

# Keith Woo Jin Yao

- **Cellular Number:** (+65)90252249
- **Email Address:** Keithwoojinyao@gmail.com
- **Birth Date:** 02/11/1989
- **Nationality:** Singapore Citizen

## EDUCATION AND PROFESSIONAL QUALIFICATION

<b>University of Western Australia</b>	<b>Feb 10-Feb 13</b>
▪ Bachelor of Commerce	
▪ Major: Investment Finance, Corporate Finance, Financial Accounting	
<b>Bocconi University</b>	<b>Sep 12-Dec 12</b>
▪ Awarded a Scholarship to study at Italy's top business school	
▪ Studied Project Finance as an exchange student	

## WORK EXPERIENCE

<b>Sumitomo Mitsui Banking Corporation - (Infrastructure/Energy/O&amp;G)</b>	<b>Nov 14-Present</b>
<i>Investment Banking Associate</i>	
▪ Origination and execution of Project Financing advisory and lending mandates in <b>South East Asia</b>	
▪ <b>Financial Modelling</b>	
▪ <b>Investment Valuation</b>	
▪ <b>Deal Structuring</b> - Identifying, assessment and mitigation of project risk to various parties	
▪ <b>Credit Analysis</b>	
▪ <b>Due diligence</b> - Legal, Technical, Insurance, Market, Coal etc.	
▪ <b>Legal documentation</b>	
▪ PPP / ECA / Multilateral – Experience working with development agencies (e.g. K-sure, KDB, JICA, JBIC)	
▪ Experienced in liaison with sponsors, advisors and other project parties	
▪ Pitching for advisory and lending mandates	
▪ <b>Transaction experience:</b>	
➢ Singapore SportsHub (National Stadium) US\$1.1bn – Mandated Lead Arranger	
➢ Kalsel Coal Fired IPP, Indonesia US\$550m – Mandated Lead Arranger, Technical/Coal/Environment Bank	
➢ UPC Sidrap Windfarm, Indonesia US\$150m – Financier, Modelling, Insurance Bank	
➢ Madura Floating Production Storage Offloading (FPSO), Indonesia – Financial Advisor	
➢ Chevron Phillips Singapore Chemicals, Singapore US\$50m – Lender	
➢ Hanthawaddy International Airport, Myanmar – Feasibility Study Advisor	
➢ 6 <sup>th</sup> Incineration Plant, Singapore – Credit Approved Supporting Bidder	
<b>KPMG – Oil &amp; Gas</b>	<b>Sep 13-Nov14</b>
<i>Associate</i>	
▪ Stationed in Indonesia (20%) to perform work on O&G upstream companies. Familiar with Indonesian working environment	
▪ Credit analysis of large corporates	
▪ Financial statement analysis and financial reporting (IFRS)	
▪ Qualitative and quantitative analysis and evaluation of industry and business risk	
▪ Market research for industry competitor analysis	
<b>Changi Airport Group – Airport Investments</b>	<b>Dec 10-Feb 11</b>
<i>Intern</i>	
▪ Analysed international airport investments opportunities and performed due diligence.	
▪ Monitored different departments capex and opex to be in line with company's targets	
<b>ORGANISATIONAL AND COMMITTEE EXPERIENCE</b>	
<b>Medical Missions in Indonesia</b>	<b>Dec 10-Present</b>
<i>Volunteer</i>	
▪ Involved in medical missions to the villages in Senggarang	
<b>University of Western Australia</b>	<b>Feb 10-June 12</b>
<i>Resident Advisor</i>	
▪ One of twelve selected to lead 300 international students in college	
<i>Sports Secretary</i>	
▪ Elected to be Sports Secretary to represent international students	
▪ Actively organized events to bond and connect international students on campus	
<b>AIIESEC</b>	<b>Feb 11-Feb 12</b>
<i>Exchange Manager</i>	
▪ AIIESEC is a global organization run by students interested in world issues, leadership and management	
▪ Organized and developed business relationships with Egypt, Kenya, and India corporates.	
<b>Singapore Armed Forces</b>	<b>Jan 08-Nov 09</b>
<i>Tank Driver / Armour Infantry Trooper (National Service)</i>	

## **SPORTS REPRESENTATION**

### **Tennis Team**

*University of Western Australia, Currie Hall*

**Feb 10-Feb 11**

- Won 1st place in 2011, making college history

*Singapore Armed Forces*

**July 08-Sep 08**

- Represented Armor in Singapore Armed Forces Tennis Competition

*St Andrews Junior College / Anglo-Chinese-School*

**Jan 03 -Dec 07**

- Won National 3rd in 2004,2006,2007, National 4th in 2005

## **ADDITIONAL INFORMATION**

- Certified Senior First Aider (St John's Ambulance Brigade, Western Australia)
- Avid runner and swimmer, enthusiastic traveller, loves interacting and living among different cultures
- Wants to live life to the fullest. Fishing, skiing, rock climbing and golfing are areas where I actively participate in