



Wendy Breuder, MBA JD

GLOBAL FINANCIAL SERVICES EXECUTIVE

Accomplished financial services professional with extensive experience in international and domestic management, working with multi-national companies for mergers and acquisitions, international finance, cross-border transactions, and organizational strategy. History of consistent success in senior management roles for top-tier global corporate banks servicing Fortune 500 clients. Demonstrated knowledge of multi-cultural business practices, specifically in Asia, Europe, and Latin America.

American Banker Magazine, 2014 - 2017,

Most Powerful Women in Banking - Top 25 Women to Watch

AREAS OF EXPERTISE

Capital Markets | Corporate Banking | Commercial Banking | Global Business |
Strategic Planning | Investment Banking

Organizational Strategy | Mergers and Acquisitions | Negotiations | Business Development |
Leadership | Team Building

CAREER ACCOMPLISHMENTS

- Led MUFG's (a top 5 global bank) strategy and development of the U.S. Corporate Banking business globally for the General Industries group in the Midwest, increasing top line revenue from \$97MM to over \$325MM and profitability to over \$175MM in a three year span.
- Developed the strategy and led the U.S. Corporate Banking business for BNP Paribas, one of the world's largest European and globally focused financial institutions, successfully increasing revenues from \$225MM to over \$650MM in four years.
- Established the investment grade debt capital markets group for Banc One Capital Markets, Inc. and achieved top 10 US bookrunner status within two years, generating over \$300MM in revenues annually.

EXPERIENCE

MUFG, Phoenix, AZ

Market President, Head of Corporate Real Estate and Resource Location Strategy 2017 - 2020

Promoted to Arizona President and Head of Corporate Real Estate and Resource Location Strategy. Responsible for creating and executing the strategy for the U.S. real estate footprint and shared services initiative, with over 12MM RSF of real estate and an annual operating budget of \$360MM. Reduced expenses by over \$55MM and created business plan to reduce footprint and expenses by additional \$60MM. Developed shared services operations center with over 2000 employees.

MUFG Union Bank, N.A. (formerly The Bank of Tokyo-Mitsubishi UFJ, Ltd.), Chicago, IL
General Manager, Head of Midwest General Industries, U.S. Corporate Banking 2012 - 2016
Promoted to General Manager for the Chicago Branch. The first woman in the bank's history to hold the title of General Manager in Japan.

Managing Director, Head of Midwest General Industries, U.S. Corporate Banking Div. 2011 - 2012

- Substantially increased market share within 175 of the Fortune 500 clients.
- Became a lead bank to 65% of the client base and increased revenues by 335%, and increased the number of new clients by 45%.

- Transformed the group from origination to execution in order to expand the profitability by emphasizing the bank's global capabilities and products and servicing our clients in Asia and Latin America.
- Led an enterprise-wide continuous improvement initiative to realize cost synergies and new revenue generating opportunities. Analyzed six lines of business in eight countries and successfully streamlined operations to generate 20% of the total cost savings and revenue generating opportunities throughout the Americas.

Harris N.A., Harris Private Bank, Chicago, IL**Managing Director**

2010 - 2011

Developed corporate strategy to increase assets under management. Increased operating margins by delivering services to BMO Capital Markets and Commercial Middle Market Corporate Bank clients. Targeted client's liquidity events, including issuing equity initial public offerings or clients with merger and acquisition strategies.

BNP Paribas, Chicago, IL**Co-Head, U.S. Corporate Client Coverage and Chicago Branch Manager****Managing Director, Head of Midwest Region**

2004 -2009

Promoted in 2006 to Co-Head U.S. Corporate Client Coverage and managed senior corporate banking relationships for Fortune 500 clients with global operations. International management experience working in Europe and Latin America, and served as the lead negotiator on transactions. Chicago Branch Manager focused on operations and compliance issues.

- Created an industry based U.S. coverage organization, including the marketing of global products and credit analysis.
- Leveraged strong presentation and negotiation skills to increase gross revenues over \$425MM.
- Reduced capital commitments over 30% while increasing capital markets products and banking services fee revenue over 50% annually.
- Lead managed several multi-billion transactions generating fees in excess of \$100MM per annum.
- Chicago Branch received commendation from the Federal Reserve Board and the State of Illinois Banking regulators for achieving the highest rated branch in the BNP Paribas system for compliance and regulatory issues.

ADDITIONAL EXPERIENCE**Banc One Capital Markets Inc., Chicago, IL**

Managing Director, Head of Investment Grade Securities Origination

Managing Director, Investment Grade Securities

Director, Investment Grade Securities

Wachovia Securities, Inc., Atlanta, GA

Managing Director, Head of Originations

Managing Director, High Grade Securities

CIVIC INVOLVEMENT

Sandra Day O'Connor Institute for American Democracy

Vice Chairman, Executive Committee of the Board of Directors 2019 - Present,

Member of the Board of Directors, 2018 - Present

Greater Phoenix Economic Council

Executive Committee of the Board of Directors, Member of the Board of Directors, 2018 - 2020

Musical Instrument Museum

Member of the Board of Directors, 2019 -2020

Member of the Advisory Board, 2017 - 2019

MUFG Union Bank Foundation

Member of the Board of Directors, 2017 -2020

Chair of the Audit Committee, 2020 - 2020

Chair of the TINGA Committee, 2015 -2020

Japan America Society

Board of Directors, 2012 - 2020

Art Institute Chicago

Business Council, 2012 -2020

PROFESSIONAL DEVELOPMENT AND TRAINING

Women's Director Development Program, Kellogg School of Management

DirectWomen Board Institute

LICENSES AND MEMBERSHIPS

Securities Licenses: Series 24, 63 and 79

Member of the Pennsylvania Bar

NMLS Safe Certification for Mortgage Loan Originator

NATIONAL AWARD

American Banker Magazine, 2014 - 2017,

Most Powerful Women in Banking - Top 25 Women to Watch

EDUCATION

Juris Doctorate - Duquesne University School of Law, Pittsburgh, PA

Master of Business Administration, Finance - University of Miami, Coral Gables, FL

Bachelor of Arts, Communications - University of Miami, Coral Gables, FL