

# Christopher J.A. Messina

## Summary:

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Tenacious, impactful C-level product and business development executive and entrepreneur with deep international experience and network in corporate finance, capital markets, asset management, cybersecurity, big data analytics and technology

## Experience:

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October 2015 – present

**CyberCat Risk Management, LLC**, New York / Florida Space Coast

*Co-Founder*

- Launched a formal effort to research and design the first globally-inclusive data aggregation market and A.I.-powered analytics and “translation” service to enable accurate underwriting of cyber-related risks
- Advise US Military Commands on cyber risks, blockchain, commodity markets and virtual currencies
- Advise banks, insurers, reinsurers and insurance brokers on the nature of cyber-related data models
- Coordinate and participate in penetration testing of large organizations

October 2015 – present

**North American Nickel**, Toronto

*Member, Board of Directors*

- Key governance and capital strategy director for TSX-listed mineral exploration & production company, with assets in Greenland, Canada and the USA

December 2013 – present

**Arria NLG plc**, London, New York, Sydney, Auckland & Florida Space Coast

*Senior Vice President – Business Development* (to October 2015), *Special Advisor to the CEO* (present)

- Drove market penetration of A.I. Natural Language Generation Engine directly and via channel partners based on intersection of big data technical strengths and market needs in finance, cybersecurity, IoT
- Spearheaded product development in energy, electric utility, cybersecurity and financial industries
- Advised multiple US government agencies on A.I. tools for extracting information from big data
- **Clean Software Alliance** Founding Member; 2014 Speaker at **Microsoft** MSRA Conference

December 2006 – November 2013

**Mannahatta Partners, LLC**, New York

*Managing Principal*

- Developed over 20 months a \$3.5 million physical commodity and private credit-focused broker/dealer into an alternative asset management firm last valued by institutional equity investors at \$40 million
- Advised on \$750 million of transactions in oil production, gas midstream, coal and flight-borne gravity gradiometry resources exploration technology
- CEO & Executive Board Member of the **RPA Capital Natural Assets Fund, Ltd.** (Bermuda)
- Secured commitments to launch new, physical commodity fund with between \$300 - \$500 million
- Created and coordinated NAV pricing agreements with fund administrators and auditors
- Worked with **NYSE Euronext** to structure ETFs and MLPs for physical commodity investors
- Advised **NYSE Euronext** on valuation of **Qatar Exchange** and helped negotiate the investment terms
- Advised on \$2.1 billion of private equity transactions, predominantly in trading & technology
- Secured \$1.5 billion of structuring agent mandates for asset-backed *sukuk* in European shipping
- Advised on M&A sale of \$450 million supply chain technology company in Middle East
- Secured private equity backing for the buyout of an international clearinghouse
- Advised private equity and asset management clients on OTC energy and credit derivatives
- Engaged at Sr. Managing Director-level by **CME Group** in: strategic derivatives markets investments
- Advised Fortune 200 Treasurers and CFOs in: Dodd-Frank, EMIR & Basel III impacts to hedging

October 2005 – October 2006

**ICAP plc**, New York, London & Sydney

*Chief Operating Officer, Global Futures*

- Engaged for one year to manage M&A and catalyze hedge fund incubation business; Performed due diligence and valuation modeling on multiple strategic acquisition/investment targets, including **Clearing Corporation**
- Grew the Global Futures group 300%; oversaw expansion into energy/commodities & electronic trading
- Championed strategic, proprietary investments with a realized ROI over 45%
- Negotiated terms of ICAP investment into hedge funds, both LP and equity interests
- Advised **Dubai Mercantile Exchange** on market making, membership structure and valuation
- Oversaw risk management for clearing business, and for asset managers, from day-trading futures “arcades” in London to hedge fund macro-traders and CTAs

March 2000 – September 2005

**Independent Investor / Consultant**, New York, Silicon Valley & Sydney

Representative engagements:

- *Private Equity Due Diligence*, **Shinsei Bank**, Tokyo & New York
  - Due diligence/valuation of \$2bn+ Latin American energy generation & distribution investments
- *Investment Fund Consultant*, **Goldman Sachs JBWere**, Quantitative Research Group, Sydney
  - Structured factor-based hedge fund and corporate governance index data service with advanced statistical models, both Bayesian and classical
  - Developed investable trading signals in partnership with **Corporate Governance International**
- *Specialist Financial Services Consultant*, **McKinsey & Co.**, Palo Alto, CA
  - Advised McKinsey and **General Atlantic Partners** on financial and commodity clearinghouse and exchange investments

February 1997 – December 1999

**Goldman, Sachs & Co.**, New York

*Strategic Business Development & Proprietary Investments – Derivatives & Electronic Markets*

- Analyzed proprietary, strategic investment and acquisition opportunities in electronic trading
- Co-wrote the business plan for **BrokerTec Global, LLC**, an electronic fixed income interdealer broker
- Co-created **BrokerTec Futures**, electronic futures exchange subsequently acquired by **Eurex**
- Developed the risk management processes for the **BrokerTec Clearinghouse**
- Prepared & delivered presentations on impact of electronic trading in capital markets to **U.S. Congress** and **Commodity Futures Trading Commission**
- Member of BrokerTec dealer consortium working group that selected **OM Group** technology platform
- Developed pricing models for electronic trading and data sales
- Developed and implemented operational risk management processes for emerging debt markets

June 1994 – January 1997

**Optech Sales, Inc.**, Fes, Morocco & Cape Town, South Africa

*Sales Representative*

- Represented American high-technology, industrial laser and machine-tool manufacturers, focused on applications for shipping, mining, hydrocarbon and electricity generation & distribution companies
- Direct sales in Europe, South Africa, Zimbabwe, Botswana and Morocco

Education:

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April 2005

**Australian Graduate School of Management**

MBA Finance & Strategy

*Winner, 2004 Deloitte Cup for Debating*

*Panelist/Speaker, 2004 Annual AGSM Conference*

**University of Chicago**

AB Anthropology w/General Honors

*National Merit Scholar*

*Dean's List*

Other:

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October 2009 – present

**Member, Business Executives for National Security**

- *Committee Member, National Cyber Security Policy & Technology Council*
  - Coordinating with and advising various governmental entities including the Department of Homeland Security, the White House, Senate and Securities and Exchange Commission on issues relating to cyber security standards and systems
  - Member of Specialist Subcommittee on definition and development of security tools and frameworks for private sector use
  - Development of public-private partnerships
- *Committee Member, JIEDDO (Joint IED Defeat Organization) advisory*
  - Advise Pentagon, Department of Defense, White House and Congressional oversight committees on private sector issues as they relate to combating IED supply chains and deployment
- Advised Pentagon and the Afghan Minister of Mining on viability of Western private sector investment in Afghan mineral sector
- Advised SOUTHCOM and SOCOM on private sector practices in relation to commodity trading, blockchain, Bitcoin, derivatives pricing and cross-border capital flows

**Member, National Association of Corporate Directors**

**Member, New York Coal Trade Association**

*Speaker / lecturer* at law schools and professional conferences on exchange-traded markets, synthetic alternative beta, capital markets, Shari'ah finance, cybersecurity and big data / artificial intelligence

*Contributing Author, Shari'ah Compliant Private Equity: A Primer for the Executive, Euromoney Books, 2010.*

*Executive Producer, "Deconstructing Haydn," Gil Selinger, Cellist, Modern Chamber Orchestra, 2002*

Series 7, 24, 63, 79 (Formerly; Chief Compliance Officer of a broker/dealer with a perfect regulatory record)