

Biographical Summary

Neil Aiken was born in the UK and started his banking career in 1980 at S.G. Warburg & Co Ltd., based in the City of London. Neil became a Director of the Company in 1995 and during his time at Warburg he worked in a number of roles most latterly in Company's leasing department where he advised a number of companies on the financing of their investments in the UK. In 1995, Warburg sold its leasing business to Kleinwort Benson, another UK based merchant bank. Neil became head of Kleinwort's big-ticket leasing team in 1997 and proceeded to grow the business both domestically and internationally, opening offices in San Francisco, New York, Tokyo and Singapore. As a Managing Director of what became Dresdner Kleinwort Neil was involved in a variety of structured asset finance activities during his time at the Bank. In 2009, Dresdner Bank was acquired by Commerzbank and Neil became Head of Asset Finance within Commerzbank's the Corporate Clients business segment. On 1st August 2020, Neil relocated to Frankfurt and took up a new position as Divisional Board Member for Lending.

Areas of Interest in IACPM Activities

With the appointment to Divisional Board Member for Lending, Neil assumed global front office responsibility for all lending activities as well as risk and financial resource management (capital, funding) for Commerzbank's Corporate Clients segment.

With this set of responsibilities, Neil and his team are building out a Credit Portfolio management platform to actively manage the bank's corporate loan portfolio as well as capital and funding position. As such, Neil has interest in most IACPM activities but would like to be more actively involved in the following topics:

- Risk mitigation including securitization given Commerzbank's track record on capital relief transactions but also with a view towards establishing a more dynamic portfolio management approach (CDS hedging, non-payment insurance, etc.). As former head of Asset Finance and also in his current role, Neil's team has primary responsibility for all aspects of Commerzbank's capital relief securitization program.
- Given his responsibility for risk & resource steering for Commerzbank's corporate business, Neil is also responsible for defining and implementing the Front Office's Risk Appetite that includes establishing a proactive Concentration Management framework.
- Lastly, Neil's team is centrally involved in the development of Commerzbank's Corporate Client strategy around ESG related topics and as such, he would especially like to be involved in IACPM's activities around how bank's and in particular, CPM functions, are adapting to this changing landscape.