

*A Bahamian Bank with a Swiss
Heritage and New York DNA*





Our Vision

Our vision is a bank inspired by thinking differently. Private Investment Bank is the bridge between a robust Private Bank and the modern dynamic financial services model that is constantly pursuing inside and outside opportunities.

Our bank must change the negative perception of offshore banking, by building a modern financial institution that leverages the benefits of this jurisdiction to compete with global financial centers such as Switzerland, The United Kingdom and The United States. We want our high net worth clients and independent asset managers to choose Private Investment Bank not just as a depository bank but as a true global player that brings a solid alternative to multi-jurisdictional asset protection, goals-based wealth management, credit and managed solutions.

Private Investment Bank is a private bank for entrepreneurs, brokers and independent asset managers that stand for integrity, trust and long-term commitment.

A Bahamian bank that is about transparency, accountability and close connection to the United States' financial sector.

Private Investment Bank Limited

A Bahamian Bank with a Swiss Heritage and New York DNA



The Bank

- Bank History:
 - Bank Worms & Co. International Ltd. 1984
 - Demachy Worms & Co. International Ltd. 1991
 - W & P Bank & Trust Company Ltd. 1996
 - Private Investment Bank & Trust (Bahamas) Limited 1998
 - Private Investment Bank Limited 2000
- Fully licensed bank in Nassau, under the supervision of the Central Bank of The Bahamas since 1984.
- In April 2018, IPG Securities Asset Management Limited acquired 85% of Private Investment Bank from Banque Cramer & Cie.
- USD 1.5 Billion in assets under management.



The Team

- Over a century of experience in Private Banking and Wealth Management bringing the excellence of Swiss banking and the innovative and fast moving entrepreneurial spirit of Wall Street.
- Mr. Carlos J. Molina and Mr. Jorge A. Carreras, founders of IPG Securities Asset Management, are highly successful Wall Street executives with many years of experience as Financial Advisors and Senior Managers at firms such as Citibank, Merrill Lynch & Co, Morgan Stanley, and Barclays; who have successfully leveraged the opportunities of Wealth Management. They have graduate degrees from the prestigious European business schools.

Our Services and Products

- Private Banking.
- Credit.
- Investment solutions.
- Broker dealer services.
- Trading and execution services.





The Shareholders

Carlos Javier Molina

Mr. Molina has spent 20 years in Private and Investment Banking. Prior to founding IPG Securities Asset Management SA (“IPG SAM”), Mr. Molina worked for Acciones y Valores de Mexico for 3 years as an equity analyst. At the end of their collaboration, he was their senior analyst for Mexican conglomerates.

Starting in 2000, Mr. Molina became a Vice President-Investments at Merrill Lynch & Co. in New York. After the second year, he became a million-dollar producer. Mr. Molina built and managed a portfolio of US\$230million in assets of Mexican clients with seven-year net revenues of over US\$10million. Mr. Molina became an exclusive member of the Merrill Lynch Chairman’s Club after only 3 years in production.

In 2007, Mr. Molina was hired by Morgan Stanley & Co. in New York as an Executive Director of the Private Wealth Management Group to grow the Latin America business where he started his close collaboration with Mr. Carreras. Mr. Molina & Mr. Carreras built and managed a portfolio of over US\$700million in assets with four-year net revenues of US\$35million. During their last year at Morgan Stanley, they were the largest team covering Latin America with over US\$10million in annual production.

In May 2011, Mr. Molina & Mr. Carreras were recruited by Barclays Bank in New York with one of the largest deals ever made to recruit a Latin America team. At the end of their career at Barclays, their team represented close to 50% of Barclay’s revenues in private banking for Latin America.

Mr. Molina & Mr. Carreras are the founders and partners of IPG Securities Asset Management SA, an investment management company incorporated in Geneva, Switzerland.

Mr. Molina holds a Bachelor of Science with a Major in Economics from the Instituto Tecnológico Autónomo de México and a Master in Business Administration from HEC Paris, France and the UCLA Anderson School of Business. Mr. Molina is fluent in Spanish, English and French.



The Shareholders

Jorge Antonio Carreras

Mr. Carreras has spent over 30 years in Private Banking and Private Wealth Management. Prior to founding IPG Securities Asset Management SA, he worked for the Republic National Bank of New York from 1984 to 1989 as an Assistant Treasurer. He quickly became responsible for managing the relationships with Argentina, Colombia and Central America. In 1989, Mr. Carreras started working for Lloyds Bank LPC in New York as an Executive Officer-Group Head where he was responsible for HNWI for Argentina and Chile. Mr. Carreras increased the assets under management by US\$14million to US\$145million and generated net revenues of US\$1.5million.

In May 1990, Mr. Carreras moved to Citibank N.A. in New York where he worked as an Assistant Vice President-Unit Manager for the International Private Banking Group. With a focus in Argentina, Paraguay and Uruguay. He increased assets under management by US\$30million to US\$225million and increased the client net revenue by 45% to US\$3.4million. By 1991, Mr. Carreras became First Vice President-Investments of Merrill Lynch & Co. in New York. He built and managed a portfolio of US\$230million in assets and ten-year net revenues of over US\$20million. Mr. Carreras became a member of the Merrill Lynch Circle of Excellence and Charles E. Merrill Circle.

In 2007, Mr. Carreras was hired by Morgan Stanley & Co. in New York as an Executive Director of the Private Wealth Management Group to grow the Latin America business where he started his close collaboration with Mr. Molina. Mr. Carreras and Mr. Molina built and managed a portfolio of over US\$700million in assets with four-year net revenues of US\$35million. During their last year at Morgan Stanley, they were the largest team covering Latin America with over US\$10million in production.

In May 2011, Mr. Carreras and Mr. Molina were recruited by Barclays Bank in New York with one of the largest deals ever made to recruit a Latin America team. At the end of their career at Barclays, their team represented almost 50% of Barclay's revenues in private banking for Latin America. Mr. Carreras & Mr. Molina are the founders and partners of IPG Securities Asset Management SA, an investment management company incorporated in Geneva, Switzerland. Mr. Carreras is also the Managing Director.

Mr. Carreras holds a Bachelor in Business Administration from the Isenberg School of Management at University of Massachusetts at Amherst and a Master of Business Administration with Honors at IMD - International Institute of Management Development in Lausanne, Switzerland. Mr. Carreras is fluent in Spanish and English.



The Shareholders

2007-2011, Mr. Carreras and Mr. Molina built and managed a portfolio of over US\$700million in assets with four-year net revenues of US\$35million at Morgan Stanley . During their last year at Morgan Stanley, they were the largest team covering Latin America with over US\$10million in production.

2011, Mr. Carreras and Mr. Molina were recruited by Barclays Bank in New York with one of the largest deals ever made to recruit a Latin American team. At the end of their career at Barclays, their team represented almost 50% of Barclay's revenues in private banking for Latin America.

2014, Mr. Carreras & Mr. Molina are the founders and partners of IPG Securities Asset Management SA, an investment management company incorporated in Geneva, Switzerland. Mr. Carreras is also the Managing Director.

2016, IPG Securities Asset Management Limited is incorporated in Nassau, Bahamas by IPG Securities Asset Management SA.

April 2018, With the objective to build a bank inspired by thinking differently by designing and building a financial institution with a culture of self-accountability and meritocracy, an entrepreneurial bank that can meet fiscal transparency and complex cross-border challenges, a bank that understand the lifecycle stage of individual clients that are still wealth creators, a bank that can behave as entrepreneurs do, and work at the same speed, IPG Securities Asset Management Limited acquires 85% of Private Investment Bank Limited from Banque Cramer & Cie.



The Shareholders

Banque Cramer & Cie SA

Over 300 years of wealth management services in Geneva.

The roots of Banque Cramer & Cie goes back as far as 1709 when Pierre Cramer de Brandis founded Cramer & Cie, a banking establishment, in Geneva.

In 1994 it becomes Messieurs Cramer & Cie, an asset management and brokerage company.

In 2002, Messieurs Cramer & Cie merged with Compagnie Financiere Norinvest (CFN) and became a public limited company.

In 2003, Messieurs Cramer & Cie is granted with the banking license from the Swiss Federal Banking Commission and becomes Banque Cramer & Cie SA, with headquarters in Geneva and a branch in Lugano (Switzerland).

In 2004, Norinvest Holding SA acquires Banque de Patrimoines Privés Genève BPG SA and its subsidiary Private Investment Bank Limited.





The Board of Directors

Mr. Carlos Javier Molina – Chairman

Mr. Marco Netzer – Vice-Chairman

Mr. Jorge Carreras

Ms. Alecia Bowe

Mr. Cesar Muñiz

Mr. Fabian Onetti



Marco Netzer

Partner of Banque Cramer & Cie SA

Over 30 years experience on private banking and wealth management and over 10 years experience on corporate governance. He started his career in 1985 as the Head Office of Finance in UBS Zurich where he stayed for 4 years before moving to the UBS head investment advisory and asset management in Locarno as the deputy branch manager. Still at UBS, Mr. Netzer moved to Hong Kong in 1996 to take over the management of the Asian Pacific regional private banking and asset management office of UBS where he stayed until 1998.

In 1998, Mr. Netzer joined Banca del Gottardo in Lugano as CEO and president of group executive board where he was responsible for all the operations as well as business activities of the Group Banca del Gottardo and its affiliates and branches.

He started his collaboration in Banque Cramer in 2006 as chairman and partner.

He is also Member of Zurich Investment Foundation since 2011 and Chairman of the Investment Committee since 2015.

Mr. Netzer is a board member of SNS, Schweiz

He is a committee member of the Association of Swiss asset and wealth management banks since 2009 and of ABT (Associazione Bancaria Ticinese) since 2014.

He was the Chairman of the Board of the Swiss federal social security fund from 2008 to 2015

Fabian Onetti

Founder and CEO of Winston Capital Advisors

More than 30 years of experience in the financial industry focusing on Emerging Markets and International Finance servicing UHNW clients.

Over 24+ years at Morgan Stanley culminating as Head of International Sales for the Wealth Management Division, with responsibilities for business across all Non-US Jurisdictions. US\$100 billion AUM, US\$425 million Revenues, Morgan Stanley runs the largest International Wealth Management business in the United States.

Managed the New York International Wealth Management office for six years, doubled assets, revenues and professional staff; 2007-2012, US\$8 billion. AUM, US\$60 million in revenues, 32 Advisors.

Joined Morgan Stanley as a Private Wealth Advisor in 1992, Vice President in 1995, Executive Director in 1998 and Managing Director in 2008. Extensive experience in UHNW client acquisition and wealth management.

Awarded MBA in 1992 from New York University. Earned BA, Business Administration & Theology in 1986 and MS in Accounting, 1987, Universidad Católica Argentina, Buenos Aires.

Active in the community and professional organizations including the Morgan Stanley Diversity Council and El Museo del Barrio. Served as President of the Argentine-American Society and as member the President's Circle of the Council of the Americas and the Americas Society.

Since 2013, served as a trustee of the International Center of Photography of New York.



The Board of Directors

Ms. Alecia Bowe

Attorney and Managing Partner of Karam Missick and Bowe

The legal career of Ms. Bowe is complimented by her very diverse background spanning more than 20 years in the hospitality and banking industries. Alecia is a dynamic, decisive and diligent Attorney who is a trendsetter in her style, approach and delivery. She goes beyond the usual standards of practice to meet and exceed her client's expectations. Although she is firm and forceful in her practice, her approach is principled and highly respected by her clients. Mrs. Bowe is a former partner of Chancellors Chambers.

Alecia specializes in real estate development, resort development, banking and securities, mediation, assets recovery and corporate and commercial matters.

Alecia is a graduate of The University of Buckingham, England and is a Member of The Honourable Society of The Middle Temple and The Bahamas Bar Association. She is also a director on the board of Consolidated Water Bahamas Ltd.

<https://www.karammissick.com/alicia-s-bowe>

Mr. Cesar Muniz

Founder and CEO of PHI Humanitas

César has been an independent board member for over 15 years and he has an established consultancy in strategic HR. He has extensive experience in Corporate Governance.

He collaborated with Board Media, a counseling initiative to professionalize and institutionalize small and medium size, primarily family owned businesses.

He has knowledge of the following industries: Telecommunications and Information Technology, Banking, Lubricants, Retailing, Electricity and Consumer goods. Projects have taken place primarily in Mexico but also in Europe, South America and in the US.

Main areas of expertise are in Strategic Planning, Human Resources and Operational Effectiveness (reorganization and process re-engineering).

César was a partner at McKinsey & Co. for 15 years and at Accenture for 5. He was also a Partner and Director of Russell Reynolds, an Executive Search Firm, and CEO of Human Capital Inc., a strategic consultancy in HR. César is also founder and CEO of PHI Humanitas, a strategic operator of the Talent Management function for medium size companies.

César has a B.Sc. in Industrial Engineering (Universidad Iberoamericana) and an MBA (IMD, Lausanne Switzerland).



Why PIBL?

- We are a successful combination of a Wall Street efficiency and the excellence of Swiss Private Banking.
- A team with over a century of experience in the financial industry, with a culture of self accountability and meritocracy.
- Intimate size builds the direct contact of clients with the owners.
- Personal and Strategic decision making process.
- Innovation of attractive product offers.
- Modernized approach to banking combined with the dynamic aspects of entrepreneurship.
- An attitude to get things accomplished and meet today's challenges in fiscal transparency and complex cross-border challenges.





Meeting Client Needs

- Goal based wealth management solution that do not sacrifice financial returns. Review risk investment objectives and social responsibility.
- Bring viable solution to customer complex problems including lending and structure finance needs.
- Easy and satisfying user experience with the inclusion of personalization and customizable options through investing in technology, innovation and security.
- Alternative trading platform and Broker Dealer managed by an experienced executive team.
- Modern growth and idea generation is urged by our open platform and by acquiring financial services and capabilities externally by partnering or collaborating (Ecosystem Orchestrator).
- The combination of fast execution services, investment solutions and market Intelligence provides you with a one touch solution and create a new value space.



Our Services

Private Banking

- Responsive new account opening and on-boarding process.
- Efficient and quick payment processing.
- Proactive brokerage and portfolio management.
- Multi-jurisdiction asset protection.

Credit

- Secure and consistent collateral advance procedures.
- Continuous portfolio monitoring and review.
- Precise underwritten transactions according to due diligence checklists.

Investments solutions

- Tailored global investment solutions.
- Discretionary Portfolio Management.

Broker Dealer Services

- Direct trade privileges through a global centralized platform.
- Direct access and control over the execution of trade ideas and portfolio implementation.
- Partnership with top electronic trading platform providers: Compete with pricing on global scale and option to work remotely.
- Up to date organizational structure.

Trading and Execution Services

- Fast responses and competitive prices from a single inquiry on centralized trading platform.
- Cost of service and more transparent pricing to client.



Why The Bahamas?

- Home of worldwide recognized licensed banks and trust companies for almost a century including some of world's top private and global banks focused in both the onshore and offshore markets. Bahamas has a well-developed financial system made-up of banks and nonbank financial intermediaries.
- Member of the International Monetary Fund, the World Bank and the Caribbean Development Bank.
- Formally independent country since 1973. Parliamentary democracy where the head of state is Queen Elizabeth II of the UK. The political and legal systems closely follow those of the United Kingdom and the Westminster system. A political and legal systems closely follow those of the United Kingdom and the Westminster system.
- Population of about 380,000, with a median age of 31.5 years.
- English is the official language.
- Close Proximity to the United States of America resulting in a the same time zone of New York.



Our Commitment

We are committed to full transparency and communication with our clients, our employees and our regulators. Private Investment Bank will publish an annual report and will host an open call to all to answer questions about our business, our vision and our balance sheet. We firmly believe that accountability in today's environment is a requirement, not a choice.

Our compliance group will not only have complete independence but a full focus on actual risk identification and management. Private Investment Bank is a small bank and the new mentality of our employees will be to think and act like owners; self assess the state of the overall compliance directives and speak out.

A home base regulated Bahamian bank that is to be the most structurally attractive for entrepreneurs; therefore, obtain a larger share of the wealth management market.

We come from successful careers in some of the largest investment firms on Wall Street and lived first hand through some of the most challenging periods in decades: the crash of the internet bubble, the September 11th terrorist attacks and the 2008 financial crisis.

Contrary to other financial institutions around the world, US investment firms knew how to quickly cut losses, downsize, reassess and transform to prepare for the next cycle and invest to expand. This is our philosophy, which combined with the infrastructure of a Swiss bank, will aim to become a global player that can compete in this new world of transparency. Clients and prospects will work with our Bahamian based bank to benefit from our entrepreneurial mentality and our efficiencies, rather than maintain assets with just another offshore bank.



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