

## Global Custodian Financial Institution

Team Leadership

First Quarter 2020

## Team Leadership



Hubert Francois-Poncet - Chairman of the Board, President and CEO

Mr. Hubert Francois-Poncet ("HFP) has over 30 years of experience in the Financial and Securities Industry in Europe, specifically France, Switzerland and Germany, along with management experience in the Bahamas.

Mr. Francois-Poncet has been leading Global Private Portfolio Management, a Bahamian registered broker-dealer since 2015, along with Vauban Asset Management, a registered investment advisor since 2014. Both entities are currently fully operational and GPPM intends to unwind by the end of 2017. Between the two entities, HFP has been leading a team that manages over \$300 million in assets under management.

From 2007 to 2014 HFP was the Chief Executive Officer and Board Member of Citadel Finance, a Swiss External Asset Manager based out of Geneva. Citadel currently operates approximately 20 open and closed-end (UCITs) funds.

From 1998 to 2007 Mr. Francois-Poncet was a relationship manager of the Private Banking group of Credit Suisse in Geneva and Cairo, Egypt.

From 1990 to 1998 HFP was the Product and Brand Manager at Louis Vuitton-Moet Hennesy in Germany and France.

Mr. Francois-Poncet hobbies include skydiving (since he served in a parachute regiment), back mountain skiing, diving, kayaking and polo.



## Team Leadership



William Vidal Barletta – General Manager

Mr. Vidal is the current General Manager of Vauban International Bank (IFE based in Puerto Rico).

Prior to Vauban he worked as Vice President of the Platinum Banking Group at FirstBank Puerto Rico (NYSE: FBP), where he helped structure the private banking department for Act 20 and Act 22 clients. He assisted in providing clients with a broad range of services including business and individual deposit accounts, commercial loans, cash management services, credit cards, mortgages, leasing, OREOs and other resources available at FirstBank.

Mr. Vidal worked for over 8 years as a Director of the Investment Banking group at UBS Puerto Rico; team dedicated to equity and debt underwritings of Corporate and Public Finance issuers. Mr. Vidal also worked at the Investment Banking group of Banc of America Securities in New York City, specifically its Technology, Media & Telecom group (TMT).

Mr. Vidal has structured over \$10 billion in financings for public and private sector clients including most of the major governmental issuers such as COFINA, PREPA, PRHTA, PRASA, GDB, PFC among others. He has also specialized in corporate debt and equity issuances for major local corporations across a variety of industries, having executed over \$1 billion of such deals, including the Public Private Partnership of LMM International Airport to Aerostar. Mr. Vidal has also been active in mergers and acquisitions advisory services. Mr. Vidal also led over \$1 billion in U.S. debt and M&A transactions during his tenure at Banc of America Securities.

He currently also serves as Director of the Investment Banking and Structured Product services of WVC Law; structuring DPO and debt restructuring transactions with Puerto Rico based clients.

Mr. Vidal received a BA in Economics and Latin American Studies from Yale University in 2006.

Mr. Vidal's hobbies include tennis, marathon running and military history.



## Team Leadership



Ricardo Ramos – Chief Compliance Officer

Mr. Ramos is the current Chief Compliance Officer and AML Officer of Vauban International Bank (IFE based in Puerto Rico).

Mr. Ramos was the Managing Director of UBS Asset Managers of Puerto Rico from 2002 to 2015, implementing investment strategies and policies for Funds with assets under management ranging from \$6-10 billion. From 1998-2002 Mr. Ramos worked as Executive Vice President of Reliable Financial and FirstBank Puerto Rico dealing with the Institutional Brokerage business. Managed the Bank's investment banking relationship with Goldman Sachs, the Puerto Rico government and retail product strategic alliance with UBS PaineWebber.

From 1992-1998 Mr. Ramos was senior Vice President of Oriental Financial Group (NYSE: OFG), were he Supervised the Bank's treasury, trust investments, IBE and broker dealer operations. He served on a FINOP capacity at OFG for the period. Managed relationship with financial analysts, rating agencies, institutional investors, regulators and financial press. Member of the senior management policy committee, asset/liability committee, MIS committee, trust investment committee, year 2000 compliance and management audit committee. Mr. Ramos was Vice president of Financial Institutions of CITI Bank Puerto Rico from 1991-1992, where he was Relationship Manager for the public sector and two of the largest financial institutions. Supervised all product areas including transaction and electronic banking, credit facilities, security sales and bond underwritings. Mr. Ramos was Senior Vice president from 1989-1991 of the Investment Banking team at Lehman Brothers Puerto Rico. In charge of structuring and managing municipal and corporate bond transactions. Interfaced with the capital markets group in developing products for the IRS 936 market in the Island. Mr. Ramos worked for 4 years (1985-1989) at Drexel Burnham Lambert in San Juan Puerto Rico. Manager of institutional sales, trading and repo book. Managed inventory of the thirty-broker retail division. Top institutional producer in 1988 and 1987. Mr. Ramos commenced his career at Arthur Andersen & Company for two years in the Chicago office and later for five years as Manager of the San Juan office. Manager in charge of the bankruptcy consulting and litigation support divisions.

Mr. Ramos received a Bachelor of Science in Economics from the University of Pennsylvania Wharton School of Business in 1977 and a Master of Business Administration from the University of Chicago in 1980.

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