



Inflection Point
CONSULTING

ROBERT P. MORROW III

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PROFESSIONAL
EXPERIENCE

2012 – PRESENT

Inflection Point Consulting, LLC.

MANAGING PARTNER Calistoga, CA

Inflection Point is a customized one-on-one consulting practice designed to help individuals identify and unlock various forms of Personal Capital. My goal is to help clients more effectively bring about significant life changes by designing and implementing plans to maximize the value of their Personal Capital.

2006 – 2010

Table Rock Capital, LLC.

PARTNER San Francisco, CA

Table Rock Capital (TRC) is an independent San Francisco-based investment advisory firm focusing on investments in infrastructure assets located in the U.S. and other OECD countries. The firm makes investments in a range of infrastructure sectors including transportation, social, water, energy and communications.

2002 – 2006

GFP Advisors

MANAGING PARTNER San Francisco, CA

Founded in 2000, GFP Advisors is a financial advisory firm dedicated to the delivery of highly specialized investment banking and financial consulting services. The firm is engaged in mergers and acquisitions, structured financings, private capital raising and a broad array of financial advisory activities. Strong sector expertise in basic industries, natural resources, power and energy and infrastructure.

2001 – 2002

Woodberry Forest School

ASSISTANT HEADMASTER & CHIEF DEVELOPMENT OFFICE

Woodberry Forest, VA

Woodberry Forest School is a leading college preparatory school, with 400 students, a \$265 million endowment and a \$2.8 million annual fund. Managed Woodberry Forest School's Office of External Affairs, including directing a staff of nine in areas of fund raising, marketing, communications, public relations and alumni relations. Server as the school's Chief Development Officer.

Bank of America (1990 – 2000)

- 1999–2000
MANAGING DIRECTOR, *Group Executive International Corporate Banking Group* San Francisco, CA
Profit and loss responsibility for corporate and investment banking activities in Europe, Middle East, Africa, Latin America and Asia. Total assets \$47 billion, revenues \$2.2 billion, after-tax profits \$615 million, economic capital \$3.2 billion, return on investment 19%. 5,000 employees with operations in 34 countries.
- 1995–1998
GROUP EXECUTIVE VICE PRESIDENT, *Asia Banking Group* Hong Kong
Responsible for wholesale banking activities throughout the Asia Pacific region. Total assets of \$7 billion, revenues of \$850 million, and economic capital of \$1 billion. 1,000 employees with 26 offices in 13 countries across Asia.
- 1994–1995
GROUP EXECUTIVE VICE PRESIDENT, *EMEA Corporate Banking Group* London
Provided leadership and strategic direction for all banking activities conducted by 18 offices doing business in 14 countries throughout Europe, Middle East and Africa. Total revenues of \$450 million with \$175 million of operating income.
- 1993–1994
EXECUTIVE VICE PRESIDENT & HEAD, *Corporate Banking EMEA* London
Responsible for all relationship management functions for Corporate and Financial Institutions clients. Fourteen country managers reported directly. Client revenues of \$345 million.
- 1991–1993
EXECUTIVE VICE PRESIDENT & HEAD, *US. Corporate Banking Group* San Francisco, CA
Directed the redesign of the U.S. Corporate Banking Group to reposition it for its emerging convergence of Corporate Banking and Investment Banking and set the stage for a post Glass Stegall competitive environment. Enabled the Corporate Bank to diversify its revenue stream from net interest income to fees derived from Corporate Banking, Investment Banking and Capital Markets activities.
- 1990–1991
SENIOR VICE PRESIDENT & MANAGING DIRECTOR, *Mergers & Acquisitions* San Francisco, CA
Managed and lead the Bank's mergers and acquisitions activities with primary focus on sell side assignments generated throughout the Western United States.
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- 1982–1990
Merrill Lynch & Co.
EXECUTIVE DIRECTOR, *Merrill Lynch Private Resources* San Francisco, CA
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- 1972–1982
Wells Fargo Bank
SENIOR VICE PRESIDENT & MANAGER, *Corporate Banking Group* San Francisco, CA
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- EDUCATION
COLUMBIA BUSINESS SCHOOL, *External Coaching Intensive Certification* 2012
HARVARD BUSINESS SCHOOL, *Program for Management Development* 1981
STANFORD UNIVERSITY, *Graduate School of Credit and Financial Management* 1978
UNIVERSITY of NORTH CAROLINA at CHAPEL HILL, *Bachelor's Degree* 1971
WOODBERRY FOREST SCHOOL, VIRGINIA 1968
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- AFFILIATIONS
FRIENDS OF THE CAMEO CINEMA, *Board* St. Helena, CA 2013–PRESENT
UP VALLEY FAMILY RESOURCE CENTER, *Board* St. Helena, CA 2014
FINE ARTS MUSEUMS OF SAN FRANCISCO, *Board* San Francisco, CA 1999–2008
CALISTOGA FRIENDS OF THE FAMILY CENTER, *Board* Calistoga, CA 2002–2008
CHANTICLEER, *Board* San Francisco, CA 1998–2008
WOODBERRY FOREST SCHOOL, *Trustee* Woodberry Forest, VA 1997–2000/1990–1995
ASIAN ARTS MUSEUM BOARD, *Board* San Francisco, CA 1997–2000