

HARRY MARYANTO SUPOYO

INDONESIAN (60)

INVESTMENT BANKER, ART ENTHUSIAST,
MUSICIAN, WRITER, CARTOONIST

PERSONAL PROFILE

I am an Indonesian investment banking professional and capital markets practitioner with 32 years of experience, running large investment banks, from state-owned houses to regional firms. I have been fortunate enough to manage and execute various capital market transactions from large international equity offerings, both local currency and US\$ debt issuances, and complex M&A deals. Starting my career with a global bank and currently running an Indonesian-based regional investment bank for more than 11 years, I am open to explore new opportunities in a larger investment banking & capital market firm as well as international organizations with wider areas of coverage or responsibility.

AWARDS, LICENSES & ACHIEVEMENTS

CAPITAL MARKET LICENSES

Underwriting and Brokerage Licenses issued by the OJK-Indonesia Financial Services Authority

SPECIAL ASSIGNMENT

Arrangement of President of Indonesia's investor meeting in the US, 2015

ACCOLADES

"The Best CEO of Indonesia Securities Company",
The INVESTOR, 2009

CONTACT INFORMATION

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EMPLOYMENT HISTORY

CEO and Country Head of Investment Banking

CIMB Group-PT CIMB Niaga Sekuritas
(2018 - Present)

PT CIMB Niaga Sekuritas is an Indonesian-based investment banking arms of CIMB, one of the largest financial group in Malaysia, and a wholly owned subsidiary of Bank CIMB Niaga Tbk, the largest IDX publicly listed foreign bank in Indonesia. As an IB CEO, I manage the entire Indonesia IB operations, including Corporate Finance, M&A, Corporate Advisory, ECM-Equity Capital Markets, and DCM-Debt Capital Markets, Supports related units, Finance, Accounting, Operations, Legal, Compliance, Risk Management, Internal Audit and Corporate Secretarial Services. There are 3 Managing Directors in charge of various business units directly reporting to me.

CEO and Country Head of Equities & Investment Banking

CIMB Group-PT CIMB Securities Indonesia
(2014 - 2018)

PT CIMB Securities Indonesia (currently known as PT CGS-CIMB Sekuritas Indonesia) is an investment banking and equity brokerage company, majority owned by CIMB Securities International, Singapore. During my tenure as CEO with 5 Managing Directors reporting to me, we had been one of the largest equity-broker in the IDX based on secondary shares trading volume. CIMB had been significantly expanding its operations to the US, UK, Australia, and the rest of the world through initial acquisition of Singapore equity brokerage house, GK-Goh, and further take-over of RBS-the Royal Bank of Scotland.

In 2017, CIMB Group has signed a JV Agreement with a China based, CGS-China Galaxy Securities, where IB unit was not part of the collaboration.

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CEO and Country Head of Equities & Investment Banking

Maybank Group-PT Maybank-Kim Eng Securities Indonesia (2013 - 2014)

PT Maybank Kim-Eng Securities Indonesia is the subsidiary of Maybank Kim-Eng Singapore entity that was established as a JV between Maybank, Malaysia's largest corporate bank with one of the most active Singapore equity brokerage franchise, Kim-Eng Securities. Post-JV, the Indonesia office was newly set-up, and I was tasked to build the new Investment Banking team, combined with existing strong equity brokerage. There were 5 Managing Directors within the firm reporting directly to me.

Group CEO

PT Mandiri Sekuritas (2006 - 2013)

PT Mandiri Sekuritas is a securities arms of PT Bank Mandiri Tbk, one of the biggest state-owned banks in Indonesia. Mandiri Sekuritas has been the largest capitalized securities company in Indonesia to date. The firm also operates a 100% owned PT Mandiri Manajemen Investasi, one of the largest fund managers in Indonesia in terms of asset under management. PT Mandiri Sekuritas holds minority ownership at PT Bank Syariah Mandiri, the largest Syariah bank. There were 5 Managing Directors in Mandiri Sekuritas under my supervision, in addition to CEO at Mandiri Manajemen Investasi as well as CEO at Bank Syariah Mandiri in limited basis. I also led the initiative for establishing Mandiri Sekuritas' Singapore subsidiary in 2012; the first SoE IB actively run overseas office to date.

Managing Director-Investment Banking, Head of Underwriting and Corporate Finance

PT Mandiri Sekuritas (2003 - 2006)

Joining the firm in 2003 after its legal establishment, I was mandated to jointly lead the firm's investment banking unit post major capital injection in 2002. As a managing director of investment banking, I was responsible for debt and equity securities underwriting businesses and managed a large number of investment banking teams, including a division head/executive vice-president and three vice-president levels.

Associate Director-Corporate Finance

PT Bhakti Capital Indonesia Tbk. (2002 - 2003)

The firm was a publicly listed unit of the Bhakti Group (currently, MNC Group) belonging to a large Indonesian conglomerate, whose businesses ranged from media, aviation, banking, financials and capital markets. I was hired to help establishing and strengthening its corporate finance unit.

Senior Director-Group Head of Government/State-Owned Enterprises Privatization

PT Danareksa Sekuritas (2001 - 2002)

PT Danareksa Sekuritas was an investment banking and capital market subsidiary of PT Danareksa, a government-owned financial institution group, which operated a various range of financial industry subsidiaries including capital markets, assets management, finance and private equities companies. After group restructuring, I was promoted to senior director from a director role and was in-charge of executing the state-owned enterprises privatization programs.

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Director-Investment Banking

PT Danareksa Sekuritas (1998 - 2001)

I was part of a team of six director levels who reported to the firm's CEO and Managing Directors. We are mandated to execute investment banking related deals mostly awarded by the government.

Assistant Vice-President, Corporate Finance

PT Bahana Sekuritas (1997 - 1998)

PT Bahana Securities was part of BPUI-Bahana Pembinaan Usaha Indonesia Group (now IFG-Indonesia Financial Group), which was owned by the Ministry of Finance (then Ministry of State-Owned Enterprises) and Bank Indonesia. I was part of a corporate finance team reporting to a Corporate Finance Director.

Executive, Assistant Manager, Manager-Corporate and Project Finance

PT BZW Niaga Securities (1991 - 1996)

BZW-Barclays de Zoete Wedd was the investment banking arms of Barclays Bank Plc, which established a JV in Indonesia with PT Bank Niaga Tbk (now PT Bank CIMB Niaga Tbk). It was one of the most active foreign JV securities companies in Indonesia. I was assigned from Bank Niaga to the firm's corporate finance division, reported to director-corporate and project finance, director-investment banking services, and director-debt capital markets.

Assistant Manager-Investment Banking and Finance Group

PT Bank Niaga Tbk. (1991)

I graduated as an Assistant Manager, post-completion of the bank's Executive Development Program. This was a short transition period before assignment to PT BZW Niaga Securities.

Management Trainee-Executive Development Program, Batch V

PT Bank Niaga Tbk. (1990 - 1991)

It was a yearly comprehensive banking training program, including cashier, back office, marketing, corporate banking, bills, treasury, and audit. Bank Niaga Tbk was one of the largest private banks and well-known for its high quality and challenging management training program.

PREVIOUS EDUCATION

The University of Indonesia
Jakarta, Indonesia

Bachelor of Economics-Finance, 1984 - 1989

The University of Strathclyde
Glasgow, Scotland

Master of Science in Finance, 1996 - 1997

The University of California
Berkeley, US

Asian Global Leadership Course, 2015