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**IMRAN KHAN - PROFILE**

*A results-driven and seasoned Executive & Strategic Business leader with demonstrated record in building and managing globally competitive corporate services providers through operations, management and strategy leadership across a range of roles, covering fund administration, accounting, structuring, tax planning and auditing.*

*Possessing a powerful combination of leadership skills, academic achievement, functional knowledge and a rigorously pragmatic commercial mindset. I am a senior Funds & Alternative Investment professional, proficient in making decisions that spur growth in ambiguous, volatile environments.*

*Operating internationally, I have experience in working in and managing global jurisdictions including Ireland, Netherlands, Luxembourg, UK, Singapore, Malaysia, Hong Kong, Mauritius, Cayman Islands etc.*

*I have managed multi-jurisdictional multi-disciplinary teams ranging from 30 to 300 people, managing between US$ 3 and 100 Bn Assets, in PE and RE. These teams were responsible for delivering services such as Fund Administration, Investor Reporting, Tax Compliance, Company Secretarial, SPV & Trust management.*

*I have a strong background in accounting for alternative investment funds, with a focus on PE, proven client management skills, and the ability to manage and lead a team in monitoring client deliverables and meeting deadlines.*

**CAREER HISTORY**

**Vistra Group – ASIA**

* **Regional Director (Asia Pacific), Alternative Investment Services, Asia Aug 2015 - Present**

Leading the 300 strong Alternative Investment Services team in Asia, focused primarily on Private Equity and Real Estate Funds & Structures, I an responsible for managing APAC operations, organizational growth, corporate strategy and service delivery. We have a multi-disciplinary team in Asia, based in Singapore, Hong Kong, Malaysia, India and China, delivering Administration Services to Funds, SPVs and Trusts, with over US$ 100 Billion AUA.

* **Vice Chairman – Singapore Fund Administrators Association (SFAA) June 2017 - Present**

As the Vice Chairman of the SFAA, I am responsible for managing the association and its various committees. The SFAA was established to drive the growth and standard of fund administration in support of Singapore’s development as an Asset Management Hub.

**TMF group – Ireland, Malaysia**

* **Director - Global Aviation Services, Dublin - Ireland Apr 2015 - Aug 2015**

Responsible for developing TMF services' offering for the Aviation Sector into a seamless multi-jurisdictional operation, I covered a full spectrum of activities that included entity management, accounting to payroll, corporate governance, tax Planning, risk management, compliance, financial planning & budgeting as well as HR management systems. This also involved managing our Aviation Services Team across 12 offices globally, covering just over 25 Clients with more than 300 Holding Companies and SPVs.

* **Regional Head - Structured Finance Services (Asia Pacific), Kuala Lumpur - Malaysia Dec 2013 - Mar 2015**

A Member of Global Advisory Board - Capital markets & SPV Services, I led TMF's structured finance team in the APAC region, identifying business opportunities across the region and determining strategic response. Tasked with driving the service line forward, I worked exclusively with large international investment banks on one side and with companies globalizing on the other, playing the role of a change/growth catalyst and increasing business significantly between Europe and Asia.

* **Deputy Managing Director, Dublin - Ireland Dec 2012 – Dec 2013**
* **Head of Accounting, Dublin - Ireland Jun 2009 - Nov 2012**
* **Senior Manager Accounting, Dublin - Ireland Jun 2008 - Jun 2009**

**Deloitte - Ireland**

* **Financial Services Auditor, Dublin - Ireland Sep 2006 - May 2008**

**PricewaterhouseCoopers - Malaysia, Pakistan**

* **Assistant Manager, Supervising Senior, Kuala Lumpur & Labuan - Malaysia Aug 2005 - Sep 2006**
* **Audit Trainee, Supervising Senior, Islamabad - Pakistan Dec 2000 - Jul 2005**

**MAJOR CLIENTS AND RELATIONSHIPS**

These are the major clients and relationships that I manage:

|  |  |
| --- | --- |
| 1. Carlyle Group – PE 2. Primerica PGIM – PE RE 3. Barings Private Equity Asia – BPSEA – PE RE 4. Abraaj Capital - PE 5. Nomura Capital – PE | 1. Aozora Capital / Bank – PE 2. Lighthouse Canton Capital – PE RE Hedge 3. Swiss Asia Global – PE Hedge 4. Khazanah Malaysia – PE RE 5. Temasek Singapore – PE RE |

These relationships represent over US$ 50 Bn AUA, spread across more than 40 Fund Structures Globally.

**ACADEMIC HISTORY AND ACHIEVEMENTS**

Academic History

* Masters in Business Administration, Trinity College Dublin, Ireland (with Distinction) 2013
* ACCA - United Kingdom (various Awards won) 2002
* Institute of Chartered Accountants of Pakistan (ICAP), Islamabad - Pakistan 2005
* Certified Internal Auditor (CIA), Islamabad - Pakistan 2003
* Henley Hedge Fund Administration Program, Singapore 2017

Academic Achievements

* Distinction from Trinity College Dublin – MBA
* Academic Scholarship from Trinity College Dublin – MBA
* ACCA Gold medal Global - Advanced  Accounting and Reporting - Paper 3.6
* ACCA medal winner for achieving the Third Highest Aggregate Marks in Pakistan in Core Papers 3.5, 3.6, 3.7
* ACCA Gold medal winner in Pakistan for Advanced Accounting and Reporting Paper 3.6
* ACCA Gold medal winner in Pakistan for Auditing Paper 2.6

**KEY STRENGTHS AND PROFESSIONAL ACHIEVEMENTS**

Strategic experience/leadership

* Advised Vistra and TMF group on M&A transactions – acquired over 10 companies with more than 1,000 staff members over the past 5 years
* Responsible for Vistra Group’s Alternative Investments Growth and Operations Strategy in Asia – managing growth of over 30% every year since 2015
* Running Vistra Group’s Outsourcing Operations in Malaysia and India – responsible for a wide range of services, delivered by 100 staff members, covering 60 Client Relationships
* Developed and launched new products such as Global SPV Admin, Hedge Fund Admin, Corporate Bond Structure, Hybrid Private Trust Structures, Private Label Funds, Shariah Compliant Structures – increased revenue from new-new services by 15% year-on-year
* Developed and launched services such as Corporate Trustee, Loan Administration, Process Agent, Back-up Servicer, Compliance Partner, both locally and internationally – increased share of new services in the overall portfolio by 25% effectively diversifying the business
* Partnered with intermediaries such as Banks, Wealth Advisers, Law Firms, Tax Advisers and Compliance Professionals – examples of these relationships include UBS, Goldman Sachs, Baker McKenzie, Walkers off-shore
* Set-up the Global Centers of Excellence for Vistra – covering the areas of Real Estate, Securitization and Aviation
* Launched operations in Malaysia and Indonesia – currently our fastest growing businesses in Asia
* Member of the Regional / Global Advisory Board for Alternative Investment Services – advising the Group on Business & Strategy
* Team Leader for Asian Infrastructure Projects working with DFIs and PE – responsible for delivering comprehensive Fund Administration Services to Infrastructure Funds in Indonesia, Thailand, Malaysia, Vietnam, India

Technical knowledge of PE and relevant Regulatory Framework

* Credible and capable knowledge of Financial Statements Preparation, Valuation & Impairment Testing, Audit Coordination and Management, Identifying / Escalating & Resolving Issues, Implementing and Safeguarding Controls, Managing Capital Calls, Investor Reporting – the team I manage provides these services to more than 200 Funds and 100 SPVs across PE RE Infrastructure and Hedge Funds
* Involvement in transactions from the start and capable of producing and reviewing financial models and valuation on companies and assets with detail, complexity, and accuracy – responsible for enhanced services to a number of new Infrastructure, PE clients across Asia including Toll Roads, Hydro Power Projects, F&B Investments
* An understanding of the taxation of portfolio investments, the international and multi-state tax issues facing private equity funds, key economic terms, and the taxation of fund investors – responsible for reviewing tax opinions and providing feedback to all new transactions in Asia
* Provided Industry Feedback to the Monetary Authority of Singapore on a number of areas – including Singapore’s new Variable Capital Company, Regulations for P2P Lenders, Developing the Financial Services Industry
* Partnered with Securities Commission Malaysia in developing the local market – demonstrated our commitment to supporting the Financial Services Ecosystem in Malaysia

Experience of designing and enhancing operating models, efficiencies

* Designed and implemented the Target Operating Model for Alternative Investment Services Business in Singapore, Malaysia, HK and India – implemented the TOR in 6 jurisdictions since launch, over the past 12 months
* Designed and implemented the Target Operating Model for Global Aviation Services – aligned the priorities of 12 jurisdictions from Ireland to Japan over a 6 month period
* Responsible for outsourcing Financial Statements Preparation, Bank Account Reconciliations, KYC AML Compliance, Investor Reporting to Malaysia, India and Poland – on-boarded 30 new clients and out-sourced the services of more than 50 clients to these centers since 2016

Team management & multi-site/jurisdictional experience

* Managed multi-jurisdictional multi-disciplinary teams ranging from 30 to 300 people, administering between US$ 3 and 100 Bn Assets, in PE and RE – lowest staff turnover in the Group, highest Net Promoter Score in the Group
* Hired and promoted a number of team-members across the service line – currently responsible for around 20 new and experienced managers
* Developing Group Training Plans for staff of various levels, covering technical elements of PE, RE, including Valuation, Tax Structuring, Compliance – over 25 relevant trainings organized and executed in the past 18 months

Working with stakeholders to get things done

* Team Leader for CRM Implementation in Vistra Group – rolled-out CRM on time and within budget in 2017
* Managed the roll-out of Global Software / Application Solutions for Vistra and TMF Group – Yardi, MyFunds, MS Dynamics – implemented the relevant modules on time and within budget
* Developed Cooperation Frameworks with firms such as Bovill Asia (Compliance), Aozora Capital (Limited Partner), QRMO (Front Middle Back-Office Provider), Swiss Asia (Funds Platform), Lighthouse Canton (Funds Platform) – hosted 4 joint events, participated in more than US$ 15 Bn pitches, won more than US$ 2.5 million of business over 18 months
* Responsible for working with Vistra Global Finance in preparing and reviewing Budgets, Targets and matching them to Regional Operational Capabilities – as a member of a 12 strong Global Finance Team
* Set-up three multi-jurisdictional Working Groups over the past 6 months – these groups cover Operational Efficiency, Cross-Border Sales and Technical Issues for Software Applications

Service Delivery & Client management

* Supported a number of PE Managers with ESG (Environmental Social Governance) Programs across Asia – this includes Bonds Issued to support Women Entrepreneurs, Loans from the French Government for Entrepreneurs in SEA, PE Funded Foundations providing Healthcare in Indonesia, Vietnam
* Introduced Intermediary Account Planning at a Strategic Level within Vistra – increased Intermediary Sales by 35% across Asia with an impact of 18% across Europe and 9% across the US & Middle East.
* Responsible for the relationship with 10 Key Accounts including PGIM, Carlyle, Nomura, Khazanah – increased the Net Promoter Score from 7 to 8.5
* Developed Service Level Agreements for Global Relationships within TMF Group and Vistra – improved adherence percentages from 75% to 95% in the majority of the cases
* Identified Key Internal Metrics for local operational teams to help them manage the Service Level Commitments - increased the Staff Satisfaction Score from 7.5 to 8.0
* Developed internal capabilities of teams in time-management, cross border coordination – managed to achieve zero turnover in 2015, 2016
* Introduced quarterly service reviews for Key Clients and set targets for Relationship Managers to up-sell and cross-sell - generated additional revenue of US$ 75K per every 500K billed previously
* Targeted large high-value pools of business currently managed by competitors, with detailed research and market development – won and on-boarded US$ 500K per quarter consistently over a 12 month period in Asia