



Tony Gioulis

Managing Partner, London

Tony has been involved in the structured asset backed markets since the late 80s. He started his City career in NatWest Markets in 1990, where he spent seven years establishing and executing client-led transaction structures primarily associated with short-term and medium-term financial assets, as well as developing its asset backed conduit infrastructure.

He subsequently joined HSBC Investment Bank, where in 1997 he founded its UK/European asset backed commercial paper business and its \$5 billion sponsored multiseller conduit fund, “Regency Markets”. He was subsequently elevated to Pan European Head, Conduit Finance, in HSBC Markets.

In 2004, he joined the London office of nabCapital, the investment banking division of National Australia Bank, and assumed the role of Head of Securitisation Europe, with a mandate to establish a major structured debt player in the UK and the Eurozone. In nabCapital, he led the launch of “CentreStar Capital”, a \$10 billion hybrid conduit fund providing its corporate and institutional client base seeking asset finance with capital markets access and a securities arbitrage platform designed to finance highly rated ABS.

Tony subsequently founded European Risk Capital, the leading investment finance group specialising in structured capital raising and risk funding solutions, with primary focus on financial services, real estate, and alternative assets. His main responsibilities comprise strategic origination and transaction execution, with special emphasis on long term relationships of the Group.

A structured capital markets veteran with deal experience in excess of \$10 billion in financial services and real estate, Tony has arranged a number of innovative transactions including the first ever securitisation of charge cards in Europe, quoted in the IFR as a “*landmark deal*”, and the UK's largest buy-to-let mortgage funding transaction at the time in the region of GBP 1 billion. His structured credit expertise spans across a wide range of cash and synthetic derivative funding solutions, culminating in numerous loan-backed, auto, consumer, leasing, receivables, CLOs/CDOs, and property deals over a 30-year period.

Tony has an MBA from University of Southern California, Los Angeles. He is married and lives in West London.