

BAI Philip, CFA

Nationality Singapore

Contact details Email: philip.bai@insead.edu
Mobile: +65 9682 3277



PROFESSIONAL EXPERIENCE

June 2016 – Now	McKinsey & Co. Associate, Strategy and Corporate Finance Practice Selected client engagements: <ul style="list-style-type: none">Developed a 3-year turnaround strategy and business plan for a Japanese automotive OEM as part of its wider post-merger integration to transform into a top 10 player globallyConducted commercial due diligence on a healthcare asset for a Sovereign Wealth FundDeveloped and implemented a strategic roadmap for an ASEAN-based National Oil Company to enter power utility business, including structuring the financing, EPC and entire bid package for its first power plant projectExpert skillset: strategy consulting and implementation, commercial due diligence, corporate portfolio management, financial modeling, corporate finance advisory, post-merger integration, etcHeavily involved in business development efforts to win competitive proposals for the Firm	ASEAN/Japan
2015 – 2015	HSBC Investment Bank plc Summer MBA Associate, Financial Sponsors Group (London) <ul style="list-style-type: none">Focused on financial sponsor coverage efforts in the European regionWorked with seniors bankers to provide M&A & LBO financing advisory to key private equity & SWF clients	United Kingdom
2012 – 2014	Mitsubishi UFJ Financial Group <i>World's 2nd largest bank with asset size of US\$2,500bn</i> AVP (Asian Investment Banking Division - Loan Syndication Department) Business development track record <ul style="list-style-type: none">Major client sector coverage: oil & gas, utilities, transportation, real estate, infrastructure, and industrialsLed and closed over 30 new syndicated debt mandates in ASEAN and Australian marketsDistributed loan assets to various financial institutions on secondary market to enhance the bank's ROE Financial analytical and deal structuring experience <ul style="list-style-type: none">Prepared financial modeling and conducted company/industry research for credit due diligence purposesOriginated and structured over US\$10bn worth of debt issues – M&A financing, asset/project finance, LBO etc Leadership and project management capabilities <ul style="list-style-type: none">Led in pitching and proposing debt financing strategies to clientsIndependently negotiated on commercial terms and legal documentation with clients and legal counsels	Australia/Singapore/ASEAN
2010 – 2012	DNB Bank ASA <i>Norway's largest financial group & world's leading energy-focused bank with US\$288bn of assets</i> AVP (Energy Division) <ul style="list-style-type: none">Core member of energy financing team covering the entire energy industry in Asia with \$10mn P&L budget Financial and qualitative analytical skillset <ul style="list-style-type: none">Experienced in building DCF models and performing in-depth credit analysis for due diligence purposesPut up proposal to convince global credit committee and secure internal approval for new loan transactionsDeeply involved in the deal structuring of the bank's first three project finance transactions in Asia Major deals closed include <ul style="list-style-type: none">US\$8.5bn project finance debt to fund an onshore LNG liquefaction plant in AustraliaUS\$750mn reserve-based lending (RBL) loan for India's largest oilfield development project	Singapore/Australia/India
2009 – 2010	Avista Advisory Group <i>Asian affiliate of US' leading mid-market investment bank, Houlihan Lokey</i> Associate (Investment Banking) <ul style="list-style-type: none">Actively pitched for corporate finance mandates and conducted fundamental research for deal execution Deals closed include: <ul style="list-style-type: none">US\$70mn equity-linked note financing advisory deal on a Indonesian coal mine acquisition	Singapore/India
2008 – 2009	CapitaLand (formerly Surbana Fund Management) <i>One of Asia's largest property companies, with US\$36bn of assets</i> Analyst (Real Estate Fund Management) <ul style="list-style-type: none">Built financial models and prepared sector research report to support real estate financing deals	Singapore/China

EDUCATION

2015 – 2015	INSEAD MBA Class of December 2015 Winner of 2015 NUS Private Equity Case Competition sponsored by Temasek Holdings	France/Singapore
2010 – 2012	CFA Institute Qualified as CFA Charterholder in 2012	USA
2004 – 2007	Nanyang Technological University Bachelor of Accountancy	Singapore

LANGUAGES/PERSONAL/PROFESSIONAL INTERESTS

Languages: English (Fluent), Mandarin (Fluent) & French (Basic)
Professional Association: Leadership committee member of Asia Pacific Loan Market Association (APLMA)