

## **Michael Wrede**

### **Professional Profile:**

- Leader with extensive international experience and a strong track record of building high performing organisations and growing businesses in multi-cultural environments
- Result focused with in-depth knowledge of Private, Corporate and Investment Banking and Trade Finance, and strong operational expertise across Governance/Organisation, Credit, HR, Compliance, Finance, Risk and IT
- Proven ability to develop and successfully implement organic and non-organic growth strategies
- In depth knowledge of key onshore and offshore European and Middle Eastern Banking markets
- 15 years + experience advising UHNW individuals and families

### **Professional Experience:**

#### **Cavendish Family Office, London**

**2018 -**

##### **Advisor to Founder & CEO**

- Advisor to the Founder & CEO on corporate strategy, client origination, transaction origination and execution, with a focus on Real Estate investments/divestitures and financing, Pre-IPO's and direct investments and M&A
- Developed and currently implementing acquisition driven growth strategy for Cavendish Family Office. Identified the target company, leading the co-investor search and managing the acquisition process

#### **FAB/NBAD Private Bank (Suisse) SA, Geneva**

**2011 - 2018**

National Bank of Abu Dhabi (NBAD) and First Gulf Bank (FGB) merged in 2017 to create First Abu Dhabi Bank (FAB).

#### **Managing Director, Country CEO Switzerland & Head of Private Banking**

**2013 - 2018**

- Direct reporting line to the Group EXCO member responsible for the Global Wealth Division and the Head of International Division. Member of the Global Private Banking Management Team.
- Managed Private Banking and Trade Finance business lines with over 50 staff, and Bank revenues of over US\$ 40mln
- Restructured and grew the Private Banking business resulting in a scalable platform with a class leading compliance culture that delivered threefold Private Banking AuM growth from US\$ 700mln to over US\$ 2bln, RoA growth from 47bp to 115bp, and revenue growth from US\$ 3.5mln to US\$ 23mln in six years

#### **Deputy CEO & Chief Marketing Officer**

**2011 - 2013**

- Responsible for Private Banking, including all Private Banking product departments, Trade Finance and Sales Management, as well as for the NBAD Group Jersey based Trust business
- Worked closely with the Head of NBAD Global Wealth Division in setting the Private Banking strategy
- Tasked with developing the Private Banking international growth strategy

#### **Credit Suisse, London**

**2010 - 2011**

##### **Director, Sector Head Entrepreneurs & Executives**

- Direct reporting line to the CEO Private Banking UK
- Brought in to develop and implement the strategy of Credit Suisse Private Banking in the UK, and provide the management experience and leadership to realise the aggressive organic growth targets of the business

#### **Altor Wealth Management, London**

**2009 - 2010**

##### **Founder**

- Altor Wealth Management was an UHNW Investment management start up. Brought in a leading independent German institutional and retail fund asset manager as a partner

#### **Corporate Consulting, London**

**2008 - 2009**

- Active on a range of real estate sell side mandates in the UK and Caribbean
- Undertook strategic advisory mandates in the asset management and IP sectors

## **ABN AMRO Group**

**1991 - 2008**

### **ABN AMRO, London**

**2006 - 2008**

#### **Executive Director, Head of Private Clients British Isles**

- CEO of the UK and Jersey private banking business managing 125 people, with revenues in excess of GBP 20mln and GBP 2.8bln in AuM. Successfully restructured the existing business
- Initiated an acquisition led growth strategy to achieve a leading position in the UK Private banking market. Post ABN AMRO Group takeover announcement initiated and led the sale of the ABN AMRO UK Private Banking business to SG Hambros. Member of the European Growth Markets Private Banking Management Team.

### **Delbrück Bethmann Maffei AG**

**2004 - 2006**

#### **Senior Vice President, Head Wealth Advisory**

Delbrück Bethmann Maffei was the private banking subsidiary of ABN AMRO in Germany

- Headed a team of 38 staff responsible for the Product and Advisory services and Deputy Head Discretionary Portfolio Management & Research
- Established a dedicated product advisory team focusing on bespoke investment solutions for UHNW clients. Gathered EUR 700mln in assets in the first year.
- Member of the management team reporting to the Board Member responsible for Products and Clients

### **Delbrück AG, Frankfurt**

**2003 - 2004**

#### **Senior Vice President, Head Product Marketing & Third-Party Products**

- Responsible for the selection and marketing of all in house and third-party products and services
- Set up the structured products and alternative investments team which grew annual revenues from €1.5mln to €24.5mln in 4 years
- Co-responsible with the Head Client Marketing for all the sales management activities
- Key member of the management team which drove the acquisition and integration of Bethmann Maffei bank acquisition added over €3.5bln in assets

### **ABN AMRO, Frankfurt**

**2001 - 2002**

#### **Head Product Management**

- Head of Products for ABN AMRO Private Banking in Germany
- Member of the Executive Committee working closely with the CEO on strategy development and execution
- Key member of the team that initiated and executed the acquisition and integration of Delbrück. Acquisition more than doubled assets to over €7bln, and was a landmark acquisition for ABN AMRO Private Banking

### **ABN AMRO, London**

**2001**

#### **Vice President Chemicals Group**

- Responsible for the origination for all investment banking products and services for the chemicals industry coverage group

### **Vice President, Structured Debt & Equity Group**

**1999 -2000**

- Arranger of cross border funding and investment structures for ABN AMRO's Global Key Clients.
- Worked on transactions with total value exceeding £1bln

### **ABN AMRO, Amsterdam**

**1996 - 1998**

#### **Assistant Vice President, Structured Debt & Equity Group**

- Arranger of cross border funding and investment structures for ABN AMRO's Global Key Clients
- Arranged ABN AMRO's first \$1bln structured debt funding structure for a leading S&P 500 corporation generating US\$ 25mln in revenues
- Responsible for Nordic markets (Sweden, Finland & Denmark)

### **ABN AMRO BANK, Vienna**

**1991 - 1996**

- Manager Structured Finance Unit. Established innovative trade financing programme in the CIS and partnered up with the IFC to deliver it
- Investment Manager Private Banking Department, managing HNW and UHNW clients
- Analyst Corporate Finance Unit. Worked on a range of M&A and structured financing transactions

**Education:**

MBA, Cranfield University School of Management

1998 - 1999

Law, LLB Honours, King's College, University of London

1987 - 1990

**Languages:**

English, Swedish, German:

Mother Tongue/Native Speaker

French:

Conversational

Dutch, Finnish:

Working Knowledge