

LAI Wai Kit

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Wai Kit is **Partner at EY-Parthenon**. He focuses on digital transformation, operational excellence and value creation across industrials and telco sectors.

Prior to this, Wai Kit was **director at Temus**, Temasek's new tech start-up - focused on building platforms/ecosystems across Temasek portfolio companies and Singapore ministry agencies. Before that, he was at Kearney serving clients in SEA and ANZ.

Wai Kit is also **active in start-up scene**. He founded a real estate start-up in 2015, exited with 10+x ROI. He also scaled 2 content platforms (still active!) An angel on NUS Alumni Ventures network, he has invested into agri-commodity, F&B and blockchain.

He has three young kids and calls Singapore home. He continues to serve in the Singapore Armed Forces as leadership in 9 Signal Battalion. In his spare time, he plays basketball and explores off-the-beaten trails around Singapore.

PROFESSIONAL EXPERIENCE

2024 – Present **EY Parthenon**
Partner, ASEAN

2022 – 2023 **Temus** (incubated by Temasek Holdings) **Singapore**
Director, Strategy
Vision-to-value proposition to deliver advisory and digital implementation on large-scale programs, focused on Temasek portfolio companies and Singapore agencies in healthcare, education and public sectors

- Multi-year program for a regional insurer to launch health and wellness super-app across 10 markets
- Multi-disciplinary program (advisory, design, technology) for a Singapore deep-tech agency to build its digital platform in managing its ecosystem - talent, start-ups, corporates, investors, IHLs

2012 – 2021 **A.T. Kearney** **South East Asia**
Senior Principal (2019+); Manager (2016); Leave of Absence on MBA (2015); Associate (2014); Senior Analyst (2013); Analyst (2012)
Seasoned consultant to major MNCs, government and conglomerates from telco, tech, logistics and PE over 100+ engagements, with focus on digital and strategic transformation

- Digital business models and growth transformation for SEA clients across transportation, financial services, consumer goods and telecoms/technology industries
- Cost benchmarking and ops/process transformation of telco clients (Singapore, Indonesia, Thailand, Australia) – total benefits delivered per engagement in the range of US\$20+M
- Growth and market entry strategy for large MNCs (agri-commodity, Finance, FMCG, logistics) in Southeast Asia and Asia
- Due diligence and market studies for PE firms and SWFs in telecom, technology and logistics sectors

2010 - 2012 **Monetary Authority of Singapore** **Singapore**
Graduate program officer with account responsibility and strategic thinking, small-group exposure with Singapore leaders to engage global CEOs; Lead for social committee for a 1000+ organization

EDUCATION

2014 - 2015 **INSEAD** MBA Class of July 2015, with distinction **Singapore**
Dean's Lister in all periods, graduated top 10% of the class

2006 - 2010 **National University of Singapore (NUS)** BBA Class of June 2010, First Class Honours **Singapore**
Awardee of NUS Society Gold Medal, for best graduate with outstanding all-rounder achievements

OTHER EXPERIENCE

2009 – 2010 **NUS Case Consulting Club**, Co-Founder and Managing Partner **Singapore**

- Represented NUS in 7 international case competitions, consistently emerging among the top 3 teams

2006 – 2010 **NUS Varsity Basketball Team**, College Player

- Represented NUS in the triennial basketball games in Hong Kong and emerged 1st Runner-up

2010 onwards **Singapore Armed Forces (9 Signal Battalion)**, Major

- Reservist S3 in Battalion holding rank of Major. Executive leadership in command of a 800+ soldier unit

PERSONAL INTERESTS

- Avid traveler who likes driving off-the-beaten path. Recent adventures include Japan, Mexico, USA (Utah, Arizona, California, Seattle), South Africa, Italy, NZ – cumulatively covering 10% of distance to the moon
- Passionate entrepreneur – Success stories include building a housing business for INSEADers, and running a F&B venture at NUS; Recent failures include building a worm farm in Batam to serve the wider Riau region