



LISA ZÚÑIGA RAMIREZ, CFA
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Lisa Zúñiga Ramirez, CFA | LinkedIn

Lisa Zúñiga Ramirez is a results-driven corporate leader, board director and financial expert. She has over 30 years' experience in institutional investing with a proven track record of value creation. Until her retirement in 2020, she was Senior Portfolio Manager and Principal at Segall Bryant & Hamill, an employee-owned money manager with AUM of \$23 billion. Prior to this, she was Senior Portfolio Manager and Partner at Denver Investments LLC, an employee-owned money manager that was acquired by Segall Bryant and Hamill in 2018.

Lisa advanced from an intern in the INROADS/Colorado Minority Internship program to Equity Partner due to investment outperformance and asset growth. As a Senior Portfolio Manager, she was instrumental in growing the Small Cap Dividend strategy from \$100 million to \$2.3 billion in five years.

Over her career, Lisa met with hundreds of management teams and developed a keen ability to analyze strategy, assess risk, and evaluate the cost and use of capital to predict future cash flows and contrast them with current equity valuations. She dissected numerous Mergers and Acquisitions, which were commonplace in the small-cap arena. Her stock research centered on what matters for value creation and focused on competitive positioning, ESG efforts, and the macro-economic environment in folding this knowledge in to evaluating corporate strategy. Her ability to quickly dig deep into the dynamics of value creation is coupled with her ability to relate to institutional investor perspectives as a member of a Board. She understands the vagaries of the right balance of share price, volume, and market cap.

Lisa has used her exceptional communication and interpersonal skills to effectively communicate investment strategies and results to Board of Directors and other clients. She is a proven leader and collaborator, contributing her skills to various organizations, including:

- Bow River Capital Advisory Board – Independent Director
- Denver Employees Retirement Plan (DERP) - Director
- The Denver Foundation - Treasurer, Audit, Finance & Executive Committees
- Latinas First Foundation – Director
- Vuela for Health - Director

Lisa was chosen for the NYSE Board Advisory Network, a selection of CEO-vetted diverse board candidates, and the 2021 Cohort of Boardbound by Women's Leadership Foundation. She is also a Director Member of the Latino Corporate Directors Association. She holds an MBA from Regis University, a BSBA from the University of Colorado at Denver and is a CFA.

Lisa has a genuine passion for corporate strategy and is focused on being appointed to a private or public company board to use her experiences in analyzing cash flow and balance sheet management in supporting companies and shareholders to reach and exceed their goals. She brings the perspective of a buy and hold institutional investor that is built into her approach to analyze using a natural curiosity for how a company successfully fits into a contemporary landscape calling for attention to ESG and diversity, equity, and inclusion.