

JOSE RAPHAEL CANILLAS

Manila, Philippines
raphcanillas@gmail.com

Core Competencies

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

Professional Highlights

AXA Philippines, Inc.
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 while generating alpha returns.
 - Streamlined the creation of the risk appetite framework with the general account (GA) portfolio consistent with company-mandated strategies.
 - Conducted 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.
- **Personal Development**
 - Undergoing the CFA program and implementing learnings into the AXA investment framework.
 - Underwent and completed insurance courses under the Life Office Management Association.
 - Produced write-ups and held 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

- Honors: 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

CFA Institute CFA Exam Taker

Manila, PH
2022 - Present

- Passed CFA Level 1 and 2 Exams.
- Planning to finish Level 3 by 2024.