

Kevin Baldwin

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PROFILE: FINANCE EDUCATION & TRAINING EXECUTIVE

Over 20 years of educating senior finance professionals worldwide in complex financial concepts, strategies, tactics, and products including CDS, IRS, and listed derivatives.

Career marked by creating, developing, and delivering futures and options courses in 20+ countries for government agencies, financial institutions, regulatory agencies, CTAs, CPOs, and hedge funds. Demonstrated wide breadth of expertise in commodity futures, interest rate products/swaps, sovereign spreads, equity index replication techniques, and building interest rate swaps with Eurodollar futures. Experienced in implementing derivative instruments for both hedging and speculating, structuring deals, and training financial institutions.

Demonstrated expertise and accomplishments in:

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| ♦ Training Development & Delivery | ♦ Structured Products | ♦ Derivative Instrument Implementation |
| ♦ Curriculum & Course Creation | ♦ Synthetic Portfolios | ♦ Securities / Foreign Exchange Analysis |
| ♦ Risk Management Techniques | ♦ Hedging Strategies | ♦ Portfolio Enhancement Strategies |
| ♦ Commodities & Indices | ♦ Fixed Income Models | ♦ Dynamic Management Tactics |
| ♦ Treasury Futures Basis | ♦ Mortgage Modeling | ♦ Option Models, Greeks & Strategies |

PROFESSIONAL EXPERIENCE

Institute for Financial Markets (IFM); Chicago, IL and New York, NY

July 2006 – Present

Director of Education

Develop and deliver educational seminars in listed/OTC derivatives to member firms of Futures Industry Association (FIA) as employee of FIA's sister company, IFM. Synthesize expertise in finance, statistics, and derivatives to develop curriculum, create courses, and provide comprehensible training that meets customer needs. Deliver in-house staff training at CME Group in both Chicago and New York. Use GoToMeeting technology.

- ♦ **Expanded IFM's course offerings** beyond Series 3 education by developing new programs covering speculator strategies/tactics, credit derivatives, and financial instrument exposure management.
- ♦ **Developed and delivered custom training programs** for exchanges including Chicago Mercantile Exchange Group, Eurex, and Option Clearing Corp.
- ♦ **Secured training engagement with DTCC** to create treasury futures basis course that covered basis relationships, cheapest-to-deliver (CTD) analysis, gross basis, net basis, implied repo rates (IRR), switches/inflection points in CTD, volatility analysis, and evaluating options embedded in futures basis.
- ♦ **Enhanced senior staff understanding of credit derivatives products** by producing two-day industry course on credit default swaps and credit indices.
- ♦ **Delivered multiple training programs to CFTC** including courses that enhance trial attorneys' understanding of how and why companies use derivative instruments.
- ♦ **Grew education market beyond U.S.-based institutions** to include institutions/exchanges in India, Turkey, Brazil, and England by leveraging relationships with prior students and receiving invitations from lecture participants.
- ♦ **Enabled firms to meet Dodd-Frank requirements** including NFA registration by creating and delivering two-day lecture that prepares financial professionals for Series 3 exam. Delivered this program in Chicago, New York, London, New Delhi, Mumbai, and Istanbul.
- ♦ **Launched training program on trading sovereign interest rate spreads** using listed derivatives for Eurex and Goldman Sachs in Sao Paulo and Rio de Janeiro.
- ♦ **Delivered seven lectures** for financial professionals at Turkish Derivatives Conference in Istanbul.
- ♦ **Accepted invitation from Warsaw Stock Exchange managers** attending Turkish Derivatives Conference to create and deliver two-day options trading program to Polish portfolio managers.
- ♦ **Provided derivative market education** to Fidelity Investments staff in three U.S. states, China Foreign Exchange Trading System, MultiCommodity Exchange, Bombay Stock Exchange, and Micex.

University of Illinois at Chicago; Chicago, IL

January 2010 – Present

Adjunct Faculty, Liautaud Graduate School of Management

Teach two courses for MBA programs including Theory and Structure of Futures and Options Markets and Special Topics in Finance: Futures.

Global Derivatives House, LLC; Chicago, IL and New York, NY

Managing Director (September 2000 – April 2006)

Partnered with hedge funds to evaluate new trading strategies and implementation methods. Clearing member firms included HSBC, Credit Lyonnais Rouse, ING, Man Financial, and Refco.

- **Transformed brokers into savvy market strategists**, enabling them to gain insight and understanding into clients' strategic goals.
- **Established online derivatives courses for financial institutions** in financial futures, fixed income derivatives, mortgages, commodities, stock indices, and foreign exchange by designing and deploying MarketsInstitute.com. Recorded and uploaded lectures to website using WebEx technology.

Global Derivatives House, LLC

Managing Director / New York Branch Manager (January 1996 – September 2000)

Educated employees and customers in trade structuring and management methods. Provided oversight and direction for firm of 25 financial professionals.

- **Enabled portfolio manager to achieve and maintain superior liquidity** with only ~20 bp tracking error by structuring methodology to synthetically recreate return on Russell 2000 using multiple stepwise-regression models comprised of two populations of relatively large names from small cap index.
- **Developed and priced structured products for Korean banks** through use of a la carte emerging market bond baskets including Bradys, Min. Fins, and GKO's.
- **Structured treasury portfolio immunization strategies** on BPV-weighted basis by reconciling CTD security in baskets of deliverables for 2s, 5s, 10s, and 20s.
- **Met customer demand for online brokerages** by developing and implementing online presence that included portfolio of websites aimed at diverse market segments.

Refco, Inc.; Chicago, IL

January 1990 – December 1995

Futures & Options Instructor

Taught six-week futures and options course to world's major financial companies, governmental agencies, central banks, and supra-national organizations. Enabled these institutional customers to effectively structure and implement derivative market trading strategies for optimal efficiency.

- **Generated more than \$500K in annual tuition revenue** by securing management approval to charge clients for six-week intensive training program.
- **Developed and delivered six-week derivative education program** to more than 1K Korean financial professionals, 2K+ Japanese finance professionals, and Dresdner Bank staff, among others.
- **Delivered customized derivative market education programs** to World Bank sovereign clients, Turkish Capital Market Board, Mitsui Bussan in Tokyo, and Central Bank of Argentina in Buenos Aires.
- **Influenced financial industry in global emerging markets** by delivering education to USAID-sponsored students from countries worldwide.

Additional Experience:

Securities and Derivatives Instructor – Institute for Financial Markets (IFM); Washington, D.C. (2005-2006)

Adjunct Faculty Member – New York University SCPS; New York, NY (1997-2000)

Futures/Options Instructor – Partners for International Education and Training (PIET) / USAID (1991-1995)

Futures and Options Graduate Program Instructor – Illinois Institute of Technology (1992-1993)

EDUCATIONUniversity of Chicago – **Master of Business Administration (MBA), Concentrations in Statistics and Finance**San Jose State University, California – **Bachelor of Science in Finance with Minor in Economics**

FINRA Series 3, 4, 7, 24, 30, 34, 63 Registrations (All Inactive)