# Top 30 Movers and Shakers in LatAm Private Banking & Wealth Management

Produced in conjunction with:

## PRIVATE BANKING Latin America 2013



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## Who are the most influential people in Latin American private banking and wealth management?

That is the question we asked our Total Asset community and global private banking and wealth management database in order to select our top 30 "Movers and Shakers."

The movers and shakers highlighted in this report were nominated for excellence in relationship management. Other skills also highlighted included:

- Estate planning
- Wealth preservation
- Portfolio management

This year we are delighted to celebrate representatives from over 23 private banks from 12 different countries.

Thank you to everyone who helped us compile the list, and congratulations to the top 30!

Turn the page to view the list which is presented in *alphabetical* order by first name. Please feel free to share this report with your colleagues.



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P.S. Think we missed a top mover and shaker? Let us know, we'd love to hear from you!



## **Alfonso Baigorri**

Managing Director

J.P. Morgan Private Bank

Alfonso is best known for his excellence in estate planning on behalf of HNW Mexican families.

Prior to joining J.P.Morgan, Alfonso was in private practice with a large U.S. based international law firm for several years. Alfonso's practice focused on the development and implementation of estate plans for Mexican families with both Mexican and foreign assets. He represented multinational families in the development of worldwide income, estate and inheritance tax, international wealth preservation structures and pre-immigration international tax planning.

He was born in Madrid, Spain. He obtained a B.A. from Boston University, a Juris Doctor from Universidad Interamericana and a Master of Laws, L.L.M., in Estate Planning from the University of Miami. He is a member of The Florida Bar (Tax, Real Property Probate and Trust Sections) and the Society of Trust and Estate Practitioners (STEPS).

#### **Colombia**



## **Andres Gonzalez**

Head of Private Banking **Bancolombia** 

Andres is best known for his indepth knowledge of the Colombian wealth market. Having worked for international private banks in both the US and Colombia he is able to provide his clients with a unique local and global perspective.

Andres was appointed the Head of Private Banking at Bancolombia in 2013. Previously he was the Regional Manager of Bancolombia's Bogotá and Medellín Private Wealth practices.

Prior to joining Bancolombia, Andres was employed by Banco Santander where he served as Assistant Vice President in their Houston and Miami offices from 2006-2009.

Previously, Andres was also employed by Lloyds TSB Bank in Medellin, Colombia, as well as Miami, FL.

Andres received his certificate in Finance from EAFIT University in Medellín, Colombia



#### **Beatriz Sanchez**

Regional Head for Private Wealth Management, Latin America **Goldman Sachs** 

With over 24 years of experience, Betty is one of the best known names in LatAm wealth management. Betty recently made the move from Switzerland to Miami. Betty is Goldman Sachs' Head of Private Wealth Management in Latin America and a member of the bank's Latin America Operating Committee. She joined the firm as Managing Director in 2008.

Betty has 28 years of experience in the financial services industry, 24 of which are in global wealth management. Prior to joining the firm, Betty worked at HSBC Private Bank as Global Head of Private Banking for Latin America and a member of the Group Private Banking Executive Committee. In 1991, she joined Republic National Bank of New York (Suisse) with the responsibility of developing the Bank's Latin American business. In 1984, she joined Chase Manhattan Bank in New York. In 1986, she became Head of the Southern Cone for CMB's Private Banking Group, and was transferred to the CMB office in Geneva, Switzerland, where she held various posts in asset management and business development.

#### **Panama**



## **Carlos Araúz**

Vice Chairman of Private Banking **Towerbank** 

Carlos has spent his career in a variety of wealth markets including El Salvador, Mexico, the Dominican Republic and Panama. Towerbank has set a target to close 2013 with over US\$1 billion in AUM and Carlos has been highlighted as an instrumental figurehead in the bank's growth plans.

Carlos is a Senior Vice President at Towerbank International, Inc. in Panama. In 2010, Carlos was recognized for his contributions to Towerbank's overall success and awarded the "Espíritu Insuperable" recognition by the Bank's Board of Directors. In 2010, Carlos published "¿Qué sería de Panamá sin el dólar? in La Prensa. In 2008, Carlos was named one of the most influential businesspersons under 40 years in Panama by Capital Financiero, a regional publication. In 2005, Carlos was appointed spokesperson for an independent association of business executives in negotiations with the government which led to changes in Tax and Social Security laws. Before joining Towerbank in 2007, Carlos worked for two multinational Banks and lived in Mexico, El Salvador, the Dominican Republic, and Panama.

#### Mexico



#### **Conchita Calderon**

Head of Mexico **Canepa Management** 

Conchita has extensive experience in the Mexican UHNW market and developed a portfolio of over US\$1 bn.

Conchita has over 10 years of international private banking experience and has been with Canepa Management since early 2012 where she joined as a partner to develop the Mexico City office. Prior to this, Conchita was Senior Vice President for Ultra High Net Worth clients at Santander Private Bank in Miami where she focused on the Mexican market and led a successful team from 2001-2011. While at Santander Conchita managed a self-gathered portfolio of US\$1 billion from a group of key families, and developed and implemented wealth planning structures alongside key experts within the Bank.

Conchita has a Bachelor Degree in Law from Universidad Complutense de Madrid, and a Bachelor Degree in Financial Markets from Instituto de Estudios Bursatiles. She currently resides in Madrid, Spain.

#### Canada



## **Dan Taylor**

Vice President & Regional Director, International Wealth Management **Royal Bank of Canada** 

Dan makes the list for his team building skills and excellent industry relationships; he's been with RBC for 31 years. Dan has represented Royal Bank of Canada's Financial Group since 1982. He joined RBC in Winnipeg and began his management career in Personal Banking.

In July 2004, Dan was appointed Head of the Full-Service Brokerage Businesses in the Caribbean and Central American regions as well as Head of International Private Banking in Canada. In November 2008, Dan assumed his current role as Head of the International Advisory Businesses within Canadian International Centers.

A fellow of the Institute of Canadian Bankers, Dan holds a master's degree in International Management (MM) from McGill University.

Dan is a music enthusiast and plays in an RBC Executive Band known as the "The Performing Assets."



## **Diego Pivoz**

Head of Wealth Planning Latin America **HSBC Private Bank** 

Diego is one of the industry's best known wealth planners and has been based in Switzerland for the past 8 years. He has been serving LatAm clients for over 15 years. Diego is a Tax and Estate Planning Attorney with over 15 years of experience dealing with HNW clients in Latin America. Diego has been based in Geneva since 2005 where he is a Director at HSBC Private Bank (Suisse) SA and the Head of LatAm Wealth Planning in Europe serving Latin American clientele. He travels regularly to the whole region helping clients with their planning needs.

Prior to his current job, Diego held a number of senior management roles with the Amicorp Group in Curacao, New York and Barcelona. Prior to Amicorp, Diego started his international career with the Citco Group in the British Virgin Islands as a Trust Officer serving Latin American clients from Argentina and Brazil. Diego holds a J.D. from UBA (University of Buenos Aires, Argentina) with specializations in Commercial and Corporate Law.

#### Brazil



#### **Emerson Pieri**

Head of Wealth Management **Haliwell Bank** 

Emerson is one of the best connected private bankers in LatAm. In addition to being Head of Wealth Management at Haliwell Bank, he is also President of the Latin Bankers Association where he is well-known by his industry peers for his daily wealth management industry news updates.

Emerson is a Lawyer, with a degree from the Universidade de Sao Paulo, and an MBA from McGill University in Canada. He is currently Head of Wealth Management for Latin America at Haliwell Bank.

He oversees US\$ 1.5 billion AUM. A majority of his clients are commodities producers in the Southern Cone.

He is also the Founder of Brazil Business Friends (www.bbfnet.org), a member of The International Private Bankers Association and the President of The Latin Bankers Association (www.latinbankers.com). Previously he has worked for institutions including: Banco Nacional, Crédit Lyonnais, Siemens, Merrill Lynch, JFE Hottinger & Co.



#### Ernesto de La Fe

Managing Director

Morgan Stanley Private Wealth

Ernesto was nominated for his extensive wealth management experience in Latin America. He joined Morgan Stanley Private Wealth in 2006 where he opened the Miami office.

Ernesto has been Managing Director and Head of Latin America of Morgan Stanley since September 5, 2006. He served as Managing Director for the Investment Management Division and Head of Business Development for Latin America for Lehman Brothers, where he developed Lehman's offshore asset management distribution strategy with high net worth individuals and family offices, and served as a senior relationship manager in Latin America and the U.S. Hispanic market. He joined Lehman Brothers in 1994. He continues to be active in promoting Hispanic diversity within the financial services industry. He served as Vice Chairman of the Miami Dade Public Health Trust, and on the board of the New America Alliance Institute in Dallas.

#### **Uruguay/ Argentina**



## Gabriela Vázquez

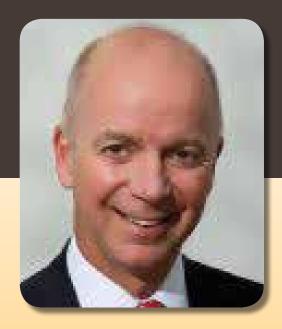
Head of UBS Advisory Office, Uruguay **UBS Wealth Management** 

Gabriela is the go-to wealth manager for Argentinean and Uruguayan clients. She has been recognized by her peers for her client relationships in the Southern Cone. She works in the only UBS office in South America that offers advisory services. Gabriela heads the UBS Advisory Office in Montevideo which offers advisory services to Argentinean and Uruguayan clients. She has been in the industry for more than 20 years and achieved recognition out of her strong leadership and client-oriented strategic approach.

Gabriela is an Executive Director and heads the Advisory Office of UBS AG in Montevideo. She joined the company in 2011 with 20 years of experience in the financial industry. She studied Economics and is a Public Accountant. She also holds FINRA licenses.

Before joining UBS, she was the Private Banking Head of Credit Agricole's Bank in Uruguay, responsible for the onshore and offshore private banking business and member of the Bank's Executive Committee.

Until 2006, she worked for ABN Amro where she was the Head of Personal Banking and Van Gogh Preferred Banking (high end affluent segment) and member of Senior Management Committees. She contributed to the development of the Van Gogh Preferred Banking franchise in Asia and South America and led its implementation in Uruguay, Brazil and Chile.



## **George Crosby**

**HSBC Bank International** 

George is highly respected for his comprehensive experience working with investors all over LatAm as well as his in-depth market knowledge on Brazil. Recently George became President of the board at FIBA.

George de F. Crosby is a Managing Director and President of HSBC Bank International. In this role, he is responsible for all private banking activity related to Latin American clients in the U.S. Previously, Crosby served as Miami-based Group Head for Brazil at HSBC Private Bank International. overseeing a team of bankers in Miami and New York. He is President of the Board for the Florida International Bankers Association (FIBA). For the past eight years, Crosby has also chaired the Wealth Management Committee at FIBA. Mr. Crosby has more than 28 years of experience in international private banking. Before joining HSBC, he was the Head of the Private Bank for Latin America at ABN AMRO and served as General Manager for the bank's Miami office from 2000 to 2004. Previous to that, Crosby was a Managing Director, at Banco Itau Europa Luxembourg, responsible for building and managing Itau's International Private Bank. In 1995, he was the General Manager and a Senior Vice President for Bank of Boston in New York and responsible for the International Private Banking business for Brazil and the Southern Cone. He spent several years working and living in New York, Sao Paulo and Boston where he began his international banking career in Bank of Boston's management trainee program in 1983. Mr. Crosby holds a B.A. in History/Spanish from the University of New Hampshire and spent two years studying at the Universidad de los Andes in Bogota, Colombia. He is married with three children and currently lives on Miami Beach.

#### **United Kingdom**



## **Gerald Aquilina**

ex-Vice Chairman, Global Emerging Markets **UBS Wealth Management** 

Gerald is one of the industry's top talents. He has C-Level and senior management experience at UBS, HSBC, Barclays and Merrill Lynch on a variety of markets from the Middle Fast to Latin America. Gerard currently serves on the Advisory Boards of Avington Financial Ltd., an independent London-Monaco merchant banking firm; among others. In addition, he is an advisor to several prominent global families in Latin America and the Middle East, two regions where he has had substantial experience.

Gerald has held senior management positions at Merrill Lynch, HSBC, Barclays and UBS (where he most recently served as Vice Chairman overseeing the bank's relationships with key clients in Global Emerging Markets). At Merrill Lynch, he was Global Head of Sales & Marketing in New York, Global Head of International Trusts and Succession Planning in London, Country Head for Private Banking in Brazil, and head of Latin America marketing for Merrill Lynch International Bank in London. At HSBC in New York, he served as CEO for Canada, the US and Latin America. And at Barclays, he was head of EMEA and Latin America and later served as Vice Chairman.

#### **Switzerland**



#### **Guilhermo Morales**

Head of Brazil **Barclays Geneva** 

Guilhermo has been recognized for his key role in the Swiss market serving LatAm HNWIs.

Guilhermo is a Vice President, for the Wealth and Investment Management Group at Barclays Bank (Suisse) S.A in Geneva, Switzerland. He has more than 17 years of Private Banking experience. Previously he has worked at Millennium BCP, Millennium Banque Privee, Wells Fargo (Wachovia Securities), Citibank, Merrill Lynch, and Pierce, Fenner and Smith. He manages the assets of HNW Brazilian Families. He has a BA in Economics from Ponticifia Universidade Catolica de São Paulo (PUC-SP) and an MBA in Finance from USP.



#### **Isabelle Wheeler**

Head of Sales, Senior Vice President **BNP Paribas Wealth Management** 

Isabelle is well known in Miami and throughout Latin America for being committed to growing BNP Paribas' client base and as an expert on regulatory and tax challenges. Isabelle currently serves as Senior Vice President and Head of Sales at BNP Paribas. She has over 25 years experience in private banking for Latin American clients, in both relationship management and investment management. She received a BA from the University of Virginia, and holds the CFA designation and FINRA licenses 4, 7 and 24. She is currently a member of the Board of Directors of FIBA (Florida International Bankers Association) and is a former president of CFA Miami and a former director of the Miami Bond Club.

#### **Mexico**



#### **Javier Diez Jenkin**

Head of Affluent and Private Banking **BBVA Bancomer** 

Javier has been nominated for his role in the Mexican private banking market. Recently Javier was in the news regarding BBVA's alliance with Franklin Templeton.

Javier began his career as a financial analyst at Inverméxico Casa de Bolsa as a debt markets and equity trader. He directed the international area of BBVA Probursa. Later he was in charge of the affluent segment in Bancomer Casa de Bolsa.

He has held various leadership positions such as the Chair of the advocacy Committee and member of the Justice Committee of the AMIB (Asociación Mexicana de Intermediarios Bursátiles).

He is currently the Head of Affluent and Private Banking at BBVA Bancomer in Mexico, with a presence in 44 cities in Mexico through 57 offices.

BBVA Bancomer is the largest Private Asset Manager in Latin America with over US\$ 25Bn AUM.

#### **Chile**



## **Jorge Cristoffanini**

Head of Private Bank **BCI** 

Jorge has experience at Citi, Rabobank, HSBC and more, having been in the industry for over 30 years. Jorge was nominated for his commercial and professional capability. Jorge has been Head of BCI Private Bank since November 2008.

This unit advises HNWIs, family business, investment companies, and corporate businesses at a holdings level.

Jorge holds an MBA from the Universidad de Chile. He has been in the banking industry for around 30 years.

He has held various positions in Corporate Finance and/or Private Banking at Citi, Chase Manhattan Bank, Rabobank and HSBC.



## **Jose Luis Llamas**

Managing Director, Co-Head of Wealth Management LatAm **Deutsche Bank** 

Jose Luis has been recognized for his in-depth market knowledge and large client base in Mexico.

Jose joined Deutsche Bank in 2000. He is currently co-Head of Wealth Management for Latin America and a member of the firm's Wealth Management Americas Executive Committee.

Previously, Jose served as the Representative Officer of Deutsche Bank AG Mexico.

Before joining Deutsche Bank, he was the Founding Partner of Fortum, a Mexico City-based family office business.

Jose Luis began his career at Acciones & Valores de Mexico.

He has a Bachelor's Degree in Business, and Master's Degree in Business from Universidad Anahuac.

#### **Chile**



## **Juan Carlos Ojeda**

Head of Wealth Management **Banchile Inversiones** 

Juan Carlos is well known for his founding role at Banco Penta and his current role at Banchile.

Juan Carlos is the Head of Wealth Management for Banchile Inversiones, which is the investment branch of Banco de Chile, the biggest Bank in Chile.

Prior to joining Banchile, he was part of the foundation team of Banco Penta.

He has more than eleven years in the Chilean financial services industry. He earned a BA in Ingeniero Civil de Industrias and an MBA from Pontificia Universidad Catolica in Santiago, Chile.

#### **Switzerland**



#### **Klemens Zeller**

Executive Director, Wealth Advisor J.P. Morgan (Suisse) SA

Klemens has over 18 years of experience in Zurich, Nassau, New York, Miami and Geneva. His favorite quote is by Mark Twain: 'If you tell the truth, you don't have to remember anything.'

Klemens is a wealth advisory professional with over 18 years of experience in advising UHNW families who originate in Latin America on wealth preservation and wealth transfer solutions in a multi-jurisdictional context. He has worked at several global financial institutions in Zurich, Nassau, New York and Miami. He is presently based in Geneva.

Klemens earned a bachelor's degree in business administration from the KV Zurich Business School in Zurich in 1997 and became a Certified Financial Planner (CFP®) in 2003.

Klemens was also a top-ranked artistic gymnast and is internationally qualified to judge men's gymnastics. In his free time, he enjoys watching most sports, riding his bicycle and playing tennis.

#### **Mexico**



## **Manuel Torroella**

Head of Private Bank **HSBC Mexico** 

Manuel is a well-known figure in the Mexican market and has over 33 years of experience in the financial sector.

Manuel has an Engineering degree and an MBA. He has worked for more than 7 years in the industrial sector and 33 years in the financial sector with experience in corporate, commercial and private banking with Banamex-Citi, Bital, and HSBC.

He has served as Head of HSBC's Global Private Bank in Mexico since the business was launched in 2006.

He also serves as a member of several internal HSBC committees, and as a board member for several Mexican companies and altruistic institutions.

#### **Chile**



#### **Marcos Frontaura**

Managing Director

Santander Private Banking Chile

Marcos has been nominated for his excellent leadership and has been instrumental in Santander being voted as Euromoney's 'Best Private Bank in Chile 2013'.

Marcos is a 49 year old Comercial Engineer with a major in Administration. He graduated from the Universidad Católica de Chile.

In 1987, he joined Banco O'Higgins working as the Manager of Major Companies and thereafter from 1995 to 1997 as Manager of The Real Estate Division.

Additionally he has been a board member of "Santiago Asesorías S.A.", "Santiago S.A. Administradora de Fondos de Inversión" (Investment Funds.

Since December of 2007, he has been Director and Manager of Santander Private Banking.

He is also a board member of "Fundación Arturo López Pérez."

#### **Puerto Rico**



#### **Maria Quintana Roman**

Senior Vice President, Head of Wealth Management **Banco Popular de Puerto Rico** 

Maria heads up the wealth management division at Banco Popular de Puerto Rico and is one of Puerto Rico's best known wealth managers. During her 23 year career, Maria has worked in various divisions of Popular Inc, with excellent performance. After the merger between BPPR and Banco de Ponce, she became part of the Popular team where she has served in various roles in both Corporate Banking – Commercial Credit and Cash Management. Currently, Maria is the Senior Vice President and Manager of the Wealth Management Division.

Maria is member of the Association of Professionals in Finance, part of the Advisory Boards of: the Interamerican University of PR, the Caribe Girl Scouts Council, the Ronald McDonald's Foundation Puerto Rico Chapter, the Civic Club Ladies' of PR and an adult member of Troop 42 of the Boy Scouts of America Puerto Rico Council (BSA). She also is the merit badge advisor for BSA and obtained the Wood Badge which is the most advanced training available to Boy Scout Leaders.



#### **Patricio Eskenazi**

Chief Investment Officer Private Bank **Banco Penta** 

Patricio manages more than US\$ 3Bn AUM, and has a wealth of experience in the Chilean market. He is often interviewed on CNN Chile for his economic and investment predictions.

Patricio is responsible for the investment decisions for the Private Banking Division at Banco Penta, where he helps manage more than US\$ 3Bn.

With more than 12 years of experience, Patricio joined Banco Penta in 2010. Before 2010, he was portfolio manager at a local family office; a lecturer of different courses in the finance and economic field, and a consultant for different organizations (AFC Chile, IADB, ILO, among others).

Patricio graduated from the Universidad de Chile as a commercial Engineer (economics). He also holds a Ms in Finance from the University of Chile, and a Masters in Public Policy (MPP) from the University of Chicago.



## **Paul Arango**

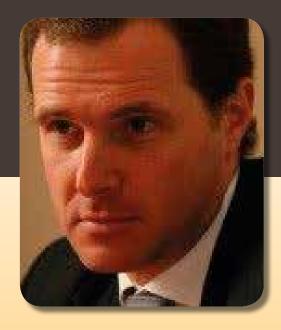
Managing Director Private Banking Latin America **Credit Suisse** 

Paul has been with Credit Suisse since 2001, having previously been at Goldman Sachs. He was nominated for his strong leadership ability. Paul is a Managing Director at Credit Suisse in the Private Banking & Wealth Management division, based in Miami. He is the Head of PB LatAm US, and a member of the PB USA Managed Investment Products Committee. He has also served as a member on the Managing Director Evaluation Committee (MDEC) since 2010.

Paul joined Credit Suisse in June 2001 from Goldman Sachs where he was a Vice President in the wealth management division, servicing private banking clients in Florida and Latin America.

Paul received his M.B.A. in 1985 from Stanford University where he was an Arjay Miller Scholar. He obtained a B.S. in Electrical Engineering in 1980 from Rice University where he graduated summa cum laude.

#### **Brazil**



## **Renato Cohn**

Co-Head Wealth Management **BTG Pactual** 

Renato was nominated for his technical knowledge and for his leadership role at BTG Pactual, where he is one half of the duo leading the wealth management business.

Renato joined Pactual in 1999 and today is co-Head of BTG Pactual's Wealth Management Group.

Previously he was Head of Products and Services for the Wealth Management division of UBS Pactual.

Prior to that he worked at Banco Matrix as a trader of domestic interest rates on the proprietary desk.

Renato holds a B.S in Industrial Engineering from Escola Politécnica at the University of São Paulo.

#### **Panama**



#### **Ricardo Zarak**

Head of Private Banking **Banco Prival** 

Ricardo is one of the founders of Prival Bank in Panama and has been nominated for his business development skills and market knowledge. Ricardo is one of the founders and key shareholders of Prival Bank, a Panamanian Bank focused on Investment and Private Banking for Central American clients. He has over 15 years of experience in trading, advising and portfolio management for both individuals and institutions.

Currently, he acts as Head of Private Banking, managing a team of twelve (12) advisors and a total of thirty (30) executives. The team manages over USD 1.5Bn AuM and over 2,000 client relationships. Ricardo also runs Banco Prival's asset management division with two public mutual funds (Prival Bond Fund and Prival Multistrategy Income and Growth Fund) with assets over USD 110Mn. Prior to Prival, Ricardo worked for over nine (9) years at Banistmo (the largest financial institution in Central America which later was acquired by HSBC), where he acted as Head of Asset Management.



## Rogerio Pessoa

Managing Partner, Wealth Management **BTG Pactual** 

Rogerio is one half of the duo leading the wealth management business at BTG Pactual. He has been key in leading their organic growth strategy and has been with the firm for 15 years. Rogerio has 20 years of experience in the Private Banking industry. He joined Pactual in 1998 and became a partner in 2004. He has been either Head or co-Head of Wealth Management since 2004.

Prior to Pactual, while in New York, he worked for Delta Bank as Vice President of Private Banking and for Prudential Securities as a broker in the International Client Accounts Division.

He is also heads up several committees for Anbima, The Brazilian Financial and Capital Markets Association.

#### **Mexico**



## **Salvador Sandoval Tajonar**

Head of Private Banking **BBVA Bancomer** 

Salvador is well known for his in depth knowledge and experience working with HNW Mexican clients. He is now head of private banking for BBVA Bancomer, and has been directly involved with the firm's recent strategic alliances. Salvador started his Banking career as a Stock Broker in 1996 at BBV Probursa. Later he became the manager for BBV's Affluent and Private Banking office in Mexico DF. After that he became the Regional Manager for the same segment.

Salvador ventured into the retail segment and later led the commercial banking segment. Most recently he has helped launch and lead the Mass Affluent segment within BBVA Bancomer.

Salvador recently became the Head of the Private Banking Segment, with 28 Offices and USD 17Bn AUM.



## **Sergio Alvarez-Mena**

Senior VP, Branch Director **Morgan Stanley Wealth Management** 

Sergio currently heads Morgan Stanley's Coral Gables office and is a well-known figure in LatAm wealth management. He was nominated for his leadership and cross-border experience. Sergio is currently a Senior Vice President and heads Morgan Stanley's Coral Gables Florida office. He formerly headed its International Private Client segment. Prior to joining the firm's management team, he was lead counsel for the Private Wealth Management division, as well as lead counsel for all U.S. based cross-border businesses including the Latin American division, and its New York, Geneva, Miami, and Sao Paulo offices.

Before joining Morgan Stanley & Co. in December 2008, he served as lead counsel to Merrill Lynch International Latin America Private Client division and Merrill Lynch Bank & Trust (Cayman) Ltd. From 1989 through 2000, he was an equity partner of Morgan Lewis & Bockius specializing in cross-border matters and the representation of financial institutions in those matters.

#### **Uruguay**



## **Valerie Schuhl**

Managing Director, Corporate & Private Banking Head **Banque Heritage Uruguay** 

Valerie is a pioneering figure in Uruguayan wealth management and leads the private banking efforts at Banque Heritage, which is the only bank to offer private banking in Uruguay. She has expert knowledge and is well known in the Uruguayan banking system, owing to over 22 years at Citibank previously. Valerie currently holds the position of Managing Director, Corporate and Private Bank Head at Banque Heritage – Uruguay, having joined the bank in 2010. With a vast experience of over 18 years in the financial sector, she has held local and regional senior management positions at international banks including being Senior Credit Officer and Country Risk Manager at Citibank Uruguay. She also held COO & CFO positions in other industries. She graduated with a degree in Finance from the University of Geneva and holds an M.B.A. from the Business Studies Institute of Montevideo (I.E.E.M.).

## Other individuals also nominated....

Alexander G. van Tienhoven, CEO, Wealth & Investment Management Mexico & LATAM, Citi (Mexico)

Pablo Mancera, Head of Private Banking, Mexico, Banco Santander (Mexico)

Rafael Moscarella, Head of Private Bank, HSBC (Panama)

Adriana Pineiro, Executive Director, Morgan Stanley Wealth Management (USA)

Richard Diego, Head of Latin America, RBC Wealth Management (Uruguay)

Nicolas Bergengruen, Head of Latin America, UBS Wealth Management (USA)

Daniel Esslinger, Head of Latin American Relationship Management and Distribution in the Americas, Barclays (USA)

Patricia Dibos, Head of Private Banking, Banco De Credito (Peru)

Patricia Tsuda, Head of Wealth-Scotia Bolsa, Scotia Fondos, Private Banking, Scotiabank (Peru)

Gonzalo Córdova, Head of PB, Larrain Vial (Chile)

Roberto Martins, Managing Director, Latin American Investment Counselors, Citi Private Bank (Brazil)

Jorge Rodriguez, CEO, Mexico, Credit Suisse (Mexico)

Rogerio Lot, Head of Private Banking, Banco do Brasil (Brazil)

Ricardo Tzichinovsky, Head of Private Bank Chile, HSBC (Chile)



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## We'd love to meet you too...

#### PRIVATE BANKING Latin America 2013

20-21 November 2013
Trump International Beach Resort, Sunny Isles, FL

Come and meet 14 of the Top Movers and Shakers at the Private Banking Latin America event!

The 7th Annual Private Banking Latin America conference is co-located with the Americas Family Office Forum. Join 350 wealth managers, private banks, HNWIs and family offices from Latin America, the US and Switzerland.

#### 3 reasons this is the one must attend event for wealth managers in LatAm:

- 1. **FAME** Hear keynote Frank Abagnale, the inspiration for the hit movie 'Catch Me If You Can' and one of the world's most infamous former con-men talk about how to protect your wealth
- 2. **FOCUS** Interact with other leaders in wealth management by participating on specific roundtable topics that fit your focus: topics range from tax issues in specific Latin countries to private equity investment opportunities to addressing how family offices should work with private banks
- 3. **FUN** network with delegates at the 007 Beach Party!

To learn more and see an attendee list, visit the website at terrapinn.com/pblatam

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