



### **IRWAN D MAKDOERAH**

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Senior Level Executive with extensive hands-on experience in strategic management, business leadership, project management, corporate finance and working with Board of Directors, Banks, Investment Banking, Securities, Law Firm and Government Officer. Having strong educational background with an established record of success in significantly enterprise value growth. Strong in budgets, cash forecast, business valuations, merger & acquisitions, financial strategy and corporate restructuring. Areas of expertise in:

- Financial Planning & Strategy
- Budget Development & Management
- IFRS Based Reporting System
- Merger & Acquisition Negotiations
- Business Startup & Expansions
- Human Capital Management
- System Development
- Strategic Management

Initiate, develop and direct administrative operations providing quality assurance and quality control. Responsible for managing all personnel activities in which includes recruiting, hiring, reclassifications/promotions and salary management. Demonstrated organizational and negotiation skills and ability to prioritize multiple and complex tasks, often with conflicting deadlines. Proven ability to work independently as well as perform as team member. Exercise a high degree of discretion, mature judgment, and tact in handling issues of a sensitive nature. Having strong leadership, problem solving, team building and project management orientation.

He was born in Cirebon, September 6, 1966 and he is married with 2 children. Lives in Jakarta.

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### **PROFESSIONAL EXPERIENCE**

***PT Bhuminata Investama Globalindo,  
Jakarta, INDONESIA***

***April 2015 – present***

***PT YASA PATRIA PERKASA, Finance Director***

PT Bhuminata Investama Globalindo is an investment company with the objective to focus in moderate risk investment sector in order to have a gain both in medium time frame and short term.

Started with approximately USD 5 Million in 2014 and by Mid Year of 2015, a consolidated asset has reached more than USD 50 million.

Primary responsibility is to work with other member of Board to select, review, execute and maintain the investment made by the Company.

***PT Jasa Sarana, Bandung, INDONESIA***

***May 2014 – March 2015***

**Executive Committee Head**

PT Jasa Sarana is a company where 75% of ownership is owned by the Government of West Java Province and 25% of ownership is owned by 3 major and well-known companies in Indonesia.

My primary responsibility was preparing a future development of 3.500 Ha to cater West Java Provincial Offices and to build a new city between Jakarta and Bandung comprises of cultural zone, high education zone, housing, leisure and commercial zone. Intensive communication and inter-action with all stakeholders related with this project is also part of my responsibility.

Project funding to develop state-of-the-art infrastructure is considered as a first rank issue when development on site would be executed.

***PT Bumiloka Indonesia Energi, Jakarta, INDONESIA***

***Dec 2013 – present***

**Group Financial Advisor**

PT Bumiloka Indonesia Energi was established in 2010 and at the present time, the company have one operating asset of Mini Hydro Power Plant with 1.1 MW capacity and two others Mini Hydro Power Plant are under construction. Company have 3 Mini Hydro Power Plant in their pipeline. The first project in their pipeline is a Mini Hydro Power Plant with 7.5 MW capacity in the Gold Mine Site owned by PT Antam Tbk a State-Owned Enterprise and the other projects are located in Central Java with 4 MW capacity and in South Sumatera with 2.2 MW capacity.

Primary responsibility is to set-up corporate finance and internal restructuring to have a clear picture of the ownership and liabilities. The company have about more than Rp 50 Billion of Bank Loan to finance their Mini Hydro Power Plant with to invested equity is about Rp 40 Billion.

Another responsibility is to seek a project financing for their projects in the pipeline.

***PT Jobubu National Investment, Jakarta, INDONESIA***

***Oct 2012 – August 2014***

**Director**

PT Jobubu National Investment is a start-up company with ambitious objective to be a major player in bauxite mineral mining industry as well as an investment company in the agro industry and in a short-term investment framework.

Responsible in the horizon of corporate finance, fund management and investment risk mitigation outline for the company primary business. An end-to-end integrated corporate structure was issued at the first time by mid 2013 including financial procedures, project management office systems and capital allocation policies. In early 2014, company have shifted their objective by plotting their human capital in the quick



return investment as an outcome of Indonesian Government Policies in the mineral mining industry.

The company refers to the investment risk mitigation matrix as a primary guideline to survive and executing turn-around strategy.

***PT Swarna Dwipa Nusantara, Jakarta, INDONESIA***

***March 2012 – Oct 2012***

**Group Financial Advisor**

PT Swarna Dwipa Nusantara is a private company dealing with coal and mineral mining with mining sites are located throughout of Indonesia. In addition to coal and mineral mining, there is an Oil and Gas project located in West Java which recently awarded by Government.

Responsible for integrated of financial information and budget development in accordance with a first stage of corporate restructuring. Corporate Restructuring includes financial policies, project legal and permit, acquisition closure, government relations, human resources and capital budgeting. The objective of this restructuring was to path a priority scale in all coal and mineral mining as well as oil and gas projects.

Assisted the management to close the deal with one of big coal players in Indonesia to start a production by September 2012 with total proceed of future income is in the level of USD 125 million for next 6 years contract.

An approved concept of restructuring by the Chairman and Shareholders has been received and to be as a guideline for all management level to achieve corporate re-alignment in next 3 years.

***PT Rajawali Nusantara Indonesia, Jakarta, INDONESIA***

***2002 –2012***

***Finance and Human Resources Director  
Deputy Director Development***

***Oct 2007 – Mar 2012  
Jan 2002 – Sep 2007***

*PT Rajawali Nusantara Indonesia is a holding company with 14 subsidiary companies and this company is A State-Owned Enterprise dealing with Agro Industry, Pharmaceutical and Healthcare Industry and Distribution & Trading. Number of employee more than 12,000 staffs working for this 3 core businesses. Total assets was around Rp 5 Trillion with total sales more than Rp 5.2 Trillion in consolidated income statement.*

*Served as Finance and Human Resources Director for the group with major responsibilities included consolidated financial account and reporting, cash and banking, human resources and payroll, loan management and financing, strategic planning and controlling subsidiary companies. Key accomplishments included:*

- *Developed and authored Loan Restructuring Proposal to the Ministry of Finance of the Government of Indonesia to obtain Loan Rescheduling in 20 years for the amount of Rp 1.2 Trillion or USD 135 Million*
- *Developed and authored a financial policy Implementation of IFRS in Agro Industry of State-Owned Enterprise and to be implemented in the year of 2011*
- *Initiated and developed Pooling Management System for a talented staff*
- *Procured Rp 1.5 Trillion of Working Capital from the Bank during 5 years for Sugar Mill Companies under the group as well as Distribution Company*
- *Coordinate and prepare a preliminary concept of e-Audit incorporate with Supreme Auditor of the Government of Indonesia that would establish in early 2014*
- *Lead and prepared a 5 Years Strategic Plan for the group*

- *Established a Cash Management System among all subsidiary companies supported by Bank BNI*
- *Various policies of accounting treatment have been improved like ABC method for manufacturing company*

*In the period of year 2002 to 2007, served as Deputy Director Development with major responsibility to analyze business performance in each company under the group, delivered a necessary action plan to improve their performance, and submitted a quarterly report to the Board of Directors.*

***PT Wisma Nusantara International, Jakarta, INDONESIA***

***1999 –2001***

**Development Division Head**

Major accomplishment was as a Team Leader in acquiring Novotel Benoa Bali in the amount of USD 25 million, after comparing more than 10 operating hotels in Bali as guidance guided by all shareholders when approval of hotel acquisition was given. Act as representative of the Owning Company when discussed and negotiated with Hotel Operator post acquisition period.

Second major accomplishment was received an approval from the shareholders to renovate and expand Wisma Nusantara Complex in Jakarta with an approved budget around USD 35 million along with a new establishment another tower building for New Wing of existing hotel.

***PT Sanggraha Pelita Sentosa, Jakarta - INDONESIA  
A BakrieLand Development Company***

***1996 –1999***

**Development Division Head**

Appointed by the owner to restructure a newly acquisition of Housing Estate in Bekasi in the total area of 14Ha by realigned a composition of housing products to meet housing demand by selecting affordable income bracket in that area. Within 18 months, all housing units were sold out and delivery to the customers was conducted at the end of 22nd of month after acquisition.

Appointed by the owner to seek a housing project in Bogor area. Proposed and approved by the owner to acquire Graha Bogor Indah (today is known as Bogor Nirwana Resort) and realigned business strategy to be inline with BakrieLand Development objective as Public Listed Company.

***PT LippoLand Development, Tbk, Jakarta - INDONESIA***

***1993 –1996***

**Infrastructure Manager**

Assisted Senior Development Manager (Expatriate) of LippoLand Development in preparing property development analysis ranging from Development Budget to Financial Analysis. Major projects were: Lippo Karawaci, Asia Tower Karawaci, SuperMall, Imperial Century Hotel, Lippo Carita, Puncak Resort and Amartapura Condominium.

Assigned as Infrastructure Manager for development of Asia Tower at Lippo Karawaci, Resort Lippo Carita and Puncak Resort. Took a responsibility for the construction of



modern infrastructure with state- of-the-art technology in providing an excellent media technology at every housing unit.

***Louisiana Research Center, Baton Rouge - USA***

***1992 –1993***

**Junior Researcher**

As a member of engineering design team for the project of Rocket Booster Engaged Systems and took a responsibility in analyzing combustion system.

***Chemical Bank, Chicago – USA***

***1991 –1992***

**Junior Credit Analyst**

Involved in the Mortgage Backed System developed by the Bank to solve a housing credit in the greater area of Chicago.

**Publications / Presentations**

Various publications (Short Essay) in TRUST Magazine	2007 –2011
Various publications (Short Essay) in JURNAS newspaper	2011
Technical Paper “ Transforming into Principle Base for Non Public Company “, IFRS Conference, The Institute Law and Finance, Germany	August 2011
Presenter at Finance and Development Supervisory Agency of Republic of Indonesia “Convergence of IFRS”	July 2011
Presenter at Jakarta Consulting Group “Holding Company Issues”	October 2011

**Affiliations/Memberships**

- Indonesia Institute of Corporate Directorship
- American Society of Mechanical Engineering
- Society of Manufacturing Engineer
- Professional Engineer Registered in Louisiana Chapter
- American Society of Photographers

**Educaton**

- **MBA in Corporate Finance.** Ohio State University, USA, 1991
- **BS in Mechanical Engineering.** Louisiana State University, USA, 1989

Jakarta, August 2015



Irwan D Makdoerah