

# Leadership Connections

## Get to Know SFS Americas

Structured Finance Risk Management

Michael Kunst

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# Housekeeping Items



The recording and presentation will be available on the Learning Academy HUB and the iPortal.



**Engage!** Please use the icons, unmute your mic, the chat to ask a question or comment.



You will receive digital learning credits for this session. They will be uploaded into the Global Learning Portal (GLP 2.0).

# Getting to know...

## Career Journey

- BS Business (Finance); Widener University - Chester, PA
- First job - ABL field examiner for National Bank of Canada.
- Joined SFS in Nov 2003 as ABL UW
- Over the last 20+ years, supported numerous SFS products & BUs in RM role
- Been in a credit and risk management role throughout my career

## Personal

- Born and raised in Trenton, NJ
- Lived in Austin, TX for 3 years
- Enjoy hiking, skiing, kayaking, mt. biking and beach volleyball
- Married - Bridgette (24 yrs)
- Son - Devin (11 yrs)
- Dogs - Mylo & Zoe

## Michael Kunst Structured Finance Risk Head



## What drives me?

- Learning new things
- Connecting with people
- Maintaining a sense of humor
- Understanding how things work

## Fun Facts

Kunst means "art" in German, however I don't speak German and not artistic

## Leadership motivation

*If everybody thought like me, then why do you need me?*

# Getting to Know...

## The Structured Finance Risk Management Team

### What We Do

- Underwrite and manage senior secured debt transactions that support healthcare, higher-education and municipal industry. ~95% supports US healthcare market.
- Transaction tenors can range from 3 to 20 years; Average RR = 5-

### Our Accomplishments

- The portfolio has grown to \$3 billion and comprised of almost 200 obligors; ~65% of the portfolio is in the Construction & Real Estate product and ~35% is in Public Finance product.
- We are predominately a bilateral lender and have developed long-tenured lending relationships with our borrowers and sponsors, some exceeding 10 years

### Fun Facts About Us

- The RM team is comprised of 12 diverse and experienced risk management professionals in NJ/PA/NY/CT, with average tenure of 8 years.
- Structured Finance, and its predecessors, have been part of SFS since 2008

# The SF Risk Management Team

Construction &  
Real Estate



Ned Finkenstaedt



Dana Valenti



Ilene Gerber



Ashwin Keer



Serge Sorokin



Sepp Dobler



New Hire 3/17

Public Finance



Mark Moses



New Hire 4/14

Portfolio



Sharon Prusakowski



Voula Ring



Carleen Malfettone



