

# arif mumtaz

✉ anot4anot4@gmail.com

☎ +1 647-669-1961

🌐 [linkedin.com/in/arif-mumtaz-6665091](https://www.linkedin.com/in/arif-mumtaz-6665091)

---

## Summary

- Results Oriented, C Level Executive with over 25 years of Industry experience in Finance, Treasury and Asset Management; drove annual revenues in excess of \$ 50 Million consistently
- Extensive Leadership experience and Business Development skills with a strong commitment to excellence ; successfully built and ran Global Capital Markets business for 2 Major International Banks;
- Extensive knowledge of the competitive environment with specialist skills in Financial Modelling and Balance Sheet Optimization as used in bulge bracket Wall Street Banks to generate extraordinary RAROC returns
- Highly developed trading skills in complex Capital Market Instruments such as US Agency MBS (Mortgage Backed Securities) , SBA Loans, Credit Derivatives and Corporate Senior Secured Loans. In addition to Fixed Income have well developed expertise in Private Equity and Hedge Funds
- Broad technical proficiency in Risk Management and Liability Management ; Led bench-mark transactions using a wide variety of long and short term funding options ranging from vanilla asset lending (repo), structured repurchase agreements, structured private placements, senior and sub-debt FRN issuance and CP and MTN conduit financing

## Career Highlights

- Structuring and Underwriting of the first ever US\$500 million Sovereign Credit Default Protection Program for power and energy sector clients in the US with exposure to Saudi sovereign credit .
- Negotiating a US\$ 10 Billion funding line with the US Federal Reserve Bank for ABC Bank in December 2008 in the thick of the Sub Prime Crisis. ABC Bank was the only Arab Institution which was allowed to access the highly prized TAFF (Temporary Access Funding Facility). This was an emergency funding program offered selectively to high profile US Banks and ABC Bank was a notable and only exception.

## Experience



### Managing General Partner

Jan 2014- Present

#### Prima Capital

- Founding Partner - Launched Prima Capital as a pioneer investor in Frontier Emerging Markets ; We were the first to provide both Equity and Growth Capital to Small and Medium -sized businesses (SME's) in high potential sectors of emerging economies like Pakistan, Sri Lanka, Bangladesh and Afghanistan. We developed a new method to deliver Private Equity Capital to markets where traditional PE platforms had failed to make an impact
- Our mission is to identify promising SME- businesses in the frontier emerging markets looking for expansion capital and then provide full disclosure ,effective transparency and local intelligence to match them with international investors looking for diversification and very attractive returns.
- Prima Capital has successfully created a bridge between foreign investors and local borrowers in the most promising and least crowded emerging markets today
- All our investors have to-date received Private Equity type “high yield” returns in excess of 25% from a collateralized and very stable fixed income Fund structure pioneered by Prima Capital
- With specialist skills in financing and structuring projects based on local knowledge, local tradition and local legalities, Prima Capital leverages years of banking and structured finance lending experience, superior analytics, and proven operational excellence to provide unique and innovative solutions to SME clients and foreign investors in mostly virgin frontier emerging markets

## ABC Global Head of Capital Markets, Proprietary Investments & Asset Management

Jul 2003 - Dec 2013

Bank ABC

10 years 6 months

2003 – 2013 Arab Banking Corporation --- Head Office --- Bahrain

Group Treasury

- Responsible for all fixed income + equity, trading and investment activity, for the Bank ABC worldwide ( Bahrain, London, New York & Sao Paulo )
- Joined Bank ABC in 2003 with a mandate to develop a high quality global proprietary investment and trading platform and an effective Asset Management capability to deliver a new revenue stream of \$ 100 Million
- Conceptualized and launched the platform within 6 months; hired a team of 15 seasoned traders and successfully ramped up USD 14 Billion of highly rated fixed income assets contributing new net revenue of USD 79 Million within 3 years
- Leveraged the in-house expertise of the proprietary platform to follow through with a highly successful \$ 10 Billion AUM Asset Management business at Bank ABC primarily serving the Banks corporate client base including Sovereign Wealth Funds, State Pension Funds and Central Banks
- The introduction of a high quality bond portfolio and a very profitable global proprietary platform delivering strategic diversification to the Banks loan portfolio were a key catalyst for three (3) ratings upgrade over 3 years taking ABC Bank to a historical best rating of single A.
- Successfully maneuvered the portfolio through the sub-prime crisis in 2008 and organized access to highly prized and deeply subsidized liquidity from the US Federal Reserve Bank TAF facility in 2008 and 2009 for the Bank



## International Officer - Treasury and Capital Markets

Jul 1984 - Jun 2003

HSBC

19 years

- One of only Ten Executive Trainee Officers selected worldwide for a Specialist Career in Treasury and Capital Markets; was rigorously trained at the HSBC / Marine Midland Bank Treasury Dealing Room in New York with hands on dealing exposure to FX , Money Markets, Options, Derivatives , Fixed Income and Strategic Balance Sheet Management over a period of 3 years
- Subsequently was promoted to International Officer status and seconded to various HSBC Group Treasury Dealing Rooms to perform special assignments, mostly to develop new business platforms and boost revenues. Completed assignments in Tokyo, London and Hong kong

## Head of Capital Markets & Proprietary Investments. 1990 - 2003

### The Saudi British Bank - Riyadh ( HSBC - Saudi Arabia )

- In 1990, I was seconded to The Saudi British Bank with the task to develop an in-house Fixed Income Trading and Investment capability. This would facilitate the Banks strategic objectives to repatriate all externally managed funds and manage them in-house. (\$3.6 billion managed externally by 11 different Fund Managers)
- Submitted a strategic plan with clear objectives, operational guidelines and resource planning within 3 months, which was approved by the local board and by HSBC Head Office
- As the Lead in this project I was fully accountable for the development , implementation and resourcing for this project within the agreed timelines
- Launched the platform within 6 months with a team of 6 dealers and successfully repatriated \$ 3.6 Billion of assets from external fund managers. We were the first bank in Saudi to successfully develop an in-house fixed income investment management capability
- In 8 years established Saudi British Bank as a specialized investment center in the HSBC Group and a respected player in the international Capital Markets arena.
- As Head of Capital Markets & Proprietary Investments division, I ultimately was responsible for managing the banks \$ 5 billion foreign currency investment portfolio with a team of 9 dealers and an annual revenue target of \$ 40 million .

## Education



### Occidental College

1980 - 1984

Bachelors Degree, Mathematics / Economics

Major in Math / Econ with a minor in Physics

## Skills



Leadership • Business Strategy • Business Development • Strategic Thinking • Financial Modeling •  
Capital Markets • Asset Management • Private Equity • Risk Management • Emerging Markets