

CAMILO SOZA

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QUALIFICATIONS

Teamwork oriented professional with five years' management consulting experience, one year leading the consulting department of Chile's largest conglomerate, six months' portfolio management experience at Wachovia Securities, four years experience working as CFO of a Chilean chain of convenience stores, Pronto Copec and 10 years as CEO mainly at Adriatic Luxury Hotels, Dubrovnik, Croatia and passionate general aviation pilot.

PROFESSIONAL EXPERIENCE

Private banking and investments

Entrepreneurship and private investment

Setup and development of personal investment portfolio

Croatia

Jan '09 - Now

Co-Owner and VP

Glavic Clinic Global (www.polyclinic-glavic.com)

Company specially created for the global expansion of a unique robotic neuro-rehabilitation concept to Europe and USA.

Project failed due to Covid related issues

Croatia

Feb'20- Apr '21

Chief Executive Officer

Adriatic Luxury Hotels, Dubrovnik. (www.alh.hr)

Consolidated CEO skills in a 50 million Euro revenue hotel group, with 37% Ebitda margin Responsible for the merger of two hotel groups, to form Adriatic Luxury Hotels Group. Responsible for the management of five 5 star hotels with 1213 rooms, plus three 3 star hotels of 300 rooms. Ensured the merger process was completed in one year, and consisted in change of management, change of system to Opera-Micros, centralization of non-operation activities: Sales, Finance, Procurement and HR into a new management company (also part of ALH group). Ebitda margin of acquired hotel group changed from 24% to 34% as result of this process, and to 39% net of severance expenses.

Dubrovnik, Croatia

Sep '11- Dec '18

Excelsa Hotels Dubrovnik.

First role as CEO of a group of hotel companies: "Excelsa Hotels"

Creation of a new Hotel Management Company for Luksic Group in Croatia. 2010.

Responsible for the management of two 5 star hotels, with 655 rooms, plus two 3 star hotels of 185 rooms.

Adjusted cost structure to create a new standard for operations.

May'09- Aug '11

Member of Management Board

Hotel Grand Villa Argentina, 5 Star Hotel in Dubrovnik.

Further developed of management and leadership skills in an International setting.

Successful adjustment of the cost structure of the Hotel to face world crisis of 2008-2009

Introduced management by objectives and accountability throughout all company.

Member of Management Board together with General Manager.

Dubrovnik, Croatia

Oct '07- May '09

Chief Financial Officer and SAP Implementation Manager

Pronto Copec

Pronto Copec: Chile's largest chain of convenience stores and fuel distribution services.

Further developed management experience in the retail industry and team leadership in a very challenging task.

Leadership of a team of 50 employees at Pronto Copec head office as well as a staff of a further 1800 store employees throughout the country.

Leadership of a team which successfully implemented the ERP, SAP R3 Retail Industry Solution on time and budget. .

Changed the accounting process of the company to enhance management and control of inventories.

Merged two previous companies to consolidate the operations of Pronto Copec under one merged company Arcoprime.

Santiago, Chile

Aug '03 - Sep '07

Summer Associate Atlanta, GA

Wachovia Securities Inc.

June '02- Dec. '02

Developed risk assessment skills

Performed structuring and underwriting of credit and operating exposures for clients in Europe and Latin America.

Performed detailed financial modeling, sensitivity analysis and monitored credit portfolio.

Participated in fixed income trading training at Wachovia facilities.

Proficient in Wachovia RAROC pricing model and credit grading system, KMV credit monitor and Bloomberg.

Head of the Consulting Department

SerCor, Servicios Corporativos S.A (Consulting)

Santiago, Chile

July '00-May '01

Due to successful performance in Sigma obtained a management consulting position

Managed a team of six engineers to provide financial research consulting services to a major economic concern in Chile: The Angelini Group. (Ranked 1st in consolidated sales in Chile).

Participated in negotiations of the AntarChile's US\$525 million syndicate loan with JP Morgan & Chase.

Economic and Financial Advisor

Sigma, S.A.

Santiago, Chile

May '95-July '00

Developed consulting skills

Undertook several valuations, feasibility and financial analysis of several companies of the Angelini Group in Chile.

Undertook feasibility analysis of AntarChile acquisition of Carter Holt Harvey's shares of Copec (US\$1,318 million) and definition of asset allocation for Cruz del Sur Life Insurance Co. portfolio.

Research Assistant Santiago, Chile

CEPAL, United Nation's Economic Commission for Latin America

June '91-July '91

EDUCATION

Thunderbird, The American Graduate School of International Management

MBA in International Management.

Glendale, AZ, USA

May '03

Universidad de Chile

Bachelor of Science in Business Administration. Major: Economics, Graduated with distinction

Santiago, Chile

Apr '95

ADDITIONAL INFORMATION

Languages: Spanish (Native); English (Fluent); Croatian (B2); Italian (next language challenge)

Community Service: The Garden's Hill Elementary High School (Atlanta GA), T-Bird recruiting events (Atlanta, GA), Cultural Dinners Executive Education (Glendale AZ), Parroquia la Anunciacion (Santiago, Chile).

Others: Private Pilot Single Engine airplanes holder
Marathon finisher, IronMan 70.3 finisher.

Citizenship: Chilean and Croatian.