

MIRZA SAEED ARSHAD

Head of Investments At Union National Bank

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SYNOPSIS

o **Leadership, Initiative, & Self-motivation:** Created impactful and sizeable inter-temporal proprietary portfolios and strategies across a broad spectrum - from regulatory ALM, Credit, Short Duration, CSR/ESG, Structured, Bank Tier 1's, high dividend equities, to high frequency trading establishing the Bank as a strong brand while playing an anchor role in the evolution of Middle Eastern debt markets.

o **AUM's** increased from c. US\$ 500 million in 2012 to the current US\$ 4.50 billion.

o Managed the Bank's voluntary staff pension fund since inception consistently beating benchmark. Assets under management have increased from US\$ 250,000/- at inception to the current c. US\$ 55 million.

o **Responsibility, Flexibility, & Self-management:** Heading a small team, manage the entire process: from the big picture policy and strategic advice, to individually synthesized, actionable facts and insights proposing, implementing, and managing the portfolio one transaction at a time while creating strategic relationships across markets.

o **Profitability:** Have a material and direct impact on the Bank's bottom and top lines contributing c. 20% of the Bank's profitability while managing and investing c. 20% of the Bank's assets consistently beating the HSBC Sukuk Index.

o **Continuous learning & Adaptability:** Navigated changing market conditions and rate environment by progressively asset swapping exposures preserving Bank's capital while enhancing risk adjusted returns.

o **Communication:** Regularly pen macro and micro trends as well as investment proposals for the Investment Committee. Author investment policy and annual fixed income strategy and limits for ALCO and the Board of Directors.



WORK EXPERIENCE

VP, HEAD OF INVESTMENTS
UNION NATIONAL BANK, TREASURY & INVESTMENTS GROUP
JUN 2012 - CURRENT

o **Investment Management:** Responsible for all aspects, from proposing policy and strategic advice to research, analysis, proposing, implementing, and managing the Bank's multi-billion dollar proprietary investment portfolio covering a broad spectrum including ALM, Credit, Short Duration, CSR/ESG, Bank Tier 1, high dividend equities, and Structured credit across GCC.

- Establish performance goals, allocate resources, and assess policies and procedures .

- Built, sustained, and expanded lasting relationships across a broad network of industry specialists including senior management at investee companies, DCM, Syndicates, as well as macro-economists, market strategists, asset allocators, fund and asset managers, sales, relationship managers, and research analysts.

- Articulate opinion through regular, synthesized, and actionable investment strategy and proposal memoranda for the Investment and the Asset and Liability Committees, as well as the Head Office Credit Committee guiding and influencing decision making.

- Author the annual Limits document for the Asset and Liability Committee and the Board of Directors.

- Conceptualized, developed, and implemented an entirely revamped investment strategy and core business processes laying the groundwork for a successful and sustainable business platform. This encompassed re-engineering the existing investments limits structure, creation of inter-temporal portfolios, enhancement of counter-party relationships, and implementation of new STP systems.

- o **Portfolio Management:** Directly manage the Bank's fixed income portfolios (FVOCI and Short Duration). Assets under management have grown from US\$ 500 million (in 2012) to the current c. US\$ 4.50 billion.

- o Actively hedge duration, interest rate, and currency risks through Asset/Interest rate swaps, as well as Cross-Currency swaps.

- o Optimize funding costs through Repo markets.

- o **Performance Portfolios:** Actively trade global fixed income and drive bottom line growth in close coordination with traders and line managers across fixed income and equities.

- o **Pension Fund Management** Manage (*since inception*) the in-house Voluntary Employee Savings Scheme, a fully funded defined contribution employee benefit plan managed on a not-for-profit, total-return, asset-allocation basis with a Cash plus objective. Assets under management approximate AED 200 million (US\$ 55 million).

VP & MANAGER - GLOBAL CREDIT TRADING
UNION NATIONAL BANK, TREASURY & INVESTMENTS DIVISION
JUN 2010 - JUN 2012

Designed, developed, and successfully implemented alpha generating global credit trading strategy for the Bank encompassing geographies, sectors, and ratings spectrums.

- Average annual turnover exceeded US\$ \$5 billion, with US\$ 3.50 million in trading profits - in the process establishing the Bank as a serious global credit player in the region.

- Demonstrated self-motivation, creativity, and 'hands on and roll up my sleeves' entrepreneurial approach in building strong, lasting, and profitable institutional fixed income relationships across the globe.

- Played a key role in creating appropriate credit limits and onboarding counterparties.

AVP & MANAGER - PRODUCT DEVELOPMENT, STRUCTURED INVESTMENT SOLUTIONS
UNION NATIONAL BANK, TREASURY & INVESTMENTS DIVISION
NOV 2003 - JUN 2010

- Played a crucial role in designing and developing Structured Investment Solutions strategy for the Bank laying the groundwork for a successful and sustainable business platform. This included both conventional as well as Shari'a compliant solutions.

- Managed the business line in conjunction with senior management, and drove bottom line growth by structuring best of market products and driving sales in conjunction with different business divisions of the Bank. Assets under management exceeded US\$ 1.2 billion.

- Liaised with different business divisions across the Bank identifying products and services required by NBFIs, Corporates, Government entities, and UNHWI consumers.

- Conceptualized, developed, and assisted launching feature-rich and menu-driven products across all asset classes (FX, Interest Rates, Fixed Income, Equities, and Alternatives) contributing meaningfully to the Bank's profitability while adding value to client's business requirements

- In addition, played a lead role in:

Local/Regional Primary Capital Markets (Bank's proprietary portfolios): Researched, analyzed, presented, and invested/divested in/from local and regional IPOs and Funds. Assets under management exceeded AED 170 million (US\$ \$46 million).

Repo Markets: Raised substantial short-term liquidity from international capital markets through Repo activity to finance and support client IPO leveraging solutions.

- Set up new Repo counterparty limits and established GMRA's.

AVP & PORTFOLIO MANAGER-FIXED INCOME & STRUCTURED PRODUCTS

UNION NATIONAL BANK, TREASURY & INVESTMENTS DIVISION
MAR 2003 - NOV 2003

- Identified, proposed, and managed Bank's proprietary Fixed Income Portfolio consisting primarily of Sovereigns, Supra-nationals, US Agencies, and Regional issues. Assets under management exceeded US\$ \$250 million.

- Provided timely and expedient credit support and up-to-date fixed income industry information to the Bank's senior management.

- Maintained and furthered contacts with Economists, Market Strategists, and Research Analysts.

- Monitored and presented periodic investment performance reports, business and credit information to the senior management.

ANALYST - MANAGED FUNDS & US EQUITIES

ARAB PETROLEUM INVESTMENTS CORPORATION (APICORP), TREASURY & CAPITAL MARKETS DEPARTMENT
APR 1993 - JUL 2002

- Identified, proposed, and managed Company's proprietary Externally Managed Fund's Portfolio covering a diverse range of Alternative Hedge Funds, traditional Equity Funds, and Structured Products. Assets under management approximated US\$ \$100 Million.

- Played a significant role in the identification and exploitation of new investment opportunities together with providing strategic direction and insight to Strategies, Funds, Structured Products, Sectors, as well as individual Companies within portfolios.

- Established and maintained contacts with Fund and Asset Managers as well as leading Economists, Market Strategists, and Research Analysts.

- Actively traded, managed, and monitored Company's proprietary US Equity mandate of US\$ 100 million.

- Wrote Investment Strategy and Performance reports for the Investment Committee as well as APICORP's Board of Directors.

- Proposed, managed, and monitored equity mandate for the Company's Staff Retirement Fund.

SUPERVISOR, CORPORATE BANKING DIVISION, CREDIT CONTROL SERVICES

BANK OF AMERICA NT&SA
JUN 1991 - APR 1993

Provided support in:

- Credit and Risk Analytics including all PC and mainframe applications
- Credit Documentation
- Collaterals and Lending Powers

Involved in:

- Portfolio Funds Management and Corporate Banking



EDUCATION

MASTERS IN PUBLIC ADMINISTRATION
UNIVERSITY OF THE PUNJAB, LAHORE,
PAKISTAN

1993

Finance majors.

B.SC.

UNIVERSITY OF THE PUNJAB, LAHORE,
PAKISTAN

1990

Mathematics and Physics majors.

**Primary**

- GCC Proprietary Fixed Income Portfolio Management
- Sukuk Portfolio Management
- EM Portfolio Management
- Pension Fund Management

Peripheral

- GCC Fixed Income Trading
- EM HQLA Management
- Debt Capital Markets (DCM)
- Structured Investment Solutions

**PROFESSIONAL TRAININGS, COURSES, CONFERENCES, AND SEMINARS**

- ‘Global Financial Markets Forum’, Conferences, *First Abu Dhabi Bank, Abu Dhabi*. March 2011, 2012, 2013, 2014, 2015, 2016, 2018
- ‘Market Expectations’, Seminar, *Commerzbank, Munich*. October 2014
- ‘Interest Rates Outlook’, Seminar, *Citigroup, Rome*. June 2012
- ‘Global Asset Markets’, Seminar, *Nomura Investment Bank, Istanbul*. September 2011
- ‘What the Future Holds’, Seminar, *Citigroup, Barcelona*. June 2011
- ‘Prime Malaysian Credits’, Analysts Road Trip, *Morgan Stanley, Kuala Lumpur*. December 2010
- ‘Accounting for Derivatives’, Course, *Euromoney, Abu Dhabi*. November 2010
- ‘Alternative Investment Strategies’, Course, *Robecco Asset Management, Amsterdam*. September 2009
- ‘Innovations in Structured Products’, Seminar, *Nomura Investment Bank, Dubai*. February 2007
- ‘LRQA ISO9001:2000 Internal Quality Auditor’, Training, *Int’l Register of Certified Auditors, AUH*. Feb. 2007
- ‘Alpha from Structured Investments’, Seminar, *Deutsche Bank, Abu Dhabi*. January 2007
- ‘Foundations & Principles of Islamic Banking’, Course, *Union National Bank, Abu Dhabi*. November 2006
- ‘Portfolio Management Techniques’, Course, *Emirates Institute for Banking & Financial Studies, UAE*. October 2006
- ‘Derivative and Structured Notes’, Training, *Union National Bank, Abu Dhabi*. September 2006
- ‘The Power of Structured Notes’, Seminar, *Nomura Investment Bank, Dubai*. May 2006
- ‘Structured Investment Solutions’, Training, *ABN AMRO, Abu Dhabi*. February 2005
- ‘Structured Products’, Course, *Emirates Institute for Banking and Financial Studies, UAE*. October 2004
- ‘LRQA ISO9001:2000 Internal Quality Auditor’, Training, *Int’l Register of Certified Auditors, AUH*. Oct. 2004
- ‘Structured Interest Rate Strategies’, Training, *United Bank of Switzerland, Abu Dhabi*. April 2004
- ‘Investment Risk Analysis’, Course, *Institute for International Research, Dubai*. May 2001
- ‘Global Equity Strategy’, Training, *Chase JP Morgan, Dubai*. October 2000
- ‘Global Investment Strategies’, Course, *Institute for International Research, Dubai*. March 2000
- ‘Global Perspective on Investment – Cycle and Trend Analysis’ Training, *Yelton Fiscal Inc., Saudi Arabia*. March 1998
- ‘Technical Analysis and Portfolio Management’ Training, *Yelton Fiscal Inc., Connecticut, USA*. June 1996
- ‘US Equity Markets and Portfolio Management’ Training, *Deutsche Morgan Grenfell, New York, USA*. June 1996
- ‘Business and Market Cycles - Research and Methodology’ Training, *Yelton Fiscal Inc., Saudi Arabia*. August 1995