

## Michael Wrede – Profile

### Professional Profile:

- Entrepreneurial leader with an extensive international network, management experience in multi-cultural environments, with a track record of building high performing teams and businesses that deliver high quality growth and profitability. Strong emphasis on staff development and culture
- Former CEO of NBAD/FAB Private Bank (Suisse) SA, a Swiss private bank based in Geneva, and of the UK and Jersey private banking activities of ABN AMRO based in London. Member of the Management team and sector head for Credit Suisse private bank in the UK. Held senior management positions on the product side of the German private banking subsidiary of ABN AMRO in Frankfurt. Worked for ABN AMRO in London, Amsterdam and Vienna in investment banking (Structured finance, Financial Engineering & Corporate Finance) in deal origination and execution roles
- Results focused with an international network and strong industry and product knowledge across:
  - International and Onshore Private Banking
  - Asset Management,
  - Private Markets
  - Corporate & Investment Banking
- Proven ability to develop and successfully implement organic and non-organic growth strategies in the Private Banking/Wealth Management sector in multiple countries and regions
- Currently independent focusing on Private Markets investments and consulting in the PE and VC, technology, real estate, thematic and blockchain sectors (strategy & business development)

### Key Skills:

- **Building and Growing Businesses** – Extensive track record of building and/or turning around businesses and putting them on sustainable and profitable growth path
- **Strategy Development and Execution** - Responsible for defining and successfully executing organic and non-organic growth strategies for onshore and international private banking businesses in European and GCC/MENA markets. Proposed a sub-Sahara private banking strategy at an employer.
- **People Management & Development** – extensive experience of all aspects of people management and with a strong focus on staff development and mentoring, and in implementing culture change
- **Business Development** - Extensive experience in business development, client origination, sales and sales management and transaction execution in private banking and investment banking. Both directly with own client book, and in providing support for private bankers to effectively originate and close new business, and in Senior Banker/Executive Involved roles to support UHNW relationships internationally
- **M&A** – Extensive experience in acquisition and sales of private banking businesses, both legal entity and asset deals, and post-acquisition integration
- **Deal Closing** – Extensive experience of originating and closing complex transactions in the investment banking sector (debt, equity and derivatives). Considerable experience sourcing and closing new client relationships in private banking, both in a direct role and whilst actively supporting the private bankers.
- **Operational and Governance Processes** - Broad experience of operational processes for risk management, compliance and sales, as well as governance matters
- **Investments, Products and Services** - Comprehensive knowledge of public market investments across all asset classes, as well as of private markets and wealth structuring. Private markets sector focus has been on technology direct investments, blockchain infrastructure, private equity and debt, asset backed and real estate investments, and lending solutions.
- **Investment Banking and Corporate Banking** – Extensive knowledge and experience in corporate finance, M&A, structured finance, trade finance, and with corporate banking
- **Client Management and Counselling** - 25+ years' experience in leading direct client management and relationship development in investment banking and private banking, of which 20+ years' experience in advising UHNW Private Banking and Family Office regarding investments, family governance issues, and wealth structuring in the GCC/MENA and key European markets including the UK, Germany, Switzerland, and the Nordic countries
- **Multi-lingual:** native English, German and Swedish speaker with business level French