**SAri A. GAdir**

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**PROFESSIONAL Highlights**

**Accordion Partners** 2015 - Current

**Independent Advisor – Mergers & Acquisitions (M&A)**  Dubai, UAE

Accordion is a New York based boutique advisory that specializes in strategic & corp. finance, restructuring & reorganization, performance improvement and interim management with a particular focus on post-acquisition value creation for portfolio companies of financial investors/ sponsors.

**Deutsche Bank** 2014 –2015

**Director/ Office of the CEO**  Dubai, UAE

Senior member of the regional management team for Middle East & Africa, acting as the Informal Chief of Staff to the CEO and COO

*Duties Include*

* Leading special projects & initiatives that provide operational, strategic & analytical support to the CEO,COO & leadership team
* Supporting the leadership team in client & business development with particular emphasis on M&A and IPO related work
* Leading the project oversight of various initiatives related to bank’s Corporate Gov, compliance/ regulation and operations.

**Bain & Company**  2012 –2013

**Contractor Advisor - Private Equity and M&A Focus** / **15 month Advisory Contract** Dubai, UAE

Engagement manager focused primarily on advising regional and international Private Equity Funds, SWFs, Corporates as well as family groups on Investment due diligence, M&A, Corp Finance, performance improvement and operational restructuring

**Olayan Group**  2009 –2012

**Investment Director - Private Equity, Direct Investments & Global Joint Ventures** Riyadh, KSA

Senior member of a of a US multi-billion principal investment platform focusing on investments in all sectors and asset classes across the capital structure.

*Direct, Strategic Investments & Internal M&A - MENA, Asia & Europe*

* Developing and consistently revaluating the group’s strategy/ investment thesis
* Acting as the primary lead on deal sourcing and evaluation
* Heading the end-to-end M&A deal execution process for all investments & divestitures (i.e. Overseeing investment screening, commercial, financial & legal due diligence, valuation & transaction structure and end term sheets/ SPAs/ SHAs etc).
* Raising co-investment capital for direct Investments from institutional partners (i.e. PE funds, SWFs, Family Groups etc.)
* Monitoring the investment portfolio and supporting value creation through business development, strategy and analytics

*Fund & Real Estate Investments- MENA & Asia*

* Managing the screening and selection effort of fund managers (GPs) that align with the group’s Investment strategy
* Leading the screening, evaluation and investment in yield generating real estate opportunities across MENA and Asia.

*Global Joint Ventures:*

* Assisting the head of business development in sourcing strategic alliances/ collaborations with foreign corporates seeking local partners for their MENA market entry.

**Booz & Company**  2006 - 2008

**Associate - Private Equity and M&A**  Dubai, UAE

Industry generalist advising regional and international Private Equity Funds, Corporates, family groups and governments on a variety of strategy, Investment management, M&A, Corp. Finance and operational restructuring related engagements.

* **Dubai Group Holding – Investment Professional - Private Equity - Secondment** 2008

Seconded for 3 months as a senior investment professional reporting to the CEO & CIO of a division of Dubai Group (UAE Sovereign Wealth Fund) focused on direct Investments and joint ventures in consumer/ retail finance across Emerging Europe, Asia and MENA. Offered to join the team full basis post secondment.

**United Nations - UNDP**  2001 - 2004

**Program Associate – Microfinance Strategy & Development** New York, USA

Member of a cross regional & functional internal Microfinance consulting team, covering the MENA as well as Central & E. Africa.

**Education**

University of Western Ontario - Richard Ivey School of Business - Canada 2004 - 2006

**Master of Business Administration (MBA) - Finance**

University of British Columbia - Canada 1998 - 2003

**Bachelor of Arts – Interdisciplinary Studies**

**Selected Private equity and M&A Deal History**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Sector** | **Type** | **Focus** | **Details** | **Deal Value ~** | **Money X / IRR ~** |
| **Healthcare** | PE | MENA | Co-Investment in the buyout of a MENA based Hospital chain | 143 | 3.5X/ 50% |
| PE | MENA | Partial buyout of a MENA Arm of a European industry specialist PE Fund | 75 |  |
| PE | MENA | Co-Investment in a Specialty Healthcare Services Provider | 12 | 15.4X/ 85% |
| **Energy & Related** | Portfolio | MENA | Buyout of an Oil & Gas Services Provider\*\* | 150 |  |
| Portfolio | MENA | Co-investment - Buyout of a Chemical & Equipment Distributor (Oil & Gas) | 50 |  |
| PE | MENA | Co-Investment - Buyout of a Waste, Sanitation & Environmental Services Provider (primarily servicing Oil & Gas, Petrochems and Industrials) | 70 | 2.0X / 20% |
| **Tech, Media & Telco (TMT)** | PE | Europe | Portfolio of warrants linked to an Emerging Markets Telcom Operator | 2.5 | 1.5X / 70% |
| PE | Europe | Buyout of a cyber-security solutions provider\*\* | 15 |  |
| **Transport & Automotive** | PE | MENA | Co-Investment in a greenfield Automotive Parts Manufacturer | 117 |  |
| PE | Europe | Co-Investment in an Automotive Services & Parts Provider\*\* | 70 |  |
| Advisory | MENA | Partial Sale of an Automotive Parts Distributor | 15 |  |
| **Chemicals** | Portfolio | MENA | Co-Investment in a specialty chemicals manufacturer | 210 |  |
| **Real Estate, Construction & Related** | PE | MENA | Co-Investment in a Low Cost Housing Project (Greenfield)\*\* | 150 |  |
| PE | Asia | Acquisition of a portfolio of four star hotels\*\* | 115 |  |
| Portfolio | MENA | Co-Investment (buyout) - Construction Products Manufacturer & Distributor\*\* | 100 |  |
| PE | Global | Co-mezzanine financing for a Turnkey Interior contractor & manufacturer\*\* | 20 |  |
| **Financial Services** | PE | Europe | Branded Credit Card JV with an E. Euro FMCG conglomerate (Greenfield)\*\* | 100 |  |
| PE | Europe | Investment in a Credit Card Refinancing Firm (greenfield)\*\* | 45 |  |
| PE | MENA | Investment in of a portfolio of Credit Card Asset-backed securities\*\* | 20 |  |
| **Hospitality** | Advisory | MENA | Private Placement (Equity) for a leading Hospitality Group in the GCC | 12 |  |
| **Food & Beverage** | Portfolio | MENA | IPO of a Water Bottling Company\*\* | 110 |  |
| PE | Europe | Investment in a leading Foodstuffs manufacture\*\* | 20 |  |
| Advisory | MENA | Private Placement (Equity) for a leading SME F&B provider | 7 |  |

*Note: Value of deal does not necessarily include investment participation \*\*Deals taken to advanced stages but not completed… \*\* Portfolio deals are pure M&A*

**SELECTED PRIVATE Equity & PEFORMANCE IMPROVEMENT advisory Engagements**

|  |  |  |  |
| --- | --- | --- | --- |
| **Sector** | **Engagement** | **Client** | **Engagement Brief** |
| **Multi -Sector** | Restructuring & Divesture | MENA Holding Company | Portfolio assessment analysis for a holding company that included the evaluation of its core and non-core assets/ companies in preparation for divesture as part of a restructuring. Assignment included a broad sale-process preparation for a number of holding companies assets tagged for divesture. |
| **Healthcare** | PE Due Diligence | MENA Principal Investor (+US 10B) | Control buyout of a MENA based generic pharmaceuticals manufacturer |
| **Transport** | PE Due Diligence | Major US PE Fund | Acquisition of a major public transport service provider as part of a privatization |
| Turnaround & Restructuring | National Railways Company | Turnaround (financial & operational) of a major public transport company that included (1) asset divestment & re-capitalization strategy (2) securitizations of major revenue streams 4) operational re-structuring of key subsidiaries (5) development of a core infrastructure/asset investment strategy |
| **Consumer Goods** | PE Due Diligence | Major Euro PE Fund | Feasibility study for the PE fund's portfolio company (FMCG retailer) expansion's into MENA (study included mini diligence of potential M&A targets) |
| PE Due Diligence | Major US PE Fund | Control acquisition of a major MENA based restaurant chain group |
| Performance Improvement | European FMCG Producer | Product line optimization/ rationalization strategy for an FMCG Producer across multiple markets – Study included a mini new market entry feasibility study. |
| **Natural Resources** | PE Due Diligence | Major US PE Fund | Buyout of a US based Mining Chemicals manufacturer with significant operating interests across the Middle East & Africa |
| **Telecom** | PE Due Diligence | European Telco | New market entry assessment and valuation appraisal for a telco license bid |
| Restructuring & Pre-IPO Prep | MENA ICT Group | Valuation of non-core investment and development of a M&A restructuring strategy as well as a Corp. Governance & controls prep ahead of a local listing |
| **Real Estate** | Feasibility Study | US Venture Fund & MENA Principal Fund | Feasibility study of a MENA based Affordable Housing Project |
| **Energy** | PE Due Diligence | MENA PE Fund (+US 1B size) | Feasibility study and investment memo development for a MENA based Renewables Energy project |
| **Industrial** | Decision Modeling | Mattress Manufacturer | Modeling exercise to assess the profitability & valuation impact of various operating and strategy related decisions/ scenarios |