

Rohan Bhaskar, CFA

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Education

Degree	Institute	Duration	Grades
MBA (PGDM)	IIM Lucknow Indian Institute of Management, Lucknow	Jun 2002 - Mar 2004	7.65 GPA Top 5%
BE (Bachelor of Engineering)	REC Surat (now NIT Surat) Regional Engineering College, Surat	Jul 1997 - Jun 2001	75% Rank - 1
Continued Learning			
CFA®	CFA® Institute, USA	Dec 2009 - June 2012	
Cert in Quantity Surveying	RICS®, UK	May 2015 - Dec 2015	

Profile Summary

Role	Real Estate / Private Equity / IB / Fund Management / Asset Management / Strategy				
Total Experience	12 years	Industry	Real Estate (Residential, Offices, Hotel, Retail), Infra, Education, FMCG, Engineering, Financial Services		
Assets	US\$ 2 bn +	Equity	US\$ 500 mn +	Transactions	10+

Holistic Investments and Strategy Experience

Fund Management & Strategy	Business Development & Capital Raising	Investments	Real Estate Management
<ul style="list-style-type: none"> Investment Committee & Board approvals Preparing Offering Documents (Information Memorandum, Teasers, Subscription Agreements) Investor reporting and financial controls Audit & Financial management 	<ul style="list-style-type: none"> Sourcing deals Equity capital raising Debt capital raising Managing relationships Negotiating term sheets 	<ul style="list-style-type: none"> Deal terms negotiations and agreements (SPA, lease, JV, term sheets) Conducting Due Diligence & consultant appointment (Commercial, financial, technical, legal, tax, market & valuations) Financial analysis and modeling 	<ul style="list-style-type: none"> Architect selection Contractor selection Development monitoring Sale & marketing plans Asset management & leasing strategy Property monitoring & capex improvements
Leadership Positions	<ul style="list-style-type: none"> Board: NLCS Singapore School, Juman Villa Development Investment Committee: US Fund, Education Fund, Res Compound Fund, TTIC 		
Awards	<ul style="list-style-type: none"> Business Excellence Award for real estate management -performance in 2012 		

Sobha Group Dubai	AVP - Head of Investments, Strategy & Mid-End RE	June 2016 onwards
Real Estate and Education (Schools)		

- Lead the Sale and Leaseback of Schools – Hartland International School and North London Collegiate School
 - Raising \$100 mn for each school on the property side. Leading the end to end process – sourcing of transaction, due diligence management, legal agreements, structuring and negotiations
- Lead the equity stake for NLCS Singapore school
- Lead the equity stake sale for operating company of Schools business
 - Creating the valuation models and the information memorandum and documents for stake sale
- Lead real estate sale and leaseback for staff accommodation in Dubai
 - Agreement with fund manager for capital raising for real estate sale and leaseback transaction. \$30m
- Acquisition of land for mid-end residential sector in Dubai

The First Investor QSCC(TFI) (Barwa Bank Group), Qatar	Fund Manager - Lead GCC & US Real Estate Investments	May 2011 – June 2016
Real Estate Private Equity / Funds, Investment Banking, Corporate Finance		*April 2010 - Aug 2010
		<small>* Tanween (subsidiary of TFI)</small>

Responsible for end to end product development, deal sourcing, fund structuring and management, transaction
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assessment, due diligence, acquisition, asset management, team / consultant appointment & financial mgt.

Fund Name	Funds Under Management	Size (AUM)
Education Fund, Qatar	Type: Development and long term lease of school properties in Qatar Partners: School Operator - GEMS , Mgt Partner: QIC ; Investors: 110 Due Diligence: Technical (EC Harris), Legal (Tamimi), Tax (PwC) Terms: Cost cap agreed, exit options (put and call options agreed)	QAR 240 mn
Residential Compound Fund, KSA	Type: Income generating residential compounds in KSA Structuring DD: Legal, Tax and Market study Strategic Investors: Warba Bank, Barwa Bank, Tanween, Investors: 85 Asset Acquisition: SAR 300 mn asset 1 + SAR 150 mn asset 2	SAR 500 mn
Villa Development Fund, KSA	Development Management: Team appointment, regular project progress reviews, sales and marketing planning, exit option assessment Investor management: of Kuwait, KSA & Qatar investors (Investors:29) Status: Project under construction	SAR 200 mn (SAR 150 mn drawn and SAR 50 mn undrawn)
Fund Name	Funds Under Launch	Size (AUM)
US Real Estate Fund	Income Generating Real Estate Fund Returns: Targeting 7%+ yields with 12%+IRR (net of all fees and taxes) Asset Class: Multifamily, Select Service Hotels, Sr Housing, Office	US\$ 100 mn (Just launched, US\$ 8.5mn committed)
Labor Camp Fund, Qatar	a) Development of a labor camp on QF / MMUP standards b) Investing on a fully secured long term lease basis	US\$ 110 mn (estimated)
Advisory	Financial Modeling, Bus Planning, Project Assessment & Tax Study	
US Fund-I	- Office Development Project - Downtown Chicago, Hines - DD - New York Premium Residential Project - Manhattan, Hines - DD	-
Master plans	- Lusail, Qatar, Blue City, Oman, Barwa Al Dara, Qatar	

Larsen & Toubro, Mumbai **Manager - Corp Strategy (Infra, FS)** **Aug 2010 - Jan 2011**
Lead strategic initiatives and break-through projects, interaction with multiple stakeholders

- Managing breakthrough projects initiative - across Business Units of L&T (*with McKinsey & Co.*)
- Projects in L&T SBUs: Infrastructure (rail, ports, etc), Engineering, Financial Services etc.

Investate, Bahrain **Principal - Investments (Real Estate)** **Jan 2008 - Mar 2010**
Real Estate transactions and Investment Management *all figures are approx. in US\$*

Transaction	Description	Developer	Architect	Size
Tideway Wharf, Central London	Residential development [Planning consent, design and exit]	Stanhope/Berkeley Group	Roger Stirk Harbour + Partners	E: \$190mn (A: \$750 mn)
Bahrain Financial Harbour, Bahrain	High-end residential tower development and debt arrangement	Omniyat	Make	E: \$75mn (A: \$325 mn)
Bus Bay, Dubai	Office tower development	Omniyat	Kling Consult	E: \$95 mn (A: \$210 mn)
Waterfront, Dubai	Mixed use (Residential + 5 star hotel)	Omniyat	Arquitectonica	E: \$130mn (A: \$475mn)

E: Equity, A: Assets (the total development cost, is funded through equity, debt and pre-sales)

PwC, India **Sr Consultant (Head of Equity Research)** **Nov 2004 - Nov 2007**
Strategy, Research & Consulting

Valuations, Strategic Assessment and Research	<ul style="list-style-type: none"> Industries: Consumer Goods, Retail, Financial Services, Hospitality Performing Benchmarking (financial & non financial ratios), DCF & SOTP Valuation, Strategy Review, Competitor Analysis, Share Price Analysis, Industry Research,
Business Consulting	<ul style="list-style-type: none"> Corp Performance Mgt, Balanced Scorecards, Budgeting (BI) - PepsiCo, NDPL Business process mapping & Process reengineering (ERP) - Grasim Textiles, Ester e-Gov- National Informatics Centre (e-tendering), Environment Agency Abu Dhabi

PepsiCo, India **Mgt. Trainee (Sales and Distribution)** **Jun 2004 - Nov 2004**
Uhde, India **Process Engineer** **Oct 2001 - June 2002**