**Tra Zboinski**

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**BACKGROUND INFORMATION**

**Nationalities** British, Vietnamese

**Languages** English, Vietnamese

**Education** BSc in Management (2.1, London School of Economics and Political Science, 2006)

**KEY ATTRIBUTES**

* **Experienced Banker:** C.10 years of banking experience with exposure to real estate and shipping & offshore sectors
* **Adaptability:** Successful transition from London to Singapore to pursue long-term career ambitions
* **Breadth of Knowledge:** Career across investment banking, corporate banking and debt capital markets
* **Proven Track Record:** Successful completion of cross-border transactions having managed throughout deal lifecycle

**BUSINESS EXPERIENCE**

**2015 – Present Vice President, Corporate Solutions Department Asia**

**Sumitomo Mitsui Banking Corporation (Singapore)**

Vice President in SMBC Singapore office with a focus on originating and supporting property finance transactions across South East Asia and Australia. In addition, responsible for developing customised financing solutions for clients across sectors in the Indochina region.

**2012 – 2015 Vice President, Investment Banking, EMEA Real Estate**

**HSBC Bank plc (London)**

Vice President in real estate advisory business with experience across direct, indirect and listed real estate and many asset classes.

* **Origination:** identified business opportunities, led the preparation of pitch books, presented strategic business ideas and investment banking financial products (mergers & acquisitions, equity instruments, investment grade and high yield bonds) resulting in key mandates
* **Structuring**: led and supervised the production of financial models, business valuations and coordination with colleagues in Equity Capital Markets, Debt Capital Markets and Leverage Finance divisions to successfully close transactions
* **Marketing**: led the production of marketing brochures, information memoranda and investor presentations that resulted in highly successful private sell-side and equity raise transactions
* **Execution**: responsible for the coordination of all administrative steps and interaction with internal stakeholders (business approval committees, group compliance and legal departments), external professional advisors (lawyers, auditors, tax advisors) and clients concerning deal execution
* **Resource Management**: managed and planned team resources including leading, supervising and training 4 associates and analysts

Key completed transactions:

* The largest take-private transaction in the UK listed real estate space since 2000: GBP2.6bn take-private offer for Songbird Estates, the company controls Canary Wharf Group, by Qatar Investment Authority and Brookfield Property Partners *(M&A)*
* Quintain’s transaction with Knight Dragon, an investment vehicle indirectly owned by Dr. Henry Cheng Kar-Shun, regarding a 13.5m sq ft residential-led mixed use development scheme at the Greenwich Peninsula, one of the largest urban regeneration schemes in London *(M&A)*
* EUR322m sale of SAREB’s first Spanish commercial real estate loan portfolio *(M&A)*
* USD2.5bn follow-on equity offering for FIBRA UNO, Mexico’s first and largest FIBRA *(ECM)*
* USD462m follow-on equity offering for Terrafina, Mexico’s largest owner of industrial real estate *(ECM)*
* EUR150m equity raise for Lamda Development, Greece’s leading listed retail real estate company *(ECM)*
* GBP350m BBB rated 9-year bond for Global Switch, a leading data centre owner and operator with footprint across continents *(DCM)*

**2010 – 2012 Business Development Manager, Corporate Banking, UK Real Estate**

**HSBC Bank plc (London)**

Business Development Manager in real estate lending business with a focus on new business development: Responsible for originating, structuring and executing new financing transactions and refinancing transactions at asset-backed level or corporate unsecured level. Also involved in the management of 2 lending accounts (a UK listed property developer and a private property investment company) on a day-to-day basis.

* **Origination & Structuring**: led the financing workstream including cashflow modelling, financial and credit analysis, financial structuring
* **Deal Management**: responsible for the completion of all internal steps to achieve final transaction approval from various committees including business approval committees and credit committees
* **Negotiation & Execution**: involved in the production of termsheets and negotiation of terms and conditions with clients and co-lenders, coordinated with external professional advisors (lawyers, valuers, monitoring surveyors), coordinated with hedging colleagues to generate ancillary income linked to financing transactions
* **Relationship Management**: involved in the management and development of 2 client relationship accounts, optimised wallet share opportunities, coordinated with other departments (Payment and Cash Management, Private Bank, FX Corporate Solutions etc.) to cross sell and provide a one-stop shop for clients
* **Loan & Portfolio Management**: prepared materials for and participated in monthly and quarterly senior Commercial Real Estate (“CRE”) business review meetings, prepared materials on the division’s CRE lending activity at the FSA’s request

Key completed financing transactions:

* GBP1,020m Whole Business Securitisation of 4 operating Center Parcs holiday villages and GBP175m 5-year senior secured facility to fund the development of the 5th village
* GBP550m 6-year syndicated senior secured financing facility for Westfield Stratford City Shopping Centre, a 1.9m sq ft retail and leisure destination next to the London Olympic Park and also the largest urban shopping centre in Europe
* GBP400m 5-year senior secured credit facility for Langham Estate, a property investment company owned by Samuel Tak Lee, one of the world’s wealthiest property investors, to refinance a mixed use prime property portfolio in London’s West End
* GBP100m bilateral corporate facility extension for Quintain, a leading London focused regeneration developer

**2007 – 2010 Associate, Corporate Banking, Shipping & Offshore**

**HSBC Bank plc (London)**

Associate in shipping and offshore corporate banking: Assisted in the day-to-day relationship management of a portfolio of European Shipping and Offshore clients. Also responsible for credit analytic tasks and development of financial models.

* **Relationship Management**: involved in the banking relationship management workstream including maintaining regular dialogue with clients at senior levels, analysing clients’ funding needs and ensuring credit stewardship (clients’ credit profile and covenant compliance status) and periodical credit review process and assessing lending relationship returns
* **Origination**: assumed ownership for developing pitch books and financial models
* **Restructuring**: participated in the negotiation and successful closing of 5 restructuring transactions with total deal size in excess of USD1bn. These deals covered various funding structures and different levels of stress and covenant breaches
* **Strategy**: supported senior management in developing long-term relationship strategy for each client account including analysis of clients’ wallet and identifying cross-sale opportunities

Key completed transactions:

* USD1.2bn 5-year syndicated senior secured credit facility for Seadrill, a world leading offshore drilling company, to finance the construction of 3 new drilling rigs *(Financing)*
* USD650m public takeover of Prosafe Production by BW Offshore to create the world’s second largest owner of offshore oil and gas floating production vessels *(M&A)*

**2006 – 2007 Analyst, Debt Capital Markets**

**HSBC Bank plc (London)**

Analyst in Debt Capital Markets business covering financial institutions clients.

**OTHER EXPERIENCE**

**2011 – 2012 President,** Women in Banking & Finance (“WiBF”) Speakers, Canary Wharf branch, a club which is an affiliate of Toastmasters International and WiBF, with about 30 members who were female professionals in the banking and finance industry

**PERSONAL INTERESTS**

**Active Lifestyle** Long distance runner, regular yoga practitioner

**Travelling** Keen to explore and immerse myself in new cultures and geographies