

## ABOUT US

Tin Hill Capital is a banking infrastructure development company investing in, incubating, and operating trade and working capital related initiatives.

We specialise in using technology and structured trade finance solutions to create more credit capacity in an environment where the cost of capital is ever increasing.

Headquartered in Singapore, we are committed to a strong public-private partnership approach and collaborate with a network of financial institutions, public sector agencies, trade facilitators and industry associations to deliver tangible benefits to the real economy.

## OUR APPROACH



### **Public-Private Partnership**

We believe in close collaboration with the public sector to meet the challenges and needs of the market. In that way, our industry expertise, innovation and competitive advantage can be delivered together with policy and regulatory developments.



### **Industry Development**

We believe in projects with industry-wide benefits and application. We delight in broad engagement that brings together all stakeholders within a sector to deliver truly impactful innovations for our industry ecosystem and to encourage adoption.



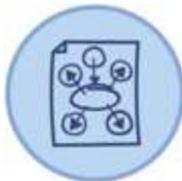
### **Long Horizon**

Our choice of business and partnership model requires a long-term view on all our projects. We adopt a disciplined and patient approach to our investment and operating philosophy to ensure sustainable commercialization.



### **Synergies**

We seek out projects that reinforce each other and have an ability to integrate with each other and into the wider ecosystem.



### **Leveraging Technology**

We are excited about rapid advances in technology and we will assess every opportunity to adopt relevant cutting-edge developments with a firm foot in time-tested industry techniques.

## OUR TEAM

### **Tan Kah Chye**

Mr. Tan Kah Chye serves as an independent board member and advisor for a select number of global organizations including International Chamber of Commerce (ICC) Academy and Markham Rae LLP.

Most recently, Kah Chye was the Chairman of the ICC Banking Commission, the leading industry body for the establishment of Trade Finance standards and policies. Under his leadership, ICC introduced the ICC Trade Finance Register to assist the industry in formulating the right Basel III capital adequacy policy. Kah Chye also co-founded the ICC Academy to provide industry leading business education.

With over 20 years of banking and asset management experience in Singapore, Frankfurt and London, Kah Chye's career has included global P&L responsibilities at institutions including JPM Chase, Barclays Bank, Standard Chartered Bank, Deutsche Bank and Citibank. Mr. Tan also notably led the successful development of the world's first synthetic securitization of trade finance assets.

### **George Lee**

George was most recently with International Enterprise Singapore, an agency of the Government of Singapore, where he led the Consumer Sector, Talent Development and Trade Finance policy teams. During this time he also contributed as an Academic Committee member of the International Chamber of Commerce (ICC) Academy and as a member of the Government of Singapore's inter-agency Trade Finance Working Committee.

Mr Lee has spent over 17 years in policy development, strategic and P&L roles in international trade, banking and technology organizations. His career has included roles at companies including Fullerton Financial Holdings and Accenture, with operating and greenfield experience in Singapore, Malaysia, the UAE, and Indonesia.

### **Man Ka-Kit**

Ka-Kit was a Director of Trade Finance Syndication, APAC for Barclays Bank based in Singapore, where he expanded the distribution and product capabilities in the region. Prior to Barclays, Ka-Kit was the Head of Corporate and Insurance desk, Portfolio Management in Royal Bank of Scotland based in London, and was responsible for structuring corporate trade related syndication and insurance mitigation.

A qualified chartered insurer, Ka-Kit spent several years as an insurance underwriter in the London market and is also deeply experienced in the design and implementation of operational risk management frameworks.

### **Chng Yin Hun**

Ms. Chng Yin Hun brings with her, deep expertise in finance and was most recently the Finance Director for Archipelago Capital Partners. Prior to joining Archipelago Capital Partners, Ms. Chng worked as the Senior Vice President (Corporate Planning and Development) of Fullerton Financial Holdings (FFH), the investment arm of Temasek Holdings that invests in and manages financial institutions. She was in charge of FFH's investment initiatives in China, India, Vietnam and group restructuring.

Before FFH, Ms. Chng worked as Associate Director of Finance with Temasek Holdings Pte Ltd, responsible for fund and management accounting of Temasek's investments in private equity, fund management, banking assets and group consolidation. Ms. Chng started her career in Deloitte Touche Singapore, one of the Big Four CPA firms and worked with many clients across many sectors in China and Indonesia.

A Singapore national, Ms. Chng holds a Bachelor of Accountancy (Hons) from Nanyang Technological University and she is a Chartered Accountant (Singapore).

## **Andre Siregar**

With almost 20 years of enterprise technology experience, Andre brings deep financial sector technology experience to the team in the areas of enterprise and mobile application development, technical and organization transformation, project and programme management, enterprise technical architecture, and IT security and compliance.

Most recently Senior Vice President, Head of IT Architecture and Strategic Planning for Commonwealth Bank, Indonesia, Andre was previously with Accenture in project management and solution architecture roles.

## **Vivek Gupta**

Vivek Gupta is a Trade Finance expert with over 20 years of experience in various global banks. He was most recently the India head of trade & working capital for Barclays Bank and prior to that he was the trade & supply chain sales head for HSBC, Singapore. He has also been the trade head for JP Morgan Chase, India and Deutsche Bank, Indonesia.

Vivek has been instrumental in executing a number of industry leading solutions for clients during his career. These include a medium term pre-export financing backed by renewable guarantee, first transaction with IFC in India under GTFP, partnering with a public sector bank for financing suppliers under private label LCs, development of an integrated import tax payment system in Indonesia and an IT enabled service for software exporters to process their export declaration forms in India.

## **William Wong**

With over 23 years of experience in banking, and risk and compliance roles, William has deep expertise in risk and compliance both in an advisory capacity as well as at leading financial institutions. Mr Wong's previous roles have included Vice President of Integrated Risk Management at Fullerton Financial Holdings, a wholly-owned subsidiary of Temasek Holdings (Private) Limited, and Principal Consultant, Risk and Compliance Advisory, at IBM. William was most recently the Senior Vice President, Operational Risk, Technology & Operations, DBS Bank.

## **Joie Tay**

Joie began her career as an Insurance broker with ITI Solutions Pte Ltd in 2008, specialising in providing Structured Trade Credit and Political Risk Insurance solutions to clients from various sectors including banking, soft and hard commodities, trade and petrochemicals.

Joie joined Arthur J. Gallagher Singapore Pte Ltd (AJG) in 2011 when AJG acquired the full team at ITI Solutions Pte Ltd, where she was responsible for controlling and maintaining key accounts with high revenue corporate customers, maintaining relationship with underwriters for business support as well as providing comprehensive assistance to clients in Claims situations.

She was also involved in providing reinsurance advice and support on Loan Insurance Scheme (LIS) to one of the top Singapore banks which has been successfully renewed for the past 6 years.

## **Emily Chin**

Emily has over a decade of corporate and transaction banking experience with major international banks such as HSBC, MUFG and Standard Chartered Bank. Her experience spans across relationship management, solution structuring, product commercialization, strategy and business planning. She has an established track record in origination and structuring of trade and supply chain solutions. Major deals include large infrastructure receivables finance and cross-currency factoring and cross-border structured trade solutions. As a result of her

diverse and deep experience in the business, she was seconded into Human Resource, where she led the people development and competency building agenda for Standard Chartered's Transaction Banking business globally.

In late 2015, she transitioned into the area of digital trade payments and financing. During this period, her projects include those relating to e-commerce payments and trading platforms, e-pay and collections solutions as well as government led initiatives to digitize trade and facilitate inclusive growth tools for SMEs.

Emily double majored in Banking & Finance and Economics. She also holds an Executive Certificate in Structured Trade and Commodity Finance from Singapore Management University. She is an active volunteer with keen interest in the arts and poverty alleviation through economic empowerment and social innovation.

## OUR BOARD OF ADVISORS

**Alexander Malaket, CITP**  
**President, OPUS Advisory Services International Inc.**

Alexander R. Malaket, CITP, is President of Canadian consultancy OPUS Advisory Services International Inc., established in 2001, focusing on international business, trade and investment with a specialism in trade finance. Alexander has undertaken a range of consultancy assignments, from operational and tactical to technology, to global strategy, for clients around the world and has developed and delivered training seminars and programs in numerous markets including Toronto, New York, London, Hong Kong, Singapore, Dubai and Taipei among others.

Mr. Malaket is an internationally recognized expert in international business, trade, investment as well as trade finance and supply chain finance, contributing regularly to industry publications like Trade Finance Magazine, Trade & Forfaiting Review, Global Trade Review, Cash & Trade Magazine and Trade and Export Finance. Alexander speaks and chairs panels at top-tier conferences and events around the world, and is the author of "Financing Trade and International Supply Chains", Gower/Ashgate Publishing, UK 2014.

Mr. Malaket has been nominated, elected or invited to contribute to various organizations in several capacities, including:

- Member of the Board of Directors and the Board Nominating Committee, FITT Ottawa
- Deputy Head of the Executive Committee, International Chamber of Commerce (ICC) Banking Commission, Paris
- Co-Chair of the Academic Committee, ICC Academy (Trade Finance and International Banking), Singapore
- Nominated National Expert, Trade Finance, UN/CEFACT, Geneva
- Member of the Trade, Finance and Development Experts Group, E15 Initiative (World Economic Forum and ICTSD), Geneva
- Canadian Delegate, B20/G20 Consultations for 2015 (Financing Growth Task Force) and 2016 (SME Development Task Force) and Co-Chair, ICC Banking Commission B20/G20 Consultations
- Member of the International Affairs Committee, Canadian Chamber of Commerce, Ottawa

**Gerald Lim**  
**Chairman, Phillip Insurance Investments**

Mr Gerald Lim is Chairman of Phillip Insurance Investments. He was recently with Marsh, which he joined in 2012 as CEO South East Asia and Trade Credit & Political Risks Asia. He is President of the Singapore Insurance Brokers Association, and Honorary Consul of the Republic of Slovenia

Prior to Marsh, he worked with Aon in country and regional leadership positions. He was previously in banking, and established Asia's first private market credit and political risk underwriter in the late 1980s.

Mr Lim is active in the community, serving as Chairman of Tampines Central Citizens Consultative Committee, and a member of the Council of Education of the Methodist Church in Singapore. He received the Public Service Medal from the Singapore government, and was awarded a citation by the Mayor of Daejeon for helping to implement Korea's first FDI expressway project to ease traffic congestion.

Mr Lim did his undergraduate studies at National University of Singapore, obtained his MA from George Washington University, and attended executive development programmes at Insead (France) and Kellogg (Chicago).

## CONTACT US

22 Malacca Street  
#07-01B, RB Capital Building  
Singapore 048980

[enquiry@tinhillcapital.com](mailto:enquiry@tinhillcapital.com)