

JOSE RAPHAEL CANILLAS, CFA

Manila, Philippines

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Core Competencies

- Cash-flow Matching
- Risk Budgeting / Hedging
- Bloomberg Terminal
- Fixed Income / Equity Valuations
- Financial Statement Analysis
- Financial Modeling
- Alternatives Valuation
- Investment Reporting
- Economic Forecasting / Simulation

Professional Highlights

AXA Philippines, Inc.

Asset-Liability Management Officer (Promoted 2024)

Asset-Liability Management Officer

Makati, PH

2021 - Present

- **Operations Growth**

- Developed several financial models for cash-flow matching in ensuring the meeting of product liabilities and outperforming benchmarks on an average of 2.5%
- Orchestrated the creation and streamlining of risk appetite framework with the general account (GA) portfolio consistent with liability-driven strategies.
- Mastered full profitability studies, scenario tests, and simulation studies in collaboration with the products team for the development of 4 new insurance products.

- **Proven Leadership**

- Initiated the creation of a par-fund with the actuarial and risk teams in preparation for the accounting transition to IFRS17.
- Supervised discussions with the broader investment team regarding the segregation of assets between the endowment portfolio and the broader GA portfolio.
- Mediated presentations to various teams, board members, and investment committees on the results of our investment portfolio and ideas on improving alpha returns.

- **Personal Development**

- Underwent the CFA program and implemented learnings into the AXA investment framework.
- Underwent and completed insurance courses under the Life Office Management Association.
- Produced write-ups and discussions with the investment team on investment and macroeconomic topics.

Willis Towers Watson

Consulting Analyst – Health and Benefits

Taguig, PH

2019 - 2021

- **Operations Growth**

- Prepared and presented market research and data analytics on client insurance and HMO utilization.
- Authored several technical articles revolving around legislative updates on labor laws combined with our market trend findings.

- **Proven Leadership**

- Managed customer relationships and ensured 100% client renewal.
- Communicated to the client's HR team any changes in local laws related to group life insurance, healthcare; and potential direct and/or indirect impacts on their benefits programs.
- Developed an automated market research report showcasing benefit trends on an industry/peer group level.

- **Personal Development**

- Underwent an intensive 4-week program on Life Insurance and scored 93% on the final test.
- Participated in industry seminars of my own volition to understand the Philippine insurance market

S&P Market Intelligence, Inc.
Associate, Real Estate

Makati, PH
2018 - 2019

- **Operations Growth**

- Provided platform research and data analytics on Real Estate Investment Trusts
- Authored financial articles on US REIT performance and trends, and prepared financial analytics to support my findings.
- Partnered with our product teams and conducted User Acceptance Testing in Agile Practices.

- **Proven Leadership**

- Trained 3 of the new hires of the team and educated them on various REIT valuations
- Awarded thrice the "Associate of the Quarter" award for consistent performance, and retaining a 100% client satisfaction rating from our analyst service forms.
- Nominated for the 2019 "Associate of the Year"

- **Personal Development**

- Self-studied NAREIT proprietary information to understand the US REIT market.
- Self-studied REIT valuations on cap rates, discounted cash flows, and peer analysis.

Passion Projects

The Carpio Fund
Creator and Fund Manager

Manila, PH
2020 - Present

- Created and managed a passive multi-asset fund with present income as the main strategy. Note that the fund was created in honor of my late grandfather and the direct and extended family as shareholders.
- Written quarterly market updates and investment opportunities across the investable regions (PH and US).
- Presented regular fund performance to the shareholders and informed them on planned moves in the portfolio.

Education and Charters

De La Salle University - Manila
Bachelor of Applied Economics, Major in Industrial Economics

Manila, PH
2014 - 2018

- Dean's Lister AY 2014-2015, 2015-2016, and 2016-2017

- Relevant Coursework: Statistics, Econometrics, Micro- and Macroeconomic Policy, Market Research, Industrial Organization, International Economics, and Game Theory
- Executive Committee for School of Economics Student Government: Head for Research and Development
- Volunteer for the School of Economics Faculty: International Student Guide

CFA Institute

CFA Charter Holder

Manila, PH

2022 - Present

- Passed CFA Level 1, 2, and 3 Exams.
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