



Strategy Consulting and Advisory Services



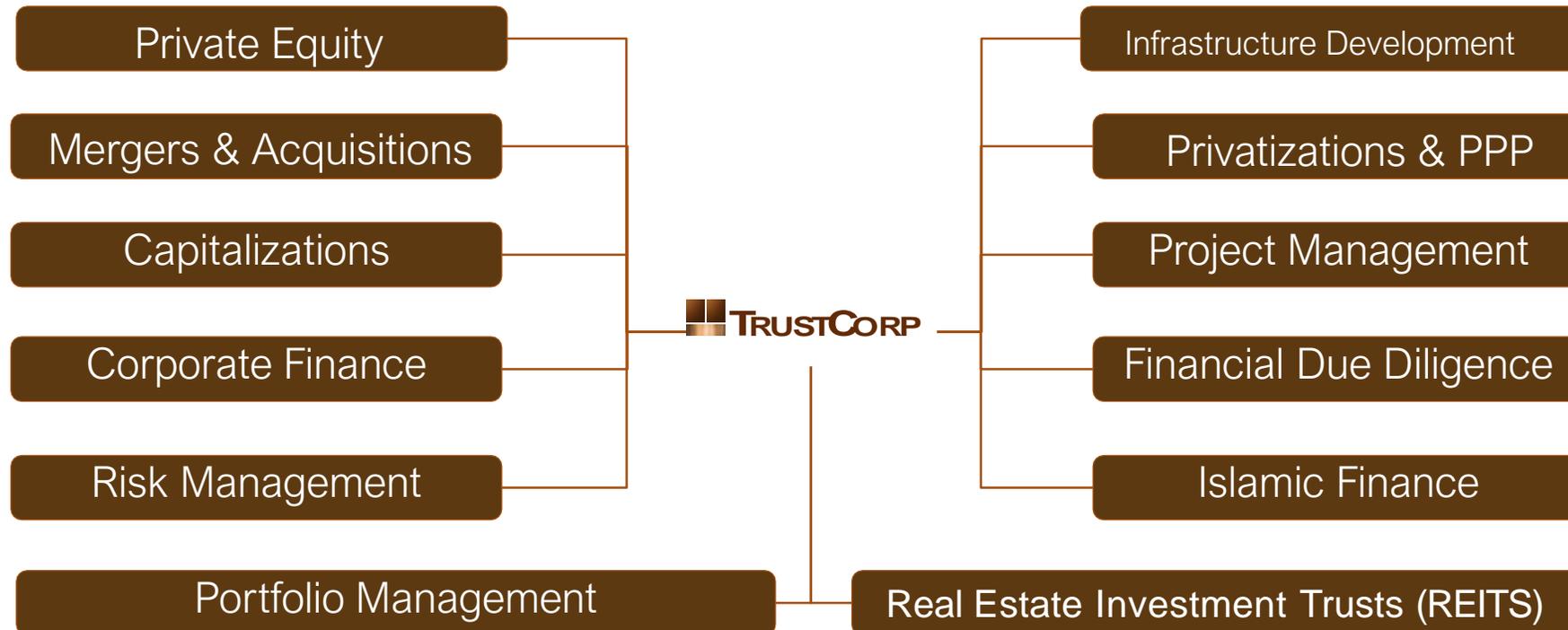
Who are we?

We believe ideas and capital should be put to use for the **benefit of society!**

We make this belief a reality by coming up with exceptional ideas, and innovative solutions, that would benefit all stakeholders.

What we do?

We provide **exceptional ideas** and **innovative financial solutions** to Buy and Sell side financial intermediaries





Ahmed Ifthikar Abdul Wahid

Founder / Advisor

Formerly:

Lead Transaction Advisor
Ministry of Finance, Sri Lanka

Certified Practitioner

Public Private Partnerships

Member

CFA Institute, USA

Member

Global Association of
Risk Professionals, USA

Alumni

Saïd Business School
University of Oxford, UK

Alumni

Abraaj Academy, Dubai, UAE

Our Founder

Executive Profile:

Wahid is a Senior Investment Banker with extensive experience in Investment Management, Mergers & Acquisitions, Infrastructure Development, Public Private Partnerships and financial & operational strategy. This experience included a 15 year stint overseas, with over a decade with the largest Emerging Markets Fund Manager, as CFO of the Private Equity Funds Business. The Group was the globally renowned emerging markets Private Equity investment firm operating through 5 regional hubs in Dubai, Singapore, Istanbul, Nairobi and Mexico City, with 20 global offices, managing over US\$ 8 billion of assets under management. Group's portfolio included investments in Agriculture, Aviation, Business Services, Chemicals Metals & Industrials, Construction & Manufacturing, Consumer & Retail, Education, Energy, Mining & Utilities, Financial Services, Food & Drink, Healthcare, Hospitality & Leisure, Insurance, Logistics & Transportation, Marine, Pharmaceuticals, Real Estate, Telecoms, and Media & Technology.

Wahid also served as a Lead Transaction Advisor at the Ministry of Finance, Sri Lanka, attached to the National Agency for Public Private Partnerships, advising the government on infrastructure related transactions and state owned enterprises divestitures

Career Highlights:

- ✓ Member of the team advising the Ministry of Finance on the re-structuring through divestiture of Srilankan Airlines and Grand Hyatt Colombo.
- ✓ In June 2016, advised the Lead manager and successfully placed Sri Lanka's first "Sukuk Al Ijarah" which won the "Global Deal of Year 2016" award at the IFN Islamic Finance awards held in Dubai UAE
- ✓ In October 2015, structured and successfully placed Sri Lanka's first "Green Asset Backed Securitization".
- ✓ In 2014 structured for launch a PE fund targeting to raise US\$ 250m/US\$300m to invest in the MENASA region.
- ✓ Structured, launched and closed 8 Private Equity Funds including a US\$ 2 billion Sharia compliant Infrastructure and Growth Capital Fund during the period 2001 to 2012, which funds raised capital in excess of US\$5 Billion, and also included a complex two tier US\$650 Million SME Fund platform which included a Regional Fund, four Country Funds with DFI participation and an OPIC investment vehicle.
- ✓ Administered Funds in excess of USD 5 Billion, which consisted a diverse portfolio of assets, including Sharia compliant investments.
- ✓ Was involved in several M&A transactions in the MENASA region, in diverse industry and sector.
- ✓ Was involved in several acquisition finance transactions including, Sharia compliant financings.
- ✓ Have been through a complete fund cycle consisting of, Launch, Capital Raising, Deal Screening, Deal Selection, Deal Execution, Portfolio Management, Exit and Fund windup at the end of the Fund term.
- ✓ Diverse Industry experience, which include Mergers & Acquisitions, Restructurings, Privatizations and Public Private Partnerships.

Core Team



Ammar Azhar
Advisor/Transactions

Ammar Azhar is an Investment Banking professional with 14 years of experience, which included a 7-year stint based out of Dubai, UAE with the largest emerging market alternative asset manager who managed assets of over USD 14 billion, with diverse exposure including infrastructure and agriculture in Africa, Middle East, Latin America and Far East. Ammar Azhar started his career with KPMG, in financial services, before moving to Etisalat, which is the largest telecom Company in the UAE, where he was primarily working with Etisalat's International Business engaged in strategic overseas acquisitions. Ammar holds a first class Bachelor's degree in applied accounting from Oxford Brooks University and is a fellow member of Association of Chartered Certified Accountants.



**Shama Ismail
Mohamed**
Advisor/Legal

Shama is an Attorney at law with over 28+years hands on experience in Corporate, Investment and Commercial law in Sri Lanka. Started professional career as a Management Trainee in Investments and Portfolio Management with Central Finance Company Limited, one of Sri Lanka's leading Finance Companies and managed the share portfolio of the Company. Thereupon in 1992 joined D.L & F. De Saram's Attorneys at law, One of Sri Lanka's Top 5 Law Firms as an Associate and rose up the ranks to Senior Associate. Shama commenced and oversaw the work of the Corporate Secretarial division of the said Law Firm and was well exposed to all aspects of commercial, investment and company law as well as touched on Conveyancing and Notarial work and Intellectual Property matters. Upon leaving De Saram's set up a private practice, which is continuing to date in advising local and foreign clients primarily on commercial, investment and corporate matters. Acted as Permanent Consultant to Chambers Colombo Attorneys at law from 2001 – 2002 and upto date have been continuing to be a consultant there for specific projects. Currently acts as consultant to Macon Associates and ZRI Consultants leading Corporate law chambers, as well as to a few state organizations on a regular basis. Vast experience in facilitating investments (on behalf of investors), with the Board of Investment Sri Lanka with special emphasis on mega and large scale infrastructure. Specialty and hands on exposure in liaising with various bodies, companies and individuals in setting up projects of diverse nature and facilitating investments. Exceptionally conversant in Commercial drafting, Notarial work and practice and Company Secretarial matters.

Some landmark Private Equity deals the Founder was involved in:

<p>Financial Technology UAE</p>  <p>USD 545 Million</p> <p>Joint Venture</p>	<p>Power & Energy Pakistan</p>  <p>USD 361 Million</p> <p>PPP</p>	<p>Infrastructure Egypt</p>  <p>USD 2.7 Billion</p> <p>Merger with EFC</p>	<p>Pharma Retail Saudi Arabia</p>  <p>USD 200 Million</p> <p>Buyout</p>	<p>Oil & Gas Pakistan</p>  <p>USD 182.9 Million</p> <p>Joint Venture</p>	<p>Aviation Saudi Arabia</p>  <p>USD 410 Million</p> <p>Trade Sale</p>	<p>Healthcare Egypt</p>  <p>USD 150 Million</p> <p>Buyout</p>
<p>Infrastructure India</p>  <p>USD 20 Million</p> <p>Growth Capital</p>	<p>Technology Jordan</p>  <p>USD 24 Million</p> <p>Divestment</p>	<p>Construction UAE</p>  <p>USD 150 Million</p> <p>Divestment</p>	<p>Chemical & Fertilizer Egypt</p>  <p>USD 1.4 Billion</p> <p>Leverage Buyout</p>	<p>Healthcare Turkey</p>  <p>USD 1 Billion</p> <p>Leverage Buyout</p>	<p>Aviation UAE</p>  <p>USD 102.3 Million</p> <p>Pre IPO</p>	<p>Financial Services Qatar</p>  <p>USD 22.5 Million</p> <p>Strategic Sale</p>
<p>Education UAE</p>  <p>USD 116 Million</p> <p>Growth Capital</p>	<p>Financial Services Egypt</p>  <p>USD 1.1 Billion</p> <p>Divestment</p>	<p>Financial Services Egypt</p>  <p>USD 500 Million</p> <p>Strategic Alliance</p>	<p>Aviation Saudi Arabia</p>  <p>USD 177 Million</p> <p>Restructuring</p>	<p>Aviation Jordan</p>  <p>USD 30 Million</p> <p>Privatization</p>	<p>Logistics UAE</p>  <p>USD 200 Million</p> <p>Divestment</p>	<p>Technology Jordan</p>  <p>USD 5.2 Million</p> <p>Venture Capital</p>
	<p>Retail Lebanon</p>  <p>USD 27 Million</p> <p>Buyout</p>	<p>Construction UAE</p>  <p>USD 11.4 Million</p> <p>Pre IPO</p>	<p>Financial Services Qatar</p>  <p>USD 3.3 Million</p> <p>Buyout</p>	<p>Logistics US/Jordan</p>  <p>USD 65 Million</p> <p>Leverage Buyout</p>		

Industry Exposure

Aviation

Financial Services

Transportation

Agriculture

Manufacturing

Marine

Business Services

Mining & Minerals

Pharmaceuticals

Chemical Metals &
Industrials

Food & Drink

Real Estate

Construction

Healthcare

Telecommunication

Consumer Retail

Hospitality & Leisure

Technology & Media

Education

Insurance

Financial Technology

Energy & Power

Logistics

Utilities



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