

Asad Muhammad Khan

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About Me

An investment banking and finance professional with more than 18 years of experience in corporate finance, private equity and managerial finance

Career Profile

The key areas of professional specializations include:

- Mergers and Acquisitions
- Private Equity
- Capital Restructuring

Professional Experience:

Wasatah Capital

Riyadh, Saudi Arabia

Vice President, Corporate Finance and Private Equity

March 2015 – Present

- Structure and execute transactions related to equity capital markets both in primary and secondary markets
- Negotiation of terms of transaction (non-binding / binding) and transaction documents
- Managing assignments related to due diligence, valuation, forecasting feasibility studies and business plans
- Selected Transaction Experience:
 - Sell side advisory to a hospital (Riyadh), a local school (Riyadh), a local school (Khobar), an multi brand automobile distributor (Riyadh), an institutional catering company (Riyadh), a data center solutions company (Riyadh), a basic chemicals company (Riyadh), and an oil and gas services company (Khobar)
 - Buy side advisory to a listed company (Riyadh) for buy and build strategy
 - Arrangement of debt financing for Al Khaleej Training and Education for KG schools development
 - Structuring and management of private equity funds for various clients
 - Lead advisor on capital reduction of Qassim Agricultural Co and Al Sorayoi Group
 - Lead advisor of Al Ahlia Insurance Co in relation to its merger with Gulf Union Insurance Co
 - NOMU (KSA Parallel Market) listing of a building material company

Manhattan Capital Middle East

Riyadh, Saudi Arabia

Vice President, Transaction Advisory

April 2012 – February 2015

- Managed buy-side and sell-side advisory projects
- Managed assignments related to due diligence, valuation, forecasting, business modeling, feasibility studies and business plans
- Developed strategy for specialized buy and build platforms for large clients
- Advised on financial restructuring and accounting standards implementation to clients
- Selected Transaction Experience:
 - Sell side advisory to an AL Rowad international school (Riyadh), Ajaji polyclinics (Riyadh), Muhadib dental clinics (KSA) and Rihab Al Marefa Schools (Riyadh)
 - Business advisory services to AL Rowad international school Riyadh
 - Murabaha funding of USD 100 million related to AL Rowad international school Riyadh
 - Feasibility studies for SR 1bln Durrah sugar refinery KSA, Amjaad Colleges and an orthopedic/spine hospital
 - Business plans for Global Beverage Company (Fayha) and Saudi Kitchen Line Co

Family office of Sheikh Muhammad Abdullah Al-Romaizan (Faded Co)

Riyadh, Saudi Arabia

Research Analyst

March 2008 – March 2012

- Advised the board on acquisitions, leveraged buy outs (LBO), mergers and growth capital transactions
- Identified potential strategic investments and supervised origination, negotiation and structuring
- Monitored acquired assets and investments against benchmarks, reviewed strategic plans, attended meetings
- Prepared numerous business studies, financial projections, feasibility studies and investment studies
- Selected Transaction Experience:
 - Equity investment in SCITUS Cement China (JP Morgan AIRRO Fund) and OCTAL Petrochemicals Oman, Manara Wartsila Power Fund, Dawood Islamic Bank and Gulf African Bank
 - Feasibility studies for HVAC ducts factory, LPG refilling plant, automated abattoir

NAMA Investment Pakistan Private Limited- (Al-Romaizan Family)

Lahore, Pakistan

Business Development Manager

June 2005 – March 2008

- In charge of Pakistan Office
- Created and maintained a team of professionals to originate, analyze, finance, close, manage and sell investments
- Executed, managed and monitored investments in various sectors for GCC investors
- Selected Transaction Experience:
 - Managed financial restructuring of Taiba Model Jewelers
 - Managed acquisition of NAMA Tent Factory and NAMA Rice Shellers
 - Prepared feasibility studies and bid documents for USD 1.3Bln NPK Fertilizer Complex Project (JV with IPIC)

Makhzan Al-Maktab Office Supplies Company- (Al-Romaizan Family)

Riyadh, Saudi Arabia

VP Merchandising and Supply Chain,

March 2003 – March 2005

- Directed the operations and sales planning and implementing
- Inventory and purchasing management, availability improvements, increasing stock turn
- Provided leadership relating to supplier engagement and improving free cash flow days
- Secured more than 1 supplier for all major products and improved credit terms
- Introduced new brands in KSA market (KW Trio, Lerche, STYB)

Director Sales and Marketing,

June 2002 – March 2003

- Managed sales, telesales, customer services and marketing staff of 35
- Introduced sales targets for the country and ensure these targets were met and exceeded
- Conducted regular reviews of revenues and the implementation of pricing programs
- Secured 660 desktop computers supply contract from National Guard ,
- Sold more than SR 5 million of dead or slow moving stock
- Increased sales revenue by 100% by end of year 2002

STFA Construction Co of Turkey

Ormara, Pakistan

Finance and Accounts Chief

July, 2000 – October 2001

- Managed and controlled all financial and administration related activities of project
- Provided timely analysis of budgets, financial reports and financial trends
- Advised from the financial perspective on ongoing contracts
- Notable Achievements:
 - Successful handing over of project to client and finalizing the financial closure
 - Claimed refund of PKRS 1m through IPC reconciliation
 - Prepared pre-feasibility studies for Makran Highway and basin deepening

Finance and Accounts Officer

July, 1999 – July 2000

- Oversaw and ensured the integrity and timely submission of all financial reports for head office
- Prepared Interim Payment Certificates and continuously maintained project-billing accounts
- Ensured effective External Audits and Reviews, with a view to meet all regulatory requirements

Internee- Trainee Accountant, Islamabad Head Office

August, 1996 – March 1999

- Part time training during studies

Education

1999	Master in Business Administration (Silver medallist)	Peshawar University Islamabad Campus, Pakistan
1997	Bachelor in Business Administration	Peshawar University Islamabad Campus, Pakistan

Skills

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- High degree of honesty and integrity
 - Demonstrated ability to effectively delegate and to manage
 - Ability to develop and maintain professional relationships
 - Working knowledge of MS Office, Oracle ERPs, MS Project
 - Languages spoken are English (Fluent), Urdu (Fluent) and Arabic (Average)

References

Hasan Gondal	LGT (Middle East) Ltd.	Executive Director Private Banking	Hasan.Gondal@lgt.com
Sikander Ahmed	NBK Capital	Principal	Sikander.ahmed@nbkcapital.com