



ESPERANZA

MANAGEMENT ADVISORS

CORPORATE PROFILE

Who We Are

Esperanza Management Advisors Sdn. Bhd. is an independent risk management consulting group headquartered in Kuala Lumpur, Malaysia.

We bring together a team of established and experienced resources to provide innovative and strategic thinking on enterprise wide risks that enhances our clients business growth.

We are customer oriented service focused, reinforced by a reputation of integrity and performance and a provider of risk solutions that achieves financial and strategic results.

What We Do

Our practice concentrates on providing ongoing risk management advisory services, including review, design, assessment and implementation on behalf of our clients.

Our services takes into account current market conditions, regulatory conditions and implementation challenges. Our goal is to provide workable and realizable solutions which are tailored to each client's circumstances.

Esperanza Management Advisors Sdn Bhd is a Malaysian registered company and wholly owned by Esperanza Holdings Ltd, a Labuan registered company.

Esperanza Group Board



Abdul Razak Shakor
MANAGING DIRECTOR
Esperanza Management Advisors

He has 35 years' experience in risk management and insurance including working assignments in London. Also served in key regional management positions for South-East Asia and the Middle-East respectively for international organisations.



Dato' Yusli Mohammed Yusoff
CHAIRMAN / DIRECTOR
Esperanza Management Advisors

Dato' Yusli was with Peat Marwick Mitchell & Co in London before returning to Malaysia. He served as CEO and ED of Bursa Malaysia Bhd for 2004-2011. Currently he serves as independent non-executive director of a number of companies.



Zainal Abidin M Noor DIRECTOR
Esperanza Management Advisors

Zainal has more than 35 years of working experience in general insurance, reinsurance/retakaful and risk management. He was the CEO of one of the largest insurance companies in Malaysia, and subsequently, of a retakaful company.



Kit Brownlees CHAIRMAN
Esperanza Holdings Ltd.

A lawyer by qualification, Kit is a specialist in political risk and trade credit insurance. His last executive position was as MD of the Credit and Political Risk Division of Arthur J Gallagher (UK).

Management Team



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Support Team



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Senior Advisors



Kit Brownlees

Associate Director at Esperanza

A lawyer by qualification, Kit is a specialist in political risk and trade credit insurance. His last executive position was as MD of the Credit and Political Risk Division of Arthur J Gallagher (UK).



Dr. David Bobker

Associate Director at Esperanza

A UK Chartered Accountant, David has extensive consulting experience in the financial services and property sectors. His main areas of expertise are quantitative risk modelling, ERM, internal audit and corporate governance. Also an IT specialist, he has developed custom applications to implement risk frameworks.



Bill Leiningner

Senior Consultant

Bill has extensive global consulting experience, having worked in the US, Canada, UK, Europe and throughout the Asia Pacific Region. He retired in 1993 as the Chairman and MD of Ernst & Young Far East Consulting Practice.



Fathi Ridzuan A Fauzi

Independent Consultant

Fathi joined KLSE Group in 1991 and was employed in various senior positions with various subsidiaries. He was involved in the demutualisation of KLSE and the IPO/listing of Bursa Malaysia. He left Bursa in 2005. His last position was as the COO of a company providing VSAT services to the oil & gas industry.



Mohd Ridzal Sherrif

Independent Consultant

Ridzal holds a law degree and is a qualified stock and derivatives trader. He held key senior positions in Deutsche Bank Malaysia Bhd where he built a very strong domestic franchise in transaction banking. In 2012 he was appointed the Deputy Secretary General of the Malaysian Ministry of International Trade & Industry until recently.



Senior Advisors



Nora SM Amin

Independent Consultant

Nora has 20 years' experience having worked as a regulator, a solicitor and a compliance specialist within the financial services industry both in the United Kingdom and Malaysia. She has held a number of senior international compliance positions with various financial institutions in the wholesale banking and retail banking sectors in London. Prior to the Compliance role, Nora worked as a Legal Manager in the Market Super vision Division at Bursa Malaysia. Nora is a British Chevening Scholar and a Member of the International Compliance Association.



See Toong Chow

Independent Consultant

See started his career in insurance broking and was there for 15 years before moving to insurers. Since then he has been holding key senior positions culminated with his appointment as CEO of Maybank General Assurance in 2008. He later had a stint until 2014 as Technical Advisor to an Indonesian general insurer in Jakarta.



Norhan Che Awang

Independent Consultant

Started career in 1983 as Internal Auditor and later joined KLSE in 1996 where he developed and implemented the system for risk-based Capital Adequacy Requirements(ARMADA). Later he joined Bank Islam as General Manager, IT Transformation responsible for spearheading the rebuilding of IT infrastructure and conducting bank-wide business process re-engineering.



Adrian Norman

Independent Consultant

Adrian spent 2 decades in Asia and Africa in key executive roles for one of UK's largest insurance groups and CEO, Malaysia for another European insurance group. He now owns Phineas Aviation and Consulting Services in Australia

Senior Advisors



David Sulfridge

Independent Consultant

Most recently, David served as President of RSGUM AfterGuard, part of Ryan Specialty Group Underwriting Managers, where he led the formation of a new cover holder for extended warranty insurance on utility-scale wind turbines. Prior to RSGUM AfterGuard, David served as Executive Vice President of The Warranty Group (TWG) and Vice President and Director of

Virginia Surety Company. He was responsible for all business units and operations in the Asia Pacific region. During that time, he also led the formation of a new joint venture marking TWG's entry into India, Sri Lanka and Middle East.

Sharifah Nazneen Agha

Independent Consultant

Sharifah Nazneen has a broad dimension of experience within the various industries she has worked in. She is currently a Consultant for UNICEF Malaysia, working with a Capacity Building Project for Child Rights NGOs in Malaysia. She has held various positions in the past including publishing "The Ethics of Asylum in Early Muslim Society" in the Refugee Survey Quarterly by the Oxford University Press.



Law Kok Choon

Independent Consultant

Law Kok Choon has over 23 years of hands-on experience in senior administrative and project management in Malaysia and overseas in various stages of project developments; involving chemical plant, oil/gas onshore and offshore facilities, power plant (development, construction, & O&M), and property development.



Warren Mak

Independent Consultant

Mr. Mak has over 24 years of extensive experience in the banking, securities and derivatives markets. His main areas of expertise are market risk management, structured products and derivatives. He opted for early retirement after serving Bursa Malaysia for 15 years in 5 Departments. His last position was VP, Investor Education.

Senior Advisors



Graham Taylor
Independent Consultant

Graham has over 30 years international experience gained with a number of global blue chip companies including Bombardier Transportation and John Brown Engineering (now GE).

Graham has very senior level experience in Rolling Stock manufacture and maintenance as well as Power Plant Project Management and MRO activity, and has held a range of Managing Director level appointments in medium/heavy engineering businesses in markets as diversified as Railways, Power, Oil & Gas, Mining and Aerospace.

Graham worked full time in the UK Rail Industry during the 1990's privatisation process. Graham is a Fellow of the Institution of Mechanical Engineers and is Vice Chair of their Professional Review Committee with specific responsibility for awarding Chartered Engineer status. Graham resides in Scotland but completed a 2 year assignment to Malaysia in the early 1990's and has since retained strong personal and business links.



Ir Pooba Mahalingam
Independent Consultant

Ir Pooba Mahalingam is a professional engineer with decades of experience in construction, insurance and loss adjusting. He is specialised in managing risk and insurance related to construction, engineering and liability. He used to work for an Insurer in Singapore and also a loss adjusting practice with regional responsibilities for over six years. Pooba was based in

Christchurch, New Zealand as a member of the "CAT loss" team handling the 2011 earthquake disaster.

While in Malaysia, he was responsible for mega projects risk management and claims handling. This included the following large project risks - KLIA, KLCC, KL Tower, LRT 1 & 11, MRR2, Sprint Highway, LDP and Smart Tunnel.

Pooba is currently the President of the Insurance Law Association, Singapore (ILAS) and active insurance facilitator (trainer) with IEM, ACEM, AICLA, SCI and MII.

International Associates

AlloyMtd

ALLOY INSURANCE BROKERS

Alloy Insurance Brokers Sdn. Bhd (AIB) is the experienced broker and consultant of the Malaysia based AlloyMtd Group, a leading Asian Infrastructure conglomerate with presence in the United Kingdom, United States of America, Australia, Saudi Arabia, United Arab Emirates, Philippines, Indonesia, Sri Lanka, Singapore, Thailand, China, India and Chile.



QJR CONSULTING

Established by insurance market veterans to work with a select number of clients who have complex risk profiles and insurance requirements.

We partner with our clients, to ensure complete alignment of interests, to specify and control the entire insurance and risk management process from the outset, thereby providing optimal protection for the business or project and allowing for the capture of a significant proportion of premium spend to their own benefit.



HARNSER GROUP

Harnser Group is an independent provider of security risk advisory and engineering design services to infrastructure operators and governments across the world.



BMS GROUP

BMS is an independent, employee-owned specialist insurance broking group built around teams of experts in the fields of reinsurance, direct and wholesale business.



Our Services

We believe in providing customized services to meet our clients' real needs.

This requires a detailed and thorough analysis to determine the needs, issues, problems or concerns that matter to a client's organizational success. Thoroughness and accuracy are coupled with workable, practical strategies.

The industry experience of our team of risk professionals transcends a broad spectrum of industries:

Financial Services Sector

Banking – retail, merchant & investment, securities/equity and insurance.

Telecommunications

Satellite operators & communications provider, fixed line, mobile operators and broadcasting.

Infrastructure & Construction Projects

Ports, light & express rail systems and toll roads.

Manufacturing

Automotive, medical & healthcare and semiconductors.

Power & Utilities

Power generation, transmission & distribution, hydro and independent power producers.

Esperanza focuses on two core services:

RISK MANAGEMENT

All corporations today have different and difficult challenges in the conduct of their day-to-day business activities. It is imperative to protect the shareholder and market value of organizations through clear risk mitigation plans.

Governments and regulators now impose stringent framework of conducting business to safeguard the interest of the public and the nation's economic wellbeing. This requires a very specific need to have a greater focus and understanding of the business risks enterprise wide.

Esperanza has the expertise and experience to assist our clients to consolidate and develop a workable enterprise risk management framework.

Benefits of a Risk Management strategy:

- Gain a better understanding of risks across functions & business units
- Use risk as a competitive edge
- Safeguard against earnings related surprises
- Respond effectively to low-probability catastrophic risks
- Gain costs savings by managing internal resources and capital more efficiently
- A Risk Management program will improve two key business metrics of P/E ratio and cost of capital as there is a fundamental link between better risk management and shareholder value.

Our methodology:

- an overall review of the enterprise wide risks
- a more specific business divisional risks review
- a gap analysis
- a clear & practical implementation, & integration of risk management processes.

Esperanza focuses on two core services:

RISK & INSURANCE ADVISORY

In extending the ERM services to our clients, a specific risk management tool to a problem is risk and insurance solutions. The effective and efficient utilisation of capital and financial resources for insurance solutions must be constantly monitored.

Our risk & insurance advisory services focuses on:

- Risk & insurance governance framework
- Independent insurance program review
- Independent insurance service provider reviews
- Independent claims & loss incident reviews



KEMENTERIAN KEWANGAN MALAYSIA
SIJIL AKUAN PENDAFTARAN FIRMA PERUNDING

NO SIJIL : J22010319871566083
NO RUJUKAN PENDAFTARAN : 465-02040217
TEMPOH SAH LAKU : 27/01/2016 - 26/01/2019

Bahawa dengan ini diperakui Firma Perunding :

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WILAYAH PERSEKUTUAN (K.L), MALAYSIA

Telah berdaftar dengan Kementerian Kewangan Malaysia dalam bidang perkhidmatan perunding di bawah bidang dan sub-bidang seperti di Lampiran A1. Kelulusan ini adalah tertakluk kepada syarat-syarat seperti yang dinyatakan di Lampiran B1. Individu yang diberi kuasa oleh firma perunding bagi urusan perolehan Kerajaan adalah seperti berikut :

ZAINAL ABIDIN BIN MOHD NOOR	560523085089	EXEXUTIVE DIRECTOR
DZULKIFLI BIN MOHAMED	620413075949	SENIOR RISK ANALYST

t.t

OTHMAN BIN SEMAIL

Bahagian Perolehan Kerajaan
b.p Ketua Setiausaha Perbendaharaan
Kementerian Kewangan Malaysia

Tarikh Berdaftar Dengan Kementerian Kewangan Malaysia : 27/01/2016

(Sijil ini adalah cetakan komputer dan tidak memerlukan tandatangan)

Our Experience



Haisan



TENAGA NASIONAL BERHAD



JIANKUN INTERNATIONAL



MUDAJAYA GROUP BERHAD



ALLOY CONSOLIDATED SDN. BHD. (9850 - H)



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