

**Maximilian F. Niederste-Ostholt, co-founder and CFO, Rally Rd. and Barclays Alumni 2008 – 2016, Director, Healthcare Investment Banking**

1. Tell us about your career with Barclays?

I joined Barclays in 2008, as an Associate in the Healthcare Investment Banking Division, as part of the acquisition of Lehman Brothers. This was an exciting, yet turbulent time in my life, as I am sure it was for many others. I had graduated from business school at New York University in 2007 and was excited to start my career in investment banking. When the financial crisis hit, shortly after I joined Lehman Brothers in 2007, there were many moments of reflection about the future. I ultimately concluded that I wanted to embrace the chaos around me, since I felt like the upheaval of the financial system, at an early point of my career, would create tons of opportunities. I knew Barclays would provide a great platform for me to grow and develop my skillset, with lots of opportunities along the way to gain valuable experiences and take responsibilities.

The next, 8 years at Barclays didn't disappoint. In the initial phase, I really enjoyed being part of the group of former Lehman and new employees in New York who were building the Barclays brand in investment banking from the ground up. A few years later, I had the opportunity to work in the London office, which was another great learning experience in a very entrepreneurial environment. I was given every chance to operate beyond my level of seniority and significantly grew my knowledge base, in particular as it relates to forming strong client relationships. Taking this combined skillset back to New York for the past 6 years at the firm allowed me to work on some of the most exciting deals in the healthcare group and take on many rewarding, client facing responsibilities.

The Barclays Healthcare team and my mentors at the firm always gave me every opportunity in the world to grow, including, taking some time off for a sabbatical to embark on an exploratory journey of the Southern Hemisphere. It was very hard for me to make the decision to leave, but I ultimately felt that for my personal growth, I needed to take another plunge and experience the entrepreneurial world first-hand for myself. I am only able to perform my role at Rally Rd. today, because of what I learned during my time at Barclays and because of the support of my mentors and colleagues there.

2. What is your role now?

I am co-founder and Chief Financial Officer at Rally Rd., which I founded in 2016 together with my partners Chris Bruno and Rob Petrozzo. Rally Rd. is the first-of-its-kind platform where unique, high-value assets are securitized and then offered as equity investments to users of all income levels. Our mission is to democratize alternative asset investing by providing access, liquidity, and transparency to markets that have traditionally only been available to a select few.

Together with our partners, including registered broker-dealers and payments processing companies, we created an end-to-end ecosystem that takes the entire value-chain of the equity markets, shrinks it down, simplifies it and applies it to asset classes like classic cars. In future we will expand into other asset classes like collectibles, music rights, wine, watches and others.

Only, through my experience at Barclays, do I have the skill-set required to perform my current role. At Rally Rd. we execute many small IPOs in rapid succession and are constantly

negotiating multiple M&A deals for the inventory of assets we offer to our users on our platform. All of these functions were part of my daily work at Barclays.

3. What do you feel an Alumni programme can offer?

The Alumni programme serves an incredible array of purposes, from staying in touch with friends and former colleagues, to finding potential hires, to discussing business ideas with a global network of experts – really an all-around great resource for staying connected with the firm.

During my time at Barclays, I found that the most important resource I had at the firm was the network of colleagues that I built within investment banking and the firm overall, both in the Healthcare Group and outside of it. I view the Alumni programme as an extension of that same strategy of building a network of resources and mentors. Plus, it is just really fun to see where friends and former colleagues have taken their incredible careers after Barclays. This is the perfect way for me to keep in touch and stay involved with the firm at which I spent almost 10 years of my career.

4. If you had to share advice to a Barclays Alumni who was considering an option to return, what would you say?

For me, Barclays was all about seizing all of the great growth opportunities that the firm has to offer. More than any other employer I had prior to Barclays, the firm bends over backwards to attract and retain exceptionally talented employees. I benefited from this approach many times during my time at Barclays and I am doing everything I can to help build the same environment at Rally Rd. If that's the type of work environment you are looking for, then Barclays is the place for you.