).

# Senior Advisors Profiles





Robert I.W. Van den broeck

Robert J.W. Van den broeck has more than 50 years of international banking and corporate management experience. He serves as independent director on several Boards and is an Advisory Board member in a few companies. Furthermore, he is active in management consulting through his company Hudson Finance nv, focussing on strategy, organization, corporate finance and M&A.

He was co-founder and chairman of Privast Capital Partners, a venture capital fund in Brussels, which he started in 1999 and which was liquidated in 2012, after the exit of 13 portfolio companies in the Benelux, France and the U.K. In the past he held senior management positions with Exxon, Citibank and Bank Brussels Lambert, and until 1996 he was Managing Director and CEO of Plouvier-Kreglinger, an international transport, trading and investment group, based in Antwerp. Until 2016 he was a consular judge at the Commercial Court of Antwerp.

He holds a Master degree in commercial engineering ("ingénieur commercial"), as well as in applied economics from Antwerp University, and an MBA from INSEAD, Fontainebleau in France. Past independent directorships include Barco, Bank Indosuez Belgium, Bank Corluy, LBC Tank Terminals, De Smet Group, and V.E.V. Languages: Dutch, French, English, German, Italian and Russian.



Laura Hermann

Laura is a change management strategist with expertise in global energy infrastructure systems. Her background in fission, fusion and battery metals includes change management efforts related to technology adoption and supply chain development. She works across public-private partnerships to facilitate investment, systems change and market creation.

As an advisor to investors and their portfolio companies, Laura helps navigate necessary activities related to technology transfer, stakeholder engagement, and market definition. She develops curricula and advises national leaders on efforts in numerous countries to establish new civilian nuclear programs while a consulting expert at the International Atomic Energy Agency and a twenty-year member of the American Nuclear Society.

Laura's focus on controversial science and engineering projects began while building an international practice group for a DC-based public relations company. Her evidence-based approaches to improving outcomes led to important achievements in the development of new energy supply chains and the introduction of new electricity generation options in Asia, the Middle East, and Europe.

# Senior Advisors Profiles





lason Yap

Jason is a Senior Executive with over 18 years of experience in the Pharmaceutical and Biotechnology industries.

He has worked for a range of large, mid-size and pharma/biotech startups. Jason Yap is an experienced executive with a special focus on regulatory drug development, having overseen various early (pre-Phase I) and late stages (Phase II-III) development assets through to commercialization in global markets including the USA, EU and rest of the world. Additionally, Jason Yap has developed developmental expertise in diverse therapeutic areas such as oncology, rare diseases, autoimmune and cardiovascular diseases.

Jason Yap has an Executive MBA in General Management from the Thunderbird School of Global Management. Additionally, he holds a Masters Degree in Toxicology and Bachelor Degree in Biochemistry.

He has lived in Malaysia, UK and USA, and over the last ten years, in Switzerland.



Ivan Belga

Ivan brings over 25 years of experience in wealth management, investment banking and corporate finance to Rock Lake Advisors.

Ivan is Senior Manager at Abu Dhabi Commercial Bank Wealth Management with senior responsibility for building the bank's CIS regional private client practice. Prior to joining ADCB, Ivan was a Senior Private Banker with Vontobel and Pictet. He spent several years with UBS Wealth Management advising Ultra High Net Worth clients from Eastern Europe and set up a Russian desk at UBS Monaco. Ivan also advised on cross-border mid-market M&A transactions in Russia and Ukraine (2002-2008). He started his career in Corporate finance with Renault in the Netherlands and later with Alstom in Paris where he led a large finance reengineering project and set up the Investor Relations department after the IPO. Ivan graduated from Marseille Business School (now Kedge), received his MBA from HEC Paris and studied sustainable finance at the University of Zürich.

He lives in Zurich and speaks French, English, Russian, German and Dutch.



John Murray

John is a Global Marketing and Digital Strategy executive with commercial and technical experience in a wide range of industries, including digital health, FMCG, greentech, insurtech, traveltech, martech, consumer electronics, data and construction chemicals.

With 35+ years' experience, John has held senior-level positions within Fortune 500 and startup companies in the US and Europe where he has led business expansion, strategic partnerships, and digital transformation initiatives in over 55 countries worldwide. In his most recent corporate role, he led global performance partnerships for the smoke-free division of Philip Morris International and prior to that held similar positions at Markel Corporation, Blue Cross Blue Shield, InfoGroup and Coleman. John has been a co-founder of three different startups and a participant in various innovation hubs and technology accelerators. He received his MBA in International Management from Thunderbird School of Global Management at Arizona State University.

John is based in Geneva and speaks French, Italian, German and Spanish.

## Senior Advisors Profiles





Martin Schweikhard

Martin, former head of Global Sales Strategy, Product Structuring & Product Development at Man Group Plc, has over 24 years of experience in the financial industry.

Martin is an experienced senior executive in product development, product lifecycle management, financing & legal with specialist knowledge of mutual funds worldwide in particular UCITS but also alternatives funds in particular hedge funds, private debt and fund linked structured products.

Since 2019, Martin is an independent consultant advising several clients in particular Pacific Investment Management Company LLC (PIMCO). He is also an independent director of funds and asset managers and the non executive chairman of Man Investments AG, Switzerland.

From 2000 until 2017 Martin worked in several senior positions for Man Group Plc in particular head of Global Sales Strategy and Head of Product Development & Management, Fund Financing & Brokerage.

Martin holds a law degree (Zweites Juristisches Staatsexamen) from the University of Mainz, Germany, and a post-graduate qualification as LL.M. from the University of Hong Kong. Martin is a gualified lawyer in Germany.

He has been appointed as expert witness for structured hedge fund products by the district court of Zurich and supports clients in financial litigation.



Filip Henzler

Filip has 25 years of experience in finance and as a hands-on turn-around manager, and has developed unique skills and know-how leading complex projects and change management situations with a focus on bottom line results. Filip started his career with a boutique M&A-advisory firm (Arthur Andersen Global Corporate Finance, Zurich).

He was part of the founding team of Capital Dynamics, a global private equity asset management firm where he led the structured transaction team with many ground-breaking and highly successful transactions as well as the build-up of the back office and fund administration departments.

The last 15 years he worked as an expert turn-around advisor for seven different companies in industries such as machine building, e-commerce, selfadhesive label printing, e-commerce, cartography and bio-tech.

His key strength is combining legal and financial due-diligence, planning and execution with profound knowledge and experience in operations, management control, legal and tax structuring. Filip holds a lic. oec. in economics and finance from the University of Zürich.

# Collaboration Partners



















**ALTERNATIVE** CAPITAL **SOLUTIONS** 

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