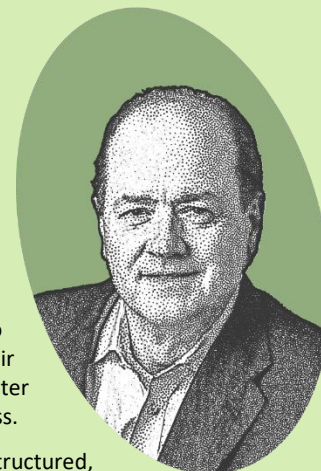




# John Nicholson



- :: HEDGE FUNDS
- :: EQUITY FINANCE
- :: PRIME BROKERAGE
- :: PRIME RISK
- :: MARGINS

## Industry experience

**Nicholson Advisors LLC** 2018–Present  
Consultant - Enhanced Leverage in Equity PB

**Citibank**, New York, NY 2010–2017  
Global Head Equity Financing  
Global Head Equity Financial Resource Management.  
ALCO Member.  
Recruiting Management/Operating Committee

**Barclays Capital**, New York, NY 2008–2010  
Managing Director

**Lehman Brothers, Lehman Brothers ASIA, Lehman Brothers Europe** 1986 – 2008  
Head, US Equity Financing, NY 2006-2008  
Global Head Credit Financing, NY 2003-2008  
Co-Founder & Head of Marketing Reinsurance, New York, NY 1998-2003  
Head FID Derivatives Asia, Tokyo 1994-1998  
Global Head FID Derivatives Sales, NY 1992-1994  
Senior Vice-President, London 1991-1992  
Equity Derivatives, New York, NY 1990-1991  
Co-Head FID Derivatives Asia, Tokyo 1986-1990

**Chase Manhattan Bank**, NY & Japan 1984 – 1986  
Head FID Derivatives Asia

**The Pingry School**, New Jersey 1982 – 1984  
Instructor, History. Coach

## Education

**Dartmouth College** 1982  
BA. History

John C. Nicholson has over 30 years of capital markets experience across both fixed income and equities with a derivatives and financing focus. He has worked in Tokyo, London, and New York.

Mr. Nicholson began his career at Chase in 1984 working in their swaps business and within a year moved to Tokyo to set up their swaps business in Asia. He later moved to Lehman Brothers while in Tokyo, eventually running their fixed income and FX derivatives businesses for Asia. He later moved to NY and helped set up their reinsurance business.

In 2003 he transitioned to repo, running Lehman’s structured, credit, and emerging markets repo businesses globally. In 2005, he added responsibility for the US equity financing business, stock loan, and prime.

In 2008, he moved to Barclays and was responsible for the equity financing businesses globally.

In 2010, he moved to Citi. At Citi he was responsible for three streams of business. He managed the US client facing business including P&L and risk for their prime client businesses including delta one. Simultaneously he was responsible for all stock loan and funding across the global equity businesses. Concurrently he managed Financial Resource Management for equities where he was responsible for the liquidity management, the balance sheet and RWA management post trade across the equity construct.

## Areas of expertise

### Stock loan, equity finance:

- + Equity Finance, prime brokerage,
- + Repo trading, stock lending & borrowing,
- + Swaps, synthetic equity, derivatives,
- + Capital costs, balance sheet usage, RWA, funding, inventory optimization,
- + Liquidity management
- + Equities and fixed income.

### Supported practice areas:

- + Trading loss, post-mortems, investigations,
- + Financial fraud & litigation,
- + White-collar crime,
- + Enforcement, investigations, regulations,
- + Alternative dispute resolution, FINRA.

### Keywords:

Stock loan, equity finance, prime brokerage, repo trading, stock lending and borrowing, swaps, synthetic equity, derivatives, capital costs, balance sheet usage, collateral, futures & options, ISDA negotiations, ISDAs and CSAs, listed derivatives, margining, trader, trading, risk-weighted assets (RWA), funding, liquidity management, inventory optimization, equities, fixed income, trading loss, post-mortems, investigations, financial fraud, litigation, white-collar crime, enforcement, Regulations, alternative dispute resolution, series 24, SIE (Securities Industry Essentials).

[ NOT RETAINED ]