

**CAREER SYNOPSIS:**

- Corporate finance professional with experience in M&A, Private equity advisory, Consulting & Restructuring in Asia and the Middle East.
- Track record of building on: transaction experience, market knowledge, pro-active collaboration with other departments to generate 'new ideas/ opportunities' for the team.
- Consistently developed effective relationships: **1)** Multinational corporations and regional business groups; **2)** Sovereign wealth funds, private equity - VC firms and Family offices; **3)** Government agencies and international development institutions
- Good knowledge and commercial understanding of major sectors: technology and e-commerce, logistics and distribution, consumer goods, F&B, retail, leisure and hospitality, engineering & construction and energy & power.
- Significant experience in financial modelling, due diligence, debt & CAPEX review, transaction structuring, preparing deal documents, crafting presentations and pitch/proposals, client relationship management, data room management and investor readiness.
- Actively used major research portals: Capital IQ, Thomson Reuters, Bloomberg, Merger Market and One Source.
- Well versed with client onboarding, KYC, compliance, legal-documentation, coordination with auditors, lawyers and regulators (SEC).

**PROFESSIONAL EXPERIENCE:****LUMINANCE FUND (Swiss-Asia Financial Services) – Part-Time Research Associate:** (December 2016 – to date) – Singapore

Research, company peer-analysis, preparing briefs: on quarterly results and calls with IR department of listed companies (India and ASEAN)

**CONSULTANT / MENTOR:** (November 2015 – to date) – Singapore

- Assisting companies and entrepreneurs on 'investor-JV partner' search and market entry strategy in F&B and Tech-driven businesses.
- **Mentoring start-ups** from [www.jfdi.Asia](http://www.jfdi.Asia) , [Infocomm Investments](http://Infocomm Investments) ( [www.catch.com.sg](http://www.catch.com.sg) ) and [muru-D](http://muru-D) ( [www.freightkart.com](http://www.freightkart.com) )

**IFC (WORLD BANK) – Short Term Consultant - Singapore** (August – September 2015)

Private sector investment mobilization project. Identifying and engaging: global and regional blue chips as well as major Singaporean companies involved in agriculture, food processing, logistics and infrastructure value chains. Developed value chain analysis, pitch documents and workshop material for engaging the private sector and the government.

**INVESTORS MENA – UAE** (May 2014 – July 2015) – Relocated to ASEAN

Developed financial projections and investor presentations. Drafted LOIs and Term Sheets. Conducted business performance reviews and working capital/debt analysis. Researched and developed detailed lists of potential investors and companies. **Key Transactions:**

- Equity Raise and Strategic Advisory: Fitness and Wellness Company (US\$ 5 mn) - 2015
- Equity Raise: Brokerage Management Technology Solutions Company (US\$ 5 mn) - 2015
- Project Funding: Dinner Theatre Project (US\$ 10 mn) - 2014

**OUTLOOK ADVISER, UAE - (March 2013 – April 2014)**

Developed financial models and investor presentations for equity and debt raising. Developed performance and management reporting templates. Worked with lawyers to develop investment holding company structure. **Key Transactions:**

- Financial and Business Advisory: Restaurant and Hospitality Business (US\$ 25 mn) - 2014
- Financial and Business Advisory: Pharma OTC Business (US\$ 20 mn) - 2013

**DELOITTE CORPORATE FINANCE (MIDDLE EAST) LIMITED – MANAGER (Mar 2009 – Dec 2012)**

Executed advisory, business review, due diligence and debt restructuring engagements. Responsible for deal documentation, project management, client relationship, risk management and compliance matters and 'KYC'. Supported leadership team in origination. Led initiatives to develop sector knowledge, researching potential buyers and target companies. Drafted Term sheets and Offer letters. **Key Transactions:**

- Buy Side: Global Blue Chip Logistics Company (US\$ 20 mn) - 2012
- Sell Side: Automation and Energy Management Solutions Company (US\$ 20 mn) - 2011
- Business Review and Restructuring: Major Construction and Industrial Conglomerate in Abu Dhabi - 2010
- Sell Side: Process Controls Company to a Global Electronics Equipment Manufacturer (US\$ 60 mn) - 2010

**START CONSULT, UAE – ASSOCIATE (Jan 2006 - Dec 2008)**

Executed due diligence, corporate finance advisory, and business reviews. Developed financial model and investor presentations. Co-ordinated due diligence (accounting and legal) and post-acquisition legal documentation process. **Key Transactions:**

- Advisory: LPG Terminal & Distribution Company, Pakistan (US\$ 15 mn) - 2009
- Privatisation of Oil Marketing Company. Pakistan (US\$ 1,500 mn) - 2007

**KPMG FINANCIAL ADVISORY SERVICES - ANALYST (Oct 2001 - Dec 2005)**

Carried out financial analysis and industry research. Supported managers and directors in developing due diligence reports, offer for sale documents, feasibility studies and responding to queries from Stock Exchanges and Securities and Exchange Commission (SEC)

**EDUCATION:**

- [Chartered Institute of Management Accountants](#) (CIMA, UK) (2004)
- Bachelors of Commerce (B.Com) – University of Karachi (1999)
- Learned Mandarin language – Basic level (Jan 2013)

**SALEEM LALANI**  
**Deal Sheet**

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▪ **Equity Raise: Fitness and Wellness Company (US\$ 5 mn) - 2015**

Led the development of the financial plan and investor presentation. Assessed debt options. Helped client develop 'new service lines'. Drafted LOI for new offerings/partnerships. Providing inputs on the legal and corporate structure. Identified and introduced potential investors. Identified sites for new studios.

▪ **Equity Raise: Brokerage Management Technology Solutions Company (US\$ 5 mn) - 2015**

Provided critical inputs to the client on financial and business plan. Helped develop Q&A document to articulate key USPs/competitive advantages of a 'complicated product-solution'. Identified and approached potential investors including based in the USA, Europe and Asia. Introduced a potential COO and a major potential customer.

▪ **Project Funding: Dinner Theatre Project (US\$ 10 mn) - 2014**

Developed financial model and investor presentation. Articulated USPs: offtake agreements, advance ticket sales and 'sweet spot' in the crowded sector. Developed and analysed potential deal structures with founders' incentives. Provided introductions to potential vendors: concierge companies and hotel groups. Identifying and introducing potential investors.

▪ **Financial and Business Advisory: Restaurant Company & Proposed F&B Fund - 2014**

Developed financial model and investor presentation for restaurant expansion. Identified corporate governance and management reporting improvements. Developed KPIs for outsourcing the operations.

Developed 'pitch book-investor presentation' for a proposed F&B sector fund. Worked with lawyers to develop investment holding company structure.

▪ **Financial and Business Advisory: Pharma OTC Business (US\$ 20 mn) - 2013**

Developed financial plan and investor presentation for a 'hangover relief' OTC distribution. Assisted the promoter in identifying distributors for the GCC region. Assisted in negotiations with the principal vendor in the USA. Lined-up potential investors.

▪ **Buy Side: Global Blue Chip Logistics Company (US\$ 20 mn) - 2012**

Developed presentation on strategic options for regional expansion. Led market mapping and development of a comprehensive list of potential targets. Approached priority targets for initial discussions and solicited interest in selling. Developed a detailed report on a selected target – assessed strategic fit, financial performance and potential synergies for discussions with client's global M&A team. Drafted indicative offer letter. Participated and supported in negotiations.

▪ **Business Review and Restructuring: Well-known Family Group based in Saudi Arabia - 2012**

Led the financial, commercial and operational reviews of a Group company focusing on revenue drivers, profit margin analysis, capital expenditure, financial reporting, bottlenecks for growth (operational, capital and human resource), and management reporting structures. Developed a report covering key findings and recommendations. Implemented a customized management reporting template.

▪ **Sell Side: Automation and Energy Management Solutions Company (US\$ 20 mn) - 2011**

Originated the deal. Developed the information memorandum. Approached global strategic players and international PE firms. Initiated discussions with buyers' corporate development/M&A teams, facilitated management meetings and Q&A sessions for potential buyers.

▪ **Sell Side: Process Controls Company to a Global Electronics Equipment Manufacturer (US\$ 60 mn) - 2010**

Developed the winning pitch and deal documents. Co-ordinated buyer's due diligence and Q&A process. Participated in SPA and price negotiations. Provided support with ad-hoc analysis during negotiations. As a team member helped increase the shareholder proceeds by c. 30% through robust project management, maintaining competitive tension and undertaking analysis to support price expectations. Facilitated completion process with auditors and lawyers.

▪ **Financial Advisory: LPG Terminal & Distribution Company (US\$ 15 mn) - 2009**

Developed due diligence and strategic analysis report. Revised client's financial projections based on the analysis.

▪ **Privatisation of Oil Marketing Company (US\$ 1,500 mn) - 2007**

Worked with McKinsey & Co, London office. Conducted commercial due diligence and financial and strategic analysis. Identified company's competitive strengths and growth opportunities that had significant value creation opportunities.

▪ **Anchor Transaction, Logistics Sector Private Equity Fund (US\$ 100 mn) - 2007**

Developed financial model and investor presentation. Co-ordinated due diligence (accounting and legal), legal structuring and managed post-acquisition legal documentation process. Developed post-acquisition 100-day plan.

▪ **Privatisation of State Owned Entities (multiple transactions) – 2004**

Assisted in preparation of Offer for Sale documents, coordinated with Securities and Exchange Commission (SEC) regarding review of documents, information requests and resolution of queries.