

# AZIZUL ARKAAN AZALI

## PERSONAL INFORMATION

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Has over 18 years of experience in investment and corporate banking. Key strengths are in the debt origination, corporate and financial advisory. Relevant experience in the following areas:

- Investment Banking
- Debt Capital Markets
- Corporate Advisory
- Corporate Banking

## PROFESSIONAL EXPERIENCE

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### **Hong Leong Investment Bank Berhad**

#### **Senior Vice President, Client Coverage (Jan 2019 – Present)**

- Arranging and structuring of debt financing in form of bond and sukuk issuance, syndicated loans, asset-backed securities (ABS) and real-estate investment trust (REIT).
- Arranging for equity fund raising i.e. IPO, rights issues, private placement.
- Arranging corporate-related advisory works i.e. equity underwriting, merger and acquisition.

#### Noteable transactions

- NUR Power SB MYR1.2b Islamic Medium Term Notes Prog., NUR Power SB RM400m Bridging Loan Facility, Farm Fresh RM1.1b Joint Underwriters, Columbia Asia SB RM720mil Syndicated Loan, Westport Holding SB (acquisition of asset), OCK Group RM500m CP Prog.

### **Danajamin Nasional Berhad**

#### **Associate Director, Client Coverage, Head, Government-Linked/Investment-Linked Companies (Dec 2014 – Aug 2019)**

- Advising and providing solutions to enable clients to have access to financing via bonds/sukuk with support of various form of guarantee facility (i.e. full, partial, drop off etc).
- Working with investment banks/corporate banks to participate in risk-sharing arrangement in transactions.
- Pitching for potential clients which includes local and multinational corporations, foreign financial institutions and local government agencies.

#### Key accomplishments

- Rolled out transactions i.e. Triple Medical SB MYR639m Guaranteed Sukuk Murabahah Programme, Purple Boulevard SB of MYR125m Sukuk Murabahah Programme (securitization); Chellam Plantation Sdn Bhd MYR150m Guaranteed Sukuk Programme; Northern Gateway Infrastructure SB MYR340m MTN Programme (drop-off guarantee).

### **Kenanga Investment Bank Berhad**

#### **Vice President, Debt Capital Markets (Mar 2012 – Dec 2014)**

- Advising and providing solutions to meet clients' financing needs via debt market instruments of fixed income products from bonds/sukuk, loans and asset-backed securities to commercial paper and hybrid capital.
- Providing project advisory services including determining debt-equity composition to achieve the optimal capital structure for project finance transactions.
- Conducting rating advisory services which includes credit positioning analysis on prospective clients to determine debt-capacity and indicative credit rating.
- Assisting in pitching for potential clients which includes local and multinational corporations, foreign financial institutions and local government agencies.
- Liaising with debt syndication team on the pricing and distribution of bonds/sukuk.

#### Key accomplishments

- Involved in fundraising exercises i.e. Bintulu Port Sdn Bhd Project Financing of MYR1.8bn (Financial Advisor); Encorp Systembilt of MYR1.5bn (Joint Lead Arranger) and Syarikat Prasarana Negara of MYR1.0bn tranche (Joint Lead Manager).
- Top 6 local investment banks for league table position (Malaysia domestic debt issuance) for year 2012.

### **Mizuho Corporate Bank (Malaysia) Berhad**

#### **Vice President, Corporate Banking (July 2010 – Mar 2012)**

- Initiating and managing relationship/contacts in government-linked companies (GLC), government-linked investment companies (GLIC) and European MNCs.
- Consulting global product specialist and promoting cross-selling of various products/services from Mizuho Corporate Bank [loans, guarantee, deposits, treasury (FX, swaps, money market)] and Mizuho Securities [debt (DCM) and equity capital markets (ECM), mergers and acquisition (M&A), project financing, investment management].
- Promoting and arranging participation of Japanese Export Credit Agencies (ECA) i.e. Japan Bank of International Cooperation (JBIC) in loan financing, guarantee facility and securitization programme.
- Conducting business matching/collaboration between local clients and other Mizuho clients worldwide.
- Assisting and preparing proposals to participate as Mandated Lead Arranger and/or Financial Advisor (FA) for syndicated lending/project finance loan.

#### Key accomplishments

- Involved in promotions of products/services (project financing/FA/M&A/ECM/business matching/investment management/equity participation) for the following clients Petroliam Nasional Bhd, Tenaga Nasional Bhd, Khazanah Nasional Berhad, Employee Provident Fund, MISC Bhd.

## **RHB Investment Bank Berhad**

### **Assistant Manager, Debt Capital Markets (Mar 2006 – July 2010)**

- Involved in fundraising exercise via issuance of debt securities i.e. RHB Capital Bhd MYR1.1bn Commercial Papers (“CP”)/Medium Term Notes (“MTN”) Programme (2009); Woori Bank of Korea – MYR1.0bn MTN Programme (2008); RHB Investment Bank Bhd MYR245m Subordinated Notes Programme & MYR75m Hybrid Tier 1 Capital Securities (2007); RHB Bank Bhd MYR3.0bn Subordinated Notes Programme (2007); and Courts Mammoth Sdn Bhd- MYR120.0m CP Programme (2006).
- Involved in early redemption exercise for Media Prima Bhd (MYR100.0m CP/MTN Programme); Kualiti Alam Sdn Bhd (MYR159.0m BAIDS Facility) and Priceworth Wood Products Bhd (MYR160.0m CP/MTN Programme).
- Pitching for deals including identifying prospective clients, make initial contact and build rapport.
- Seeking to qualify foreign client as eligible issuer of debt securities in Malaysia under specific Securities Commission of Malaysia (“SC”) Guidelines and seek necessary waiver/exemptions where necessary.
- Advising and seeking to qualify hybrid capital securities and subordinated notes issued by clients as Tier 1 and Tier 2 capital as per Bank Negara Malaysia (“BNM”) guidelines.
- Advising on Islamic financing structure and terms with consultation from the Syariah Advisors and ensure compliance with the Syariah Advisory Council.
- Liaising with credit rating agency to secure appropriate rating for the debt securities.
- Performing risk and credit analysis, review project financial viability and bankability.
- Building and reviewing financial models/projections to support proposed financing based on commercially acceptable debt service coverage and credit rating viewpoint.
- Advising and assist in preparation of documents for submission to the SC and/or BNM for approval and liaising with the SC/BNM for matters arising.
- Managing the entire process until full issuance of the debt securities including advising client on the distribution process and strategies for issuance of debt securities.

### Key Accomplishments:

- Surpassed targeted fees/income for the team of MYR5.53m by achieving fees/income (from advisory, underwriting, guarantee and agency fees) of MYR9.7m in 2009, 75% higher than budgeted.
- Awarded as Malaysia Bond House of the year 2008 by IFR Asia Magazine.
- 3<sup>rd</sup> place in Lead Managers Award 2008 by number of deals & issue value (MYR6.5 bn) by RAM Rating Services Bhd.

- 2<sup>nd</sup> place in Lead Managers Award 2008 by number of deals & issue value by Malaysian Rating Corporation Bhd

#### **PLUS Expressways Bhd**

##### **Investment Senior Executive, Treasury (2002 – 2006)**

- Involved in the working group for the issuance of MYR2.4 bn Zero Coupon Serial Bai' Bithaman Ajil Islamic Securities ("Zero BBA") which includes evaluating proposals from financial advisors; preparation of Information Memorandum etc.
- Conducting investment in Islamic money market instruments, commercial papers, medium-term notes and corporate bonds.
- Preparing Company's business plan and assisting on offshore project appraisal/feasibility study particularly on the projected cash flow, return and financing requirements.
- Improving internal Investment Policy and Guidelines
- Spearheading implementation of Treasury Management System which involves setting up the mechanics of financial instruments i.e. money market products, and debt securities based on BNM guidelines; and constructing techniques to monitor investment performances and risk exposures.

##### Key Accomplishments:

- Surpassed targeted investment goals by achieving return on investment from 3.4% to 4.5% for the year 2004 on approximately MYR1.3 bn funds managed.

<b>PLUS Bhd</b>	<b>2002 – 2003</b>
<b>Banking Executive, Treasury Department, Finance</b>	
<b>RENONG Bhd</b>	<b>2001 – 2002</b>
<b>Executive, Internal Audit</b>	
<b>HBN Management Sdn Bhd</b>	<b>1997</b>
<b>Management Trainee, Training &amp; Development</b>	
<b>PARK MAY Bhd</b>	<b>1996</b>
<b>Management Trainee, Business Development</b>	

#### **EDUCATION & CREDENTIALS**

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- Previous licensed holder of Capital Markets Services Representative License ("**CMSRL**") by Securities Commission of Malaysia
- Renong Group Scholarship Trust Fund (RGSTF) Scholar
- **Bachelor of Commerce (Majoring in Management)** **2000**  
University of Canterbury, Christchurch, New Zealand

- **Ontario Secondary School Diploma (Canadian Pre-University Programme)** 1997  
Taylor's College, Selangor, Malaysia
- **Sijil Pelajaran Malaysia (Cambridge 'O' Level Equivalent)** 1995  
Royal Military College, Kuala Lumpur, Malaysia

### PROFESSIONAL SKILLS

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Proficient	: Microsoft Office (Outlook, Word, Excel & Powerpoint) Language (English, Malay)
Knowledgeable	: Bloomberg terminal

### REFERENCE

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Nik Ahmad Shafrizal, Encik Associate Director, Debt Capital Markets <b>KAF Investment Bank Berhad</b> Level 14, Chulan Tower No. 3 Jalan Conlay 50450 Kuala Lumpur Malaysia Tel: 6019 382 6930	Tan Li Shean Client Coverage <b>Hong Leong Investment Bank Bhd</b> Level 28, Menara Hong Leong No. 6, Jalan Damanlela, Bukit Damansara 50490 Kuala Lumpur Malaysia Tel: 6012 205 2174
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