Haitham Essa



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Experienced Investment professional - Venture Capital & Private Equity

Furnished with two master degrees and 14+ years of diversified experience in VC & PE investment process (sourcing, screening, assessment, due diligence, structuring, concluding, asset management, exit), Islamic corporate banking (working capital finance, term finance, project finance), and Capital markets (public equities, commodities)

Expert In: Business development | Investment Management | Due Diligence | Board & Management Reporting | Investment Strategy, Processes & Procedures | Corporate Governance | Stakeholders Management | Capital Markets & Islamic Finance | Investment Valuation & Appraisal | Corporate Banking | Capital Raising | Negotiations & Structuring | Team Leadership.

 $\textbf{Sector Exposure:} \ \operatorname{Real Estate} \ | \ \operatorname{Manufacturing} \ | \ \operatorname{Construction} \ | \ \operatorname{Healthcare} \ | \ \operatorname{Waste Management} \ | \ \operatorname{Mining} \ | \ \operatorname{Services} \ | \ \operatorname{Education.}$

Professional Experience

Sharjah Investment & Development Authority ("Shurooq"), Sharjah - UAE

May 2016 - Present

Portfolio Manager

Accomplishment

- o Sourced viable investments to the Authority in Real Estate, Healthcare, Waste management, and Services.
- Developed investment strategy and processes to help build a solid & profitable portfolio to the Authority.
- o Developed an efficient operating model that enabled proper governance & management of the portfolio companies.
- o Developed external and internal reporting templates for active monitoring of the companies' financial health.
- o Developed and implemented 100-Day plan for target acquisitions/joint ventures to ensure proper policies, systems, procedures and processes are in place to protect the interests of the Authority.

Accountabilities

- Sourcing and screening of new investment opportunities.
- o Liaising with external consultants (feasibility study, DD, valuation, audit, etc).
- Sourcing co-investors and debt finance.
- o Financial & commercial assessment and Due Diligence of investment opportunities.
- Investment valuation, appraisal and terms negotiations.
- Assist in drafting and concluding of definitive agreements, and implementation of approved operating model (ownership structure, governance, management processes, decision rights, culture, and revenue & cost models).
- Management of portfolio companies (financial analysis & modeling, valuation, supporting top line through business development and advising on sales & marketing strategy, controlling cost structure, advising on expansion strategy, managing reporting, KPIs monitoring, board meetings, etc).
- o Quarterly & Annual reporting on the performance of the portfolio companies accompanied by recommendations.



Emaar Industries & Investments, Dubai - UAE

Jan 2015 - May 2016

Investment Manager

Accomplishment

- o Sourced viable investments to the Company in Real Estate, Construction, Manufacturing and Services.
- o Took an active role in the development of investment strategy and processes to help build a solid & profitable portfolio to the Company.
- Took an active role in drafting and concluding of definitive agreements, and implementation of approved operating model (ownership structure, governance, management processes, decision rights, culture, and revenue & cost models) that favored the Company's interests.
- o Took an active role in negotiating acquisition terms that resulted in increased value to the Company.
- Assisted in developing and implementation of 100-Day plan for acquired target that ensured proper policies, procedures, systems, and process are in place to protect the interests of the Company.
- o Took an active role in the successful divestment of investments.

Accountabilities

- Sourcing and screening of new investment opportunities.
- Sourcing co-investors and debt finance.
- Liaising with external consultants (feasibility study, DD, valuation, audit, agreements & contracts, etc).
- o Financial & commercial assessment and Due Diligence of investment opportunities.
- o Investment valuation, appraisal and terms negotiations..
- o Concluding of definitive agreements and implementation of approved operating model (ownership structure, governance, management processes, decision rights, culture, and revenue & cost models).
- Management of portfolio companies (financial analysis & modeling, supporting top line through business development and advising on sales & marketing strategy, controlling cost structure, advising on expansion strategy, managing reporting, KPIs monitoring, board meetings, etc).
- Monthly, Quarterly & Annual reporting on the performance of the portfolio companies accompanied by recommendations.

Feb 2012 - Feb 2014

Islamic Development Bank, Jeddah - KSA

Investment Associate, Islamic Corporation for the Development of the Private Sector

Accomplishment

- Took an active role in financing (equity and debt) multinational projects and ensured the interests of the bank are protected.
- o Successful raising of equity and debt funds for mega real estate project.
- o Completed Islamic finance development program.



- o Sourcing and screening of new investment opportunities (equity and term finance).
- Liaising with external consultants (feasibility study, DD, valuation, etc).
- o Financial & commercial assessment and Due Diligence of investment opportunities (equity and term finance).
- Investment appraisal and deal terms negotiations.

International Airport Free Zone ("Saif Zone"), Sharjah - UAE

Oct 2005 - Feb 2009

Portfolio Manager

Accomplishment

o Generated an annualized ROI of more than 50%.

Accountabilities

- Managing pre-listed and listed equities portfolio.
- o Liaising with banks, brokers, lawyers, and related authorities.
- Gathering and analyzing information to identify risk/reward parameters and recommend best buy/sell.
- o Implementing active and passive portfolio management techniques.
- O Quarterly and annual reporting on the performance of the portfolio accompanied by recommendations.

Al-Omana'a Portfolios and Investments, Amman - Jordan

Feb 2002 - Mar 2005

Financial Broker

Accomplishment

- o Exceeded target of selling mutual funds by more than 20%, on average.
- o Built a strong clientele group of active traders.

Accountabilities

- Processing buy/sell orders for traders as per established timelines and accuracy standards and maintained transactions records as when required.
- o Advising clients on best areas to buy and sell, and updating them on up-normal price volatility and relative announcements, such as earnings, dividends, seasonal offerings, stock splits and stock repurchases.
- Preparing forms, such as receipts, withdrawal orders, transmittal papers and transfer confirmations based on transaction requests from clients.
- Selling mutual fund units

Education

INCEIF, Kuala Lumpur, Malaysia	
Master of Islamic Finance	2016
Saint Mary's University, Halifax, NS, Canada	
Master of Finance	2010
Applied Science University, Amman, Jordan	
Bachelor in Computer Engineering	2004
Professional Certificates & Memberships	
International Faculty of Finance (IFF), London, UK	
International Faculty of Finance (IFF), London, UK Project Finance Training	2013
	2013
Project Finance Training	2013
Project Finance Training University of Toronto, Toronto, ON, Canada	
Project Finance Training University of Toronto, Toronto, ON, Canada Certificate in Financial Analysis and Investment Management Canadian Securities Institute, Toronto, ON, Canada Canadian Securities Course	
Project Finance Training University of Toronto, Toronto, ON, Canada Certificate in Financial Analysis and Investment Management Canadian Securities Institute, Toronto, ON, Canada Canadian Securities Course Financial Markets Risk Management	2012
Project Finance Training University of Toronto, Toronto, ON, Canada Certificate in Financial Analysis and Investment Management Canadian Securities Institute, Toronto, ON, Canada Canadian Securities Course	2012
Project Finance Training University of Toronto, Toronto, ON, Canada Certificate in Financial Analysis and Investment Management Canadian Securities Institute, Toronto, ON, Canada Canadian Securities Course Financial Markets Risk Management	2012

Memberships

Chartered Institute for Management Consultants - Chartered Management Consultant

National Association of Certified Valuators and Analysts - Certified Valuation Analyst

CAIA Association - Chartered Alternative Investment Analyst (In progress)