

Stephen Salloum

VC, Private Equity, Fund of Funds

Accomplished investment professional and serial entrepreneur; stellar track record of originating, structuring and marketing financial products and unique opportunities, which have afforded the investor(s) robust growth and risk-adjusted returns. Over twelve years of experience in fund of funds, private equity transactions and alternative investment strategies, including: distressed, long/short debt and equity placements, real estate, energy, IT, telecom and venture investing.

EXPERTISE

*Stratagem and Advisory
New Product Development
Alliance Building / Negotiation
Global Business Development
Origination and Fundraising
Structuring and Placements
Research and Data Analysis
High-Impact Presentations*

EDUCATION

2001–2002
Executive Education Programme
Henley Management College
(Henley-on-Thames, UK)

1995–1999
BSc. Finance & Economics;
Computer Science
Providence College
(Providence, Rhode Island – USA)

CONTACT

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2011-PRESENT

Palgenesis Fund, I (New York City)

LIMITED PARTNER & STRATEGIC ADVISOR

Providing international marketing and business development to this seed capital fund, which is aligned with TechStars, the world's leading angel investment and accelerator platform, as well as with 500 Startups, Nxtplabs, LEAPxlr8r, China Accelerator and angelcube. Our seed-round investments include: **App.io, Condo.com, Nestio, Go Chime, Marker.ly, categorical, Romotive and Launchkey.**

2008-ACQUIRED 2013

Pinpay, sal (Beirut)

COFOUNDER & BOARD MEMBER

Pinpay is Lebanon's first handset-based, carrier-neutral, payment, mobile banking and remittance ecosystem. Pinpay was "bootstrapped" with my angel investment; it has since emerged as one of the country's earliest, and most successful, venture capital "cover" stories.

- Built the company from "concept to enterprise" in under twelve (12) months
- Assembled distinct management team and advisory board, and rapidly grew the business amidst one of the harshest political, economic and regulatory environments in the Middle East
- Earned goodwill; fostered trust relationships, and garnered early adoption (critical capital commitments) from some of the leading banking institutions and VC investors in the region
- Attracted follow-on investments, ultimately negotiating a lucrative exit strategy, which capitalized on five, grueling years of sheer determination and significant value-creation

2002-2012

Equity Partners (Kuwait City)

PARTNER, ORIGINATION & INVESTMENTS

A closely-held financial advisory and private placement boutique ("feeder fund"), offering its balance sheet, value-added services, structured product distribution and professional investment strategy to entrepreneurs, enterprises, fund managers, institutions, family offices and UHNW investors throughout the Levant, Northern Africa & GCC region.

- Negotiated lowest GP (management) fees for our shareholders and clientele; worked directly with the firm's Chairman and Managing Director on matters of: fund/manager selection, treasury decisions, asset allocation procedures as well as arbitrage and risk management
- Marketed (placed) a diverse range of six (6) absolute return funds: top-quartile managers, covering an array of strategies, geographies and capital structures, to Sovereign, Institutional & Family Offices, also sophisticated UHNW investors across Middle East, Europe and Far East
- Raised tremendous assets for fund managers; promoted strategic joint ventures, local agencies and one-off deals, whilst developing trust relationships with notable, regional players
- Organized "road shows" to Kuwait, Saudi Arabia, UAE, Qatar and Bahrain; built an extensive LP rolodex (in excess of 700 relationships); bolstered existing GPs with follow-on capital, and helped to launch many of the firm's new, up-and-coming fund managers in the Middle East
- Grew assets under advisory and management from USD\$4million, initially, to over USD\$1.3billion upon my departure; accomplished that in less than ten (10) years, despite major market swings and even the global, financial meltdown of 2008