

**PAOLA YAWNEY**

DIRECTOR OF BUSINESS DEVELOPMENT

**EMAIL**

pyawney@balfourpacific.com

**PHONE**

604.806.3367

Ms. Yawney started her career in private equity in 1998 as a member of Vancouver-based Tricor Pacific Capital's investment team. At Tricor (and its successor, Parallel49 Equity), Ms. Yawney held concurrent roles in investment transactions, business development, investor relations and compliance. She was involved in all aspects of the firm's business as it grew from managing \$50 million to \$500 million in committed capital. Later during her tenure, Ms. Yawney led the business development function, executing a strategy that significantly increased deal flow.

Prior to Tricor, Ms. Yawney was the Philippine Property Sector Analyst for ABN AMRO Investment Bank, responsible for coverage of leading publicly-listed real estate companies. At ABN AMRO, she also provided investment advice to international institutional investors.

Ms. Yawney graduated with a Bachelor of Science degree in Business Management from Ateneo de Manila University in the Philippines. After graduating, she undertook an in-depth internship with the Aso Group in Fukuoka, Japan. Ms. Yawney obtained a Masters of Business Administration degree from Pepperdine University in California.