

PROFILE

Experienced and driven real estate and investment banking professional with institutional transaction experience in Asia-Pacific across various risk-return profiles. Proven track record in developing new deals and businesses within the real estate financing space.

PROFESSIONAL EXPERIENCE

Sumitomo-Mitsui Banking Corporation (Singapore Branch)

Assistant Vice President, Property Finance, Investment Banking Asia

Mar 2014 – Present

Origination and execution of non-recourse, corporate and leveraged real estate finance deals with specific focus on Singapore, Australia, SEA and alternative real estate (data centres and student housing).

Origination:

- Pitching for prospective real estate investment and development transactions.
- Performing market research and feasibility study as part of initial due diligence and deal screening.
- Preparing term sheets underlining transaction structure, credit terms and representations.

Execution:

- Creating financial and valuation models supporting scenario and sensitivity analysis.
- Preparing investment memorandum for presentation to credit committee.
- Supporting legal documentation to facilitate transaction closing.
- Monitoring transactions on ad-hoc (with reference to milestone and covenants) and quarterly basis.

Business Development:

- Key member in establishing new business for alternative real estate (data centres and student housing).
- Instrumental in creating team's non-recourse financing capabilities for NBFI via deal sourcing and developing internal business framework with key stakeholders.

Key Highlights:

- Evaluated 91 investment proposals involving top tier corporates, public and private investment funds.
- Successful closing of 49 deals with deal size ranging from S\$200m – S\$2.1b, including:
 - MLAB role in S\$2.1b syndicated facility for a development project in Singapore undertaken by an Australian fund manager and SWF ("Best Cross Border Investment of the Year", REIW Asia 2015);
 - Bilateral IDR315bn financing of retail mall development in West Java by a local developer;
 - MLA role in A\$600m syndicated facility for an Australia commercial property portfolio fund;
 - Secondary loan purchase of ~US\$35m in a Singapore-based data centre fund.

United Overseas Bank Limited

Senior Credit Analyst, Commercial Banking Division

Aug 2011 – Feb 2014

- Selected under the bank's Management Associate Programme, aimed at developing early career talent.
- Managed portfolio of Mid Cap/SME accounts in Real Estate, Construction, Healthcare and Education.
- Undertook first-level financial analysis to support new transactions, credit restructures and reviews.
- Assisted RMs in analysing and structuring real estate project financing cases to client's financing needs.

Columbia Investment Group

Intern (Real Estate Investment)

Jan 2011 – Mar 2011

- Researched on macroeconomic and industry trends to support investment analysis.
- Prepared marketing collateral (presentation deck and information sheet) to support asset distribution.
- Supported asset enhancement strategic initiatives to enhance investment yield and capital value.

EDUCATION HISTORY

Bachelor of Business, Nanyang Technological University (2nd Upper Honours)

2008 – 2011

Fall Exchange Programme, University of Mannheim, Germany

2009 – 2010

National Junior College, Singapore

2004 – 2005

Saint Joseph's Institution, Singapore

2000 – 2003