

PETER J BULANDR, CTP

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EXECUTIVE SUMMARY:

Corporate Banking and Finance Executive. Brings significant experience and demonstrated success in Corporate Banking, with an extensive focus on the Insurance and Financial Services sector. Expertise in business development both as a leader and as an individual contributor. Demonstrated ability to generate profitable, diversified and sustainable revenue streams, and to recruit and lead high-performance sales, portfolio management and analytic teams. Core competencies also include due diligence, analytics, credit structuring, negotiating and documentation, and treasury management.

PROFESSIONAL EXPERIENCE AND SELECTED ACCOMPLISHMENTS:

EAST WEST BANK, Chicago, IL 2020 - 2023

Regional financial institution (NASDAQ:EWBC) with total assets of \$68 billion.

SVP, Corporate Banking

Established and led a Corporate Banking Practice in a new market for the Bank by delivering the Bank's full suite of domestic and cross-border products and services to privately held, publicly traded and private equity-controlled companies. Additionally, established and led the inaugural effort to build a specialized banking practice covering the Insurance and Financial Services sector. Successfully onboarded eight new-to-the-Bank client relationships, with committed credit of \$117 million and deposit balances of \$162 million.

ASSOCIATED BANK, Chicago, IL 2010 – 2020

Regional financial institution (NYSE:ASB) with total assets of \$33 billion.

SVP and Group Head, Specialized Industries Group

Responsible for the startup, strategy development, and senior leadership of banking practices focused on the insurance and healthcare industries, from initial concept to consistent generators of accretive returns on capital through a balance of loans, deposits, capital markets fees and treasury management fees. Team of eight, four direct. Also led the Bank's first Shared National Credit portfolio management team.

- Recruited and developed sales and portfolio management teams, building a client portfolio of more than 40 clients growing to more than \$19 million in annual revenue and more than \$10 million in net income.
- Increased return on risk-adjusted capital (RAROC) from nil to 17.1%.
- Within 24 months, established equal and diversified revenue streams of asset NIM, liability NIM, and non-interest income, including two investment bank partnerships with debt capital markets, equity capital markets and share repurchase capabilities.
- Grew committed credit to more than \$1.2 billion with a weighted average PD of 3.4 on a 17-point scale, with no losses since inception.

- Grew loans outstanding to more than \$500 million and deposits to more than \$750 million.

FEDERAL HOME LOAN BANK OF CHICAGO, Chicago, IL **2009 – 2010**

One of eleven Federal Home Loan Banks chartered by the U. S. Congress in 1932.

Insurance Industry Sector Head

Led the first focused and dedicated effort by the Bank to build its insurance company membership base.

- Led a broad and tactical initiative raising the awareness of insurance companies domiciled in Illinois and Wisconsin, onboarding three companies as members of the Bank within nine months.
- Developed initial website content and collateral materials dedicated to the insurance industry.

BANK OF AMERICA / LASALLE BANK, Chicago, IL **1998 – 2009**

Global financial institution (NYSE:BAC) with total assets of \$1.8 trillion.

Senior Vice President & Product Delivery Manager (BoA) (2007 – 2009)

Responsible for credit and treasury management product delivery. Staff of 28 (direct credit and treasury management professionals, with more than 300 clients.

- Group leader in the Midwest Corporate Banking franchise during BoA's acquisition of LaSalle Bank in October 2007.
- Stabilized and built client portfolio, consisting of committed credit in excess of \$3.5 billion, funded credit in excess of \$1.4 billion, deposits in excess of \$900 million, and an annual revenue run rate in excess of \$80 million.
- During the BoA/LaSalle transition, retained clients, won lead left mandates, and actively cross-sold ancillary products including interest rate derivatives and foreign exchange products, generating more than \$6 million in new and incremental annual revenue over a 15-month period.

Senior Vice President & Division Head (LaSalle) (2003 – 2007)

Led a team of ten corporate bankers and staff focused on the insurance and financial services industry.

- Grew committed credit from \$450 to \$900 million, while profit contribution to the bank grew from \$4 million to \$6 million.

Senior Vice President & Group Leader (LaSalle) (2001 – 2003)

First Vice President & Team Leader (LaSalle) (2000 – 2001)

First Vice President & Relationship Manager (LaSalle) (1998 – 1999)

Led a group which provided credit and treasury management solutions to private equity firms and their acquisitions on a nationwide basis.

CITIBANK, Chicago, IL **1995 – 1998**

Vice President & Regional Manager (1997 – 1998)

Vice President & Branch Manager (1996)

Vice President & Relationship Manager (1995)

LASALLE BANK, Chicago, IL **1993 – 1995**
Vice President & Relationship Manager

STS CONSULTANTS, LTD., Northbrook, IL **1987 – 1993**
\$46 million in revenue diversified holding company focused primarily on civil engineering consulting and hydroelectric power development.
Member, Board of Directors (1991 – 1993)
Chief Financial Officer (1990 – 1993)
Vice President, Finance (1987 – 1990)
Various officer and board positions in all subsidiaries (1987 – 1993)

NATIONAL BOULEVARD BANK OF CHICAGO, Chicago, IL **1982 – 1987**
Assistant Vice President (1985 – 1987)
Commercial Loan Officer (1984 – 1985)
Commercial Banking Representative (1983 – 1984)
Banking Associate (1982 – 1983)

EDUCATION:

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS, Chicago, IL
MBA, Finance **1987**

LAKE FOREST COLLEGE, Lake Forest, IL
BA, Economics **1982**

CERTIFICATIONS AND APPOINTMENTS:

Katie School of Insurance and Risk Management at Illinois State University –
Insurance Advisory Board of Executives **2011 – 2020**

Certified Treasury Professional – Assn. for Financial Professionals **Earned 2013**

PUBLICATIONS/SEMINARS:

- “Benefits of Membership in the Federal Home Loan Bank System,” author, published by Blackman Kallick CPA’s, 2010.
- “Managing Your Banking Relationships,” leader of a roundtable presentation and discussion with CEO’s and CFO’s of middle-market companies, sponsored by Arthur Andersen & Co., 1993.
- “Small Scale Hydro Sites as an Example of Privatization,” co-author, presented at Small Hydro ’88, Toronto, Canada. Sponsored by The Ontario Ministry of Energy, 1988.
- “Financing Hydro Projects,” co-author, presented at WaterPower ’85, Las Vegas, NV, 1985.

PROFESSIONAL/ACADEMIC/COMMUNITY AFFILIATIONS:

- Fitch credit training for Non-Bank Financial Institutions, in conjunction with ABN AMRO, Amsterdam, The Netherlands.
- Leadership of Chicago Advisory Council, National Multiple Sclerosis Society.
- The University of Chicago Booth School of Business, Dean's Challenge, Invited Judge.
- Global Management Conference, Citibank, Madrid, Spain.
- Six Sigma Training, Citibank.
- Program on Negotiation for Senior Executives, Harvard University.
- Stern Stewart & Co., Economic Value Added (EVA) course of study.
- Beta Gamma Sigma, The University of Chicago Booth School of Business.
- H. Murray Herlihy Prize in Economics, Lake Forest College.
- Phi Sigma Iota (Spanish), Lake Forest College.
- Team member raising more than \$200,000 for The Ann & Robert H. Lurie Children's Hospital of Chicago over a 10+ year period.