

**IMAM LIYANTO**  
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**PLACE AND DATE OF BIRTH**

- Surabaya, 13 April 1973

**EDUCATION**

- **Bachelor of Science in Business Administration**, University of Oregon, Eugene, 1996,  
G.P.A. 3.49  
Major: Finance & Marketing  
Minor: International Business & Japanese
- **Computer Applications Diploma**, Lorraine Martin Commercial College, Brisbane,  
Australia, 1990

**EXPERIENCE**

**PT Intraco Penta Tbk, Head of Corporate Finance and Investor Relations Division (2011 – Present)**

- Assist Board of Directors in negotiation and valuation of various investment &/or acquisition opportunities.
- Actively involved in negotiations in various investment &/or acquisition projects.
- Maintain relationship with existing investors of the Company and also seek new investors, both offshore and locally.
- Maintain relationship with existing banks of the Company and also seek new banking opportunities, both off shore and also locally.
- Prepare presentations and proposals to banks &/or investors in relation to any investment opportunities.

**PT Terrafactor Indonesia, Deputy President Director (2011 – Present)**

- Heading one of the main subsidiaries of PT Intraco Penta Tbk, involving in heavy equipment rental and used heavy equipment trading.
- Directing, managing and leading a team of 300+ people from marketing, operations, sales, finance and accounting to achieve Company's goals.
- Managing a company with total asset of IDR 400 billion and a turnover of average IDR 300 billion per annum.

**PT Sumalindo Lestari Jaya Tbk, Head of Corporate Finance Division (2002 - 2011)**

- Assist Board of Directors in negotiation and valuation of various investment &/or acquisition opportunities.
- Actively involved in negotiations in various investment &/or acquisition projects.
- Maintain relationship with existing investors of the Company and also seek new investors, both offshore and locally.

- Maintain relationship with existing banks of the Company and also seek new banking opportunities, both off shore and also locally.
- Prepare presentations and proposals to banks &/or investors in relation to any investment opportunities.

**PT Sumalindo Lestari Jaya Tbk, Head of Marketing Division (2003 - 2006)**

- Reporting direct to the Board of Directors of the Company for any issues relating to the marketing division activities.
- Set up strategy for the marketing of the Company's products, for both export and domestic market.
- Maintain relationship with various buyers of the Company both export and domestic market.

**Overseas Chinese Banking Corporation Jakarta, Assistant Vice President (May 2002 – August 2002)**

- Maintain portfolio of medium scale domestic corporates in various industry for performing and non performing loans.
- Structure a tailor made financing products for individual companies to match companies' financing needs and cash flow, which includes trade financing, working capital financing and term loan financing.
- Thorough analysis on companies' operating risks and financial risks.
- To be the forefront / point of contact executive between the bank and the customers.
- Identifying potential business with proper marketing strategy and planning.
- Assist restructuring on non performing portfolios.

**ABN Amro Jakarta, Senior Relationship Banker / AVP (September 2000 – April 2002)**

- Maintain portfolio of large and medium scale, both multinational and domestic corporates in the Consumer Products Industry Group.
- Point of liaison between product units within the bank and the customer.
- Coordinate and ensure synergies between various product units in the bank and the customer to ensure banking products deliveries to the customer.
- Working together with Loan Product Group to structure a tailor made financing products for individual companies to match companies' financing needs and cash flow, which includes trade financing, working capital financing and term loan financing.
- Working together with other product units to structure various banking products available to cater customers' needs.
- Identifying potential business with proper marketing strategy and planning.
- Accountable to ABN Amro's Regional Office for Consumer Products Industry Group, Singapore for all the customer activities with the bank and income generated.
- Ensuring income / budget of the business unit is met.

**HSBC Jakarta, Corporate Relationship Manager (November 1998 – August 2000)**

- Maintain portfolio of large and medium scale, both multinational and domestic corporates.
- Structure a tailor made financing products for individual companies to match companies' financing needs and cash flow, which includes trade financing, working capital financing and term loan financing.
- Thorough analysis on companies' operating risks and financial risks.
- To be the forefront / point of contact executive between the bank and the customers.
- Identifying potential business with proper marketing strategy and planning.

**HSBC Jakarta, Credit Operations Manager (April 1998 – November 1998)**

- To deputize Head of Department of HSBC Jakarta Credit Operations Department for all the responsibility within Credit Operations Department.
- To prepare and analyze specific reports required by HSBC Indonesia's senior management, Hong Kong - Asia Pacific Head office and London Group office.
- To ensure proper administration on all credit aspects, i.e. legal documents, loan documentation, etc.
- Lead and motivate the assistant managers and staff within the Credit Operations Department.

**HSBC Jakarta, Assistant Manager Credit Operations (November 1997 – April 1998)**

- To head the Bank Guarantee section within the Credit Operations Department.
- To ensure legality of Bank Guarantee issued or received.

**HSBC Jakarta, Assistant Manager Credit Control (April 1997 – November 1997)**

- To assist Corporate Banking Department with Financial Analysis.
- To assist Credit Operations Manager in preparing various reports.

**P.T. Klemens Usfinan Corpindo, Marketing Division Manager (December 1996 – March 1997)**

- Marketing strategy and planning
- Preliminary analysis of clients and loan application
- Organize presentation for clients
- Design financing model to the clients from financing programs available.
- Mediator between P.T. Klemens Usfinan Corpindo, First National Bank of New England, The Export Import Bank of the United States of America, The Embassy of the United States of America and clients.
- Lead and motivate the marketing staff in achieving the target sales.

**TRAINING ATTENDED**

- Corporate Lending Analysis, HSBC Regional Training Center, Singapore (1998)
- Financial Cash Flow Workshop, HSBC Training Center, Jakarta (1999)
- Finance in International Trade, HSBC Regional Training Center, Singapore (1999)
- Time Management Course, HSBC Training Center, Jakarta (1999)
- Treasury Products and Markets, HSBC Regional Training Center, Singapore (2000)

**JOB RELATED ACHIEVEMENTS**

- Successfully restructured USD 103million of debt with both local and offshore banks of PT Sumalindo Lestari Jaya Tbk
- Successfully reintroduce and revive PT Sumalindo's shares in the market after being dormant and inactive for the past 4 years
- Successfully raised new funds for the Company despite the industry being categorized as negative list by the central bank

**SKILLS**

Computer : Microsoft Office  
Language : Indonesian and English: spoken and written  
Chinese and Cantonese: spoken

### **ACADEMIC ACHIEVEMENTS**

- Golden Key National Honor Society & Mortar Board Junior Scholar Award (1995).
- Alpha Lambda Delta & Phi Eta Sigma National Honor Society (1994).
- Dean's List (1994).
- Outstanding Student Award (1990).

### **ACTIVITIES**

- Conductor of Vocal Group for Indonesian Night and International Night at University of Oregon, U.S.A. (1995 – 1996).
- Leadership Committee of Indonesian Full Gospel Fellowship, Eugene, Oregon, U.S.A. (1994 – 1996).
- Public Relation Officer of Indonesian Students Organization of University of Oregon (1995 – 1996).

### **INTEREST**

Pop and jazz music, reading, tennis, badminton, swimming, and traveling