

FINANCING INSTRUMENTS

Our team brings decades of experience in prime finance, public finance and municipal bonds, real estate finance, trade finance, and syndicated and leveraged loans.

By leveraging industry-leading insights and deep knowledge of complex financial structures, our experts provide comprehensive support for litigation and dispute resolution. With deep experience across major financial institutions, investment banks, and regulatory bodies, SEDA Experts delivers rigorous analysis and insights to support litigation, dispute resolution, and advisory needs in finance. Explore our areas of expertise below to see how we can guide you through the intricacies of today's financing landscape.

SEDA Experts financing instruments practice expertise covers a variety of different finance activities using different financing instruments as listed below.

Areas of Expertise:

- Prime Finance
- Public Finance and Municipal Bonds
- Trade Finance
- Real Estate Finance
- Syndicated Loans and Leverage Finance

NEW YORK

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EXPERTISE

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- **Prime Finance:** Prime finance is a critical service for institutional clients, as it provides them with the infrastructure, financing, and services necessary to support the unique needs of hedge funds and other large investors in managing and scaling their investment activities, and to execute sophisticated trading strategies.

Our experts throughout their senior careers supported the various aspects of prime finance activity and services such as securities lending, margin lending, collateral management, custody, clearing and settlement, prime brokerage, risk management among other.

- **Public Finance and Municipal Bonds:** SEDA Experts offers in-depth knowledge across various aspects of public finance and the municipal bond market. Their expertise includes underwriting, regulatory issues, industry best practices, understanding the roles and responsibilities of key market participants in the origination process, tax considerations, as well as the issuance and trading of municipal bonds.

The team consists of professionals who previously led public finance and municipal bond divisions at major investment banks, served on the *Municipal Securities Rulemaking Board (MSRB)*, and currently act as arbitrators for FINRA.

- **Trade Finance:** SEDA Experts includes former senior executives who led trade finance and international finance operations at various banks and financial institutions, with a strong focus on Europe, the Middle East, and North-East Asia markets.

Their work involved collaborating with traders and managing commodity flows, as well as offering financing, liquidity, working capital solutions, and risk management. Additionally, they contributed to establishing best practices as Chinese and other Asian regulators enhanced governance and oversight for foreign bank subsidiaries.

- **Reale Estate Finance:** Our experts have experience in commercial real estate financing and lending via securitization, warehouse facilities and or raising capital for real estate projects.

- **Syndicated Loans and Leverage Finance:** Our experts have extensive experience in the leverage loan, syndicated loan, and high yield loan markets, non-performing loans, distressed loans and pay-in-kind loans (PIK), including origination, trading, underwriting, work outs, valuation and credit analysis.

SEDA's experts ran the leverage loan and syndicated loan practices at various investment banks, and former executive director at the Loan Syndication Trading Association (LSTA). They also ran buy side firms such as large portfolio managers with heavy exposure to various types of loans and credit facilities. Our experts are experienced negotiating loans provisions, covenants as well as reps and warranties, and assist with the restructuring, bankruptcy and work out processes for distressed loans, debt in possessions and other types of loans and corporate credit work out resolutions.

EXPERTS

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Richard A. Marin
Managing Director

Richard Marin as a former finance senior executive with over 40 years of investment banking industry experience, and as a former clinical professor at Cornell University is a world class testifying expert in asset management, alternative investments, private equity investments, securities lending, retirement and pensions, and real estate / project financing.

Former
Bear Stearns Asset Management - Chairman and CEO Chairman and CEO
Deutsche Asset Management - Chairman and CEO Chairman and CEO

Expertise
Asset Management, Alternative Investments, Private Equity Investments, Securities Lending, Retirement and Pension, ERISA Funds Investment Standards, Real Estate / Project Financing



Peter U. Vinella, Ph.D.
Managing Director, Advisor to the Board

Peter U. Vinella has more than 30 years of experience in the financial industry as a consultant and an executive with leading financial institutions. Mr. Vinella has extensive testifying experience acting as an expert for both plaintiff and defendant, involving more than 25 matters and including seven cases with more than \$1 billion at stake.

Former
Berkeley Research Group - Managing director
Wilmington Trust Conduit Services, LLC - President and CEO

Expertise
Trading and Investments, Risk Management, Operations, FinTech and Project Management, Quantitative Analysis, Custody, Trust, and Fund Administration, Repo and Securities Lending



Lisa Robins
Managing Director

Lisa Robins is a Senior Executive and Board Director, recognized globally for her deep experience and expertise in transaction banking and trade finance. In recent years, she was based in Asia (separately Hong Kong, China, and Singapore) where she effectively led organizations with diverse teams focused on developing technology, digitization, and risk management.

Former
Standard Chartered Bank (Singapore) - Head of Global Transaction Banking
Deutsche Bank - Managing Director, Head of Asia Transaction Banking

Expertise
Transaction Banking, Trade Finance, International Banking, Risk Management



Peter Selman
Managing Partner

Peter Selman, as the former Head of Global Equities at Deutsche Bank, and the Co-head of Global Equity Trading at Goldman Sachs, is a world-class expert in all aspects of equity products including cash equities, OTC options, listed derivatives, equity valuation, securities lending and prime finance, ETFs and structured products.

Former
Deutsche Bank - Global Head of Equity
Goldman Sachs - Co-Head of Global Equity Trading

Expertise
Cash and Derivatives Equity, Equity Valuation, Exchanges, Indices, OTC and Listed Derivatives, Prime Finance, Structured Products and Annuities



R. Bram Smith
Managing Director

Thanks to 40 years of experience in the US corporate loan market, both as the Executive Director of the Loan Syndications and Trading Association (LSTA) and senior executive in three leading financial institutions such as Bear Stearns, Morgan Stanley, and Bankers Trust, Bram Smith is a world-class expert in loan syndications, sales and trading, and capital markets.

Former
LSTA - Executive Director
Bear Stearns - Senior Managing Director

Expertise
Loan Syndications and Distribution, Loan Sales & Trading, Leveraged Loans Transactions, Loan Capital Markets, Debt Underwriting



Blake Mather
Managing Director

Blake Mather, as a Partner and former Head of Bank Loan Sales, and Co-Head of High Yield and Distressed Sales at Goldman Sachs, is an expert in capital markets across multiple fixed-income products, including high-yield debt, loans, and distressed assets, as well as valuation and pricing across the capital structure.

Former
Goldman Sachs - Head of Bank Loan Sales
Goldman Sachs - Co-Head High Yield and Distressed Sales

Expertise
High Yield and Distressed Debt, Performing and Non-performing Leveraged Loans, Leveraged Finance Syndication, Corporate Valuation, Leveraged Buyouts, Illiquid Securities, Credit Analysis

EXPERTS

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Mark J. Buono
Managing Director

Mark Buono is a CMBS and CRE industry pioneer. He is a former Managing Director at Goldman Sachs where he held various roles in the commercial real estate business for 20 years, and a Managing Director and CRE Portfolio Manager at the Global Atlantic Financial Group. He is an expert in CMBS, CRE CDOs, and REITs, CRE Portfolio Management, and Risk Management.

Former
Goldman Sachs - Managing Director, Special Asset Group
Freddie Mac - Vice President, Mortgage Trading

Expertise
CMBS, CRE CDOs, and REITs, Commercial Real Estate Lending, CRE Portfolio Management, CRE Portfolio Risk Management



Ian Mote
Managing Director

Ian Mote has over a quarter-century of expertise in international finance and banking, with a focus on Structured Trade and Commodity Finance, treasury management, and trade finance within global markets. Ian spent 20 years working with Standard Chartered Bank, where his career included significant roles in Europe, the Middle East, and Greater China.

Former
Standard Chartered Bank (China) - Executive Director, Head of Multinational Corporates Senior Credit Officer, Commodities & Trade Finance
Executive Director, Head of Commodity Traders & Agribusiness

Expertise
International Finance and Banking Trade Finance and Commodities Treasury, Compliance, and Corporate Finance Liquidity and Working Capital solutions. Risk Management



Arthur Miller
Managing Director

Arthur Miller has over 43 years of experience in public finance and municipal bonds serving as Managing Director and Co-Head of Public Finance Strategies & Analytics Groups at Goldman Sachs. He covered leading roles at industry organizations including Vice Chair and Member of the Board of Directors at the Municipal Securities Rulemaking Board. He currently acts as an Arbitrator at FINRA.

Former
Goldman Sachs - Managing Director, Co-Head, Public Finance Strategies & Analytics Groups

Expertise
Municipal Securities, Tax Policy, Public Finance, Fixed Income



Kurtis S. Plumer
Managing Director

Kurtis S. Plumer is a seasoned leveraged finance executive with over 30 years of experience in bankruptcy, restructuring and workouts. He has a deep expertise in managing investments across various asset classes, including leveraged loans, high-yield bonds, distressed debt and structured products. His career spans roles in credit portfolio management, distressed investing, and restructuring.

Former
WhiteStar Asset Management - Managing Director Head of Restructuring and Workout
Highland Capital Management - Partner Portfolio Manager

Expertise
Restructuring Workout Private Credit CLOs High Yield Bonds Leveraged Loans Asset Management



Philip A. Olesen
Managing Director

Philip Olesen is a global credit sales and trading professional with over 25 years of leadership and expertise in credit trading, risk management, and investment banking. With a distinguished career primarily at UBS Investment Bank, he has been involved in all credit products including bonds, loans, CDS and structured credit products including correlation risk.

Former
UBS Investment Bank - Managing Director, Global Head of Credit Trading
Managing Director, Head of Global Correlation
Managing Director, Global Risk Manager - Credit

Expertise
Global Credit Sales & Trading (including Emerging Markets), Credit Derivatives, Risk Management, Credit Research, Liability Management, Capital Markets