

CURRICULUM VITA

JOHANNES KOHLER

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CAREER HISTORY

- 2018 – current** **UNIVERSITY of GEORGIA**, Senior Lecturer in Finance, Terry College of Business
- Teaching Fina4310 Survey of Investments, Fina4320 Derivative Security Markets, Fina4350 Investment Management, Fina4150 Investment and Portfolio Management, Fina4160 Fixed Income Security Analysis, BUSN1990 Markets & Enterprises and serve as Faculty advisor to the Corsair Society
 - Earned the annual Terry College instructional excellence award for 2025
- 2015 - 2018** **UNIVERSITY of NORTH GEORGIA**, Adjunct Professor for Economics
- Teaching Micro- and Macroeconomics – two classes per semester
- 2011 – 2012** **MORGAN STANLEY**, Equity Capital Markets (ECM), London/Frankfurt
Managing Director
Head of ECM Germany/Austria.
- Advisor to German multinational companies on strategies for going public, raising equity in the secondary market, and convertible debt financing
- 2008 – 2010** **MERRILL LYNCH**, Athens, GA
Financial Advisor
Senior Financial Consultant for the greater Athens area.
- 2002 – 2006** **DRESDNER KLEINWORT**, Equity Capital Markets (ECM), London
Managing Director
Co-Head of Equity Capital Markets (ECM) for Germany, Switzerland, Austria
- Origination responsibility for IPOs, Capital Raisings, Convertibles Bonds, Block Trades.
 - Managed a team of 10 professionals with responsibility for a significant share of the global capital markets budget at Dresdner Kleinwort.
- 1999 – 2002** **MERRILL LYNCH**, Equity Capital Markets (ECM), London
Director
Specialised in the structuring and marketing of convertible bonds and corporate equity derivatives Europe-wide.
- Deals included convertible/exchangeable bond underwritings, hedges & monetizations, synthetic equity Delta One products, off-balance sheet financing, option-enhanced share buybacks, Employee option programs (ESOP etc.
- 1990 – 1999** **JP MORGAN**, Equity Derivatives Group, London/Frankfurt
Vice President
Derivatives trading and structuring. Later, marketing derivatives to corporate clients.
- 1988 – 1990** **IMPERIAL CORPORATION**, Mortgage Portfolio, San Diego, CA
Financial Analyst

EDUCATION AND QUALIFICATIONS

1985 - 1988 The University of Georgia

1987 – 1988: Department of Banking & Finance

- PhD program in the Terry Business School's department for Banking & Finance. Completed all course work and passed the prelim exams.
 - ABD in 1988
- Teaching Assistant.

1985 – 1987: Department of Economics

- Master of Arts in Economics (MA)
- German government-sponsored (DAAD) scholarship
- Teaching Assistant (Micro and Macro)
- Publication of master's Thesis in 1992 (*see below*)

1983 – 1985 Universität Osnabrück, Germany

- Bachelor's degree equivalent in Business Administration
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PUBLICATIONS AND PROFESSIONAL WORK

Kamerschen, D. & Kohler, J. (1993). Residual demand analysis of the ready-to-eat breakfast cereal market. *The Journal of American and Foreign Antitrust and Trade regulation*, XXXVIII, 903-942.

Kohler, J., Harrer, D. H., & Freiherr von Rosen, P. D. R. (2000). The role of banks in implementing employee stock option plans for corporates. Co-authored 2nd edition of book on *Mitarbeiterbeteiligungen und Stock-Option-Pläne* (pp. 181-208).

Kohler, J., Reuschenbach, H., & Freiherr von Rosen, P. D. R. (1997). The role of banks in employee stock option programs. Co-authored 1st edition of book on *Implementation of employee stock option programs*. Frankfurt stock exchange.

Kohler, J. (1994). The role of banks in ESOPs. (1994), publication in '*Die Bank*' p. 46-50.

Kohler, J. (1996) Panellist for a discussion organized by the Frankfurt Stock Exchange on the role of stock-based compensation in advancing German stock ownership culture.

Kohler, J. (1996) Interview given to '*Manager Magazin*' a widely circulated monthly business magazine, on the evolution of stock-based compensation in Germany.

Kohler, J. (1998) Wrote the expert opinion for a large mining company that had hired an investment bank as advisor in a court case where a former manager sued the company for unpaid compensation of \$180mln from a complicated financial structure involving options.

Kohler, J. (2012) Interview for *Süddeutsche Zeitung*, a widely circulated German daily, on the state of the IPO market in Germany.