

LEONARDO PIN

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Chief Executive Officer / Chief Investment Officer / Chief Financial Officer

Senior business executive with proven extensive experience in building profitable businesses focused on sustained income growth, market share growth and expense reduction in the financial services, insurance and pensions sectors. Strategic, dynamic, innovative and decisive leader with vast technical skills and expertise to manage high profile teams in all areas of the business.

Professional Experience

METLIFE MEXICO, S.A.

1999 – 2013

- **Chief Executive Officer Afore (CEO)** November 2011 – October 2013
Responsible for the pension business (Afore) of MetLife in Mexico. Leader of a group of more than 1,800 professionals with 7 direct reports (Directors of the following departments: Sales & Marketing, Operations & Client Service, Finance & Administration, Investments, Risk Management, Legal and Planning, Analysis & Support). Major Achievements: Drive profitable and sustainable growth of the company, making it grow more than 30% annually in terms of Assets under Management (from US\$2.8 to US\$5 billion dollars) and more than 50% annually in terms of Earnings (from US\$9 to US\$23 million dollars).
- **Executive Director and Chief Investments Officer (CIO)** December 2004 – October 2013
Responsible for planning, strategizing, executing and managing the investments of the various companies MetLife has in Mexico (including Insurance, Annuities and Pension Companies) with a portfolio that exceeds US\$15 billion dollars. Directly reporting to the Country Manager in Mexico and the Managing Director of Investments in Latin America based in Chile. Leader of a group of 21 professionals with 4 direct reports (Directors and Sub directors). Major Achievements: Integration of a highly qualified and engaged Investments team; exceed Net Investment Income plan every year, maintaining a strict Asset-Liability match and delivering financial strength to the companies; active member of the team in charge of the creation and implementation of MetLife Afore; active member of the team in charge of the acquisition and merger of Afore Actinver; leader of the team in charge of the acquisition and merger of Alico Mexico.
Additional Responsibilities:
 - Interim CEO of MetLife Afore, S.A. de C.V. (November 2009 – October 2011).
 - CEO of MetLife Pensiones México, S.A. (January 2009 – November 2009).
 - Responsible for the Client Service and Operations department of the various companies MetLife has in Mexico (April 2010 – October 2010).
 - Responsible for the Financial Planning department of the various companies MetLife has in Mexico (July 2009 – February 2010).
- **Investments Director** August 2002 – December 2004
Responsible for planning, strategizing, executing and managing the investments of the insurance company with a portfolio that exceeds US\$5 billion dollars. Directly reporting to the Country Manager in Mexico. Leader of a group of 10 professionals with 3 direct reports (Sub directors and Managers). Major Achievements: Exceed Net Investment Income plan every year, maintaining a strict Asset-Liability match and delivering financial strength to the company; creation of a highly trained Investments team; active member of the team in charge of the acquisition and merger of Aseguradora Hidalgo.
- **Investments Sub director** August 1999 – August 2002
Responsible for strategizing and executing the investments of the insurance company with a portfolio that exceeds US\$700 million dollars. Directly reporting to the Investments Director. Leader of a group of 4 professionals with 2 direct reports (Managers). Major Achievements: Exceed Net Investment Income plan every year; implementation of the Asset-Liability Management processes and culture; active member of the team in charge of the acquisition and merger of the portfolio of Pensiones Serfin.

SCOTIA INVERLAT CASA DE BOLSA, S.A. DE C.V.**1996 – 1999**

- **Institutional Investments Manager**

July 1999 – August 1999

Responsible for the strategy and execution of the investments in fixed income securities in discretionary clients' portfolios that exceeds US\$300 million dollars. Responsible for the sales, advisory service and relationship with institutional clients including Insurance and Pension companies. Directly reporting to the Institutional Investments Director. Leader of a group of 3 professionals with 2 direct reports (Financial Advisors). Major Achievements: Exceed goals on the discretionary clients' portfolios; close service relationship with all institutional clients, receiving the recognition of one of the top three counterparties in Investments given by most Afores.

- **Financial Advisor**

July 1996 – June 1999

Responsible for the execution of the investments in fixed income securities in discretionary clients' portfolios that exceeds US\$300 million dollars. Responsible for the sales, advisory service and relationship with institutional clients including Insurance and Pension companies. Directly reporting to the Institutional Investments Manager. Major Achievements: Exceed goals on revenues for the brokerage firm; opening of Investments contracts with all of the Pension companies (Afores) in the market; close service relationship with all institutional clients, receiving the recognition of one of the top three counterparties in Investments given by most Afores.

TERNAL, S.A. DE C.V.**1993 – 1996**

- **Investment Projects evaluation**

December 1993 – June 1996

Responsible for the financial evaluation of the projects to produce and assembly binding machines and thermal binders in Mexico. Major Achievements: Obtain approval of the projects and their evaluation and financial monitoring.

Education

- **Senior Management Program (Programa de Alta Dirección de Empresa AD).** IPADE (Instituto Panamericano de Alta Dirección de Empresa). 2010-2011.
- **Master of Science: Master's degree in Mathematical Methods for Finance.** Universidad Anáhuac. 1997-1999. Degree by thesis: February 2001, Professional ID Number 3350482.
- **Bachelor of Science: Actuary (Licenciatura en Actuaría).** Universidad Anáhuac. 1993-1997. Degree by thesis: August 1998, Professional ID Number 2816919.

LanguagesFluent in **Spanish** and **English**.

Other Professional Activities

- Active member of the Directors Counsel of the Mexican Association of Pension Companies (AmAfore, per its acronym in Spanish). November 2009 – October 2013.
- Vice President of the Investments Committee of the Mexican Association of Insurance Companies (AMIS, per its acronym in Spanish). July 2006 – April 2010. Active member in the Committee since 2000.
- President of the Pension Contingency Fund Committee of the Mexican Association of Insurance Companies (AMIS, per its acronym in Spanish). July 2006 – December 2009. Active member in the Committee since 2000.

Public RecognitionsDesignated as a one of the **"30 promises in their 30's"** by "Expansión" Magazine in Mexico. March 2013.Date of birth: August 24th, 1974

Marital Status: Married with 4 children