

Leon KOAY

Personal Profile

Proven leader with proven business development track record (including a USD triple-digit millions treasury business). Well-recognized originator with extensive track record of successful delivered outcomes. Flexible, adaptable & strong at acquiring new domain knowledge. Strong team player, people-builder & people-manager. Well-experienced in stakeholder engagement, and building relationships & networks across corporate, institutional & regulatory/government spectrum.

2 successful careers (banking & legal) over 20 years. Covered multiple locations across Asia from Korea to M-East. Multiple industry awards over 16 years for landmark transactions & innovative structures.

Career Highlights

The Bangsawan Group, Singapore & Malaysia

2016 – present

Joined the Bangsawan Group as a Managing Director. Current mandates include retainer-based corporate consultancy & bespoke advisory engagements for mature businesses as well as start-ups, and growth-driven investment transactions.

Standard Chartered Bank, Malaysia

2011-2015

Returned to Malaysia as Country Head of Financial Markets & Co-Head, Wholesale Banking Malaysia (2011-2015).

- Led the Bank's financial markets business in Malaysia, with revenue in excess of USD triple-digit millions. Country responsibility for sales, trading, asset & liability management, capital markets, corporate finance & principal finance. Joint responsibility for the Malaysia wholesale corporate / institutional banking business. Joint chair of country liquidity management working group. Member of country Exco and country Risk committee.
- Sitting member (2011-2015), Bank Negara Heads of Treasury forum. Main Committee member (2012-2015), Financial Markets Association Malaysia. Capital Markets Committee member (2011-2015), Association of Banks Malaysia.
- Won multiple awards in 2014/15 for the supranational International Islamic Liquidity Management Corporation's groundbreaking primary dealer issuance programme, including Islamic Deal of the Year from The Asset.

Standard Chartered Bank, Singapore

2005 - 2011

Standard Chartered Bank, Malaysia

2002 - 2005

Joined as Associate Director in 2002, became Director in 2005 and Managing Director in 2011. Head of Structured Finance Singapore (2006-2007), Head of Structured Finance SE Asia (2007-2010), Regional Head of Shipping Finance, South & SE Asia (2010-2011).

- Senior partner of the Bank's global transportation finance team, with pivotal role in creation and build-out of shipping finance team, and senior responsibility for origination & growth of Bank's shipping book (CAGR in excess of 100%). Highly awarded business with 12 industry awards since 2008, including multiple Deals of the Year from The Asset, Lloyd's List & Jane's Transport Finance.
- Jointly developed Basel II-compliant risk framework for Bank's shipping finance business.
- Responsible for Bank's structured finance business in Southeast Asia plus supporting responsibility for Asia ex-Middle East, with extensive experience in the origination/execution of capital-effective financing structures, cross-border financing, structured asset and lease financing (cumulatively > US\$2.5bn deal value), including an award-winning Islamic capital notes transaction for an Islamic banking business.
- Deeply involved in build-up of Bank's transportation finance strategy, and was part of Bank project team in M&A bids for aircraft leasing companies, culminating in the successful acquisition of Pembroke Aviation (Ireland) in September 2007 (top 10 aircraft lessor globally).

Messrs Adnan Sundra & Low, Kuala Lumpur

1996 – 2002

Advocate & Solicitor

- Practising lawyer with top 5 Malaysian law firm, admitted to the High Court of Malaya in 1996.
- Extensive experience in advising on and negotiating, inter alia, complex structured finance transactions (US\$750m in aggregate deal value), project / infrastructure development & finance, particularly electricity and transportation (US\$2bn in aggregate deal value), government concessions & privatizations, engineering & construction contracts, foreign/domestic joint ventures, corporate reorganizations & restructuring. Primary legal negotiator for MYR1,500 million Tenaga Income Securities deal that was awarded Malaysian Bond Deal of the Year 2001 by International Financial Review Asia.

Additional Information

- Executive Education Programme, Said Business School, University of Oxford, UK (2012)
- Admitted as Attorney & Counselor-at-Law to the New York State Bar, USA (2004).
- Masters in Law (LL.M) from Harvard Law School, Cambridge, Massachusetts, USA (2000).
- Bachelor of Laws (LL.B) from the International Islamic University Malaysia, Selangor (1995).