

Yulius Frans Winarto

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SUMMARY

- 5 years of experience in Corporate Finance M&A Advisory across Southeast Asia, successfully completed one sell-side and one buy-side M&A deal over the past 2.5 years in Deloitte
- Excellent financial modelling skills, ranked 55th in Modeloff 2016 and top 100 in Modeloff 2014 (World financial modeling competition)
- Received top-tier grading in the latest annual performance review in Deloitte

PROFESSIONAL EXPERIENCE

Deloitte & Touché Corporate Finance – In Singapore covering Southeast Asia

Role as Senior Associate, July 2016 to present

Role as Associate, July 2014 to June 2016

Selected Key Projects Involvement:

- **Lead buy-side and LBO advisory on the acquisition of McDonald's franchise in Singapore and Malaysia, deal size c.US\$400m – raised c.US\$300m of acquisition financing (Completed)**
 - Created LBO financial model for the acquisition financing
 - Conducted valuation analysis using DCF analysis
 - Worked with CFOs to develop 100-days cash projections and working capital analysis for the purpose of working capital financing
 - Collaborated with legal counsels, tax team, and banks to identify optimal transaction and funding structure
 - Collaborated with Deloitte transaction services team for due diligence
 - Assisted in negotiations, support legal counsels in the preparation of acquisition and loan documentation
 - Key person-in-charge for the coordination of the closing process (including post-closing adjustments), developed the funds flow statement
- **Lead sell-side advisory for the sale of LHI Technology, a medical-cable & interconnects developer and manufacturer for c.US\$200m (Completed)**
 - A cross border sell-side advisory project for 3i Group, a UK based private equity, on the divestment of its Singapore based subsidiary with assets in China and bidders from companies in USA and Europe

- Main responsibilities include: preparation of information memorandum, financial model, and management presentation; review of term sheets; virtual data room and Q&A management; as well as support in SPA negotiation and transaction closing
- **Sell-side advisory for a health insurer and administrator with presence in Philippines, Indonesia, Thailand, and Vietnam (Ongoing – Preparation Stage)**
 - Leading the project execution team
 - Collaborated with Deloitte actuarial consulting for business plan review
 - Main responsibilities include: development of information memorandum, detailed review of the business, and review of LOI
- **Sell-side advisory for a Sri Lanka based IT services company (Ongoing – Marketing Stage)**
 - Worked with the Board to challenge the business plan and enhanced the 5-years financial projections
 - Main responsibilities include: development of information memorandum, teaser, data room setup, valuation exercise, transaction structuring, and potential buyer screening
- **Sell-side advisory on a bilateral sale process of a listed Indonesian based chemical manufacturing company to a major Japanese conglomerate, deal size c.US\$300m (Aborted pre-binding offer)**
 - Main responsibilities include: preparation of pitching material; discounted cash flow valuation for pricing guidance; preparation of financial model and management presentation; virtual data room management

HELIOS CAPITAL (*In affiliation with BDO International*) – Jakarta, Indonesia

Role as Associate Manager, January 2014 to July 2014

Role as Junior Associate to Senior Associate, November 2011 to January 2014

Key Responsibilities:

- Project execution including fund raising, valuation exercise, due diligence field work, preparation of deliverables and presentation to senior management, supporting parties, and regulatory agencies
- Origination support including preparation of pitching materials and transaction assessment
- Training junior associates on accounting and finance fundamentals and application

Selected Key Projects Involvement:

- Undisclosed Hotel Chain & Diversified Property Co. (US\$ 50m Equity Fund Raise)
- Undisclosed Listed Palm Oil and Rubber Plantation Co. (US\$ 75m LBO Advisory)
- PT Marga Sarana Jabar, Bogor Outer Ring Road (Toll Road – Financial Due Diligence)
- PT Centrin Online Tbk. (Telco Tower – Business Valuation)
- PT Sampoerna Telekomunikasi Indonesia (Telco Tower – Debt Capacity Analysis)
- PT Semen Indonesia Tbk. (Cement – Project Finance Advisory)

EDUCATION

Atma Jaya University, Indonesia, 2007 - 2011

Bachelor of Economics

Majored in accountancy with focus on capital markets

GPA 3.54 out of 4.00, ranked 3rd in the faculty

OTHER PERTINENT INFORMATION

Date of Birth : 10th July 1989

Language Skills : Fluent in English and Bahasa Indonesia

Other Proficiencies : Bloomberg, S&P CapitalIQ, Thomson One, Mergermarket, Intralinks, Merrill, Ansarada, Speeda

Interest : Travel, Tennis, and Photography

Reference : To be provided upon request