

## Brian D. Jones

1909 Woodall Rodgers Freeway  
Suite 500  
Dallas, TX 75201

Office: 214.740.6111  
Mobile: 214.533.2989  
Email: brianjones@bankcap.com



Brian Jones has over 30 years' experience advising, leading and investing in financial institutions and fintech companies and is an expert in capital markets and governance. He co-founded and leads BankCap Partners, an investment firm that focuses on private equity and public market investments in financial services and fintech companies. He is the Chief Investment Officer of Manthano Fund, a public equity investment fund focused on banks, financials and fintech. From 2016 - 2021, Mr. Jones also served as Co-President of a large family investment office in New York City specializing in public equities where he was responsible for overseeing the investment research team of 50+ professionals. Previously, Mr. Jones headed Strategic Planning and M&A for a financial technology firm (later acquired by Fiserv). Mr. Jones spent 13 years as an investment banker at Bear Stearns, ultimately as Senior Managing Director in its Financial Institutions Group, where he served in a trusted advisory capacity to banks and specialty finance companies.

Mr. Jones is involved extensively in thought leadership relating to the financial services industry. He is an active member of Young Presidents' Organization (YPO), including leadership roles as Chapter Chair, Chair of the Banking Network and Chair of the Private Equity Network. Mr. Jones has served on numerous corporate and community boards, including most recently as a director of South Korea's Hyundai Motor Group. His public company board experience has included service on audit, compensation, nominating/governance, credit and risk committees. Mr. Jones is also a CPA.

### AREAS OF EXPERTISE

- Private equity
- Financial services industry
- Corporate governance
- Mergers & acquisitions
- Strategic business planning
- Negotiations
- Corporate finance & valuation
- Investing/asset management
- Capital markets
- Corporate & investment banking
- Accounting & financial reporting
- Charitable foundations

### EDUCATION

Harvard Business School   YPO Gold Harvard Presidents' Program	2016 - 2021
Baylor University   Bachelor of Business Administration, Accounting	1984 - 1988

### PROFESSIONAL EXPERIENCE

**BankCap Partners | Dallas | Co-Founder, CEO and CIO** **2005 - Present**

Mr. Jones co-founded and leads this investment firm focused on private and public investments in the financial and fintech sectors. He has assembled a team of high-profile partners and has raised committed capital for multiple funds from institutional and high net worth investors. Mr. Jones provides the visionary and day-to-day leadership for the firm and actively maintains investor relationships. He is manager of the Manthano Fund, an investment fund focused on long-term investments in publicly traded banks, financials and fintech.

**Archegos Capital Management | New York | Co-President 2016 - 2021**

Archegos was a multibillion-dollar family investment office specializing in public equities in the US, China, Japan and Korea. Mr. Jones was Global Head of Research and oversaw the 50+ person investment team. Mr. Jones brought strategic partners to Archegos through his powerful network and was integral in supporting Archegos' strong mission and values-driven culture by deliberately focusing on mentoring its people and growing them professionally.

**Carreker Corporation | Dallas | Executive Vice President and Head of Strategy 2002 - 2003**

Mr. Jones served as an Executive Officer and the Head of Strategic Planning and M&A for Carreker, a publicly-traded financial technology company (now part of Fiserv). Mr. Jones served as a member of the Operating Committee, Chair of Strategy Council and as a key liaison for investment bankers. He led a comprehensive strategic planning process that focused the organization on a strategic direction, conducted due diligence on numerous acquisition candidates and managed special projects during a crisis period.

**Bear, Stearns & Co. | New York, Los Angeles, Dallas | Sr. Managing Director 1989 - 2002**

Mr. Jones was a senior member of the Investment Banking Group at Bear Stearns. Starting as an analyst, he rose to become Senior Managing Director in its Financial Institutions Group, primarily serving commercial banks and specialty finance companies. His understanding of finance, accounting, mergers/acquisitions and capital markets allowed him to successfully initiate, process and close over 200 strategic and capital markets transactions.

**Touche Ross & Co. | Dallas | Accountant 1988 - 1989**

Mr. Jones was staffed on audit assignments for companies in diverse industries.

**PUBLIC COMPANY BOARD EXPERIENCE**

**Hyundai Mobis Co., Ltd. | Ticker: 012330 KS 2019 - 2022**

Part of the Hyundai Motor Group, Hyundai Mobis is a South Korea-based global auto parts supplier serving Hyundai, Kia, Genesis and other OEMs. The company is at the forefront of innovation in electric vehicle parts, autonomous driving and urban air mobility. Mr. Jones joined the board of directors in 2019 as one of the two first members of the board not from South Korea.

**Atlantic Capital Bancshares | Ticker: ACBI 2007 - 2017**

Mr. Jones was a founding director of this Atlanta-based bank holding company, which in 2007 was the largest start-up bank in US history (\$125MM in capital). He provided instrumental leadership during the company's formative first decade. ACBI went public in 2015 and was acquired by SouthState Corporation (SSB) in 2022.

**Xenith Bankshares | Ticker: XBKS 2009 - 2013**

Mr. Jones served for four years as a member of the board of directors of this Richmond-based bank holding company. Public the entire time, Xenith grew a statewide Virginia franchise by completing five acquisitions from 2009 through its merger with Union Bankshares (UBSH) in 2017.

**PROFESSIONAL ACTIVITIES**

Member, Young Presidents' Organization "YPO"

- Chapter Chair of YPO Gold Manhattan
- Chair of YPO Banking Network
- Chair of YPO Private Equity Network

Certified Public Accountant "CPA"; Member, AICPA

Chartered Global Management Accountant "CGMA"

**PERSONAL**

Brian and his wife Pam have been married for 30+ years, have six children and two grandchildren.