

*Consultant Biography*

## PHILIP DEFORD

Philip DeFord serves as Executive Vice President in the firm's St. Louis office focusing principally on Financial Services. Philip has also worked extensively with both private equity and venture capital firms to help them find senior management and talent for their own needs as well as their investee companies. Additionally, Philip has extensive Asian experience.

Prior to joining DHR, Philip was an integral member of the banking, finance, private equity, and corporate development practices at Boyden in Singapore. In this role Philip placed a number of senior bankers plus corporate CEO's and CFO's. He has spent the last 26 years in Asia, most of the time working for major financial institutions. Prior to moving overseas, Philip was in the corporate bank at Chase handling a portfolio of large companies in the aerospace and capital goods industries. Most recently, Philip was Managing Director of Dresdner Kleinwort Wasserstein ("DrKW") in Singapore responsible for syndications and debt origination. After leaving Dresdner, Philip became involved in a boutique financial advisory firm, 101Capital where he was involved in a variety of fund raising and M&A advisory projects in the region.

In addition to the financial services experience, Philip also served as CFO of a garment trading company in Hong Kong which had trading and manufacturing operations in a number of markets. This experience significantly enhanced Philip's understanding of the dynamics of a global enterprise.

Philip has extensive experience in direct investment having been involved at both Security Pacific and DrKW in the establishment of direct investment funds. Additionally, Philip served as a director of the Philippine Long Term Equity Fund which was a direct investment fund operating in the Philippines and as an advisor to a small private equity fund in Hong Kong covering the region. In addition, Philip is a member of the Singapore Institute of Directors and an Independent Director of a publicly listed company in Singapore. Philip was also the Chairman of the Singapore American Community Action Council, a not for profit organization that provides a variety of services to the expatriate community and an Entrepreneur-in-Residence at INSEAD, a leading international business school working closely with students to provide career advice.

Philip feels his background working both in the US and overseas, working both on the banking side and the corporate side of the table, and involvement on the boards of both public and not for profit corporations gives him a wide range of experience to work with companies and individuals to be a trusted advisor and to find great solutions.

Philip graduated from Colby College in Waterville, Maine with a Bachelor of Arts and has an MBA from New York University.



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