

# Benjamin Bystrom

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## PROFESSIONAL EXPERIENCE

2004-Present **University of Hawaii at Manoa**, Instructor, Shidler College of Business

- Develop curriculum and teach graduate and undergraduate courses in banking, equity valuation, venture finance and global capital markets.
- Asian Field Study Program Director: design curriculum, teach course and lead students on a 3 week business tour visiting 25+ companies and institutions throughout Asia each year.
- Teach Executive MBA courses in corporate finance, M&A, Asian capital markets and venture finance at the Shidler College and for the VEMBA program in Hanoi and Ho Chi Minh City.
- Seventeen time Professor of the Semester, Teaching Excellence Awards in 2011, 2015 and 2021.

2000-2003 **Morgan Stanley**, Tokyo, Executive Director

- Headed Asian Capital Markets team – generated annual profits of up to \$35 million per year.
- Developed and executed solutions for restructuring major Japanese banks, finance companies and insurance companies – JPY300 billion+ in transactions completed.
- Advised on corporate acquisitions such as Prudential's takeover of Kyoei Life.
- Structured and marketed major financings for global high yield and investment grade bonds, US and European leveraged loans, real estate loans, distressed debt and other assets.

1998-2000 **Merrill Lynch**, Tokyo, Vice-President

- Raised capital for major Japanese corporations such as Honda Finance and Aozora Bank.
- Managed Japan team responsible for structuring and closing asset-backed debt financings.
- Provided valuations, structuring and advisory to successfully execute Renault's acquisition of Nissan Motors, AXA's acquisition of Nichidan, and GM's divestiture of Isuzu.

1996-1998 **Moody's Investors Service**, New York, Senior Analyst

- Lectured at global conferences in Asian, Europe and the U.S. and published leading research on Japanese financial markets, consumer credit, securitization structures and real estate markets.
- Lead analyst on a wide variety of asset backed securities using cash flow modeling, pro forma financial forecasting and stress testing methodologies.

1991-1996 **Bank of Tokyo-Mitsubishi**, New York and Tokyo, Vice-President

- Specialized in CP debt financings for US and Japanese corporates – expanded business to \$8 billion.
- Worked in the Capital Markets, Derivatives and Corporate Credit Groups.

1983-1986 **Bank of Hawaii**, Honolulu, Trader/Risk Manager, Head Office

- Managed retail and inter-bank foreign exchange for all 165 branches.
- International Dept Management Trainee handling letters of credit, documentary collections, foreign currency payments, CDs and a wide variety of the bank's products and services.

## EDUCATION

1991 **The Wharton School**, MBA, Finance Major, Lauder Institute Fellow

1991 **University of Pennsylvania**, Masters of Arts, East Asian Studies and Japanese Language

1989 **University of Tokyo**, Research Fellow, Economics Department

1983 **University of Hawaii**, Bachelors, Quantitative Methods and Business Economics

## OTHER EDUCATION AND ASSOCIATIONS

- Fluent in spoken and written Japanese; passed level one (highest) Japanese university language requirement exam and level four (bilingual equivalent) of CIA based language exam.
- Passed U.S. Series 7 and Japan Level 2 ("Ni-shu") securities examinations and completed AIB Banking Degree
- Member of "The Risk Management Association" (RMA)

## COMMUNITY SERVICE

- Coach UH student teams for local, national and international finance competitions – my teams finished 1<sup>st</sup> in nine consecutive local Hawaii CFA Equity Research Challenges and 3 times battled to the Americas Final Four beating out USC, Wharton, Chicago, Stanford, Berkeley and over 400 other top business schools.
- Established and taught after-school college prep finance program at Hawaii Public High Schools.
- Volunteer as lecturer on equity financing and cash flow at the Pacific Asian Center for Entrepreneurship and on Asian capital markets and finance at the Japan American Institute of Management Science.
- Faculty Advisor to FMA, the student finance club at the University of Hawaii.