

# LAURENS BORIALE, CFA

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## PERSONAL PROFILE

Entrepreneurial investment professional with strong transaction execution capabilities, international experience in Hong Kong and an excellent academic track record in finance and business economics

## PROFESSIONAL EXPERIENCE

- 02/14 - present     **Investment Associate – Private Equity**  
BNP Paribas Fortis, Belgium
- BNP Paribas Fortis Private Equity (°1982) is the captive private equity fund of BNP Paribas Fortis active in (i) direct equity and/or subordinated debt (co-)investments in growth or buy-out/buy-in transactions in Belgium and (ii) venture capital, growth and buy-out fund investments
  - Active contribution to (i) deal sourcing, (ii) transaction execution and (iii) portfolio management through active representation in the board of directors
  - Conduct market research, build financial models, perform valuations (DCF/multiples/LBO), coordinate and facilitate due diligence processes, write and present investment memoranda to the investment committee, assist in deal structuring and negotiation
  - Transaction experience: Minority equity investment in a Belgian authentic craft brewery and whisky distillery to support the expansion of the brewing capacity and distribution channels
- 10/17 - present     **Member of the Board of Directors**  
Het Anker, Belgium
- Het Anker is an authentic craft brewery and whisky distillery located in Mechelen, Belgium
- 2012 - 2014     **International Management Trainee (International Associate Programme)**  
BNP Paribas Fortis, Belgium & BNP Paribas, Hong Kong
- International graduate development programme of 18 months consisting of six rotations within different business lines of BNP Paribas Fortis (Belgium) and BNP Paribas (Hong Kong)
- 11/13 - 01/14     **Corporate & Investment Banking: Leveraged Finance Analyst**, Brussels, Belgium  
– Analysis and structuring of leveraged buy-outs for financial sponsors (private equity funds)
- 08/13 - 10/13     **Corporate & Investment Banking: Corporate Acquisition Finance Analyst**, Brussels, Belgium  
– Analysis and structuring of loan facilities intended to finance strategic corporate acquisitions
- 04/13 - 07/13     **Corporate & Investment Banking: Business Development Manager**, Hong Kong  
– Business development in the APAC multinational corporates coverage department in Hong Kong  
– Co-organiser of the yearly APAC MNC business session with 80+ participants held in Hong Kong
- 01/13 - 03/13     **Corporate Banking: Credit Analyst** in Antwerp, Belgium  
– Qualitative and quantitative analysis of credit applications and annual reviews of Belgian SMEs
- 11/12 - 12/12     **Corporate Banking: Relationship Manager** in Antwerp, Belgium  
– Relationship Manager for Belgian SMEs with a turnover between EUR 7.5m and EUR 250m
- 09/12 - 10/12     **Retail Banking: Personal Advisor** in Brasschaat, Belgium  
– Introduction to financial products and services for private individuals and self-employed professionals and analysis of internal control systems in support of the branch manager
- 2012 - 2012     **Management Consulting Internship – BASE (Telenet Group)**
- In-company project: ‘Optimization of the commissioning system in the Belgian mobile telecommunications industry’
  - Developed and implemented a quantitative commissioning model to set the optimal commission structure per tariff plan from a cash flow perspective
- 2010 - 2012     **Co-founder – Fit-o-Plus**
- The Fit-o-Plus product includes ten exercise plates providing incentives and opportunities for residents of retirement homes to improve their physical fitness in an outdoor environment
  - Realised to sell the Fit-o-Plus product to 20 out of 40 retirement homes contacted and visited

## EDUCATIONAL BACKGROUND

- 2015 - 2017      **Chartered Financial Analyst (CFA) Charterholder**  
CFA Institute, Belgium
- Professional designation that measures the competence and integrity of financial analysts
  - Passed CFA Program 2017 Level III on first attempt
  - Passed CFA Program 2016 Level II on first attempt
  - Passed CFA Program 2015 Level I on first attempt
- 2015 - 2016      **Mandarin Chinese Language Course**  
Linguapolis, University of Antwerp, Belgium
- Mandarin Chinese language course addressing reading, speaking, writing and listening skills
  - Passed first year course reaching CEFR level A1
- 2011 - 2012      **Masters in Financial Management (CFA Partner Program)**  
Vlerick Business School (EQUIS, AMBA, AACSB, FT), Belgium
- Graduated *Cum Laude* (75%)
  - Specialisation track: Corporate Financial Management
  - Two month in-company financial consultancy project at BASE (Telenet Group) (16/20)
  - Investment Research Challenge (IRC): sell side equity research report on Delhaize Group
  - Relevant coursework: Advanced Corporate Finance, M&A and Corporate Restructuring
- 2007 - 2011      **MSc and BSc in Business Economics**  
Katholieke Universiteit Leuven, Belgium
- Graduated *Magna Cum Laude* (82%)
  - Major: Finance & Accountancy, Minor: Supply Chain Management & Logistics
  - Master Thesis: 'Fundamental Indexing: a study of the Chinese equity market' (16/20)
  - Relevant coursework: Strategic Financial Management, Corporate Finance, Supply Chain

## EXTRACURRICULAR ACTIVITIES

- 2017 - present      Co-founder of the Belgian Young Private Equity events
- 2011 - present      Member of indoor football team, Z.V.C. Antwerp Thunderdogs
- 2006 - 2010      Coach of junior football team, OSSMI V.V.
- 2002 - 2006      Captain of national league football team, R. Cappellen F.C.
- Passion for sports (football, running, fitness, skiing), playing the piano, travelling in Greater China

## LANGUAGES AND TECHNICAL SKILLS

- Languages      Dutch (Native), English (Fluent), French (Advanced), Mandarin Chinese (Elementary)
- Technical Skills
- Proficiency in all Microsoft Office programmes
  - Bloomberg, Thomson Reuters Eikon, S&P Capital IQ and Bureau Van Dijk Bel-First
  - Experience with financial modelling and programming languages Visual Basic and Eiffel