



Patrick Kay 郭仁炼
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Patrick specializes in executive coaching and retained executive appointments across Asia since 2003, serving entrepreneurial companies, especially those that are venture or family-controlled, in diverse industries, including Financial Services, Medical Devices,

Manufacturing, Digital Media, Agri-Commodities, Real Estate and Shipping. He has a keen interest in Family Businesses and often coaches the next-gen. He is also called upon to facilitate difficult family dialogues.

Patrick had worked previously for HSBC Singapore, the regional office of ABN Amro Bank, Strategy Consulting for PwC Consulting (East Asia) & Singapore's Ministry of Finance's Accountant-General Department. He started his career with Ernst & Young.

His corporate experience spanned across Asia. He had performed market entry studies, developed business cases, facilitated strategy discussions, conducted M&A due diligence, led merger-integration exercises, developed new products, managed operations, launched marketing campaigns, raised funds and led value-for-money reviews across government agencies.

Pat holds a Bachelor of Accountancy (Honours, 1993) from Nanyang Technological University (Singapore) and MBA (International Marketing, 1998) from Oklahoma City University (USA). He also attended the Family Business Advisory

seminar (2012) jointly conducted by the Chinese University of Hong Kong and The Family Firm Institute. He completed the '3D Negotiation Advanced Program (2014), developed at Harvard Business School and conducted by ex Harvard Professor Greg Barron. Pat is a certified Executive Coach (2002, by Lore Int'l, now part of Korn/Ferry Int'l).

PACIFIC PILLARS

**POWERFUL
DIALOGUES**

Since 2015 Pat embarked on a self study of 资治通鉴, considered one of two most important Chinese classics that chronicled Chinese Emperors & Dynasties for ruling and governance. By the end of 2020, Pat will complete Family Business Management, conducted by the Center for Family Entrepreneurship & Ownership of Jonkoping University. Pat also lectures and is a Senior Career Fellow with his alma-mater, NTU.

Patrick is married with 3 children and loves badminton and the NBA.