



Paolo Martin O. Bautista

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Work Experience

2010 to
Present

STI Education Systems Holdings, Inc., Manila, Philippines

Chief Investments Officer, Head of Corporate Strategy and Risk Management

- Responsible for assisting the Company with developing, communicating, executing, and sustaining corporate strategic initiatives.
- Provides advise to the group on M&A transactions as well as acquisitions and disposals of assets.

Member of the Board of Directors of Various listed and non-listed companies, namely:

- **Leisure & Resorts World Corporation**, *Director and member of the audit committee*
- **Maestro Holdings Inc.**, Manila, Philippines, *Director*
- **Philplans First Inc.**, Manila, Philippines, *Director*
- **PhilhealthCare Inc.**, Manila, Philippines, *Director*
- **Philippine Life Financial Assurance Corporation**, *Director*

2010

Citigroup Global Markets Asia Pacific Limited Philippine Representative Office, Manila, Philippines

Director, Chief Representative, Global Investment Banking

- Responsible for building the equity capital markets and M&A advisory business of the firm in the Philippines.
- Worked with the fixed income structuring groups in the region to expand the firm's trading platform and increase the product offering to Philippine clients.
- Tasked to develop new relationships with clients and expand the bank's coverage.

2008 to
2009

Academic Solutions Inc., Manila, Philippines

Director

- Developed the plan for the Philippine rollout of Tutoring Club, a US-based educational franchise.
- Organized the management team for the expansion of the Tutoring Club franchise in the Philippines.
- Formulated and implemented the marketing strategy for the Philippine franchise.

2000 to
2007

Credit Suisse (Hong Kong) Limited Philippine Branch, Manila, Philippines

Vice President, Global Markets Solutions Group, Investment Banking Division

- Advised Philippine clients on Mergers & Acquisition and other advisory mandates in the Philippines.
- Marketed the debt and equity capital markets, liability management and leveraged finance capabilities of the firm to the top tier corporations and financial institutions in the Philippines.
- Responsible for developing the structured lending, as well as the credit, foreign exchange, interest rate and equity derivatives business of the firm in the Philippines.
- Worked extensively with banks and corporates on their hedging and risk management requirements.
- Tasked with the development of the sales of structured credit, interest rate, foreign exchange and commodity linked investor products business in the Philippines.

1995 to
1998

Feria FERIA Lugtu La O' Noche Law Offices, Manila, Philippines

Associate

- Acted as the legal advisor to the Philippine government on the privatization of several government-owned corporations.
- Assisted in the documentation of the prospectus, the registration statement, and other documents relating to the primary and secondary offering of shares by Philippine clients.
- Advised clients on the acquisition of Philippine companies and conducted due diligence.
- Assisted clients in negotiating and drafting joint venture agreements.

Education

1999

Hult International Business School (formerly Arthur D. Little School of Management), Cambridge, MA

Master of Science in Management

1995

Ateneo de Manila University College of Law, Manila, Philippines

Juris Doctor, Dean's List

1991

Ateneo de Manila University College of Arts & Sciences, Manila, Philippines

Bachelor of Arts. Major in Political Science