

Randy B. Robertson
Biography

Randy Robertson joined Wachovia (legacy First Union Bank) as *Managing Director and Head of Structured Products Trading* in July 1998 and currently is *Managing Director and Head of Residential Mortgage and Consumer Group* within the Fixed Income Division. His ongoing responsibilities across the broad consumer and residential mortgage markets include asset securitization origination activities, securities and performing and non-performing whole loan trading, warehouse lending, principal finance and wholesale mortgage origination through Wachovia's subsidiary Vertice. During his tenure at Wachovia, Mr. Robertson has performed or managed various capital markets trading functions including asset securitization, risk management, arbitrage trading, as well as credit/rate sensitive intensive investment and non-investment grade securities and whole loan trading.

Prior to joining First Union in July 1998, Mr. Robertson was *Managing Director – Head of Capital Markets* for The Money Store, Inc. Mr. Robertson managed the capital markets functions at the firm including Asset Securitization, Asset / Liability Management, Capital Optimization, Debt Capital and Market Based Pricing applications. The Money Store, when active in the securitization markets was typically top 2 in issuance ranking in every sector in participated in including: Home Equity Loan, Student Loan, Home Improvement Loan, High LTV Loan and SBA and Small Commercial Loan backed securities .

Prior to The Money Store, Mr. Robertson was the *Director of Investments and Wholesale Funding for Barnett Banks Inc.* In addition to in his position at the holding company, Mr. Robertson served as Treasurer for Barnett's consumer finance subsidiary, EquiCredit Corporation, and as Treasurer and member of Board of Directors for the Barnett Community Development Corporation.

In his Treasurer role Mr. Robertson performed various capital markets functions including debt issuance, warehouse financing, cash management and Asset Securitization. Additional activities include asset / liability management, capital allocation optimization and market based pricing applications. In his role at Barnett Bank, Inc. Mr. Robertson's investment and hedging responsibilities include the trading and management of off-balance sheet derivative positions and fixed income portfolios. Hedging activity included dynamic pipeline and mortgage servicing asset value immunization. In directing the Wholesale Funding Division of Barnett Mr. Robertson managed Barnett's Commercial Paper program, Cash Management / Federal Funds Trading, Institutional - Broker CD and Bank Note issuance and company wide Asset Securitization efforts.

Mr. Robertson also served as Strategic liaison to Barnett's Corporate Development on initiatives regarding Consumer Lending and Mortgage Banking acquisition / joint venture analysis. During his tenure at Barnett he has lead the acquisition team through asset / liability, risk, and capital adequacy evaluation which resulted in pricing recommendations of the following acquisitions: *Loan America, Banc Plus, EquiCredit Corporation, Homeside Lending, Household Finance Corp., and Oxford Resources.*

Prior to joining Barnett in 1991, Mr. Robertson was *Vice President of Finance - Secondary Marketing for American Savings Capital Markets* where he was responsible for trading, hedging and administration of the firm's high risk mortgage derivative portfolio, options book and securitization activities. In addition to the Capital Markets activities, Mr. Robertson was responsible for the bank's interest rate risk management analysis and optimization strategies.

Mr. Robertson has been a speaker / instructor at numerous Conferences and Seminars. Topics have included Securitization, CMO's, Derivatives, and Synthetic Options Strategies.

Mr. Robertson received his B.B.A. in Finance from Florida International University.