

## PLACEMENT AGENT / DORADO BEACH RESORT

### Accomplishments

- GPA: 3.6 / 4.0 - NCAA / ITA Varsity Scholar-Athlete Award Winner
- Yale University Varsity Tennis Team / Division I NCAA - Recipient of Stuart B. Ludlum Award '69
- Skills & Licenses
- Proficient in DBC Finance (Municipal Bonds), Argus Real Estate, SNL Financial, Bloomberg, Capital IQ, Thomson One
- Banker, Factset and all Microsoft Office products (expert in Excel); FINRA Series 7 License
- Athletics & Interests
- Marathon Running, Tennis, N.Y. Yankees, N.Y. Giants, Military History, Politics and Traveling

### Professional Experience

May 2014 to Current Company Name i¼ City , State

- Organized and structured the Platinum Banking team of FirstBank Puerto Rico (NYSE: FBP). Led the development of a private banking group dedicated strictly to Act 20 and Act 22 (Tax Exemption Laws of 2012) clients that moved to Puerto Rico.
- Led a team of experienced and motivated private banking professionals dedicated to serving Act 20/22 clients on all suitable financial needs
- Provide a broad range of services including business and individual deposit accounts, commercial loans, cash management services, high-yield accounts, credit cards, mortgages, leasing, OREOs and other resources available at the Bank

### Placement Agent / Dorado Beach Resort

January 2007 to January 2012 Company Name i¼ City , State

- Representative Highlights: â—| Achieved 45% market share with over 200 clients in less than 1 year - aggregate deposits of over \$30 mm â—| Achieved highest rank among officers in deposits, accounts and cash management sales (Platinum and Business Banking) UBS Financial Services Incorporated of Puerto Rico Investment Banking - Corporate and Public Finance Group / San Juan, P.R. (Associate Director 2007 - 2012 / Director 2013 - 2014)
- Created dynamic financial models, including DCF, tax credit analysis, investment return analysis, capitalization rate-based and multiple-based valuations for sell-side and buy-side advisory transactions
- Analyzed AFICA's, new money and refunding debt, as well as equity offerings for issuers; including hotel and real estate developments, financial institutions, general industrials, the Government of Puerto Rico and several of its authorities
- Assisted UBS Asset Managers of P.R. in the financial analysis for the issuance of structured products and mutual funds
- Executed as lead underwriter, advisor or placement agent over \$14.1 bn, \$3.1 bn and \$428 mm in municipal, corporate, and mutual fund (closed-end or open-end) transactions, respectively totaling \$2.9 bn (Municipal Debt) â—| Joint Lead Underwriter / P.R. Sales Tax Financing Corporation Series 2008A & 2009B totaling \$1.9 bn (Municipal Debt) â—| Joint Bookrunner / Popular Preferred Stock Series B & Tender Exchange to Common totaling \$1.3 bn (Corporate Equity) â—| Joint Lead Underwriter / Triple-S (GTS) IPO of \$203 mm (Corporate Equity) Notes totaling \$166 mm (Corporate Debt) â—| Sole Underwriter / P.R. AAA Bond Fund II and P.R. Fixed Income Fund VI IPOs totaling \$65 mm (Closed-End Funds)
- Aerostar Transition Director - Arranged the transition and closing of the 40-yr private concession of Luis MuÃ±oz Marín International Airport in San Juan, P.R. to Aerostar) for \$615 mm. UBS acted as Sole Advisor and Co-Lead Arranger.

### Summer Analyst 2005 / Analyst

January 2006 to January 2007 Company Name i¼ City , State

- Advised Technology, Media and Telecom clients on a wide range of potential transactions, including: mergers, acquisitions, private equity investments, leveraged buyouts, and capital raising
- Created dynamic financial models including standalone financing and operating models, leveraged buyouts, DCF and multiple-based valuations, investment return analysis, merger, and credit models
- Involved in all aspects of deal generation and implementation, including coordination of business development, execution of financial and strategic analysis, and delivery of solutions in partnership with product groups
- Executed as lead underwriter, advisor or placement agent over \$4.3 bn in corporate transactions Representative Transactions: â—| Joint Lead Arranger to target company / General Atlantic acquisition of Network Solutions for \$800 mm (M&A) â—| Sole Financial Advisor to target company / Comcast acquisition of Fandango for \$200 mm (M&A) â—| Sole Bookrunner / Churchill Ventures (CHV) IPO totaling \$108 mm (Corporate Equity) â—| Joint Lead Arranger and Joint Bookrunner / Intelsat Senior Unsecured Term Loan of \$1.0 bn (Corporate Debt)

### Education

B.A. : Economics and Latin American Studies , 2006 Yale University / New Haven i¼ City , State , US Yale University / New Haven, CT. B.A. Double Major - Economics and Latin American Studies (2002 - 2006) GPA: 3.6 / 4.0 - NCAA / ITA Varsity Scholar-Athlete Award Winner English, Spanish , 2002 Academia del Perpetuo Socorro High School i¼ City , State , US Academia del Perpetuo Socorro High School / San Juan, P.R. (1998 - 2002) Languages: English, Spanish (native) and Intermediate Brazilian Portuguese

### Certifications

Banker, Factset and all Microsoft Office products (expert in Excel); FINRA Series 7 License

### Languages

Languages: English, Spanish (native) and Intermediate

### Skills

Clients, Credit, Investment Banking, Cash, Cash Management, Forecasting, Municipal, Sales, Accounts And, Associate, Credit Analysis,

Financial Analysis, Financial Services, Its, Management Sales, Market Share, Mutual Fund, Mutual Funds, Real Estate, Award, Ipo, Business Development, Corporate Transactions, M&a, Solutions, Telecom, Commercial Loans, Leasing, Loans, Middle Market, Closing, Exchange, Fixed Income, Sales Tax, Argus, Excel, Finance, Microsoft Office, Ms Office, Series 6, Series 7