

# KENNETH HOR KONG JIE

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S547417

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## PROFESSIONAL EXPERIENCE

<b>KPMG Corporate Finance</b>	Jan 14 – Present
<i>Senior Associate, Deal Advisory, Mergers &amp; Acquisitions</i>	
<ul style="list-style-type: none"><li>End to end deal exposure – from preparing pitch book, investment teaser and information memorandum, developing financial models to working with legal advisors on drafting term sheet and SPA</li><li>Worked in a sector agnostic team, exposure to deals in the healthcare, logistics, consumer, engineering and marine sectors, with transaction size up to S\$300m</li><li>Received a double promotion in June 2015 due to ability to lead workflow independently and build trust with engagement directors, clients and other stakeholders</li><li>Built and developed financial models, including IRR/CoC-centric model (on a buy-side deal for a PE), financing scenarios and modelling synergies</li><li>Conducted market scanning analysis, due diligence and financial modelling on potential targets, and identified synergies with the client's strategic growth plans. The analysis and recommendations facilitated the advancement into two live deals</li><li>Developed good working relationships and was a trusted advisor to clients; Received the Merit award from the firm due to an outstanding team performance and strong client's commendation letter</li><li>Undertook leadership roles, such as administering the Corporate Finance internship programme and being the Advisory Basketball team captain for two consecutive years</li></ul>	
<b>Selected M&amp;A Transactions:</b>	
<b>(1) Sale of a majority stake in a locally based air freight logistics company to a Hong Kong listed integrated logistics provider, at a rich valuation of 18x P/E</b>	
<ul style="list-style-type: none"><li>Analysed multiple attractive offers with various structures, worked closely with legal advisors to draft definitive agreements and was highly involved in SPA and SHA negotiation process</li></ul>	
<b>(2) Sale of a SGX listed ship supply company with EBITDA of above S\$10 million, at a targeted valuation of 10x EV/EBITDA</b>	
<ul style="list-style-type: none"><li>Facilitated for pre-bid due diligence before launch of Mandatory General Offer, improved understanding of SGX takeover regulations and process</li></ul>	
<b>(3) Advising a private equity fund on potential acquisitions of healthcare companies providing services to the aged population</b>	
<ul style="list-style-type: none"><li>Conducted intensive market scanning, developed IRR/CoC-centric financial models and managed due diligence process</li></ul>	

## EDUCATION

<b>Nanyang Technological University</b>	Jul 10 – Dec 13
<ul style="list-style-type: none"><li>Double Degree in Accountancy and Business (Banking and Finance) with First Class Honours</li><li>GPA (Business): 4.67/5.0, GPA (Accountancy): 4.7/5.0</li><li>Dean's Honour List in 2011 and 2012</li></ul>	
<b>Georgia Institute of Technology (USA)</b>	Jan 13 – May 13
<ul style="list-style-type: none"><li>Exchange student in Spring Semester</li></ul>	
<b>Raffles Junior College</b>	Jan 06 – Dec 07
<ul style="list-style-type: none"><li>Obtained six distinctions in the GCE A Level examinations</li></ul>	

## LEADERSHIP AND CO-CURRICULAR ACTIVITIES

<b>Singapore Arm Forces</b>	Jan 08 – Nov 09
<i>Platoon Commander, Lieutenant, Officer Cadet School</i>	
<ul style="list-style-type: none"><li>Led a platoon in an Infantry battalion and exercised servant leadership, helping my men through the trying times and lending a listening ear even relating to their personal lives</li><li>Appointed as the officer-in-charge of a live exercise to protect a key installation in Singapore</li></ul>	
<b>Raffles Institution (Junior College) Basketball Team</b>	Jan 07 – Dec 07
<i>Vice-Captain</i>	
<ul style="list-style-type: none"><li>Served as a liaison between the team and coaching staff, effectively managing team relationships and leading the team in the Nationals Basketball Competitions</li></ul>	

## PROFESSIONAL QUALIFICATIONS

- Passed CFA Level 3 and expecting to earn the CFA charter in 2018
- Passed ISCA PAC and expecting to earn Chartered Accountant (Singapore) designation in 2017
- Incoming student of Business Mandarin in SCCIOB

## OTHERS

**Interest:** Books (Recently read Dealmaking: The New Strategy of Negotiations by Guhan Subramanian), Investing, Sports (Basketball, Tennis, Table-tennis), Movies

**Community Involvement:** Volunteered at Junior Church; Gave tuition to teens at The Salvation Army - Gracehaven

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## DEAL SHEET

### OTHER TRANSACTIONS

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- (1) **Sale of a majority stake in an Asian chemical logistics freight forwarder to a Swiss transport company with revenue of over S\$1 billion**
  - Facilitated the due diligence process of the Group that included 8 overseas entities across Asia, prepared a detailed financial budget built up by existing and potential service contracts to drive deal valuation
- (2) **Sale of a 100% equity stake in a leading aged care facility operator in Singapore with EBITDA of above S\$10 million to a private equity fund, at a valuation of 10x EV/EBITDA**
  - Prepared investment teaser and information memorandum, managed virtual dataroom with Q&A and analysed the transaction structured using the locked-box mechanism
- (3) **Sale of an ASEAN engineering firm supplying refinery plants for the oil and fats industry with EBITDA of approximately S\$25 million, at a targeted valuation of 8x EV/EBITDA**
  - Prepared investment teaser and information memorandum, identified potential investors
- (4) **Capital raising for a prime Singapore leisure attraction operator to fund its regional expansion plan, with a pre-money valuation of approximately S\$30 million**
  - Prepared investment teaser and information memorandum, reached out to potential investors and negotiated potential offers
- (5) **Sale of a leading travel company in Singapore that focuses on wholesale air ticketing and corporate travel management, with revenue of above S\$200 million**
  - Prepared investment teaser and information memorandum, reached out to potential investors and negotiated potential offers
- (6) **Sale of a locally-based freight logistics company that serves a roster of blue-chip customers and has the expertise in handling specialised goods, such as flavour and fragrance products**
  - Prepared investment teaser and information memorandum, reached out to potential investors