

Guillermo Serrano Sáenz de Tejada

José Lázaro Galdiano 1

Madrid 28035, España

+34 650 421 063

guiserrano@icloud.com

EDUCATION

BSc (Econ), Industry and Trade. London School of Economics

American School in London (High School Diploma)

Rockville High School, Rockville, Maryland (11th Grade)

Colegio Retamar, Madrid 1^º EGB - 2^º de BUP

LANGUAGES

Spanish and English written and spoken

PROFESIONAL EXPERIENCE

2013- Checkpoint Partners (España) SLU/Sarum Capital LLP

Checkpoint is a technology advisory firm set up to service the emerging Spanish technology sector, drawing on the experience of years of specialist advice in the London market. Sarum Capital is principally focused on the UK oncology sector with the objective of identifying investment opportunities for the Sarum SICAV wherever value can be created from the 'discovery' phase all the way to 'acquisition'.

Both the Sarum and Checkpoint platforms are used to raise capital for companies in the technology area, including Clean Technology and Information Technology.

2008-2013 Nomura Code Securities Ltd

Director of energy and healthcare technology equity sales. Specialist knowledge in emerging energy and healthcare technologies ranging from second-generation biofuels / industrial biotechnology, hydrogen economy, advanced battery technology, water processing technology, solar equipment, advance material

discovery, photon counting/radiation detection technologies, drug discovery development, medical device technologies, diagnostics, etc.

A proven ability to originate transactions and raise money for small emerging companies in difficult market environments. Client base across the UK and Europe.

2007- 2008 Charles Stanley Securities Ltd

Head of European institutional sales. Moved, alongside a team from Ambrian Partners, the existing UK small caps franchise in continental Europe. To date mainly focused on marketing the Charles Stanley UK small cap product in sectors that span from renewable energy, to telecoms, financials, consumer goods, ICT, etc to continental European fund managers.

2005-2007 Ambrian Partners Ltd

Head of European Institutional sales with the responsibility to develop a continental European equities distribution capability. Ambrian Partners Ltd is mainly focused on raising capital for small UK listed companies in the natural resources and renewable energy areas. Throughout my period we helped to raise over GBP150 million for companies, of which continental Europe contributed with around 1/3 of the total.

2002-2005 Banco Bilbao Vizcaya Argentaria SA (Madrid)

Director. Responsible for the distribution of the Latin American research and local trading capabilities of BBVA to European investors. The main relationships were developed in England, Scotland, Switzerland, Germany, Holland, Denmark, Spain and Singapore.

During this period I participated in three equity offerings where BBVA acted as global coordinator, namely Cencosud (Chile), Urbi (Mexico) and ICH (Mexico). Alternatively, I had also become very involved in the development of Latibex to promote Madrid as a centre for Latin American equity trading.

2000-2001 Dresdner Kleinwort Wasserstein (New York/ Madrid)

Head of Latin American Research, responsible for a team of 14 analysts. The team covered a wide range of sectors including TMT, electric utilities, oil, mining, transport, conglomerates, cement and construction, steel and financials. The main challenge during this period was to integrate a team of analysts, some of whom had other global responsibilities, that were scattered around 5 different countries to provide a coordinated view on Latin America.

As an analyst I was also responsible for the coverage of industrial conglomerates (including steel and mining), cement and construction and special situations. Main companies under coverage were Cemex, Alfa, Grupo Carso, Asur, ARA, ICA and Embraer.

1996-2000 Santander Investment (Santander Central Hispano) (New York/México)

Responsible for the cement and construction sector in Latin America. The research product became one of the most comprehensive in Latin America with over 25 companies being covered across the region. From the largest companies such as Cemex and Apasco to the most illiquid ones in Brazil like Odebrech and Brasil Realty, to the more exotic ones like Cementos Lima in Peru or Grupo Argos in Colombia.

During this period, we were also pioneers in starting the coverage on housing stocks in Mexico (ARA, GEO and Hogar) to what has now become one of the most rewarding sectors for investors in Latin America. Property developers are now responsible for the construction of over half a million homes per year in Mexico, compared to around 100,000 some ten years ago. Other companies such as URBI, Homex or Sare have since come to the equity market as well.

1994-1996 ING-Barings (Andean Pact) Ltda. (Bogotá)

Head of Research, Colombia. Colombia in 1993 became the best performing equity market in the world with an appreciation in dollar terms of over 1000%. Almost immediately and pushed by this kind performance, foreign investors created the need for an on-the-ground coverage of the local equity market .

The 5 member research team specialized in financial, insurance, retail, food, beverages and tobacco together with cement. During this period Barings successfully placed Cementos Diamante (eventually bought out by Cemex) and Carulla, in the retail sector.

1992-1994 Goldman Sachs Ltd. (London)

Equity research analyst, Spanish equities. Responsible for the industrial sector, toll-road and small capitalization stocks in the Spanish equity market. The team was made up by two persons at a time when Spain was beginning to find its space within the European context.

During this period we participated as global coordinators in the equity offerings of Argentaria (later became BBVA, following the merger with BBV), Endesa, Pryca, Cortefiel and FCC.

1990- 1992 ABN Amro – Hoare Govett (London)

Equity research analyst, Spanish equities. Hoare Govett was one of the first pioneers to develop the concept of equity research in the UK during the 1970s and moved to expand on its experience to continental Europe during the 1980s to then become one of the largest equity research teams in the world (under ABN Amro) during the 1990s.

My responsibilities were centred on the maintenance and expansion of the Spanish equity research product, which started at Hoare Govett around 1996 with the entrance of Spain in the European Community. Actual research was related to the political and economic development of Spain as well as the coverage of the main quoted companies such as Telefonica, Repsol, Banco Santander, Banco Bilbao Vizcaya and Endesa.

1988-1990 Banco Bilbao Vizcaya (London)

Credit risk analyst focused on the UK, Irish and Scandinavian markets. My activity was focused primarily on providing analytical support for BBV's loan and risk portfolio in the London branch. The importance of the branch for BBV was such that this Bilbao based bank opened in London before it did in Madrid, during the early part of the 20th century. To this day London is the most important branch outside Spain, excluding subsidiaries.

PERSONAL

Nationality: Spanish

Date of Birth: Madrid October 27th, 1967

Married with three children

Hobbies: Golf, swimming, drawing and history (author of "De la Guerra de Marruecos" Ed. Ministerio de Defensa, Spain.