

# DOUGLAS J. CUMMING

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## **Work:**

Associate Professor of Finance  
School of Banking and Finance  
University of New South Wales  
Sydney, Australia, 2052

Telephone: 61 (0)2 9385 5709

E-mail: [douglas.cumming@unsw.edu.au](mailto:douglas.cumming@unsw.edu.au)

Web: <http://banking.web.unsw.edu.au/staff/profiles/dcumming/index.shtml>

## **EDUCATION**

Professional Designation: **CFA**, Assoc. for Investment Management and Research / CFA Institute

1995 – 1999 **Ph.D.**, University of Toronto (Economics and Finance)

1994 – 1998 **J.D.**, University of Toronto (Law)

1992 – 1993 **M.A.**, Queen's University (Economics)

1988 – 1992 **B.Com.(Hons.)**, McGill University (Economics and Finance)

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## **FELLOWSHIPS, HONOURS AND AWARDS**

- 2003 – 2005 Social Sciences and Humanities Research Council of Canada Fellowship (joint with 12 colleagues, \$Can 900,000)
- 2004 Winner of the Iddo Sarnat Award for the best paper published in the Journal of Banking and Finance (JBF) in 2003, for the paper entitled “A cross-country comparison of full and partial venture capital exits” (with Jeffrey MacIntosh), published in JBF 27 (2003).
- 2004 Visiting Scholar at the University of Cambridge Judge Institute of Management, and Visiting Fellow at Clare Hall, University of Cambridge
- 2004 Visiting Scholar at the Johann Wolfgang Goethe-University of Frankfurt am Main, and Visiting Fellow at the Center for Financial Studies, Frankfurt
- 2003 Nominated by Students for the University of Alberta School of Business Teaching Award
- 2002, 2003 Universiteit van Amsterdam Graduate Business School Visiting Professor (Sponsored by the ABN AMRO Bank in 2002)
- 2002, 2003 Highest Student Ranked Masters of International Finance (MIF) Course at Universiteit van Amsterdam in 2002; Record Student Enrolment of any MIF Course (ever) in 2003
- 2002 – 2003 University of Alberta Center for Entrepreneurship and Family Enterprise Grant (\$Can 5,000)
- 2001 – 2003 Schulich School of Business National Research Program in Financial Services and Public Policy Fellowship (joint with Jeffrey G. MacIntosh, \$Can 25,000)
- 2000 – 2003 University of Alberta School of Business Pearson Fellowships (\$Can 24,000)
- 2000 – 2004 University of Alberta School of Business SAS Fellowships (\$Can 15,000)
- 1999 University of British Columbia Entrepreneurship Research Alliance Scholarship (\$Can 5,000)
- 1995 – 1999 University of Toronto School of Graduate Studies and Research Open Fellowships (\$Can 60,000)
- 1992 – 1993 Queen's University Department of Economics Scholarship (\$Can 5,000)
- 1992 – 1993 Queen's University School of Graduate Studies and Research Fellowship (\$Can 10,000)
- 1992 McGill University Faculty of Management Sir Edward Beatty Medal
- 1992 McGill University Faculty of Arts Cherry Prize
- 1992 McGill University First Class Joint Honors in Economics and Finance

## **PROFESSIONAL AND CONSULTING EXPERIENCE**

- 2004            Various current consulting projects in progress. Some details are available upon request. Current consulting projects include work on
- IPOs and stock exchanges
  - Private equity fundraising
  - Private equity government programs
- 2003            *Government of Canada, Wise Persons Committee*  
Prepared two reports on regional and sectoral segmentation in Canada's capital markets for an analysis of Canadian securities regulation reform.  
See [http://www.wise-averties.ca/main\\_en.html](http://www.wise-averties.ca/main_en.html) Two papers appear as Chapters 7 and 8 of this 11 Chapter manuscript for advising the Government of Canada.  
Chapter 7: "Provincial Preferences in Private Equity"  
Chapter 8: "Fragmentation and Canadian Stock Markets"
- 2002            *ABN AMRO Bank Corporate Finance Department, The Netherlands*  
Prepared a report: "Contracts and Exits in Venture Capital Finance" and delivered the Keynote Speech at the ABN AMRO "Private Equity Exits" Seminar held in Amsterdam, March 2002
- 2001            *Australian Bureau of Statistics (ABS)*  
Prepared a report for the ABS on private equity in Australia.
- 1998            *Royal Bank of Canada, Toronto, Department of Risk Management and Economics*  
Prepared a report "A Review of the Scale Economies and Cost Implications for Mergers in Banking" and various other econometric reports submitted to the *Competition Bureau of Canada* re the proposed merger, 1998.
- 1995, 1997    *Industry Canada, Ottawa*  
1997: Prepared a report: "Consumer Controversy and the Funding of Biotechnology Research" (with Jeffrey G. MacIntosh) to study the impact of controversies on R&D  
1995: Prepared a report: "An Empirical Perspective on the Interplay between Contingency Fees and the Legal System" to study the rationales underlying the prohibition of contingency fees in the Province of Ontario.
- 1994-1995    *Enterprise Legal Services, Toronto*  
Volunteer, legal aid services for small businesses. Prepared contracts for and provided incorporation assistance to computer software developers.
- 1990            *Lazer Grant & Company, Winnipeg*  
Prepared financial statements, corporate tax returns; conducted audits.

## ACADEMIC EXPERIENCE

- 2004-current    *University of New South Wales*  
*Associate Professor of Finance, School of Banking and Finance*  
 Permanent tenured appointment.  
 Teaching: Undergraduate and Masters Level Courses in Entrepreneurial Finance.
- 2004            *University of Cambridge Judge Institute of Management* (April – June 2004)  
*University of Frankfurt Center for Financial Studies* (January – March 2004)  
 Invited to be a *Visiting Scholar* to carry out coauthored research.
- 2003, 2004    Ph.D. External Referee for Jaeho Lee, University of Cambridge Judge Institute for Management, and Jesus College of the University of Cambridge (2004). Ph.D. Committee for Georg Rindermann, Universitaet Münster Department of International Business (2003).
- 2002, 2003    *Universiteit van Amsterdam Graduate Business School, Finance Department*  
*Visiting Professor (winter semesters), Sponsored by the ABN AMRO Bank*  
 Masters of International Finance Course: *Venture Capital*. The Students ranked *Venture Capital* as the best course in the 2001-2002 academic year.
- 1999-2004    *University of Alberta School of Business* (resigned August 2004)  
*Cross-appointed to Dept. of Finance, and Dept. of Business Economics & Law*  
 MBA Course: *Venture Capital*, 1999 - 2002 (2002 ratings: 4.1 out of 5). B.Com Courses: *Financial Institutions*, 1999; *Business Economics, Organization and Management*, 1999-2001 (2001 ratings: 4.1 out of 5); *Law of Business Organizations*, 2002 (2002 ratings: 4.2 out of 5); *Entrepreneurial Finance*, 2002 (2002 ratings: 4.6 out of 5). Nominated for a University Teaching Award.
- 1995-1999    *University of Toronto Institute for Policy Analysis*  
 Research & teaching assistant to various Professors of Law, Economics & Finance; Canadian Business Law Journal Student Editor
- 1992-1993    *Queen's University*  
 Research & teaching assistant to various Professors of Economics & Finance.

## **PUBLICATIONS – JOURNAL ARTICLES**

- 2004 “The Determinants of Venture Capital Portfolio Size: Empirical Evidence” *Journal of Business*, forthcoming.
- 2004 “Agency Costs, Institutions, Learning and Taxation in Venture Capital Contracting” *Journal of Business Venturing*, forthcoming.
- 2004 “Capital Structure in Venture Finance” *Journal of Corporate Finance*, forthcoming.
- 2004 “Venture Capitalist Value Added Activities, Fundraising and Drawdowns” (with Grant Fleming and Jo-Ann Suchard) *Journal of Banking and Finance*, forthcoming.
- 2004 “Boom, Bust and Litigation in Venture Capital Finance” (with Jeffrey MacIntosh) *Willamette Law Review*, forthcoming.
- 2003 “The Structure, Governance and Performance of UK Venture Capital Trusts” *Journal of Corporate Law Studies* 3(2), 401-427.
- 2003 “A Cross-Country Comparison of Full and Partial Venture Capital Exits” (with Jeffrey MacIntosh) *Journal of Banking and Finance* 27(3), 511-548. *Iddo Sarnat Award for the best paper published in the Journal of Banking and Finance in 2003.*
- 2003 “Venture Capital Exits in Canada and the United States” (with Jeffrey MacIntosh) *University of Toronto Law Journal* 53, 101-200. A shortened version of this paper is published in "Firm, Market and Strategic Factors in Venture Capital Exits" (with Jeffrey MacIntosh) *Research in Banking and Finance*, Vol.6 (I. Hasan and W.C. Hunter, Editors, Elsevier Science, 2005, forthcoming). Another shortened version of this paper is published in “Venture Capital Buyback Exits in Canada and the United States” (with Jeffrey MacIntosh) *FSR Forum* (2003) 5(4), 36-45.
- 2002 "The Rationales Underlying Reincorporation and Implications for Canadian Corporations" (with Jeffrey MacIntosh) *International Review of Law and Economics* 22(3), 277-330.
- 2001 "Venture Capital Investment Duration in Canada and the United States" (with Jeffrey MacIntosh) *Journal of Multinational Financial Management* 11(4-5): 445-463. An extended version of this paper is reprinted in "Economic and Institutional Determinants of Venture Capital Investment Duration" (with Jeffrey MacIntosh) *Advances in the Study of Entrepreneurship, Innovation and Economic Growth*, Vol.14 (Gary Libecap, Editor, JAI Press, 2002, pp. 125-159).
- 2001 "Settlement Disputes: Evidence from a Legal Practice Perspective" *European Journal of Law and Economics* 11(3): 249-280.
- 2000 "The Determinants of R&D Expenditures: A Study of the Canadian Biotechnology Industry" (with Jeffrey MacIntosh) *Review of Industrial Organization* (2000) 17(4): 357-370. (*Lead Article*)
- 2000 "The Role of Interjurisdictional Competition in Shaping Canadian Corporate Law" (with Jeffrey MacIntosh) *International Review of Law and Economics* (2000) 20(2): 141-186. (*Lead Article*)

## **PUBLICATIONS – BOOK CHAPTERS**

- 2004 “Law, Finance and the Canadian Venture Capital Cycle” (with Jeffrey MacIntosh) in F. Gorbet and C. Wadell, eds. *Financial Services in Canada* (McGill Queen’s University Press, forthcoming). To be reprinted by the *C.D. Howe Institute*, a public policy think tank in Toronto, Canada.
- 2004 “Comparative Venture Capital Governance: Private Versus Labour-Sponsored Funds” (with Jeffrey MacIntosh) in V. Kannianen and C. Keuschnigg, eds. *Venture Capital, Entrepreneurship and Public Policy* (MIT Press, forthcoming).
- 2004 "The Extent of Venture Capital Exits: Evidence from Canada and the United States" (with Jeffrey MacIntosh) in L.D.R. Renneboog and J. McCahery, eds., *Venture Capital Contracting and the Valuation of High Technology Firms* (Oxford University Press), Chapter 15. <http://www.oup.co.uk/isbn/0-19-927013-9>
- 2003 “Canadian Labor-Sponsored Venture Capital Corporations: Bane or Boon?” (with Jeffrey MacIntosh) in A. Ginsberg and I. Hasan, eds., *New Venture Investment: Choices and Consequences* (Elsevier Science Academic Press), pages 169-200.
- 1999 "Consumer Controversy and the Funding of Biotechnology Research" (with Jeffrey MacIntosh) in M. Knoppers and A.D. Mathios, eds., *Biotechnology and the Consumer* (1999, Dordrecht/Boston: Kluwer Academic Publishers), pages 411-456.

## **WORKING PAPERS**

Complete list of presentations follows on page 8; contact me for an update on the status of papers. Many papers are available online at [www.ssrn.com](http://www.ssrn.com).

[http://papers.ssrn.com/sol3/cf\\_dev/AbsByAuth.cfm?per\\_id=75390](http://papers.ssrn.com/sol3/cf_dev/AbsByAuth.cfm?per_id=75390)

Please feel free to email me for the latest drafts: [douglas.cumming@unsw.edu.au](mailto:douglas.cumming@unsw.edu.au)

1. “Private Investor Governance and Exit” invited for presentation at the *American Finance Association Annual Conference* in Washington DC (January 2003).
2. “Adverse Selection and Capital Structure: Evidence from Venture Capital”
3. “Crowding Out Private Equity: Canadian Evidence” (with Jeffrey MacIntosh, University of Toronto) invited for presentation at the *CESifo Venture Capital Congress* (Munich, November 2002), and the *American Law and Economics Association Annual Conference* (Toronto, September 2003)
4. “Legality and Venture Capital Exits” (with Grant Fleming, Australian National University, and Armin Schwienbacher, Universiteit van Amsterdam). Invited for presentation at the *European Finance Association* (EFA) (Glasgow, August 2003)
5. “Corporate Relocation in Venture Finance” (with Grant Fleming and Armin Schwienbacher).
6. “Advice and Monitoring in Venture Finance”
7. “Liquidity Risk and Venture Finance” (with Grant Fleming and Armin Schwienbacher)

8. “Style Drift in Private Equity” (with Grant Fleming and Armin Schwienbacher) [Invited to the 2<sup>nd</sup> RICAFE Conference, Frankfurt, 2004]
9. “Financial Intermediaries, Ownership Structure and Monitored Finance: Evidence from Japan” (with Grant Fleming and Armin Schwienbacher)
10. “Mutual Funds that Invest in Private Equity? An Analysis of Labour Sponsored Investment Funds” (with Jeffrey MacIntosh) invited for presentation at the *CESifo Venture Capital Congress* (Munich, November 2002), and the *American Law and Economics Association Annual Conference* (Toronto, September 2003).
11. “Selection Effects, Corporate Law and Firm Value” (with Jeffrey MacIntosh)
12. “The Legal Road to Replicating Silicon Valley” (with John Armour, University of Cambridge Judge Institute of Management and University of Cambridge Faculty of Law).
13. “Bankruptcy Law and Self Employment” (with John Armour).
14. “Private Equity Returns and Disclosure Around the World” (with Uwe Walz, University of Frankfurt) Invited for presentation at the *European Finance Association* (EFA) (Maastricht, August 2004) and the European Economic Association (EEA) (Madrid, August 2004)
15. “Legality and Venture Governance Around the World” (with Daniel Schmidt and Uwe Walz)

### **WORKING PAPERS IN PROGRESS**

Details are available upon request.

### **BOOK IN PROGRESS**

I was invited by the Editors of *Elsevier Science Academic Press* to write a venture capital book (unsolicited request, June 2002). The book is in progress; details are available upon request.

### **CITATIONS**

Citations to the above published and working papers (excluding self citations) have appeared in articles recently published and forthcoming in (among others):

Cornell Law Review, Harvard Law Review, Journal of Banking and Finance, Journal of Business Venturing, Journal of Corporate Finance, Journal of Financial Intermediation, Journal of Law and Economics, Oxford Economic Papers, Quarterly Journal of Economics, University of Michigan Law Review, Yale Law Journal

Some of my papers are downloadable from the Science Research Network (SSRN) [www.ssrn.com](http://www.ssrn.com). I am on SSRN’s list of all-time most frequently downloaded authors (currently ranked 102 among more than 25,000 authors) with more than 9,500 downloads as at Sept 2004.

## **INVITED CONFERENCE AND WORKSHOP PRESENTATIONS**

- 2004
- Babson Entrepreneurship Conference, Glasgow
  - Bundesbank Conference on Financing Innovation, Frankfurt
  - CAFR Symposium, Hong Kong
  - Capital Markets Institute Conference on Securities Regulation, Toronto
  - Center for Financial Studies, Frankfurt
  - Economic Society of Australia's 33<sup>rd</sup> Conference of Economists
  - European Business School, Germany
  - European Economic Association, Madrid
  - European Finance Association, Maastricht
  - Nottingham University Business School, UK
  - Queen's University of Belfast Economic and Financial Institutions Research Group
  - Risk Capital Conference (RICAFE 2<sup>nd</sup> Conference), Frankfurt
  - Schulich School of Business Conference on Financial Services, Toronto
  - Università di Bologna Almageb Graduate School of Business
  - Università di Bologna Forlì School of Business
  - University of Cambridge Judge Institute for Management Studies
  - University of New South Wales School of Banking and Finance
  - Università di Trento Department of Legal Sciences and Faculty of Economics
  - Willamette Conference on Venture Capital, Portland
- 2003
- American Finance Association, Washington D.C.
  - American Law and Economics Association Conference, Toronto
  - Babson Entrepreneurship Conference, Boston
  - Canadian Law and Economics Association, Toronto
  - Center for Financial Studies, Frankfurt
  - C.D. Howe Institute Conference on Innovation and Venture Capital, Calgary
  - European Central Bank / Bank of Greece Conference on Financial Integration, Athens
  - European Finance Association, Glasgow
  - German Finance Association, Frankfurt
  - University of British Columbia Sauder School of Business
  - University of Cambridge Judge Institute for Management Studies
  - University of Manitoba Asper School of Business
  - University of Münster School of Business, Germany
  - University of New South Wales School of Banking and Finance, Sydney
- 2002
- Aarhus Business School, Denmark
  - ABN AMRO Bank Venture Capital Exits Conference (*Keynote Speaker*), Amsterdam
  - American Law and Economics Association, Harvard Law School
  - Australasian Banking and Finance Conference, Sydney
  - Babson Entrepreneurship Conference, Boulder
  - Canadian Law and Economics Association, Toronto
  - CESifo Venture Capital Congress, Munich, Germany
  - Copenhagen Business School, Denmark
  - Eastern Finance Association, Baltimore
  - European Financial Management Association, London
  - Financial Management Association, San Antonio
  - Northern Finance Association, Banff
  - Society of Entrepreneurial Finance, New York



Tilburg University International Regulatory Competition Conference, The Netherlands  
 University of Alberta Department of Economics  
 Universiteit van Amsterdam Department of Financial Management  
 University of Toronto Capital Markets Institute Conference on Venture Capital

2001 ASAC, University of Western Ontario Ivey School of Business, London ON  
 Australasian Banking and Finance Conference, Sydney  
 Canadian Law and Economics Association, Toronto  
 Center for Financial Studies, Frankfurt, Germany  
 Eastern Finance Association, Charleston  
 European Financial Management Association, Lugano, Switzerland  
 Financial Management Association, Toronto  
 Multinational Finance Society, Garda, Italy  
 Rutgers University Conference on Capital Structure, Newark  
 Schulich School of Business, York University, Toronto  
 Securities and Financial Markets Conference, Kaohsiung, Taiwan  
 University of Alberta School of Business  
 University of Alberta Industry Liaison Office  
 University of Hamburg Law and Economics Seminar Series, Germany  
 University of Helsinki Venture Capital Congress, Finland

1995-2000 ABN AMRO International Conference on IPOs, Amsterdam (2000)  
 Australasian Banking and Finance Conference, Sydney (2000)  
 Bank of Canada, Ottawa (1999)  
 Canadian Law and Economics Association, Toronto (1995, 96, 97, 98, 99, 2000)  
 Eastern Finance Association, Myrtle Beach (2000)  
 Industry Canada, Ottawa (1998)  
 Law and Entrepreneurship Research Conference, Portland (2000)  
 Lexicon, Inc., Chicago (1999)  
 Northern Finance Association, Waterloo (2000), Calgary (1999)  
 Queen's University School of Business, Kingston (1999)  
 University of Alberta School of Business (1999)  
 University of British Columbia School of Business (2000)  
 University of Toronto Institute for Policy Analysis (1998)

## **OTHER PROFESSIONAL ACTIVITIES AND EXPERIENCE**

### Contributing Editor:

Venture Capital Experts <http://vcexperts.com/vce/> (since 2004 - )

### Program Committee:

Eastern Finance Association, 2001 (Charleston); University of Toronto Capital Markets Institute (CMI) Conference on Venture Capital, 2002.

### Conference Session Chair:

Australasian Banking and Finance Conference, 2001 (Sydney); Eastern Finance Association 2000 (Myrtle Beach), 2002 (Baltimore); Economic Society of Australia's 33<sup>rd</sup> Conference of Economists 2004 (Sydney), European Financial Management Association 2001 (Lugano), 2002 (London); Northern Finance Association, 2002 (Banff)

### Conference Discussant:

ABN AMRO International Conference on IPOs, 2000 (Amsterdam); Australasian Banking and Finance Association, 2001 (Sydney); Bundesbank Conference on Financing Innovation, 2004 (Frankfurt); Eastern Finance Association, 2000 (Myrtle Beach), 2001 (Charleston), 2002 (Baltimore); European Financial Management Association, 2001 (Lugano), 2002 (London); Financial Management Association, 2001 (Toronto), 2002 (San Antonio); Kiel Institute of World Economics Conference on European Financial Integration, 2004 (Germany); Multinational Finance Society, 2001 (Garda, Italy); Northern Finance Association, 1999 (Calgary), 2000 (Waterloo), 2002 (Banff); Society of Entrepreneurial Finance, 2002 (New York); various other conferences and workshops.

### Ad Hoc Academic Referee for:

Australian Journal of Management; Bulletin of Economic Research; Contemporary Accounting Research; Economic Bulletin; European Financial Management; International Journal of Industrial Organization; International Review of Law and Economics; Journal of Banking and Finance; Journal of Business Venturing; Journal of Corporate Finance; Journal of Law, Economics & Organization; Law and Policy; Multinational Finance Journal; Oxford Economic Papers; The Financial Review; Venture Capital: An International Journal of Entrepreneurial Finance; Venture Capital and Private Equity: A Casebook, 2<sup>nd</sup> ed. (Josh Lerner, Harvard Business School, Wiley Press); numerous other academic journals and entrepreneurial finance and venture capital textbook proposals.

### Member:

American Economic Association; American Finance Association; American Law and Economics Association; Association for Investment Management and Research; Canadian Law and Economics Association; European Finance Association; European Financial Management Association; Financial Management Association; Phi Delta Phi International Legal Fraternity

## **REFERENCES**

Available upon request.

## ATHLETICS

- Athletic interests: running, downhill and cross-country skiing, golf, scuba diving (Advanced Open Water PADI), surfing, water-skiing, windsurfing, various other sports.
- Marathons: Canadian International 1997, 1999; Niagara Falls 1997; Manitoba 1998; Edmonton 2000; Honolulu 2000; Boston 2000, 2001, 2002, Seattle, 2003. Planning (I hope!) on running the Melbourne Marathon in October 2004.
- Completed the 2001 Boston Marathon in 3:05:25.
- Longboat Running Club Member and Volunteer (Toronto, 1998-1999).
- Kingston Boardsailing Association (KBA) Member (Kingston, 1993).
- Four Seasons Minaki Lodge Windsurfing Champion (Minaki, 1992).
- North American Junior Short Track Speedskating Champion, 1500m, 3000m; North American Record, 1500m (Marquette, Michigan, 1989).
- Participant, Canadian National Short Track Speedskating Training Centre (Montreal, 1988-1989).
- North American Junior Short Track Speedskating Champion (Minneapolis, 1987).
- Canadian Junior Short Track Speedskating Champion (Cambridge, 1987).
- Double Silver Medalist, Canada Winter Games (Sydney, 1987).
- Nominee, Manitoba Youth Athlete of the Year (1987).
- Manitoba Order of Sports Excellence Recipient (1983-1987).

## PERSONAL

- Citizenship: Canadian
- Born: October 18, 1970 in Winnipeg, Manitoba, Canada
- Marital Status: Single

## PHOTO

- Photo taken January 2004

