

TEGAR IMAN SUSILA

F RESIDENCE - Jl. Kebon Kacang 29/28, Jakarta Raya, 10310 | +62813 7578 4017 | tegar.iman@me.com

PROFESSIONAL EXPERIENCE

BNP PARIBAS SECURITIES INDONESIA **INSTITUTIONAL EQUITY SALES**

Jakarta
Apr 15 - Now

- Advising asset management, hedge fund, and insurance & pension fund clients on stock portfolio investment strategy to deliver beating-the-market performance
- Initiating and maintaining relationships with Indonesian based clients on daily basis; 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 in the top ten list, for specifically give deep insights on how to invest in Indonesia infrastructure space
- Received numerous positive feedbacks from international clients (Fidelity, GMO International, Capital Group, etc) for having update them to make timely investment solution on the changing pace of Indonesia consumer sectors

BNP PARIBAS SECURITIES INDONESIA **EQUITY RESEARCH ASSOCIATE**

Jakarta
Aug 14 – Mar 15

- Assisted to write deep dive investment research report with data analytics and financial modelling on publicly listed companies for Automotive (Astra International – Toyota and Honda), Consumers (Unilever, Indofood, Mayora Indah, Kalbe Farma, Tempo Scan, Kino), Media (Surya Citra Media, MNC), Retail (Mitra Adi Perkasa, Matahari Putra Prima, Hero), Property (Lippo, Ciputra, BSD, Summarecon), and Telecoms (Telkom, XL Axiata, Indosat)
- Acquired specific knowledge, competitive positioning, and key business issues on industries and companies listed above; regularly update clients who wish to be alerted about news that could change investment stance on listed companies above
- Serviced specific clients' request to better understand key politics and economics events in Indonesia that could shape up the investment dynamic of the country. In this regards, wrote an investment note on how Jokowi's presidency would affect the country's fiscal budgeting and its effect on business sectors

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 – 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 APAC
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 driven organization that provides pro-bono consultancy services to Small and Medium Enterprises (SME)
- Spent two years as Analyst and then Project Leader prior to being elected as President in 2016.

**THE 12TH INDONESIA CAPITAL MARKET 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 of Trade, Okie Ramadhan – Morgan Stanley Managing Director.

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.