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Personal Details

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Background

I am a recently retired Career Banker who operated at Board Director level in a UK subsidiary of a foreign bank. Had functional responsibility for all customer facing activities in Corporate, Commercial and Private Banking and also served on the Boards of the Bank's Asset Based Finance and Offshore Bank and Trust Company subsidiaries.

Prior to joining Bank Leumi, I served for 26 years with Barclays Bank plc, mainly in Corporate Banking Relationship Management.

Areas of Expertise

- The negotiation and structuring of overdrafts, loans and other facilities.
- The formulation, implementation and adherence to banking Policy and Procedures.
- General banker/customer relationship and contract issues.
- Dispute resolution arising from customer complaints
- FSA regulatory issues (eg Treating Customers Fairly, Mortgage Regulation, Anti Money Laundering)
- Specialist lending areas (including International Trade Finance, Property Investment, Property Development, Lending against Marketable Securities, Factoring and invoice Discounting, Commodities, Offshore Banking – specifically under Jersey law)
- Foreign Exchange and derivatives
- Deposit taking, both retail and wholesale.
- Regulatory and practical issues relating to Capital and Liquidity.
- Corporate Governance and the operation of Board Committees
- Foreclosure and Recovery in the event of customer failure/insolvency.



Career Summary

Bank Leumi (UK) plc - 1998 – January 2012

Director, Commercial Corporate and Private Banking

Bank Leumi (UK) plc is a UK subsidiary of a foreign bank with assets of £1.5billion and a lending book of £1.2billion. The bank provides financing and related services to customers engaged in General Commercial Activities, International Trade, Property Investment, Property Development, Commodity Trading and Private Banking and Wealth Management.

I was recruited in 1998 to head up the Corporate and Commercial Banking operation and was appointed to the Board in 2005. I took on additional responsibility for the Bank's Private Banking business in 2009. For all of my 14 years at Bank Leumi I was one of three Executive Directors (together with the Chief Executive Officer and the Chief Operating Officer) forming the Executive Management Committee which was responsible for the implementation of plans and strategies agreed at Board level and for the day-to-day running of the Bank. I was a member of various Management Committees dealing with Credit, Market and Operational risk and was also a member of the Board Executive Credit Committees and attended all Board Audit & Remuneration and Risk Committees.

As a member of the Board and Executive Management Committee I contributed fully to both the strategic planning of the Bank and the translation of strategic goals into action plans. I was also closely involved in the overall Risk Management of the Bank, particularly lending and legal risk, and ensuring compliance with all applicable Regulatory requirements.

As Director, Commercial Corporate and Private Banking, my remit covered all aspects of the 'front office' business and I had some 25 Relationship Managers reporting directly and indirectly to me. My responsibilities included overseeing Customer Relationship Management, Unit Profitability, Credit Risk Management, Writing and Implementing Credit Policy and Procedures, Regulatory Compliance, Business Development, the Recruitment Training and Development of staff, Legal and Documentation issues and ensuring Customer Satisfaction (including complaint handling and dispute resolution).

I conceived and set up Leumi ABL Ltd, the Bank's Asset Based Finance subsidiary and was appointed a director on its establishment in 2005. I was appointed a Director of the Bank's offshore Bank and Trust Company subsidiaries in 2008 (Bank Leumi (Jersey) Ltd and Leumi Overseas Trust Corporation Ltd).



In 2008 I was appointed as joint interim CEO of Bank Leumi (UK) plc for a six month period following the sudden departure of the incumbent and pending the appointment of a new CEO.

Barclays Bank plc – 1972 - 1998

1997 – 1998 : Senior Corporate Manager, Watford Corporate Banking Centre

I managed the banking relationships of a small number of Large Corporate customers and left on being headhunted by Bank Leumi. This role was based in a Corporate Banking Centre albeit customers' accounts were held at a number of branches in the surrounding area. I was responsible for all of the customers banking needs and for monitoring and controlling their accounts to minimise risk and maximise income.

1992 – 1997 : Area Manager, Hampstead Group of Branches

I was responsible for a group of 10 branches and 200 staff serving a wide area of North West London. There was a mix of Corporate and Retail business. I had 4 Corporate Relationship Managers based in a central office reporting to me, together with Managers in each of the branches.

1989 – 1992 : Assistant Corporate Director, London North Regional Office

Principally a Sales Management role, co-ordinating and assisting managers in the North London Region. This involved undertaking research on prospective clients and producing a detailed credit analysis balancing the risk and reward in potential banking relationships. I was also involved in the formulation of Regional Credit Policy and Strategic Plans.

1987 – 1989 : Corporate Manager, Strand Business Centre

Strand Business Centre was then one of the Bank's largest UK offices. The Corporate loan book was of a significant size with a heavy concentration in UK property. I was Deputy Head of one on the corporate Teams and had a number of Assistant Managers reporting to me, as well as running my own portfolio of accounts as Relationship Manager.

1985 – 1987 : Advances Manager, London Western Regional Office

Head of a team of Managers and analysts responsible for assessing loan applications from over 50 branches in the Region, and for their subsequent monitoring and control.

1982 – 1985 : Assistant Manager, Borehamwood Branch

A senior Assistant Manager based in a busy commercial branch with Relationship Management responsibility for a portfolio of some 60 SME clients, including those that had borrowing requirements and those which operated their accounts in credit (ie depositors).



1972 – 1985 - Various

Having joined as a junior member of staff, I progressed through a Management Development Programme including roles in branches, Regional Offices and Head Office.

Qualifications

FSA approval at CF 1 (Director); CF 29 (Significant Management Function); CF 3 (CEO)

Associate of the Chartered Institute of Bankers (1976)

HND Business Studies (Banking) - Distinction - Bournemouth University (1976)