

# CV for Mr Douglas Denham St. Pinnock



## **Date of Birth and Age:-**

21<sup>st</sup> August 1954 at Lancaster; aged 57.

## **Status:-**

Divorced 2008. Married for twenty-nine years, two children, 25 and 23 years.

## **Education:-**

Dulwich College, London SE21 1964-72

University College, University of Durham 1973-76. BA Economics, History, Politics.

## **Employment:-**

Midland Bank 1976-77

M W Marshall & Co/Mercantile House Holdings plc 1977-88

London Financial Group Ltd 1990-91

Tullett & Tokyo International Securities Ltd 1998-2000

Owengate Capital Ltd, Owengate Securities Ltd 1988-2011

I served in the branch banking division of Midland until late 1977 when I left in search of more interesting challenges, starting in January 1978 as a founder member of the asset finance and fund management team established as a subsidiary of the leading international money broker MW Marshall & Co which came to market as Mercantile House Holdings plc in 1979. Rapid expansion of the subsidiary followed and I became resident director of its Irish business in 1983 at the age of 29. Returning to the UK the next year I was a UK director until I left in early 1988 after the acquisition of our parent company, Mercantile House, by British & Commonwealth. Our principal business was arranging finance for local authorities, nationalised industries and other publicly funded bodies. From 1984 to 1988, by which time capital expenditure by local authorities had been radically curtailed and nationalised industries privatised, our business wrote some £1 billion of structured finance and asset finance business in the sector. We also created the first captive finance company for the new BT to enable them to provide about £0.5 billion of finance to their customers. My work included management of the first money funds in the UK through running payroll deducted loans schemes for major employers to the creation of several vendor and sales aid leasing companies. Of necessity our work involved, as it does to this day, almost continuous liaison with investment bankers, solicitors and barristers principally in the corporate finance, property, taxation and litigation fields. By the time I left more than 100 companies, either wholly owned or joint ventures, had been formed, each unique to a particular transaction.

After I left Mercantile House in 1988, I established Owengate Securities Ltd (renamed Owengate Capital Ltd in 2010), of which I am the sole shareholder and have traded successfully on my own account. The company arranges capital and asset finance for a wide variety of commercial and publicly funded clients and has offshoots in Ireland and Australasia and several affiliated companies established in connection with specific transactions; Owengate has traded for twenty three years. During that time I have had two periods of employment connected to individual Owengate transactions, firstly in 1991 when I established an asset finance business for London Financial Group Ltd that is now part of Investec Bank and again from 1998 to

2000 when I established a structured finance business for another international money broker, Tullett & Tokyo International Securities Ltd. In both cases I was responsible for selection of highly paid director level staff and part of the management team; at Tullett I was a member of the UK main board of what was then the world's largest money broker. From 1995 to 2008 several large scale financings were completed for UK universities, principally to finance or refinance student accommodation. Currently I am working on a number of projects, mostly green related, to raise capital and asset finance for global, investment grade, borrowers. All my work over the last thirty years has been fee driven, except where I have taken a long-term investment in a project.

### **Interests & Clubs**

My interests are mainly modern history and politics, both of which I read and study extensively and continually; also genealogy. In 2010, after over twenty years of membership, I was invited to become one of a small number of Fellows of the Institute of Directors in recognition of my track record and experience. I am also a member of the Kildare Street & University Club in Dublin and a Fellow of the Royal Society of Arts.