

Ronnie CHIA

Personal Profile

Well qualified and results oriented banking professional with over 17 years in the financial industry specializing in the areas of structured and asset financing solutions for corporate and institutional clients. Complemented by more than 6 years in a public accounting firm and in a corporate with diversified business interests. Experienced in articulating, formulating and executing business plans and strategies to grow revenue, balance risk/reward profile and achieve industry recognition. Skilled at educating and presenting to clients banking products and solutions and recommending best options to meet their requirements.

Team player with good communication and presentations skills. Innate ability to understand issues faced by clients and develop relevant solutions to address them. International in outlook having led and managed businesses, and executed deals on a global and regional basis.

Career Highlights

The Bangsawan Group, Singapore

2015 – present

Joined the Bangsawan Group as Managing Director. The Bangsawan Group is a boutique consulting and investment firm focused on assisting small medium size enterprises and start-ups in corporate consulting and capital investments.

Completed a number of corporate consulting mandates in various industries including event management, film production, food and beverage, technology and fintech.

Utilised experience, knowledge and abilities in financial structuring, corporate finance strategies, treasury and global markets as well as understanding of the debt and equity financing space to assist clients when executing mandates.

Standard Chartered Bank, Singapore

2001 –2014

Joined as a Director in 2001 and promoted to Managing Director in 2006, Asian Head of Structured Finance (2001 – 2008), Global Co-Head of Structured Finance (2008 – 2012), Head of Aviation Finance (2005 – 2007), Global Head of Shipping Finance (2009 – 2012), Global Head of Capital Equipment Finance (2011 – 2014).

- Led the Principal Structured Finance business in Asia upon joining the bank. Became co-head of the global business in 2008. Generated significant revenue for the bank e.g. USD100 million in 2008 and 2009. Awards include Islamic Deal of the Year
- Led the multi award winning global Shipping Finance business from 2009. Grew revenue from USD8 million (in 2008) to USD100 million (in 2012) per annum. Managed and molded a culturally diverse team of driven individuals and harness their collective talents to deliver superior financial performance.
- Started and led the Aviation Finance business from 2005 to 2007 and was instrumental in the acquisition of Pembroke Capital Limited in 2007, an aircraft lessor, that transformed the aviation business for the bank.
- Created and developed a business strategy for assets (other than aviation and shipping) in 2012. Led the global business from inception and expanded the bank's asset finance capabilities and offerings to clients in its footprint.
- Structured and delivered bespoke solutions to clients which assisted them to manage balance sheet, cash flow, capital and exchange controls challenges. Layered structures on asset financings to lower cost of

financing for clients through in-depth understanding of legal and tax regimes, debt market conditions and banking regulatory requirements.

- Responsible for developing and renewing underwriting standards for abovementioned businesses to foster business opportunities that are balanced with appropriate levels of risk ensuring actively monitored and managed asset portfolios.
- A key member of the Corporate Finance Management Group for ASEAN and Africa where business issues and strategies, human resources, deal pipeline and processes are managed, executed and monitored to achieve various targets and objectives.
- Respected by clients – first port of call for many clients looking to trouble shoot issues and discuss ideas.

Macquarie Bank, Kuala Lumpur

1998 – 2001

Manager

- Responsible for the Structured Finance business in ASEAN. Developed, marketed and executed complex financial structures that enabled clients to positively manage their balance sheet issues, cash position, tax and other regulatory constraints. Grew fee revenue from less than USD1 million to USD10 million while managing a team of three. Structured, originated and executed the MYR1,500 million Tenaga Income Securities deal that was awarded Malaysian Bond Deal of the Year 2001 by International Financial Review Asia.

Land & General, Kuala Lumpur

1995 – 1998

Tax Manager

- Responsible for the tax function of the group of companies and intimately involved in various acquisitions of businesses and companies by providing sound tax advice based on a good understanding of the financial and regulatory requirements of each deal.

Arab-Malaysian Merchant Bank, Kuala Lumpur

1994 – 1995

Officer

- Worked on IPOs, mergers and acquisitions and various other corporate exercises through structuring of deals, making submissions to relevant regulators and liaising with the stock exchange.

Price Waterhouse, Kuala Lumpur

1991 – 1994

Assistant/Senior/Assistant Manager

- Started out as a Tax Assistant and quickly progressed to become Assistant Manager in a short space of time. Worked on tax computations and filing as well as tax advisory, which is uncommon for a person at that level. Exhibited a good grasp and understanding of tax concepts and how to effectively conduct tax planning across jurisdictions.

Additional Information

- Graduated from University of Canterbury, New Zealand with a Bachelors of Commerce Degree majoring in Accountancy and Business Administration (1990)