# Personal Details

Name: **Edwin David Liem**

Languages: English (Fluent), Bahasa Indonesia (Fluent) and Tagalog (conversation)

Nationality: Indonesian citizen (Singapore PR)

Career History

**Aug 2013 – Present UOB Venture Management Pte Ltd, Singapore**

**Senior Director**

Immediately after joining the company, Edwin was tasked to establish UOB Venture Management’s Indonesia Representative Office in Jakarta which was set up with primary objectives is to build and to strengthen UOB Venture Management’s brand name in Indonesia with business owners, companies’ senior management, consultants and investment bankers. He also helped in due diligence during UOB Venture Management’s fund raising during the visits to Jakarta to meet the existing and prospective investee companies.

He held the Chief Representative Officer till Dec 2015. After stepping down, he continues to oversee the operation of the Indonesia Representative Office. The current Chief Representative Officer reports to him.

Edwin is the Indonesia primary contact person for deal sourcing and managing the investment process (due diligence, negotiations, documentation, etc), monitoring of portfolio companies till divestments.

**Sep 2008 – Aug 2013 ING Bank NV, Singapore Branch**

**Vice President – Head of Asia Credit Restructuring**

**Credit Risk Management**

Edwin was responsible for ING Bank’s debt restructuring in Asia (8 branches – Singapore, Seoul, Shanghai, Hong Kong, Tokyo, Taipei, Manila, and Labuan). He prepared approval package proposing quarterly loan loss provisions and write-offs for Asia for approval from Global Credit Restructuring in Head Office (Amsterdam).

He dealt with external auditors and regulator for matters related to problem loans, loan loss provisions and write-offs. He alsp assisted ING Vysya Bank, India in the quarterly loan loss provisions approval process.

The key achievements include:

* Achieved KPI target of Euro10 million release in loan loss provisions each year from 2009 – 2011. In 2012, a release of over Euro 20 in loan loss provisions was attained.
* Collected US$8.4 million from a Singapore based shipping company (100% recovery).
* Completed the restructuring of one of the world’s leading car leather seat manufacturers with head office in US. Total ING’s exposure in this leverage financing deal is approximately US$35 million. The company is on the right track for recovery and has been making voluntary prepayments to reduce the debt level.
* Completed the recovery of USD 8 million in loans extended to a Korean home appliances manufacturer. This was a Leverage Financing Deal turned bad following the crisis.
* Successfully restructured the bank’s exposures to one of Taiwan’s largest memory chip testing companies and fully recovered approximately Euro 21 million of outstanding in 2011.
* Part of the steering committee of a Hong Kong listed company Peace Mark Group (in liquidation) which the bank had approximately Euro70 million loans. Actively involved in the negotiation process to dispose the security (shares in Singapore’s leading luxury watch retailer, Sincere Watch Limited) to a consortium of investors.
* Completed the restructuring of a Singapore based publicly listed shipping trust with total liabilities (including commitments) of the Company is close to S$1 billion. The account was transferred back to the front office after the successful debt restructuring.
* Recovers JPY4.52 billion by way of a loan sale. The exposure disposed was the bank’s JPY5 billion unsecured facility to a Japanese finance company. The company went into bankruptcy a year after the sale.
* Successfully recover bank’s exposures to a leading global manufacturer of unattended payment systems with operations mainly in Japan and USA. The amount recovers approx. USD26 million.
* Actively managing the restructuring of mdf, timber flooring manufacturing group of companies in China. This is a leverage finance transaction that went bad after the 2008 crisis and mismanaged by the private equity sponsor.
* Involve in ongoing restructuring negotiations of publicly listed shipping company (dry bulk) in Indonesia. ING’s total debt exposure is over USD 60 million.
* Involve in ongoing restructuring negotiations of publicly listed shipping company (tanker) in Indonesia. ING’s total debt exposure is over USD 90 million.

**Dec 2007 – Aug 2008 PricewaterhouseCoopers Singapore, Singapore**

**Transaction Services - Manager**

* Performed a financial due diligence review on biomass (using Empty Fruit Bunch) and biogas (from waste water from palm oil mills) power plants for M&A transactions.
* Reviewed of financial model for financing the acquisition of telecommunication towers in Indonesia. Analyzed and commented on the model prepared by client.
* Conducted an acquisition financial due diligence review on a steel drum manufacturing business in Singapore on behalf of a German industrial client.
* Assisted a Malaysian Group in the preparation of financial model and business plan for a hospital project in one of the countries in Indo-China
* Performed a financial due diligence review for acquisition of a publicly listed IT Services provider in Singapore for a Japanese conglomerate.

**Jul 2006 – Aug 2007 Debt Free Direct Australia Pty Ltd, Sydney, Australia**

**Finance, Accounting & Admin. Manager** (Part-time employment)

* Maintained the company’s accounting records using MYOB accounting software.
* Prepared monthly financial statements, bank reconciliation, cash flow projections for the following month.
* Analyzed monthly the performance of the company vs budget. .
* Monitored collections of account receivables.
* Prepared Debt Free Direct Australia’s strategic long-term projections for discussion with head office in London.
* Handled other company matters related to taxation, payroll, superannuation, purchases and payment to creditors
* Liaison to the external auditors for statutory audit.

**Jun 2002 – Mar 2006 PT Priparin Finance, Jakarta, Indonesia**

**Partner**

Provided various services in the areas of corporate finance, fund-raising, debt restructuring, merger and acquisition, valuations, etc. Some of the transactions and appointments include:

* Successfully completed an M&A transaction of food business.
* Successfully completed a fundraising exercise (bank loan) of Rp10 billion for a finance company, a subsidiary of one of the largest public listed bank.
* Acted as an independent financial advisor to the board of directors of a local business group.
* Assisted a listed cable manufacturing company in debt restructuring, fundraising (USD 4 million) and improving its corporate planning and budgeting division.
* Successfully completed an M&A transaction of a cultured milk-based health drink business.
* Assisted a local rayon staple fiber and associated products producer belonging to a multinational group in the preparation of a report for an arbitration tribunal in Singapore.
* Assisted an Oleochemicals company in fund raising.
* Assisted a palm oil plantation in raising financing from bank.

**Oct 2000 – Jun 2002 KPMG Consulting Pte Ltd, Singapore**

**Corporate Recovery - Manager**

* Involved in several debt restructuring assignments, which among others involved reviewing the existing financial position and trading performance, stabilizing the companies, negotiating with creditors, proposing and implementing acceptable restructuring scheme, monitoring the companies’ cash flows and ensure that all the statutory requirements are met.
* Manager in charge of a profitable Members’ Voluntary Liquidation Division of KPMG Singapore generating turnover of approximately S$1.5 – 2 million per annum; overseeing the process of voluntary liquidations to ensure that all the statutory requirements are met.

**Sep 1998 – Sep 2000 PT Ernst & Young Consulting, Jakarta, Indonesia**

**Corporate Finance - Senior Manager**

Advised various clients in corporate finance related areas such as debt restructuring, M&A, valuation. The transactions and appointments include:

* + - * Manager in charge of a workout on Humpuss Group (IBRA/BPPN).
      * Manager in charge of a workout on a property company, PT Bakrie Swasakti Utama (IBRA/BPPN).
      * Manager in charge of a workout on Mantrust Group (IBRA/BPPN)
      * Manager in charge of a workout on Sekar Group (IBRA/BPPN).
      * Manager in charge of a workout on Rajawali Group (IBRA/BPPN).
      * Help IFC to identify attractive investments in Indonesia.
      * Due diligence on one of the listed cement companies in Indonesia on behalf of a foreign investor.
      * Manager in charge of a workout on a listed distribution company in Indonesia.
      * Manager in charge of a workout on a listed industrial glue manufacturer.
      * Due diligence on a listed palm oil plantation company in Indonesia on behalf of a foreign investor.
      * Manager in charge of a workout on a listed packaging company.
      * Manager in charge of a workout on a leading PET manufacturer.
      * Manager in charge of a workout on a listed kaolin mining company.
      * Member of the expert witness team to defend a state owned company against a US$3.2 billion litigation.
      * Manager in charge of a workout on a galvanized iron sheet manufacturer.

**Sep 1994 – May 1998 PT Paribas Asia Equity, Jakarta, Indonesia**

**Equity Analyst - Manager**

* Analyzed publicly listed companies in Indonesia and provided recommendations to institutional investors/fund managers to support their investment decisions. Sectors under coverage: Banking and Finance, Manufacturing.
* Played active roles in the Paribas Asia Equity’s annual road show event: “The Indonesian Banking Seminar” in Hong Kong and Singapore.
* Assisted the Research Director in managing the day-to-day operations of the Research Department such as scheduling the deadlines for research reports, etc.

**Jan 1994 – Sept 1994 PT Bank Dharmala, Jakarta, Indonesia**

**Assistant Manager - Corporate Planning**

* Responsible for compilation of branches and divisional operating plans and budgets.

* Analyzed and monitored actual performance of the branches against their budgets.
* Worked closely with the bank’s top managements in the preparation of the bank’s five-year planning
* Provided the bank’s management with regular analysis and studies about trends, issues and other significant factors that related to the banking industry.

**1991 – 1993 PT Inti Salim Corpora, Jakarta, Indonesia**

**Internal Auditor**

* Conducted detailed management audit on companies belonging to the Salim Group.
* Extensive exposures to various industries such as finance company, property and automotive.

Education

**Jun 2006 – Jul 2007 Macquarie University Applied Finance, Sydney, Australia**

Master of Applied Finance

**1988 – 1991 De La Salle University, Manila, Philippines**

BSc, Management of Financial Institutions

Trainings & Courses Attended

* **The Institute of Banking and Finance Singapore** – Rules and Regulations for Advising Corporate Finance.
* **KPMG** – International Restructuring Guidelines Course
* **KPMG** - Debt Restructuring from a Banking Perspective Workshop
* **BUTTERWORTHS PROFESSIONAL ASSOCIATION (In association with Law Society of Singapore)** – Bankruptcy and Corporate Insolvency Conference
* **REUTERS** - Stock Technical Analysis Seminar
* **THE LEARNING POINT PRESENTATIONS SCHOOL** - Winning Presentation Seminar
* **THOMSON BANKWATCH** - Techniques of Bank Analysis in Asia Workshop
* **THOMSON BANKWATCH** - Assessing the Credit Risks of Asian Banks Workshop
* **THE FINANCIAL TRAINING COMPANY** - Advanced Equity Analysis
* **THE FINANCIAL TRAINING COMPANY** - Equity Analysis Course
* **EURODAVID INTERNATIONAL LTD**. - Evaluation of Banks Workshop
* **SALIM GROUP IN-HOUSE TRAINING** - Various training and seminars on business management, accounting, auditing, tax and financial management

# Personal Summary

Marital status: Married

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References: Available upon request