

FOO JEE BOO (符儒武)

Nationality	Singapore Citizen (by birth)
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EDUCATION

1992 – 1995	Bachelor of Business from Nanyang Business School, Singapore
1989 – 1992	Certificate of Service (Mandatory National Service applicable to all Singapore citizen)
1988 – 1989	GCE A Level from Temasek Junior College (Top 5 in Singapore)
1984 – 1987	GCE O Level from Tanjong Katong Technical Secondary School (Top 20 in Singapore)

WORK EXPERIENCE

(A) ACHIEVEMENTS / NOTABLE TRANSACTIONS

- 11 years of banking experience in a leading bank in Qatar (www.cbq.qa) which includes managing a USD4 billion loan portfolio comprising of syndication deals with coverage of corporate debt markets and PF loan & debt capital markets in Asia and Middle East.
- Cover China market since 2000 and set up China Desk for Affin Investment Bank in 2006 and Commercial Bank of Qatar in 2014. A successful business hunter for China Top 500 companies.
- Running the syndication desk in CBQ (Qatar Bank) and Oman Arab Bank to network with MLA and support RM to structure syndicated and project finance loan followed by general syndication.
- A Singaporean Chinese and fluent in English and Mandarin to be an effective communicator with customers to understand their needs so as to negotiate and structure appropriate financing solutions based on market conditions.
- Resilient, loyal, hardworking and having a very strong drive and energy of a young man to take on challenging assignments with rigorous demands/deadlines; results driven and resourceful; Organized, meticulous and able to prioritize and to multi-task with strong credit, structuring and knowledge of legal documentation.
- Industry and Product Knowledge
 - Energy, Petrochemical; retail, manufacturing and trading, heavy industries, infrastructure/ real estate;
 - Understand customer needs, applying the right product mix such as loans, trade finance, Treasury & Cash Management; syndicate loan; bilateral / club loan; ECA covered loan; Structured Finance; Project Finance; Merger & Acquisition Finance
 - Managed client portfolio for international (China and Asia):
 - The Pearl Qatar US\$2.5bil development project;
 - (https://en.wikipedia.org/wiki/The_Pearl-Qatar)
 - US\$500mil Syndicated Loan for a Chinese Leasing Company;
 - US\$300mil Syndicated Loan for a Chinese Conglomerate (US\$3.6bil market cap engages in chemical and fertilizer and oil & gas);
 - US\$4.1bil Gas Pipeline Project in Gulf Arabia;
 - Qr1.5bil Contract Financing for a Turkish Contractor for Qatar Petroleum Project;
 - Syndicated Loan for a Sovereign entity in hotel business.

(B) Employers (1995 to 2008) – Singapore, Asia (Indonesia, Malaysia and China)

Present	Underground O & D International Corp China Director
1995 - 1997	CIMB Bank, Malaysia (Based in Singapore) Credit & Marketing Officer Corporate Banking / Syndication (Origination – Asia)
1997 - 2000	Mizuho Corporate Bank (Based in Singapore) Assistant Vice President Project Finance & Advisory (Oil & Gas / Power and Infrastructure)
2000 - 2002	OCBC Bank Ltd., Singapore (Based in Singapore) Assistant Vice President Main focus is to provide trade finance solutions to SMEs
2002- 2006	ClientPlus Asia Inc. (Based in Hong Kong / Singapore) Associate Director Private equity and M&A activities of unquoted companies in China.
2006 - 2007	Affin Investment Bank (Based in Malaysia) First Vice President Successfully set up China Desk and hunt for business in China.
2007 - 2008	RZB Bank (Based in Singapore) Associate Director Part of the satellite team supporting the RZB's corporate banking clients financing needs via RZB's proprietary fund. Key customer /project : Lippo Group (Trillium Development) / Sentosa Cove

(C) Employers (2008 to 2023) – Middle East, Asia & China

2008 - 2019	The Commercial Bank of Qatar (Based in Qatar)
2022 - 2023	Oman Arab Bank (Based in Oman) <ol style="list-style-type: none">1 Origination<ol style="list-style-type: none">a. Formulate and implement marketing plan and pipeline strategy via clients visit, sale pitch, structuring and negotiate term sheet, client management to maximize profit within cost, capital and liquidity constraints;b. Responsible to market, research, originate, evaluate and develop close working relations and proactive joint marketing with MLAs (DB, BAML, GS and banks in HK/Singapore) for the APAC & MENA markets to enlarge existing customer base and loan portfolio;c. Develop new product in respond to market competition and customers needs to implement and drive new initiative to expand revenue source2 Execution<ol style="list-style-type: none">a. Write the credit proposal, and present to the credit committee for approval;b. Support smooth and efficient client on-boarding process and to provide high quality service to meet/exceed clients' requirements;c. Responsible to complete the loan documentation with the customer

and lawyer followed by the loan disbursement and implementation of the credit terms and conditions;

- d. Continue in monitoring the loan and managing the customer relationship including servicing of client's day-to-day needs;
- e. Coordinate activities with business units to ensure the timely processing of customer's credit requests within established Turnaround Time;

3 Cross Sell

Aggressive cross sell treasury, cash management and trade finance and other banking services;

4 Customer Relationship Management

- a. Provide efficient account management; resolve customers' concerns timely with appropriate actions;
- b. Establish close working relations with different stakeholders to increase collaboration in deals and build market knowledge in order to price and structure appropriate loan solutions for client;
- c. Strong communication skill, follow up and follow through skill to execute account plan and deepen customer trust;

5 Liability Sale

- a. Responsible for account opening and KYC;
- b. Managed a USD 4 billion depository portfolio with counterparties (asset managers, Arab Monetary Fund, IFC etc.); raise deposits through structured deposits with Bunge SA and securitization program with Goldman Sachs.

6 Portfolio & Post Lending Management

- a. Monitor and steer the portfolio to meet profit targets and follow-up business opportunities identified;
- b. Proactively monitor, anticipate and broadcast risk deterioration across portfolio and undertook regular risk reviews and proactive risk control of credit business;
- c. Oversee and evaluate credit risk, structure credit facilities and prepare credit proposals including preparing loan/security documents

7. Credit Risk

- a. Approval process : Responsible for the management of the credit approval process and conduct due diligence of customer and prospective deals in accordance to established policies and procedures; evaluate credit worthiness with appropriate pricing and loan term for profitability based on RAROC model;
- b. Credit review : Conduct credit reviews of loans for overall asset quality based on customer documents / other available information;
- c. Risk Rating : Review and recommend a credit risk rating of Borrower and agree a final risk rating with risk department that reflects the various credit risk facets based on but not limited to the 5Cs of lending.

8 Compliance

- a. Possess an understanding of business processes and controls in all related credit/operational areas;
 - b. Undertake risk prevention work including credit risk, operational risk, compliance and anti-money laundering risk, and complete post-loan management and KYC;
 - c. Ensure compliance with all applicable laws and regulations (AML/KYC) and review loans against original underwriting expectation;
 - d. Proficiency in risk concepts, banking products/ operations/ systems, pertinent regulatory requirements;
- 9 Non Performing Loan / Loan Recovery / Loan Restructuring
- a. Experience in identifying early signals and negotiate, execute, implement, monitor on progress and effectiveness of the approved debt restructuring plan (for recovery/ settlement/ rescheduling of classified delinquent accounts including strengthening of security and legal action where necessary);
 - b. Liaise with Legal Department and Bank's Lawyers to discuss cases under litigation;
 - c. To formulate and implement Strategies to effectively manage, control and reduce the Non Performing Assets Portfolio of the International Branches;
 - d. Submit progress reports and periodic reviews and other MIS to the Management in respect of- recoveries and status of the delinquent accounts including adequacy of loan loss provision.

(D) Assignments (USA, China, Europe)

2019 - 2022 Takada Asset Management LLC

Focus on Supply Chain Financing and assisted Grupo Minero Golden Rock Mexico SA de CV in its offtake agreement with China Jingye Group (USD 35 billion revenue).

Pomus Global Fund SP (Backed by JP Morgan and Blackstone)

Acquisition financing for Suelo Energy Limited who is a 40% equity holder in the Venezuelan JV "Petrocabimas SA", a Mixed Enterprise (ME) which holds the E&P concession rights over 5 oilfields: Tia Juana, Cabimas West, Cabimas East, Cabimas East 2 & Cabimas South.

(E) Credit Risk Experience

1. Assist the Head of Risk in creating Key Performance Indicators (KPIs) for the business department and monitor their achievement on periodic basis;
2. Ensure compliance with established/approved credit risk policies and procedures and ensure that a sound environment for identifying, measuring, monitoring and controlling credit risk is in place;
3. Oversee assistant relationship manager credit assessments and recommend credit approvals within the delegation of authority;
4. Ensure that all credit approvals meet overall policy guidelines/ regulations and to stipulate terms and conditions to mitigate the credit risk borne / faced by the Bank;
5. Responsible to improve overall credit portfolio by instilling credit risk best practices;
6. Address/ facilitate correction of any weaknesses identified during assessments, audits, or examinations.