

# Global Custodian Financial Institution

### **General Overview**

Third Quarter 2020

## **Executive Summary**

#### Vauban International Bank – Global Custodian Financial Institution

- Vauban International Bank ("VIB") has been established in Puerto Rico as a
  Custodian Financial Institution to provide clients with custody related services
  - Puerto Rico's strategic positioning provides security to clients and a robust
    legal / financial framework within the United States banking system

Puerto Rico, USA

- Provides full custodian services to both individual and institutional clients
  - Direct client services, including information, due diligence, safe-keeping and segregation of accounts
  - Custody and multi-currency services for most securities and precious metals
  - Execution relationship with several U.S. and European Broker Dealers
  - Investment advisory services relationship with SEC registered:
    Vauban Wealth Management
  - Asset management relation with Swiss firm: Citadel Finance



- VIB provides optimal benefits for clients: security and financial ease within the U.S. financial system
- International Financial Entity License <u>IFE-048</u>



### General Overview of Puerto Rico

#### Status and Territorial Benefits / Considerations

- Puerto Rico is non-incorporated territory of the U.S. acquired in 1898 from Spain in the Treaty of Paris
  - Established its own Constitution in 1952 and maintains certain sovereign powers
  - Naturals are U.S. citizens and can freely move in or out of other U.S. states, but they do not vote for the
    President or have voting members in the U.S. Congress (Senate or Representatives)
- Puerto Rico falls under a foreign tax structure in regards to the United States IRS or Treasury Department, therefore there is no Federal Income tax for residents / companies on Puerto Rico source income
  - VIB files local tax returns with Puerto Rico's Hacienda or Treasury Department
- Although Puerto Rico falls outside IRS jurisdiction, other legal,
  financial and security matters lay within the U.S. Federal System
  - Examples include: Banking, Securities, Military, Legal, Monetary
- Since 1952, many U.S. corporations have relocated to Puerto Rico
  for tax benefits allowed by Congress as economic incentives for the Island





#### **General Overview**



#### Global Custodian Services

- Multi-currency accounts: USD, EUR, CHF, AUD, GBP, CAD, BRL, HKD, among many others
- Safekeeping, acquisition, maintenance and disposition of assets
- Institutional pricing and access to global securities
- Record-keeping, reporting and valuations
- Strict governance and enforcement of US banking and financial regulations (AML, BSA / OFAC)



Client Relationships

- Accounts for retail and institutional clients
- Servicing high net worth individuals, external asset managers, trusts (US and foreign), investment funds and corporate clients
- Private banking and professional service that follows US regulatory guidelines



Custodian Relationships

- Custodian relationships and access to global markets: US and European broker dealers and asset managers
- Custody of equities, fixed income securities, ETFs, mutual funds, UCITs, hedge funds, structured products, precious metals
- Same day foreign exchange transactions (T + 0)
- Platform allows Vauban to access standard and unique transfer agents in Europe and across the globe



# Corporate Relationships

#### Investment Advisory – Vauban Wealth Management

- Vauban International Bank (VIB) maintains a relationship with Vauban Wealth Management (VWM), an SEC registered
  Investment Advisor based in Puerto Rico, USA
- VWM may provide a full spectrum of securities and investment advisory services
  - Discretionary and Non-Discretionary client mandates
- VWM's owner and manager has over 20 years of investment and securities experience

#### Asset Management - Citadel Finance

- VWM has a close relationship with Citadel Finance to allow its Clients to access a broad pool of investment vehicles
- Citadel Finance is a global wealth and asset manager with various investment strategies and products for its clients
  - Specifically focused on family offices and high net-worth individuals and institutions
- Large diversified Investment Pool including 21 open-ended funds that invest across different asset classes, industries, currencies, geographies and securities





MANAGEMENT

# Office and Corporate Location

#### Main Highlights

- Corporate office located in the heart of the San Juan Metro Area
- Center of major banks and insurance companies
- Providence Software innovative banking technology and platform used by many financial and insurance firms









# 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, Director

Mr. Vidal is the current General Manager and Director 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.