

TEGAR IMAN SUSILA

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PROFESSIONAL EXPERIENCE

BNP PARIBAS SECURITIES INDONESIA **INSTITUTIONAL EQUITY SALES**

Jakarta
Apr 15 - Now

- Act as account manager and key advisor for institutional investing clients that includes asset management, hedge fund, insurance and pension fund on stock portfolio investment strategy to deliver beating-the-market performance
- Initiating and maintaining relationships with Indonesian based clients with total of USD14.2b on Asset Under Management (AUM); make daily calls and regular meetings to pitch research product and share key insights on investment strategy
- Awarded as 9th best equity salesperson by Schroders Investment Management on the month of June 2015, youngest on the list, for specifically delivering strategy to invest in Indonesia infrastructure space
- Helped the firm to achieve 1st rank by Mandiri Investment Management as the firm's portfolio recommendation gross the highest return of 36% over Oct-Dec 2015 period while the market only performed 11%.

BNP PARIBAS SECURITIES INDONESIA **EQUITY RESEARCH ASSOCIATE**

Jakarta
Aug 14 – Mar 15

- Analyze macro, sector and company fundamentals to identify investment opportunities for the stocks that the firm is covering in Indonesia; help the firm's investing clients achieve superior returns through differentiated investment insights and ideas
- Assisted the coverage to write deep dive research report with thorough data analytics and rigorous financial modelling on Automotive, Consumer, Retail, Property, Media and Telecoms sector with total of 19 companies, USD122b in market capitalization.
- Appraised by clients on accurate non-consensus buy calls on telco stocks which rose 45% in 6 months after the research report published

SYSTEC GROUP VENTURE CAPITAL **ANALYST INTERN**

Jakarta
Jun – Sep 2013

- Performed due diligence analysis, market analysis, and feasibility studies following startup proposals for funding; recommended which startups should be funded by the group.
- Created investment story for 9 business ventures, prepared DCF model and presentation pitch for 3, all of which used by the group in meeting with potential investors.

EDUCATION

UNIVERSITY OF INDONESIA **FACULTY OF ECONOMICS AND BUSINESS**

Depok
2010 - 2014

Major: Business Management, concentrating in Finance. GPA: 3.42

Relevant coursework: Strategic Management, Marketing, Investment, Capital Budgeting, Project Management

Authored a 20.000 words thesis: *Stock Market Volatility during National Elections in G-20 Country members*

AWARDS AND HONORS

BEST OVERALL PRESENTATION **L'OREAL BRANDSTORM**

Jakarta
May 2014

- Awarded as the team who delivered the best presentation on creating new men's line for Kiehl's in the national semifinal.

NATIONAL CHAMPION & BEST PERFORMER **DELOITTE RISK INTELLIGENCE CHALLENGE ASEAN**

Jakarta & Singapore
Feb - Apr 2014

- Won the national title (with more than 80 participants) in a risk management case study and debating competition.
- As national champion, represented Indonesia to ASEAN level; Was awarded as Best Performer for comprehensive risk assessment in pharmaceutical sector and nominated as Best Speaker.

**NATIONAL CHAMPION & INDONESIA REPRESENTATIVE TO ASIA PACIFIC
CFA INSTITUTE INVESTMENT RESEARCH CHALLENGE**

**Jakarta & Singapore
Mar 2014**

- The most prestigious equity research competition in the world. Won the national title (out of 54 participants) by writing investment initiation coverage report on Kalbe Farma, Southeast Asia largest publicly listed healthcare company.
- As national champion, represented Indonesia to regional Asia Pacific competition in Singapore.

**INTERNATIONAL SCHOLAR
UNIVERSITY OF TOKYO SUMMER PROGRAM**

**Tokyo
Jul – Aug 2014**

- Was awarded a full scholarship to attend a very competitive summer program in University of Tokyo; Chosen as one of 30 international delegates from more than 800 applicants worldwide.
- 30 international delegates were coming from universities around the world including Harvard, Stanford, Oxford, UC Berkeley, UT Delft, Tsing Hua Beijing, and Seoul National University among others.
- The summer school was consisted of four main courses: 1) Prototyping and pitching new product led by Tokyo i-school; 2) Design thinking for developing new product innovation led by IDEO Tokyo Office; 3) Case study on post tsunami development plan led by Harvard Business School; 4) Field Trip – Innovative ideas to rehabilitate tsunami stricken areas in northern area of Japan led by University of Tokyo and Mayor Office of the City of Otsuchi.

LEADERSHIP AND VOLUNTEER EXPERIENCE

**INDONESIAN YOUTH FOR SMEs (IYS)
PRESIDENT**

**Jakarta
2014 - Now**

- IYS is a youth led organization that provides pro-bono consultancy services to Small and Medium Enterprises (SME)
- Spent a year as Analyst and then another year as Project Leader who led 4 people prior to being elected as President in 2016 who currently leads 24 people.
- Consulted clients include: 1) Wangsa Jelita – beauty product manufacturer (helped the firm to establish new product line), 2) Party Popper ID – party decorator (helped client on costing and pricing strategy), 3) Agate Studio – gaming house (helped to expand its B2B segment in serious gaming), 4) BOTB – fitness apparels (helped client on costing, pricing, developing new product, and channel optimizing strategy)

**THE 12TH INDONESIA CAPITAL MARKET STUDENT STUDIES
DIRECTOR OF CONFERENCE PROGRAMMING**

**Depok
2012**

- Led a team of 5 to design a series of conference program and investment research report competition. Leading the first attempt of the event in its history to go international.
- Developed several case studies such as the IPO of Facebook and Development of REITs to name a few.
- Successfully invited Wendy Guo – CFA Institute Education Director based in Hong Kong, Gita Wirjawan – Indonesia Minister

SKILLS AND INTERESTS

LANGUAGE: English (fluent), Bahasa Indonesia (native)

IT PROFICIENCY: MS Office, Bloomberg Terminal, Thompson Reuters, Eikon, Datastream, Euromonitor, BMI, Eviews, Stata, Factset, Factiva

INTEREST: Travelling, Photography, Design, Writing