

# Vincent Yunansan

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**Summary:** experienced in working with cross-functional teams, understanding complex financial and operational data, and providing actionable recommendations. I am currently pursuing further education in data science to follow my curiosity. In today's business landscape, the ability to understand and use (often messy) data is critical.

## WORK EXPERIENCE

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### **PARTNERS GROUP**

*Private investment management firm with USD221bn in asset under management*

#### **Associate Vice President, Private Equity APAC**

##### **Post MBA Associate Program**

- Coverage of the Australian healthcare services sector. Diligence experience of an Australian pathology operator (AUD2bn+), a multi-site cancer-care operator (AUD2bn+), a diversified consumer-health products platform (AUD2bn+), etc.
- Preparation of investment papers, which include investment thesis & vision, company valuation, investment merits, risks, and considerations, funding structure & strategies, competitor analysis, expert input, scenario analysis, etc.
- Management of 3-4 internal team members and 5-6 external service providers in each due diligence stream (e.g., management consultants, legal counsel, buy-side advisors, banks, subject matter experts, etc.).

#### **Sydney, Australia**

AVP: Sep'20 – Mar'23

Associate: Oct'19 – Sep'20

#### **Singapore**

Aug'18 – Oct'19

### **MANDIRI SEKURITAS**

*Investment banking arm of the largest financial institution in Indonesia*

#### **Senior Associate, Investment Banking**

##### **Associate, Investment Banking**

##### **Analyst, Investment Banking**

- M&A: acquisition of a third-party insurance administrator by a bank, acquisition of a seaport operator by a pension fund.
- Capital markets: equity IPO & secondary issuance, debt IPO, asset backed transactions.

#### **Jakarta, Indonesia**

Jun'16 – Mar'17

Jun'15 – Jun'16

Aug'14 – Jun'15

### **HONGKONG AND SHANGHAI BANKING CORPORATION**

#### **Specialist Development Program, Global Banking**

- Performed services management for 10 household FMCG and Japanese clients.

#### **Jakarta, Indonesia**

Jun'13 – Jun'14

### **ACCENTURE**

#### **Summer Intern – Supply Chain Consulting**

#### **Jakarta, Indonesia**

Jul'11 – Sep'11

## EDUCATION

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### **UNIVERSITY OF SYDNEY**

#### **Master of Data Science**

Specialization in Machine Learning

#### **Sydney, Australia**

Jul'23 – Present

### **INSEAD**

#### **Master of Business Administration**

VP of Trek – INSEAD Private Equity Club

GMAT Score: 740 (97<sup>th</sup> percentile)

#### **Singapore**

Aug'17 – Jun'18

### **PEKING UNIVERSITY**

#### **Chinese Language and Cultural Course**

#### **Beijing, China**

Feb'12 – Jun'13

### **UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN**

#### **Civil & Environmental Engineering, Bachelor of Science**

Dean's List of Academic Excellence (Spring 2009), Phi Eta Sigma Honor Society

#### **Illinois, USA**

Aug'08 – Dec'11

## ADDITIONAL INFORMATION

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<b>Work Permit</b>	: Australian Permanent Resident, Indonesian Citizen
<b>Languages</b>	: Bahasa Indonesia (Native), English (Fluent), Mandarin (Basic)
<b>Certification</b>	: CFA Charter Holder (Jun'17)
<b>Skills</b>	: Excel, Python, R, SQL

## DATA SCIENCE PROJECTS

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*Due to on-going status and/or non-disclosure agreements, projects denoted with (Δ) are not made available on my GitHub repository. Descriptions of these projects have been masked for anonymity.*

- Δ Production optimization for an Australian commodity producer. This project utilizes breadth first search (BFS) and mixed integer linear programming (MILP) to find batch combinations with highest market prices.
- Δ Small object recognition for an Australian drone company. Deployment of an automated object detection system in unmanned surface vessels (USV) which covers dataset building, model optimization, and implementation on edge hardware.
- Multi-Layer Perceptron from scratch [GitHub]. This project is aimed at reproducing popular machine learning libraries manually to show how each element works under the hood.
- Transfer learning with Pytorch [Github]. This project explores the use of small pre-trained models on the Pytorch library to perform a multi-label object classification.
- Debtor quality analysis with R [Github]. This project analyses debtor credit quality by using random forest, logistic regression, linear discriminant analysis, AdaBoost ensemble learning, and support vector machine.

## DEAL EXPERIENCE HIGHLIGHTS

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### PARTNERS GROUP ("PG")

### Key Responsibilities

- Consumer health products company (2022)  
Branded prescription and consumer healthcare products owner in 20 countries. PG participated up to phase 2. Investment thesis, brand performance analysis, commercial & financial diligence, debt structure.
- Cancer care operator 1 (2021)  
Australia's largest medical oncology, drug compounding & distribution service provider. PG was the last two bidders. Commercial, technical & financial diligence, doctor retention program, transaction documentation.
- Cancer care operator 2 (2021)  
Regional medical and radiation oncology operator. PG was in bilateral discussion with business owner. Commercial diligence, site analysis.
- Cancer care operator 3 (2020)  
Australia's largest radiation oncology service provider. PG was in pre- process discussions and outside-in diligence. Financial model, unit economics.
- Corporate trustee (2020-2022)  
Corporate fiduciary services provider to the Australian funds administration industry. Market analysis, scenario analysis.
- Specialty diagnostic services operator (2019)  
The company provides pathology, diagnostic imaging, and day hospital services in Australia. PG signed an option agreement with rival bidder and submitted a take-private offer to the company's board. Financial model, take-private valuation, swap-option agreement.
- Educational resources supplier (2019)  
Australia and New Zealand's supplier to early childhood services, primary schools, and before & after school programs. Financial model, expert calls.
- Guardian Childcare & Education (2021-present)  
Early childcare operator with 130+ childcare centres across Australia. PG asset since 2016. Budget preparation, re-financing, board meeting materials, sell-side materials.

### MANDIRI SEKURITAS ("MS")

- US\$100m equity IPO of an industrial gas producer on the Indonesian Stock Exchange (IDX:AGII).
- US\$80m equity recap of a domestic bank (IDX:BMAS).
- US\$80m corporate bond issuance of a state-owned port business.
- Acquisition of a third-party insurance administrator by a bank.
- Acquisition of a port operator by a pension fund.
- Corporate restructuring of the Indonesian State-Owned Agribusiness group.

