## Vincent Yunansan

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**Singapore** 

Aug'18 - Oct'19

Jun'16 - Mar'17 Jun'15 - Jun'16

Aug'14 - Jun'15

Jakarta, Indonesia

Jun'13 - Jun'14

Aug'17 - Jun'18

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**

**PARTNERS GROUP** Sydney, Australia

Private investment management firm with USD221bn in asset under management AVP: Sep'20 - Mar'23 **Associate Vice President, Private Equity APAC** Associate: Oct'19 - Sep'20 **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, buyside advisors, banks, subject matter experts, etc.).

**MANDIRI SEKURITAS** Jakarta, Indonesia

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.

HONGKONG AND SHANGHAI BANKING CORPORATION Specialist Development Program, Global Banking

Performed services management for 10 household FMCG and Japanese clients.

**ACCENTURE** Jakarta, Indonesia Jul'11 - Sep'11

Summer Intern - Supply Chain Consulting

**EDUCATION** 

**UNIVERSITY OF SYDNEY** Sydney, Australia **Master of Data Science** Jul'23 - Present

Specialization in Machine Learning

**TNSFAD Singapore** 

**Master of Business Administration** VP of Trek - INSEAD Private Equity Club

GMAT Score: 740 (97th percentile)

**PEKING UNIVERSITY** Beijing, China **Chinese Language and Cultural Course** Feb'12 - Jun'13

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN Illinois, USA Civil & Environmental Engineering, Bachelor of Science Aug'08 - Dec'11

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

#### **ADDITIONAL INFORMATION**

**Work Permit** : Australian Permanent Resident, Indonesian Citizen

Languages Bahasa Indonesia (Native), English (Fluent), Mandarin (Basic)

CFA Charter Holder (Jun'17) Certification Skills Excel, Python, R, SQL

#### **DATA SCIENCE PROJECTS**

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

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

## PARTNERS GROUP ("PG")

# Consumer health products company (2022) Branded proscription and consumer healthcare products.

Branded prescription and consumer healthcare products owner in 20 countries. PG participated up to phase 2.

#### 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.

Investment thesis, brand performance analysis,

diligence,

## Cancer care operator 2 (2021)

Regional medical and radiation oncology operator. PG was in bilateral discussion with business owner.

Commercial diligence, site analysis.

**Key Responsibilities** 

structure.

commercial & financial

#### 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, swapoption 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.