

Faisal H. Al-Sayrafi

**Title : Managing Partner –Corporate Finance/Investment
Banking Services - Middle East**

Project Role : Engagement Partner

Career Objective:

- Generate regional/global investment banking and advisory work opportunities;
- Expand corporate finance, regionally and globally, increasingly drawing on our network;
- Gain further development in emerging markets via related experiences.

Interests:

- Investment banking and Capital Markets;
- Corporate finance, Mergers and Acquisition
- Restructuring proprietorships in to corporates in Emerging market.

Career Summary:

Based in the Jeddah office, as Managing Partner of Corporate Finance/ Financial Transaction House, Member of Andersen Worldwide, with overall responsibility for the Corporate Finance function in the Middle East I have expanded the operation to further include investment banking activities. I joined Arthur Andersen in 1982 and spent three years (including one year in AA Portland, Oregon, USA office) with the firm and then moved to the private sector where working in industrial production.

As Head of FTH, I have managed several past projects as well as on-going business with the experienced management teams of FTH. Prior to joining AA I was an experienced manager with a major Saudi company. I have approximately twenty years of experience in the area of corporate finance advice and assistance. I have been involved in raising equity for many companies in many countries and in buying and selling companies, corporate restructurings, valuations, development capital funding, etc. As a fellow member of ASCA as well as various professional associations and societies worldwide I am searching to further develop my capabilities.

Education:

- Bachelors in Accounting, King Abdulaziz University, Jeddah – KSA 1975-1979
- Master of Art from Vermont College of Norwich University 1980-1981
- M.S. Accounting University of New Haven, Connecticut, USA 1981-1982

Work Experience:

- SAPTCO – Accounts Controller at Western Region 1979-1980
- Arthur Andersen & Co., Consultant & Local Partner 1983-1985
- Savola, General Manager and Assistant MD 1985-1990
- Andersen Worldwide (Financial Transaction House), Worldwide Partner (Executive Partner) 1990-2000

Professional Association:

- Jeddah Chamber of Commerce & Industry
- National Association of Accountants
- Member of Institute of Internal Auditors, Inc.
- Arab Society of Certified Accountants (ASCA) membership no. A0230248.
- American Management Association International.
- Member of Young Presidents Officer.
- The Institute of Professional Managers
- National Society of Accountants for Cooperations
- Saudi Accounting Association (S.A.A.)
- Member of the Arab Association for International Arbitration.
- Member of the Yemeni Arbitration Center.

Lectures/ Seminars/ Training Courses

- A Management Course which concentrated on a programme of study in professional management held at Royal Garden Hotel, London from July 15, 1985 to August 2, 1985 organized by Management Centre Europe.
- Completed Stress Management Course held on May 27, 1987 at Arthur Andersen & Co., 33 West Monroe Street Chicago.
- Marketing – The New Realities from May 11 to 16, 1986 at Henley the Management College.
- Information Management from May 19 to 23, 1986 at Henley the Management College.
- The General Management Development Program GM 4/86 at Sundridge Park Management Centre from June 1 to 20, 1986.
- Operational Auditing Seminar held in Brussels, Management Centre Europe Headquarters, Belgium from April 19 to 21, 1989.
- Firmwide Audit Staff Training School (FASTS) at Arthur Andersen Training School at St. Charles on January 3-14, 1993.
- Address to Philippine Institute of Certified Public Accountants (PICPA) on “Financial Consulting Services, The Changing CPA Practice” for the 1st General Membership Meeting for 1995 on March 10, 1995.
- Presentation/address to Young Presidents’ Officer (YPO) on “Methods and Techniques of Valuing Companies/Business” on May 1998.
- Global Financial Management course – August 10-13, 1999, Boston
- Address to Family Company Management on “Family Business Valuation” – March 26-28, 2000 - Dubai

Experience:

Arthur Andersen, Andersen Worldwide, 1990-2000.

Managing Partner of Financial Transaction House

I rejoined the firm on July 1, 1990 in corporate and project finance work and conducted limited as well as comprehensive due diligence work assisting many clients specifically in Saudi Arabia and, later on, in other parts of the Middle East. My relevant experience has been gained from working in major projects with an international focus. For much of the time I was involved in originating and placing equity transactions and structuring the finance of proprietorships and corporatised entities in preparation for recapitalization prior to flotation.

I have approximately worked in the field of management for 20 years, audit and accounting has covered a wide range of industries including: agriculture; distribution; retail; banking; trading; construction; real estate; hospitality industry; manufacturing; services; contracting; and the entertainment industry.

As Head of Financial Transaction House and country valuation leader, I work primarily on market feasibility studies, corporate, loan and capital restructurings, deal negotiations, valuation of companies and brands, due diligence reviews and other specialty consulting services. In light of my experience and in-depth knowledge of the Saudi Arabian financial market, it is hoped that value-added recommendations will be undertaken.

My assignments have included:

- Advisory role for major clients and high net worth individuals.
- Strategic study for an international media company seeking to expand into a particular segment of the market.
- Feasibility study for an international magazine for Middle Eastern market.
- Development of business plan for numerous major Saudi manufacturing and distribution companies.
- Private placement for a number of financial services companies.
- Facilitation of the development of a business strategy for a major Saudi Publishing company.
- Preparation of a business plan for a proposed investment company.
- Valuation and appraisal of numerous companies.
- Brand valuation of various brands and masthead.
- Asset valuations.
- Due diligence of numerous companies.
- Mergers and acquisition strategies for clients wishing to reap rewards from better economies of scale.

Corporate Finance Deals:

Valuation exercises and reorganisation

- Multinational with a distributing agent;
- Local manufacturing and retailing and distribution networks;
- Franchise business;
- Debt/equity re-capitalization and restructuring;
- Merger and acquisition transactions and equity finance;

Savola,

1985-1990.

Management; Corporate Finance and Business Development.

Reporting to the CEO on most operational aspects of the company, my task of liaising with heads of department and Business Development areas on most operational functions gave me a widespread experience for generating and assessing the client's businesses. Areas of responsibility covered the overseeing and analyses of their markets and competition for their on-going relationships and exposures to both their Middle East and broader client network.

I have held a variety of positions including research and analysis, salesman and junior business development manager.

Arthur Andersen, Andersen Worldwide, 1983-1985.
Staff Consultant

I, first joined the firm in 1983 shortly after graduation, in auditing where I gained adequate experience in most aspects of the business audit and conducting comprehensive due diligence assisting many clients specifically in Saudi Arabia and, later on, in other parts of the Middle East. Relevant experiences, however, have been gained from working on major projects with an international focus.

My assignments have included:

- Due diligence.
- High Level reviews.
- Business strategy undertakings.
- Preparation of business plans.
- Valuation and appraisal of numerous companies.
- Internal Audit.
- External Audit
- Asset valuations.
- Mergers and acquisition strategies.

SAPTCO 1979-1980.
Assisting Accounts Controller

As assisting accounts controller, I was responsible for all the financial and other related management matters of Western Region of SAPTCO operation.

My assignments have included:

- Asset – Liability Management.
- Managerial Accounts.
- Financial Management.
- Budgeting and Forecasting.
- Cash Management.