NAVESINK international

:: HYBRID CAPITAL & COCOS
:: STRUCTURED PRODUCTS

Prasad Gollakota, CFA

Prasad Gollakota is a capital markets and financial institutions specialist with more than 25 years of experience in hybrid and structured capital, including AT1/CoCos, preferred equity, convertibles, structured lending, SPV/holdco financings, and liability management, including work executed during stressed market conditions. He has originated, structured, and executed more than US$50 billion in capital transactions for banks, insurers, and corporates, and served as an expert witness on litigation arising from the Irish banking crisis, including an independent valuation report.

Mr. Gollakota spent the core of his career at UBS Investment Bank in London and Sydney, most recently as Managing Director, Global Capital Markets and Co-Global Head of Capital Solutions, where he structured first-generation CoCos and advised European banks and regulators — including RBS, Lloyds, UBS, Commerzbank, Glitnir, and Fortis — during the Global Financial Crisis. He later founded Soumya Capital, a proprietary trading firm focused on hybrid and equity-derivative exposures in financial institutions' capital securities, and served as Managing Director, Corporate Advisory & Financing Solutions at Ironstone Capital (now ICA Partners) and Head of Investment Banking Corporate Solutions at Bank of America Merrill Lynch, both in Sydney. He is also a co-founder of xUnlocked (Finance Unlocked / Sustainability Unlocked), where he built a network of subject-matter experts and led its Series A preferred equity fundraising, and currently contributes capital markets and banking commentary to International Financing Review (IFR). He holds a CFA charter, a Master of Applied Finance from Macquarie University, a Bachelor of Commerce and Bachelor of Laws (Hons) from the Australian National University, and a Master of Arts in Scriptwriting from the University of London.

Industry experience

International Financing Review (IFR) **2025–Present**
Contributor, Capital Markets and Banking

xUnlocked / Finance Unlocked **2019–2025**
Co-Founder, Chief Operating & Content Officer

Ironstone Capital (now ICA Partners) **2017–2019**
Managing Director, Corporate Advisory & Financing

Bank of America Merrill Lynch **2015–2017**
Head of Investment Banking Corporate Solutions

Soumya Capital **2013–2014**
Founder & Investment Director

UBS Investment Bank, London **2005–2012**
Managing Director, Global Capital Markets

UBS Investment Bank, Sydney **2003–2005**
Associate Director, Financial Institutions Group

PricewaterhouseCoopers **2000–2003**
Manager, International Tax & Structured Finance

Macquarie Bank **1999–2000**
Graduate, CFO's Office

Education

CFA Institute **2006**
Chartered Financial Analyst (CFA)

Macquarie University **2002**
Master of Applied Finance

Australian National University **1999**
Bachelor of Commerce & Bachelor of Laws (Hons)

University of London **2014**
Master of Arts (Scriptwriting)

Areas of expertise

Hybrid capital, structuring, and execution:

+ Bank, insurance, and corporate hybrid capital (regulatory and ratings) — origination, structuring, and pricing/valuation (preferred equity, AT1/CoCos, convertibles),
+ complex deal structuring and execution (holdcos, SPVs, receivables monetisation, structured lending, liability management),
+ primary capital markets issuance and execution,
+ capital structure optimisation and strategy.

Advisory, crisis leadership, and communication:

+ client and institutional stakeholder engagement and management,
+ crisis leadership and regulator advisory,
+ expert witness testimony and independent valuation,
+ simple communication of complex instruments to non-specialists; finance writer.

Keywords:

AT1, CoCos, Contingent convertibles, Preferred equity, Hybrid capital, Structured capital, Convertibles, Structured lending, SPV financing, Holdco financing, Liability management, Capital structure optimisation, Regulatory capital, Ratings capital, Bank recapitalization, Global Financial Crisis, Irish banking crisis, Expert witness, Independent valuation, Capital markets issuance, Origination and structuring, Pricing and valuation, Financial institutions, Investment banking, Corporate advisory, Renewable energy financing, Infrastructure financing, Receivables monetisation, Proprietary trading, Equity-derivative exposures, CFA

NOT RETAINED

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