

HERMENEGILDO Z. NARVAEZ (“HAJ”)

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

M.B.A., One-Year Accelerated Program, Concentration in Finance and General Management

Atlanta, GA

May 2016

- Merit Scholarship; Beta Gamma Sigma; Consulting Association; Finance Club; and Real Estate Club

THE GEORGE WASHINGTON UNIVERSITY

B.B.A., Major in Finance, *cum laude*

Washington, D.C.

December 2003

- Overall GPA 3.6; major GPA 3.8

EXPERIENCE

BPI SECURITIES CORPORATION

President and CEO

Manila, Philippines

2016-Present

- Leads the day-to-day management of the firm’s institutional, high net-worth, and online brokerage business
- Markets to the firm’s institutional, retail, and high-net worth clients

PHILIPPINE EQUITY PARTNERS (Bank of America Merrill Lynch Research Partner)

Equity Research Analyst, Philippines

Manila, Philippines

2015

- Led stock coverage for the Philippine property sector and conglomerates

BREEZEWOODS DEVELOPMENT CORPORATION

VP and Head of Business Development

Manila, Philippines

2013 to 2014

- Devised financing and land acquisition strategy that spurred 400% year-on-year rise in housing sales to \$12MM in FY2014; created financial models and presentations to support fund-raising initiatives

MACQUARIE CAPITAL

Associate

Manila, Philippines

2012 to 2013

- Led team of bankers, accountants, and lawyers to close largest ever M&A deal (\$16.0B) in Philippine market history;
- Originated and managed two Equity Capital Market (ECM) transactions in the Philippine market

CREDIT SUISSE

Head of Equity Research, Philippines

Manila, Philippines

2010 to 2012

- Led team of four analysts to number 5 ranking in Institutional Investor ranking
- Initiated the firm’s stock coverage of the Philippine banking, property, and transport sectors
- Wrote pre-deal research in relation to two ECM transactions, including the largest ever equity raising in Philippine market history

MACQUARIE CAPITAL SECURITIES

Equity Research Analyst, Philippines

Manila, Philippines

2008 to 2010

- Led stock coverage for the Philippine utility and property sectors; collaborated with team of regional analysts to prepare first detailed analysis of country’s long-term power supply requirements

ERNST & YOUNG TRANSACTION ADVISORY SERVICES, INC.

Associate Director

Manila, Philippines

2006 to 2008

EASTWEST BANKING CORPORATION

Account Officer, Corporate Banking Division

Manila, Philippines

2005 to 2006

AG/MA PARTNERS

Junior Consultant

New York City, New York

2004

ADDITIONAL INFORMATION

- Fluent in English, Spanish and Tagalog