



KEVIN HOW

SENIOR DIRECTOR

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quick facts

- Chartered Financial Analyst
- 18+ years of experience across strategy consulting, private equity and investment banking
- Expertise in strategy, business development, project management and operational improvement



Kevin How is a Senior Director with Alvarez & Marsal and a member of the Financial Industry Advisory Services practice based in London. He brings 20 years of experience across strategy consulting, private equity (PE) and investment banking. His core expertise is in strategy formulation, business development and operational improvement.

Prior to joining A&M, Mr. How spent 10 years at Barclays Capital across senior Chief Operating Officer (COO) roles, was an origination banker in equity capital markets (ECM) and ran an internal PE fund-of-funds vehicle. His capabilities combine corporate finance origination with business strategy and hands-on operational management. He was COO for Global Corporates which was a joint venture between the investment and corporate bank and was responsible for developing a business plan, operating model and roadmap for integrating client coverage and origination for the largest clients globally.

His notable engagements include leading the ECM franchise in the Nordic region and seeding prospective client relationships including partnerships with local Nordic brokers. As the Europe, Middle East and Africa (EMEA) COO for Global Finance and Risk Solutions, he led the integration of Lehman with Barclays to create a capital markets financing platform for banking across EMEA. This involved establishing the organization structure, developing key policies and processes, as well as managing business planning, budgeting and performance reporting methodologies.

Mr. How's background also includes operational management roles, PE fund placement advisory and strategy consulting with the Boston Consulting Group (BCG). At BCG, Mr. How led numerous strategy development, strategic due diligence and post-merger integration projects. These included a loan portfolio review for BNP-Paribas, merging the retail branch network for CIMB (Malaysian bank), integrating the Asian commercial operations for GlaxoSmithKline and managing the information technology (IT) integration for the Halifax Bank of Scotland merger. As a PE placement advisor, he worked with PE fund managers to craft their investment propositions, prepare their due diligence and marketing materials as well as lead roadshows with potential investors / limited partners.

Mr. How earned a bachelor's degree in industrial engineering from Northwestern University and a master's degree in engineering management from Stanford University. He holds a Chartered Financial Analyst (CFA) designation and has completed an Advanced Management Programme at INSEAD. A Malaysian national, he is fluent in English and Bahasa and is conversational in Cantonese. Mr. How is an active advisor and investor in start-ups and is managing Stanford's Angel investor network in London.

