

TERENCE MARK, CFA, FRM
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SUMMARY

Terence Mark is a managing director in BRG's Asia-Pacific (APAC) Economics & Damages practice and is based in the firm's Tokyo office. He has nearly twenty years of experience in Asia as part of a forty-year career that has also included roles in banking and finance in New York, Chicago, and London.

Mr. Mark has specific experience and expertise in credit, securities, loans, derivatives, interest rate/FX, structured products, portfolio management, and NPLs/workouts. He has managed through multiple credit cycles and has hands-on knowledge of corporate and structured credit, aviation finance, asset-backed securities, real estate, and film finance.

As a portfolio manager at a global manager of collateralized debt obligations and structured investment vehicles in New York, Mr. Mark was one of five managers responsible for allocation and management of \$36 billion of corporate and structured finance assets and liabilities across credit structures including CDO/CLOs, conduits, and SIVs. His experience managing and participating in the ultimate wind-down of these structures gives him insight to legal, regulatory, and rating agency issues under complex circumstances.

In Tokyo, Mr. Mark has held senior positions with commercial and investment banks. In the 2000s, he served as general manager, Japan country head, and head of portfolio management APAC at a commercial bank. He was subsequently engaged by an agency tasked with managing an orderly wind-down and liquidation of various banking businesses across Asia, which was completed in 2017. Subsequently, he was mandated by the same agency to help achieve the same goal with a US-based portfolio consisting mainly of a motion-picture assets, real estate NPLs, and complex litigation.

Mr. Mark spent much of his career building banking businesses in the US and Asia, and a near equal portion in the highly specialized position of managing orderly wind-downs of regulated businesses with large balance sheets, in difficult regulatory environments, dealing with complex litigation, corporate governance, and sensitive local human resources issues. He has given evidence by deposition on multiple occasions.

CERTIFICATIONS

Chartered Financial Analyst (CFA)
Financial Risk Management (FRM)
Certified Risk Manager (PRM)
JSDA Registered Levels 1 & 2
NED Advanced Diploma Level 7

PRESENT EMPLOYMENT

Managing Director, Berkeley Research Group, 2020–present
Director, EAA US Holdings, Inc., July 2017–present

PREVIOUS POSITIONS

Representative Director & General Manager/Liquidator, EAA Japan K.K., Tokyo, July 2014—April 2017

WestLB AG ~ Portigon AG (WestLB successor entity), June 2001—July 2014

Managing Director, Tokyo Branch Manager, June 2009—July 2014

Managing Director, Head Loan & Portfolio Management APAC, October 2006—July 2014

Brightwater Capital Mgmt., New York, Portfolio Manager, Executive Director, October 2003—October 2006

WestLB Securities Pacific Ltd, Tokyo, Head of Credit Sales, Executive Director, June 2001—October 2003

General Manager, Global Credit Derivatives Group, RBC Dominion Securities, Tokyo Branch, May 2000—June 2001

Head of Structured Credit Transactions, J. Henry Schroder & Co., Tokyo Branch, December 1997—April 2000

Corporate Vice President, Global Asset Swaps Group, RBC Dominion Securities, New York Branch, January 1996—December 1997

Sr. Vice President, Structured Derivative Products, Schroder & Co. New York & London Branches, Jun 1992-Dec 1995

PROFESSIONAL AFFILIATIONS

PROFESSIONAL DESIGNATIONS HELD

Chartered Financial Analyst (CFA)
Financial Risk Manager (FRM)
Certified Risk Manager designation (PRM)
NED Advanced Diploma Level 7

MEMBER

CFA Institute
CFA Society Japan
CFA Society New York
Global Association of Risk Professional (GARP)
Professional Risk Manager's International Association (PRMIA)