

Curriculum Vitae

DR. BIRGIT GALEMANN

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Date of Birth 13 September 1964
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SUMMARY

- Diploma in Mathematics and Economics, Ph.D. in Mathematics
- Profound experience in International Finance, in particular Market and Credit Risk Management
- Advisor in micro finance since 1994: Development of a tailor-made performance and strategic planning model for a Ugandan MFI
- Independent consultant for financial systems & institutions development in developing and transition countries since 2007
- Development of and workshops on a loan pricing and quantitative management tool addressing operational & financial efficiency and credit risk for any People's Credit Bank in Indonesia (BPR)
- Development & Implementations of a comprehensive Risk & Liquidity Management Tool and its embedded Asset Liability Management process
- Support in the development of a bachelor degree in "Banking and Development Finance" at a University in Uganda
- Building a 3-level country-wide Savings- and Loan Association network supported by tailor-made tools for regular internal audit and financial business management ("Financial Projections Tool")
- Development of a "Loan Portfolio Management Tool" for SACCOs

EDUCATION

1989 - 1994 **University of Notre Dame, Indiana, USA**
1994 PhD
1990 Master of Science
Main subjects: Differential Geometry, Topology

1983 - 1989 **Ruhr-Universität Bochum, Germany**
Diplom-Mathematikerin
Grade: Sehr Gut (A)
Major: Mathematics (Complex Analysis, Algebraic Geometry, Probability Theory, Stochastic)
Minor: Economics

SKILLS

Languages German (mother tongue), English (fluent), French (7 yrs at high school, language course in Oct 07 to brush up skills), Indonesian (basic)

BUSINESS EXPERIENCE AS INDEPENDENT CONSULTANT

Jul 07 – today **INDEPENDENT CONSULTANT**

Ongoing since **Germany & Uganda; DGRV / Ugandan Cooperative Alliance (UCA)**
Oct15

Build-up of a UCA-Advisory Services for SACCO staff and their members through innovative course modules and tailor-made tools on Financial Business Management (“Financial Projections Tool”); and Loan Portfolio Management (“LPMT”): Workshops to establish a strong and committed country-wide team of trainers; Subsequent monitoring and supporting of their work in the field (Oct15, Apr16, Oct16, Apr17); *On- & Off-site* enhancement of the tools, and support in their applications by the users.

Ongoing since **Nigeria & Germany; REGMIFA / Business & Finance Consulting**
Apr 15 – Jul15

As part of consultancy services in Financial and Risk Management for the Nigerian MFI Grooming Centre hands-on workshops using the Risk & Liquidity Management Tool developed over the last five years.

Ongoing since **Germany & Uganda; DGRV / Catholic Workers Movement (CWM)**
Mar 13

Technical *off-site* support of the country-wide program, started in *Aug12*, see below, through continuous enhancement of the MS Excel based Audit and Financial Projections tools, support in the monthly reviews of regional and national audits, negotiations and follow up of a Linkage Banking contract with Centenary Bank; further *on-site* workshops in *Sep13, Jan14, Jul14, Jan15, Oct15, Apr16, and Oct16* to strengthen the 12 support teams concerning time-, task-, voluntary team- and human resource-management, implementation of the network’s management procedures, and the operational & financial *self-sustainability* plan

Oct13 – May14 **Uganda & Germany; REGMIFA / Business & Finance Consulting**

As part of consultancy services in Financial and Risk Management, implementation of the Risk & Liquidity Management Tool, developed over the last four years, at the Ugandan MDI PRIDE

Nov 12 – Dec 12 **Ukraine, Kiev + Ternopil; DGRV / GIZ**
+ Apr 13

Presentation and discussion of the Liquidity Management Tool developed over the last three years to the management of the Ukrainian United Credit Union association (UOKS); application of the tool to this central institution and its member credit union Samopomich

Aug 12 – Oct 12 **Uganda & Germany; DGRV / Catholic Workers Movement (CWM)**
+ Jan 13 – Feb 13

Training of Trainers (ToT) and Auditors for building a country-wide network of Savings- and Loan Association (CW-SLA Network) within the 3-level structure of CWM supported by an MS Excel based monthly audit process on regional and national level to continuously strengthening all

procedures on primary level and analysing the resulting indicators on all three levels. Development, training and application of a “Financial Projections Tool” supporting group members in understanding and applying the basics of unit costing and profit estimations for one operating period (small village projects using the non electronic template) as well as cash flow analysis over many periods (larger businesses). Support visits in twelve dioceses monitoring the trainers “on the job”.

Jan 12 – Jul 12

Germany, Frankfurt; DekaBank - central asset manager for the German Sparkassen

Responsible for the business analysis of processes as well as the design of technical concepts and a methodology for the conduct of tests in the context of developing a Data-Warehouse that provides management with a stable basis for strategic controlling and supervisory reporting

May 11

Uganda; SACCO MAMIDECOT, Association of MFI Uganda (AMFIU), Mountains of the Moon University (MMU)

Application the Liquidity Management Tool developed in 2010 together with the management team at the SACCO MAMIDECOT;
Presentation of the tool’s concepts at AMFIU's annual conference;
Interactive lecture about practical liquidity risk management for the bachelor students in Banking and Development Finance at MMU

Nov 10 – Dec 10

Indonesia, off-site; GTZ - (ProFi) / Bank Indonesia

Establishment of version 2.0 of the Loan Pricing and Portfolio Planning Tool “*SIAP-Simulasi BPR*” developed earlier for adjusting it to the new accounting standard.

Specification how to derive for the People’s Credit Banks (BPR) and on regional level competitiveness and outreach indicators with the goal to create *transparency* for supervisors, investors and clients over the entire BPR-Industry measuring levels and trends in the BPR-Market (interest & funding rates) as well as in the BPR’s social performance.

Apr 11

Development of additional training material, tailored to the specific needs of BI *supervisors* when using the tool from their point of view.

Apr 10 – Jun 10

Germany, Oberursel; Business & Finance Consulting (BFC)

Development of a prototype for a quantitative management tool for microfinance institutions for dynamically forecasting liquidity on branch level and on head office & consolidated level in a “business-as usual” environment as well as during a liquidity crisis.

Jan 10 – Mar 10

Uganda, Fort Portal; Mountains of the Moon University

Support in the development of a bachelor degree in “Banking and Development Finance“

Oct 08 - Nov 08

Indonesia, Islands: Sumatra, Java, Lombok; GTZ - (ProFi) / BI

Development and on-site testing of a prototype model for *Loan Pricing and Portfolio Planning* in 3 differently far advanced regions; together with

	the respective BPR management teams assessment of the optimal strategy for improving the bank's efficiency and productivity indicators by changing / projecting the respective parameter values of the simulation model.
<i>Jan 09 – Mar 09</i>	Model expansion into a “user-friendly” MS Excel based tool and pilot workshop for its application with representatives of the original BPRs
<i>May 09 – Jun 09</i>	Workshops on operational efficiency and risk management concepts and applications of the tool now called <i>SIAP-Simulasi BPR</i> ; Development of its official version 1.0 based on further user feedback of the first 7 pilot BPRs as well as participants of all workshops held
<i>Sep 09</i>	Training of trainers to teach about the concepts and application of the loan pricing and portfolio planning tool <i>SIAP-Simulasi BPR</i>
<i>Sep 08</i>	Microfinance Initiative for Asia (MIFA) in China / Frankfurt School of Finance & Management, International Advisory Services Financial modelling for establishment of the business plan for Renshou Village and Township Bank Pilot (Greenfielding) in Sichuan, China
<i>May 08 - Jun 08</i>	Indonesia, Islands: Sumatra, Java, Lombok; GTZ - (ProFi) / BI Assessment of the operational efficiency, outreach and loan pricing of the People's Credit Banks in Indonesia (Bank Perkreditan Rakyat - BPR): Data acquisition via i) on-site interviews across the country, ii) questionnaires for 50 additionally selected BPRs
<i>Sep 07 + Nov 07</i>	European Fund for South East Europe (EFSE) / Frankfurt School of Finance & Management, International Advisory Services Development of methodology to measure structured risk within the given risk management of the fund, review of risk ratios of the fund against different types of structuring Development of a market driven pricing model prototype for loans provided by EFSE
<i>Oct05, Dec06, Aug07</i>	Uganda, Fort Portal; Microfinance Institution HOFOKAM Development of a performance model for loan officers and a strategic planning tool to optimise the operational efficiency across all branches and loan products and to reach operational self-sufficiency (OSS)
<i>Feb 08 – Mar 08</i>	Finalisation and linkage of both models, implementation in two branches, Training of all credit staff and managers in application of model
<i>Apr 94 (and later visits)</i>	Uganda, Diocese of Fort Portal Field studies in the rural West of Uganda visiting small credit unions, revolving funds, women's saving clubs etc. with the goal to establish a rural financial network for savings and loans

PREVIOUS BUSINESS EXPERIENCE

<i>Oct 94 – Jun 07</i>	DEUTSCHE BANK AG, Frankfurt / London / New York
<i>Feb 04 – Jun 07</i>	Risk & Capital Management / Risk Analytics & Instruments, Frankfurt Director, Head of Derivatives Exposure Methodology

Responsible for the development of Deutsche Bank's global derivatives credit risk engine measuring counterparty risk exposure (PFE) and feeding the regulatory capital calculations according to Basel 2

Dec 02 – Jan 04

**Credit Risk Management / Exposure Management, London
Vice President, Head of Derivatives Exposure Methodology**

Responsible for achieving consistency in the existing and development of new tactical approaches to measure credit risk of live derivatives transactions (pre-deal) across the four locations in the exposure management department: New York, Singapore, London and Frankfurt

Topics included: development of excel based pre-deal checking tools for commodity derivatives; immunization trades; quanto swaps with embedded caps and floors; complete revamp of the way counterparty portfolios are monitored in the exposure management information system

Became a point of reference for all questions arising across the regions regarding the way credit risk of derivatives transactions were measured

Sep 01 – Nov 02

**Credit Risk Management / Exposure Management, London
Vice President / Team Head, European Analyst Team**

Supervised the European exposure management analyst team based in Frankfurt and London in daily task to i) quantify the credit risk in live trades before their possible execution by sales and trading departments, ii) analyse and monitor the risk in existing counterparty portfolios

Trained credit officers regarding understanding of risk in derivative transactions and market behaviour

Sep 00 – Aug 01

**Credit Risk Management / Exposure Management, Frankfurt
Vice President, Exposure Management Analyst**

Performed credit risk calculation for live trade requests on a wide range of structured derivative transactions across all product areas: Fixed Income, Foreign Exchange, Equities, Credit, Commodities
Developed spreadsheet based pre-deal evaluation tools for structured products (e.g. swaps with embedded IR and / or FX-options)
Trained junior analysts / graduate trainees

May 98 – Aug 00

**Risk Management / Risk Methods and Instruments, Frankfurt
Analyst**

Responsible for the model used to calculate the economic capital for the bank, i.e. the way its parameters are set and applied to the various types of customers and products, group wide coordination of the respective issues

Conducted Risk Adjusted Return on Capital (RARoC) related projects with respect to the retail and private bank

Calibrated counterparty default risk probabilities as well as recovery rates for retail clients (programming language: SAS)

Analyzed the retail and private bank business with regard to all of their products bearing credit risk

Defined and oversaw projects for two direct reports and one IT person

Feb 96 – Apr 98

**Market Risk Management, New York
Associate / Assistant Vice President, Market Risk Management**

Responsible for the risk measurement of the equity arbitrage and corporate bond trading portfolios

Developed appropriate Value at Risk based risk systems and implemented them in MS Excel and Access

Oct 94 – Jan 96

Trainee at Deutsche Bank offices in Frankfurt / Mannheim / New York

Jul 94 – Aug 94

Cooperative-BANK ESSEN EG, Essen, Germany

Internship at branch and head office of this Volks- and Raiffeisenbank

Oct 89 – Jul 93

UNIVERSITY OF NOTRE DAME, Indiana, USA
Teaching Assistant, Mathematics

Oct 85 – Jul 88

RUHR UNIVERSITAET BOCHUM, Germany
Student Assistant, Mathematics

PUBLICATIONS

- 2010 *Creating transparency of the BPR-industry through industry-wide measurable indicators for competitiveness and outreach, GTZ-ProFI, December 2010*
- 2008 *Operational Efficiency, Outreach and Loan Pricing of Bank Perkreditan Rakyat (BPR) - 2, GTZ-ProFI, Working Paper Series WP 05/2008, December 2008*
- 2008 *Operational Efficiency, Outreach and Loan Pricing of Bank Perkreditan Rakyat (BPR) - 1, GTZ-ProFI, WPS WP 02/2008, June 2008*
- 2006 Deutsche Bank, internal papers:
Multifactor stress testing functionality for equities and repurchase trades, in particular structured debt products on ABS/MBS
- 2006 *Credit Risk Measurement for Global Repo: Bilateral and tri-party repurchase transactions on fixed income securities and equities*
- 2006 *Credit Risk Measurement for Structured Equity Finance: Hybrid portfolio swaps*
- 2005 *Architectural concept for consistent simulation of any financial variable across all market sectors in a full Monte Carlo framework*
- 2005 *Credit Risk Measurement of Stripped Convertible Asset Swaps*
- 2005 *Credit Risk Measurement of Prime Brokerage trades on convertible bonds*
- 2004 *Credit Risk Measurement for Stock Loan Borrowing*
- 2004 *Credit Risk Measurement for Bank Debt Lending*
- 2003 *Effective monitoring of counterparty portfolios in the Credit Exposure Information System*
- 2003 *Credit Risk Overwrite Functionality for trades unprocessed in Risk Engine*
- 2000 *Documentation of the pre-aggregation of Deutsche Bank's counterparty exposures used in its Economic Capital calculations*
- 1999 *Expected Default Frequencies for Personal Loans of Retail Customers based on the old and new Scoring Cards*
- 1998 *Mark to market of Loans*
- 1995 *Pricing of LIBOR in Arrears Swaps*
- 1993 Doctoral and Diploma Thesis:
Linear actions of the classical compact groups and tautness, Ph.D. thesis 1993 submitted to University of Notre Dame, USA
- 1988 *Bounded regions in C^2 with holomorphic S^1 -actions, Diplom thesis, 1988 submitted to Ruhr-Universität Bochum, Germany*