

## CURRICULUM VITAE

### PERSONAL INFORMATION

Name **SUBHANI, BILAL**  
Contact No +971 50 176 8778  
Email [bilalsubhani@hotmail.com](mailto:bilalsubhani@hotmail.com)

### EXECUTIVE PROFILE

- Seasoned investment banker with over 16 years of diversified private equity and M&A experience across Europe, GCC, Far East and South Asia with an illustrious track record and passion for delivering tangible results. Led and managed multiple PE mandates across key economic sectors including infrastructure, fintech, IT, education, real estate and energy.
- Actively involved in all aspects of investing including sourcing deals, negotiating, deal closure, and managing portfolio companies. Enhanced financial modeling and project management skills complemented by rich and strategic leadership and management skills.
- Comprehensive access to GCC and emerging markets through strong and long-term relationships with HNWIs, family offices and institutions. Led successful business development, fund raising and placements in addition to corporate structuring and regulatory approvals.

### PROFESSIONAL EXPERIENCE

*May 2017 to date*

#### **Dux Capital Ltd, Dubai International Financial Centre, UAE**

##### **Director – PE & Infrastructure**

- Sourced, evaluated, negotiated and portfolio management of potential investments in target sectors including infrastructure with a specific focus on renewable energy, digital banking, education and real estate;
- Financial due diligence, monitoring and execution of US\$45 million wind farm in Eastern Europe;
- Structured a US\$60 million social housing project in West Africa in addition to financial due diligence, monitoring and dealing with government authorities, ministries and regional DFIs;
- Led financial evaluation, negotiations and acquisition terms for a minority stake in a state-owned US\$300 million chemical plant in South East Asia;
- Oversaw financial due diligence and led ongoing discussions for a majority stake in US\$40 million waste to energy plant in South Asia;
- Played a pivotal role in developing investment strategies, allocation models and valuation tracking in addition to divestiture strategies of portfolio companies.

*Oct 2012 to Apr 2017*

#### **Ridge Capital Holding, Dubai International Financial Centre, UAE**

##### **Investment Director**

- Senior team member in structuring and executing US\$1 billion social housing project in West Africa;
- Deal manager to the acquisition of US\$70 million commercial real estate in West Africa;
- Led and supervised financial due diligence of a minority acquisition of US\$75 million wind farm in South Asia;
- Structured and executed a global Shariah compliant fund of funds in terms of formation, regulatory approvals and underlying investment strategy;
- Played a pivotal role in setting up and operating the Asset Management division in terms of policies & procedures, budgets & financial plans, product development in both conventional and Shariah compliant investment spaces;
- Senior team member for financial restructuring and investment turnarounds for group subsidiaries and target companies.

Nov 2009 to Sep 2012

**JSK Securities Ltd, Karachi, Pakistan**

**Head of Asset Management**

- Spearheaded the department's operational and investment strategies for proprietary and external investments;
- Achieved an average portfolios alpha of over 5% through improvement initiatives and portfolios restructuring by employing a wide array of advanced statistical tools and quantitative portfolio management strategies complemented by tactical allocation shifts based on macro-economic fundamentals;
- Actively participated in the investment committee by providing a conclusive global and regional market view appended by suggested strategies;
- Also organized and proactively facilitated client meetings to propose and orchestrate appropriate investment strategies and policy guidelines.

Sep 2007 to Oct 2009

**Union National Bank, Abu Dhabi, UAE**

**AVP – Asset Management & Private Banking**

- Covered UAE markets specifically and GCC markets generally by building qualitative and quantitative valuation models alongside timely entry/exit recommendations for proprietary funds and portfolios;
- Responsible for creating distinctive and style driven tactical investment strategies supported by extensive buy side models to target top investment opportunities;
- Undertook and administered empirical (quantitative & qualitative) research and monitored relevant data sets to perpetuate in-depth and exhaustive analysis;
- Recommended investment projects to the bank's Investment Committee.

July 2005 to Sep 2007

**Naeem Holding, Dubai, UAE**

**Senior Analyst – Global Asset Management**

Oct 2002 to Jun 2005

**Zircon Capital Ltd, Manchester, UK**

**Research Analyst**

Apr 1999 to Jun 2000

**Grant Thornton, London, UK**

**Analyst – Financial Advisory**

**EDUCATION**

*Institute*

**Warwick Business School, University of Warwick, UK**

MBA (Specialization: Investment Valuations, PE, M&A, & Corporate Finance)

*Institute*

**Sloan School of Management, Massachusetts Institute of Technology, US**

Executive Diploma - The Analytics Edge

*Institute*

**Wharton School of the University of Pennsylvania, US**

Diploma with Distinction - Analyzing Global Trends for Business and Society

*Institute*

**Yale University, US**

Diploma - Financial Markets

*Institute*

**SDA Bocconi School of Management, Italy**

Professional Certificate – Private Equity & Venture Capital

**MAJOR ACHIEVEMENTS**

- Deal Manager of US\$45 million Eastern Europe wind farm;
- Deal Manager of US\$70 million West African commercial real estate;
- Deal Manager of US\$3.5 million MENA financial services;
- Deal Manager of US\$1 million education facility in South Asia;
- Structured a US\$125 million MENAP infrastructure fund;
- Co-Fund Manager to a US\$70 million energy hedge fund;
- Co-Fund Manager to US\$150 million Shariah compliant GCC equity fund;
- Lead Manager to US\$100 million Shariah compliant global fund of funds.