



PART III TRAINING PROVIDER INFORMATION

Please attach profile of training provider.

Training Provider Name: **PI ETA Consulting Company**

Address: The Alpha, #03-16A, 10 Science Park Road, Singapore Science Park II
Republic of Singapore

Postal Code: 117684

Telephone Number: +65 634 100 10

Facsimile Number: +65 634 100 20

Website Address: www.pi-eta.com

Email Address: marketing@pi-eta.com

Training Instructor(s) Information

Please attach detailed resume. Please use separate sheets if there is more than one training instructor.

Training Provider Name: Mr. Adam K. K. Wong

Educational Qualifications Attained

1977 – 1980	National University of Singapore, Singapore, B.Acc.
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Professional Qualifications

1997	Credit Risk Management Professional Program – Certified Risk Management Professional
1986	Institute of Certified Public Accountants – Certified Public Accountant

Relevant Industry Experience

COMPANY	DESIGNATION	JOB DESCRIPTION	PERIOD	
			FROM	TO
PI ETA Consulting Company	Domain Expert	<ul style="list-style-type: none"> ▪ Provide Domain Expertise to Regional Clients of PI ETA Consulting Company. ▪ Also provide Seminar Training to Clients 	2005 – Present	
Standard Chartered Bank (Hong Kong)	General Manager, Business Financial Services	<ul style="list-style-type: none"> ▪ Accountable for leading focus and driving bottom-line responsibility for the entire Hong Kong SME business component, by revamping the sales organization & culture ▪ Integrating the Consumer Bank's distribution network into the SME sales model ▪ Direct a large sales organization and provide leadership to departmental heads covering Relationship Sales, Single Product Sales, Credit, Marketing, Product Development 	2003 – 2004	
Standard Chartered Bank (Singapore)	General Manager, Business Financial Services	<ul style="list-style-type: none"> ▪ Build and strengthen SCB's market penetration into the Singapore SME segment ▪ Build the cash management team to service SMEs ▪ Direct and provide leadership to several departmental heads covering Sales, Credit, Cash Management, Marketing, Service Delivery, and Product Development 	2000 – 2003	
DBS Bank	Head Cash Management, Trade Sales and eCommerce	<ul style="list-style-type: none"> ▪ Profitably drive multi billion dollars cash management business and trade finance transactions ▪ Rollout cash management systems for DBS's local and foreign operations 	1998 – 2000	
American Express Bank	Director, Corporate Banking	<ul style="list-style-type: none"> ▪ Develop new business covering corporate finance, syndicated loans, trade finance, treasury and investment products 	1997 – 1998	
DBS Buana Tat Lee (Indonesia)	Vice President Director, PT DBS Buana Tat Lee Bank, (Jakarta) Chief Representative, DBS Bank (Jakarta)	<ul style="list-style-type: none"> ▪ Accountable for all aspects of Credit, Marketing, Correspondent Banking, Human Resources / Training and Finance 	1996 – 1997	

DBS Bank	Vice President	<ul style="list-style-type: none"> ▪ Accountable to grow business targeting Government-linked companies, Telecommunications, Power, and various SME segments ▪ Direct and provide leadership to relationship managers handling over 300 accounts 	1990 – 1996
	Assistant Vice President	<ul style="list-style-type: none"> ▪ Managed a multi million dollar diversified portfolio comprising Government, Government-Linked Companies, Food, Packaging, Services and Entertainment sectors 	1988 – 1990
	IT / business analyst	<ul style="list-style-type: none"> ▪ Set up and administered the corporate banking local area network system ▪ Developed various IT applications for credit evaluation 	1985 – 1988
	Relationship Manager	<ul style="list-style-type: none"> ▪ Manage and serve customers in the retail and trading business sector 	1982 – 1985

Relevant Teaching Experience

COMPANY	DESIGNATION	JOB DESCRIPTION	PERIOD	
			FROM	TO
PI ETA Consulting Company	Seminar Facilitator	Seminars Conducted <ul style="list-style-type: none"> ▪ Advance lending skills ▪ Building a sustainable loan portfolio ▪ Cash Management 	2005	
DBS Bank	External Trainer	<ul style="list-style-type: none"> ▪ Credit analysis for Private Bankers 	2005	
International Factors Singapore	External Trainer	<ul style="list-style-type: none"> ▪ Evaluating borrower's risks 	2005	
DP Information group	External Trainer Guest Speaker	<ul style="list-style-type: none"> ▪ Bank financing ▪ Unsecured lending and credit scoring 	2005	
Singapore Human Resource Institute	External Lecturer / Examiner	Lecturer and examiner <ul style="list-style-type: none"> ▪ Diploma in Banking and Finance ▪ Credit Skills Certification 	2003 – Present	
Institute of Banking and Finance (Malaysia)	External Lecturer	Programmes Conducted <ul style="list-style-type: none"> ▪ Cash Management primer ▪ Various credit training programmes ▪ Structuring banking facilities ▪ Problem loans workout 	1993 – Present	
PT Asia Edufin (Indonesia)	External Lecturer	<ul style="list-style-type: none"> • Advance credit training. ▪ Loan Syndication. 	2002 – Present	
Institute of Banking and Finance (Singapore)	External Lecturer External Lecturer / Examiner	Programmes Conducted <ul style="list-style-type: none"> ▪ IT skills for credit and marketing officers ▪ Various credit training programs ▪ Structuring banking facilities ▪ Problem loans workout ▪ Cash Management Lecturer and examiner <ul style="list-style-type: none"> ▪ Diploma in Banking and finance ▪ Credit Skills Certification 	1986 – 2001	
Macquarie University - Masters Program (Singapore)	Guest speaker	Delivered topic on <ul style="list-style-type: none"> ▪ Corporate lending ▪ E-commerce & banking ▪ Lending to SMEs 	1988 – 2001	
Monash University - Undergraduate program (Singapore)	Tutor	<ul style="list-style-type: none"> ▪ Tutor for Bachelors in Banking and Finance – Lending Decision 	1988 – 2001	
Institute of Banking and Finance (Indonesia)	External Lecturer	Programmes Conducted <ul style="list-style-type: none"> ▪ Various credit training programs 	1991	

Association of Small and Medium Size Enterprises (Singapore)	Guest Speaker	▪ Working Capital Financing	2001
PT Bodhi Camarindo (Indonesia)	External Lecturer	Programmes Conducted ▪ Project finance ▪ Loan syndication ▪ Advance credit training ▪ Problem loans ▪ Loan structuring	1995 – 1997
BPP Banking Consultants (Indonesia)	External Lecturer	Programmes Conducted ▪ Loan syndication.	1995 – 1997
Euro David (Indonesia)	External Lecturer	Programmes Conducted ▪ Advance credit training ▪ Loan structuring	1995 – 1997
Datasearch Resources (Singapore)	External Lecturer	▪ Financial analysis	1990 – 1991
Regional Applied Computer Centre (Singapore)	External Lecturer	Programmes Conducted ▪ Effective Business communications ▪ IT Programme for Office Workers	1987 – 1992
Credit Agricole Indosuez - Regional Office (Singapore)	External Trainer	▪ Dealing with problem loans	1997 – 1998
Singapore Food Industry Council (Singapore)	Guest Speaker	▪ Bank Financing	1993
Singapore Manufacturers Association (Singapore)	Guest Speaker	▪ Bank Financing	1995