

Education	Boston University Graduate School of Management Boston, MA, USA Master of Business Administration; January 1999 Concentration in Finance (Honors Graduate); GPA 3.68/4.00 Beta Gamma Sigma Honor Society Member International Management Program – Japan certificate
	Boston University Metropolitan College Boston, MA, USA M.S. Administrative Sciences: May 1997 Concentration in Financial Economics; GPA 3.81/4.00
	Chulalongkorn University Bangkok, Thailand B.S. Statistics; May 1995 Concentration in Information Technology & Programming; GPA 3.16/4.00
Licenses	❖ <i>Designation / License</i> ✓ Chartered Financial Analyst Designation. Member of CFA Institute, USA (Formerly known as “AIMR”). ✓ SEC-approved Financial Advisor License
	❖ <i>Languages</i> ✓ Fluent in Thai and English, Upper-Intermediate level in Mandarin, Beginning level in Japanese and Korean
Experience	
2012 - Present	Evolution Capital Public Company Limited Bangkok, Thailand Vice President, Investment Department <u>Investment role</u> Recommend commercial terms to CEO and help CEO negotiate commercial terms with vendors on M&A deals and with franchisors / franchisees on franchise opportunities. Analyze M&A and joint-venture opportunities, conduct due diligence, valuation, design preliminary funding structure and deal structure, design performance measurement parameters for invested entities, monitor financial performance of the invested entities, coordinate with financial advisors, legal advisors, and vendors towards deal closing. Draft commercial terms of LOI, MOU, SPA, JVA, and legal documents in parallel with legal counsel. <u>Corporate Finance role</u> Prepare financial projection of the Company for institutional investors and financial institutions and discuss with them regarding potential funding. Plan corporate funding strategies with CEO. Prepare corporate-level and brand-level AOP for use by the operation team as a target and by the finance & accounting team as a fund allocation guideline. <u>Investor Relations</u> Perform investor relation function and conduct a presentation in the shareholders’ meetings. <u>Other Roles</u> Prepare pitch book for discussion with potential franchisors. Evolution Capital Public Company Limited has changed its focus from a private equity fund to a hotel and restaurant business and is listed on the Market for Alternative Investment.
2011 - 2012	Thai Beverage Public Company Limited Bangkok, Thailand M&A Manager, Strategic Planning Unit Analyzed M&A and Joint-Venture opportunities, conducted commercial due diligence, conducted valuation, analyzed funding strategies, designed preliminary deal structures and specific terms and conditions for head of major agreements, reviewed and revised due diligence reports and deal structure from financial advisors and legal advisors, executed deals from origination to closing phases, coordinated with investment and commercial banks, legal advisors, and vendors towards closing. Negotiated commercial terms with counterparties. Proposed recommendation on investment opportunities based on strategies, synergies as well as market forces. Designed cooperation platforms whether the opportunities should be M&A, joint-ventures, product licensing, marketing cooperation, product distribution, pure bottler licensing, or other arrangement. Prepared management committee meeting materials. Thai Beverage Public Company Limited is a leading FMCG in Food & Beverage industry in Thailand and is listed on the Singapore Exchange.

- 2009 - 2010 **KTB Advisory Company Limited** Bangkok, Thailand
Vice President, Investment Banking Department
Assisted the department head in deal structuring. Provided financial advices, in a capacity of a team leader, regarding debt securities offerings, mergers & acquisitions, debt restructuring as well as business consultancy. Conducted due diligence, financial analysis, SEC filing, financial modeling, valuation, and presentation. Assisted top executives in designing term sheet for debt restructuring deals, new corporate structures, securitization fund structures which led to optimal capital structure, as well as Terms of Reference (TOR) for clients in private sector as well as public sector. Wrote up prospectuses, business consultancy reports, TOR. Discussed with the clients' management teams. Represented top executives on meetings and conference calls with clients, creditors, legal advisors, and regulators.
- 2005 - 2009 **SICCO Advisory Company Limited** Bangkok, Thailand
Vice President, Investment Banking Department
Assisted the department head in deal structuring. Provided financial advices, in a capacity of a team leader, regarding IPO, mergers & acquisitions, divestment, debt-to-equity conversion, related party transactions, and asset / securities / brand valuations. Conducted due diligence, financial analysis, SEC / SET filing-documentation, financial modeling, valuation, and presentation. Reviewed and proposed M&A targets to clients. Wrote up offering memorandum, prospectus, independent financial advisor's opinion reports, and valuation reports. Discussed with the clients' management teams. Attended the audit committee meetings, board of directors' meetings, and annual / extraordinary shareholders' meetings depending on transaction types and sizes. Represented department head and top executives on deal pitching, meetings and conference calls with clients.
- 2005 **JVS Financial Advisory Company Limited** Bangkok, Thailand
Manager, Financial Advisory Department
Provided financial advice, in a capacity of a team leader, on capital structure management and project feasibility study to clients. Pitched deals and met with potential clients to offer financial advisory services. Led the team of analysts to conduct due diligence, financial analysis, financial projection, and information memorandum. Represented the CEO on meetings and phone calls.
- 2004 **Trinity Securities Company Limited** Bangkok, Thailand
Senior Associate, Fixed Income & Structured Product Department
Served as an analyst in the securitization team. Assisted the department head in designing securitization deal structure and securitized bond features to match issuers' and investors' need. Involved in panel discussion regarding securitization rules & regulations. Conducted financial analysis, wrote up information memorandum, and SEC filing document for clients. Coordinated with a conduit management company to execute the asset securitization transaction. Prepared pitch books and met with potential clients. Prepared roadshow materials and attended roadshow presentation.
- 2001 – 2003 **Bangkok Bank Public Company Limited** Bangkok, Thailand
Investment Banking Analyst, Investment Banking Group
Developed financial models and sought appropriate debt instruments and bond features that suited clients' capital needs and constraints and corresponded to investors' needs. Utilized various valuation techniques to suggest fair share value in mergers & acquisitions deals. Conducted due diligence as well as performed industry and financial analysis. Wrote up prospectus and filing document. Prepared roadshow materials and attended roadshow presentation.
- 2000 – 2001 **Bangkok First Investment and Trust Public Company Limited** Bangkok, Thailand
Investment Banking Analyst, Corporate Finance Department
Assisted the team leader in providing financial advices on right offerings, tender offers, delisting, and valuations. Created financial models and utilized various valuation techniques. Conducted due diligence by working closely with clients and performed financial analysis. Assisted senior associates in writing up analysis, financial advisor's opinion reports, SEC / SET filing. Prepared pitch books and presentation materials.

2000	Business Venture Promotion Company Limited Investment Analyst, Investment Advisory Department Analyzed investment opportunities by conducting due diligence, valuation, and projecting the return on investment to judge the attractiveness and the appropriate level of equity investments in the new enterprises. Assisted the managing director in analyzing problems that the firms encountered and finding out possible solutions for the invested firms. Provided advice on financing strategies to new enterprises in rapid growth periods and firms in financial distress.	Bangkok, Thailand
1999	Scudder Kemper Investment (Internship: Optional Practical Training) Monitored, processed, and reconciled daily cashflows and transactions received from the custodian banks to internal systems to ensure that funds were available and fully invested. Evaluated trade activity to ascertain that portfolio guidelines and restrictions were satisfied, verified holdings for sales and interacted with trade operations to ensure successful settlement of all trades.	Boston, MA, USA

Major Projects

M&A, Joint-Venture, Divestment, Valuation	<ul style="list-style-type: none"> ❖ <i>Major Assignments at Evolution Capital</i> ❖ Acquisition of hotels in the size of 2,900 keys in the United Kingdom (project under FICO group, major shareholder of Evolution Capital) ❖ Acquisition of hotels in the size of 1,000 keys in Germany (project under FICO group, major shareholder of Evolution Capital) ❖ Joint-venture with a foreign partner to operate Domino's Pizza in Cambodia ❖ Partial acquisition of Q's Dining Inc., a Japanese restaurant chain in Japan, and granting franchise of an independent restaurant of the Company to Q's Dining Inc. for operation in Japan ❖ Joint-venture with Kyochon F&B Company Limited, franchisor, to operate Kyochon chicken restaurants in Thailand ❖ Right offerings of Evolution Capital shares and warrants in 2013 - 2014 ❖ Negotiation with private placement investor on and execution of the private placement of Evolution Capital shares in 2015 ❖ Negotiation with financial institutions on debt financing ❖ Negotiation of master franchise rights of Domino's Pizza and Kyochon in Cambodia ❖ Financial projection / budgeting for all F&B brands ❖ Execution of the acquisition of Domino's Pizza and The Coffee Bean & Tea Leaf franchise right from FICO Corporation via share swap and Entire Business Transfer (EBT) in 2012. (not involved in pricing and deal negotiation) ❖ <i>Major Deals at FMCG</i> ❖ Worked on the tender offer, financial modeling and the valuation of Fraser and Neave, Limited and studied the investment opportunity in Asia Pacific Breweries, Limited in 2012 ❖ Conducted due diligence, valuation, designed preliminary deal structure and commercial terms for M&A and Joint-Venture in the beverage industry in Asia, America, and Europe in 2012 ❖ Conducted due diligence, valuation, and submitted the bid for an M&A target in alcoholic beverage industry in the U.S. in 2012 ❖ <i>Major Investment Banking Deals</i> ❖ Financial advisor for brand valuation of major alcoholic drink brands under the umbrella of Thai Beverage Public Company Limited ❖ Financial advisor for share valuation of Cosmos Brewery (Thailand) Company Limited ❖ Financial advisor for the acquisition of the energy drink targeted company namely Wrangyer Beverage Company Limited ❖ Financial advisor for the share valuation of Carabao Tawan Dang Company Limited ❖ Financial advisor for the share and asset valuation of various alcoholic drink and non-alcoholic drink companies ❖ Financial advisor for the acquisition of equity interest in the non-alcoholic beverage company namely OISHI Group Public Company Limited from the connected person (2008) ❖ Financial advisor to Thai Glass Industries Company Limited for the acquisition of the recycling business
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Major Projects

M&A, Joint-Venture, Divestment, Valuation (Continued)	<ul style="list-style-type: none"> ❖ Financial advisor to Thai Beverage Public Company Limited for the divestment of Thai Alcohol Company Limited, an industrial alcohol and ethanol manufacturer ❖ Financial advisor for the tender offer of ordinary shares of Oishi Group Public Company Limited (2006) ❖ Financial advisor to Berli Jucker Public Company Limited for the connected transaction regarding the share acquisition of Thai Beverage Can Company Limited ❖ Financial advisor to Chonburi Sugar Industries Company Limited for the valuation of its sugar manufacturing subsidiaries ❖ Financial advisor for share valuation of Nakornthai Strip Mill Public Company regarding the debt-to-equity conversion exercise as part of the debt rehabilitation plan ❖ Financial advisor for share valuation of Open Computing Technology Company Limited ❖ Financial advisor to EGCO Public Company Limited for the share acquisition of Power Generation Services Company Limited ❖ Financial advisor for tender offer for delisting of SCNYL
Securities Offerings	<ul style="list-style-type: none"> ❖ Financial advisor for the public offerings of debentures of Double A (1991) Public Company Limited No. 1/2010 in an amount of THB 5,000.00 million ❖ Financial advisor for the public offerings of debentures of Double A (1991) Public Company Limited No. 2/2010 in an amount of THB 2,500.00 million ❖ Financial advisor for the initial public offerings of Sabina Public Company Limited in an amount of THB 347.50 million ❖ Financial advisor to National Housing Authority of Thailand (Originator) for the public offerings of short-term debentures of Osprey Series 2 Company Limited, under the securitization program, in an amount of THB 1,170.70 million ❖ Financial advisor to Dhanarak Asset Development Company Limited (Originator) for the public offerings of securitization bond of DAD SPV Company Limited in an amount of up to THB 24,000.00 million as a funding source for the construction of the Government Center ❖ Financial advisor for the public offerings of debentures of RCL Public Company Limited in an amount of THB 2,500.00 million ❖ Financial advisor for the public offerings of debentures of Land and Houses Public Company Limited in an amount of THB 1,500.00 million ❖ Financial advisor for the public offerings of debentures of Royal Garden Resort Public Company Limited in an amount of THB 1,700.00 million ❖ Selling Agent for the initial public offerings of PTT Public Company Limited, the largest oil & gas player in Thailand, in an amount of THB 28,000.00 million
Venture Capital	<ul style="list-style-type: none"> ❖ Investment analysis on several investment opportunities i.e. soft drink ingredient manufacturer, web content provider, property developer, seeking funding at initial phases. ❖ Supervisory role on capital structure, funding needs, and funding uses of invested firms
Business Consulting	<ul style="list-style-type: none"> ❖ Financial advisor rendering a solution to revive a financially distressed state-owned enterprise and designing the Term of Reference (TOR) of the joint venture. Strategic consultancy to the state-owned enterprises to solve distressed situation. Solutions included new consumer and client focuses, marketing strategies, raw material sourcing plan, as well as financial capital restructure plan. ❖ Financial advisor rendering an opinion regarding the most suitable funding alternative, namely securitization, to a state-owned enterprise ❖ Financial advisor to a state-owned enterprise for designing performance measurement indicators for the public and commercial transportation services

Major Projects

Debt Refinancing / Restructuring / Credit Analysis	<ul style="list-style-type: none"> ❖ Credit analysis for loan syndication to refinance existing loans to TelecomAsia (currently “True Corporation Public Company Limited”) in an amount of THB 21,400.00 million ❖ Financial advisor to Siam Administrative Management Company Limited for its debt restructuring exercise ❖ Financial advisor to Thai Fishery Company Limited for its debt restructuring exercise ❖ Credit analysis and target share valuation regarding the funding for the share acquisition of a palm oil manufacturer
Non-valuation IFA Report	<ul style="list-style-type: none"> ❖ Independent Financial Advisor to Robinson Department Store Public Company Limited on the connected transaction regarding the land lease agreement ❖ Independent Financial Advisor to Kang Yong Electric Public Company Limited on the connected transaction regarding the research and development fee