

DANIEL WAGNER

Cross-Border Risk Management Professional

~ Globally recognized expert on cross-border risk analysis. ~ Extensive experience analyzing cross-border trade/investment transactions. ~ 12 years of underwriting experience (ADB, AIG, and MIGA).

- 30 years in the cross-border risk management arena.
 - Underwrote billions of dollars in cross-border trade and investment transactions.
 - Adept at writing policy papers, institutional capacity building, and implementing new initiatives.
 - Experienced and successful at business development, research, and in depth topical analysis.
 - Broad knowledge about the world, business, international relations, and current affairs.
 - Majority of prior geographical focus on Asia and Latin America, but *global* in orientation.
 - Global contacts in banking, insurance, and law.
 - Experience working in the private and public sectors.
 - Superior analytical, writing, and presentation skills.
 - Widely published author on risk management/current affairs (6 books; 650+ articles).
 - Two master's degrees (Business/International Relations); bachelor's degree (Political Science).
 - Travel in more than 80 countries on 6 continents.
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~ Held several management roles. ~ In depth business development experience. ~ Top producer in numerous jobs.
~ Adept at research and analysis. ~ Consulting/advisory experience. ~ At ease in any environment.

Experience

Country Risk Solutions – Founder/CEO - Danbury, CT (2009 – present)

Provides international businesses with an enhanced ability to manage the plethora of risks associated with cross-border trade and investment based on experience, insight, and knowledge. CRS provides a range of services to achieve effective country risk management, including pre-investment due diligence, country risk analysis, political risk insurance, strategic planning, portfolio management, training, and legal support.

GE Energy Financial Services - Senior Vice President, Country Risk - Stamford, CT (2007 – 2009)

As part of a management team reporting to the CEO, invested billions of dollars annually in energy projects around the world. Assessed country and transactional risk, advised senior management on country risk-related issues, and participated in strategic planning and portfolio management as part of that process. Routinely engaged in fact finding missions in emerging markets to assess investment climates.

Asian Development Bank (ADB) – Senior Co-financing Specialist - Manila, Philippines (2003 – 2007)

The objective of my position was to combine the resources of the ADB with the resources of the global financial community to enhance cross-border capital flows through the issuance of guarantees and syndications. I specialized in underwriting the Bank's Political Risk Guarantee program, but also underwriting its credit guarantees in South Asia.

AIG - Regional Manager, Political Risks, Southeast Asia/Greater China - Singapore (2000 - 2003)

My responsibilities included marketing AIG's Political Risk Insurance program and underwriting project finance and structured trade finance transactions of various sizes and degrees of complexity in 15 Asian countries. Transactions were also underwritten elsewhere in the world. I drafted insurance contracts for each transaction. The majority of clients were large international financial institutions and included equity investors and traders.

The World Bank Group/MIGA - Guarantee Officer for Asia - Washington, D.C. (1992 - 1997)

Underwrote political risk guarantees for projects in Asia. Analyzed risk from a political, economic, financial, technical, environmental, developmental, socio-cultural and legal perspective. Project size was as high as \$2.5 billion in areas as diverse as power generation, mining, banking and manufacturing. Business development in Asia was an important aspect of my responsibilities.

Education

Thunderbird School of Global Management - Phoenix, Arizona
Master of International Management. Specialization: Political Risk Analysis.

The University of Chicago - Chicago, Illinois
Master of International Relations. Thesis: The Role of Elites in the Post-1949 Costa Rican Political System.

Richmond College - London, England
Bachelor of Political Science. Thesis: American Foreign Policy in El Salvador. Honors: Academic & Dean's Awards for Outstanding Achievement.

Miscellaneous Items of Interest

- Books: *China Vision* (2019), *AI Supremacy* (2018), *Virtual Terror* (2017), *Global Risk Agility and Decision-Making* (2016), *Managing Country Risk* (2012); *Political Risk Insurance Guide* (1999).
- Contributing Writer: *South China Morning Post*, *Sunday Guardian*, *The National Interest*, and numerous other outlets.
- Guest lecturer: On country risk analysis (and other topics) at more than 20 universities globally.
- Travel in more than 80 countries in Africa, the Americas, Asia and Europe (including more than 20 countries in Asia).
- Numerous references available upon request.
- Willing to relocate.
- U.S. citizen.

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