

Fahad Al Qassim





# Fahad Abdul Qader Al Qassim

Date of Birth: 23<sup>rd</sup> Sept. 1978, Nationality: UAE

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## **Board Memberships**

May 2022 – Present	Acino Pharmaceuticals International Chairman of the Board
Nov 2021 – Present	Daman Healthcare Insurance PJSC Board member
Jun 2020 – Present	Aramex PJSC Board member and Chairman of Audit Committee
Jun 2020 – Mar 2021	Noor Takaful Board member (private company)
Nov 2019 – Mar 2021	ENBD Securities Board member
Sep 2018 – Mar 2021	ENBD Asset Management Board member
Sep 2018 – Mar 2021	ENBD Capital KSA Board member

## **Work Experience**

**Mar 2021 – Present**

**ADQ**

**Executive Director**

- Responsible of the Healthcare, Life Sciences and Financial Services verticals
- Board member / representative on all portfolio companies
- Manage portfolio companies through board on strategic issues and growth

**Sep 2018 – Mar 2021**

**Emirates NBD Capital**

**Chief Executive Officer**

- Lead the Investment Banking division at the Group
- Cover four business units: Loans & Syndications, Debt Capital Markets, Corporate Finance, Agency services, and ENBD Securities
- Responsible for ENBD Capital KSA operations
- Manage a team of 90 full time employees, with 5 direct reports
- Achieved record year in 2019 and 2020
- Present to Board Investment Committee and Management Credit Committee on transactions
- Manage the budgets and performance of all business units
- Build the underlying pipeline of transactions with teams to ensure financial performance
- Draw the annual strategy for the teams by identifying products and regions and align with ENBD Group strategy

**Nov 2009 – Jul 2018**

**Waha Capital PJSC**

**Managing Director – Head of Principal Investments**

- Manage all proprietary investments at Waha Capital, a portfolio of AED 7 billion: Aercap Holding, Dunia Finance, Channel VAS, Waha Land, National Petroleum Services, Stanford Marine Group, and MENA Infrastructure Fund
- Current portfolio generates c. AED 650m of gross profits (share of net income)
- Lead a team of five members overlooking the assets
- Originate, screen and propose potential deals to the Board on a mandate to invest \$100m
- Report portfolio performance to the board on quarterly basis
- Board member / representative on all portfolio companies
- Portfolio management responsibility through board on strategic issues / growth and by closely engaging with the companies' management to ensure achievement of objectives throughout all businesses (finance, legal, HR, etc...)

- Responsible for portfolio companies' growth through bolt on acquisitions and merger opportunities
- Member of the Investment Committee and Management committee at Waha Capital
- Examples:
  - o AerCap US\$ 1 billion funded collar structure rollover
  - o Closed a deal of \$50m in a Fintech company called Channel VAS
  - o Dunia finance growth strategy formulation and originating bolt on acquisitions
  - o Turnaround exercise of Addax Bank in Bahrain from loss and more than ten legal cases to profitable and clean unleveraged bank
  - o Turnaround of education platform First Education Holding to have appropriate management and expansion of schools, 5000 students enrolled

**Dec 2007 – Nov 2009**

**The Executive Council – Government of Dubai**

**Head of Executive Council Projects:** Support government innovation and restructuring implementation. Strategy formation of agencies, and explore new initiatives and ideas to support the government functions.

**Mar 2005 – Nov 2007**

**Millennium Capital** (*Subsidiary of Dubai Islamic Bank*)

Project Finance & Syndications - Investment Banking Dept.

**Assistant Vice President:** Analysing new projects & deals for financing, prepare credit documentation and selling down the deal to other banks.

**May 2004 – Feb 2005**

**Dubai Aluminium Company Limited**

Purchasing Department

**Team Leader:** Responsible for the procurement of various commodities for the company.

**Feb 2001 – Apr 2004**

**Dubai Aluminium Company Limited**

IT Applications Dept, Production Section

**System Analyst:** Responsible for the production IT system, analysis, designing and maintenance.

**Sept 2000 – Jan 2001**

**Dubai Internet City**

IT Enterprise Resource Planning

Oracle Financial Application

**Database Administrator:** Developed and maintained Oracle financial database.

**Nov 1998 – Sept 2000**

**Dubai Aluminium Company Limited “DUBAL”**

IT Application Management

Production System

**Analyst Programmer:** IT system production programmer.

**Education**

**Feb 2008 – Feb 2009**

***Executive Diploma in Public Administration***

Lee Kuan Yu School of Government

National University of Singapore in conjunction with Dubai School of Government

**Jul 2002 – Dec 2003**

***Masters of Business Administration (MBA) specializing in Finance & Investments***

Graduated with Distinction

Monash University, Melbourne, Australia

**Oct 1999 – Jun 2000**

***BSc. (Hons) in Applied Computing,***

Graduated at Upper Second Honors,

Leeds Metropolitan University,

Leeds, UK

**Sep 1995 – Jun 1998**      ***Higher National Diploma in Electronics Engineering Technology,***  
Graduated with Honors,  
Dubai Men's College,  
Higher Colleges of Technology, Dubai, UAE

**Courses**

<b>Dec 2020</b>	Fintech for Senior Executives INSEAD Executive Education
<b>Jun 2010</b>	M&A Workshop The Wharton School of Business University of Pennsylvania
<b>Feb 2007</b>	Syndicated Loans – 3 days Euromoney Institute, London, UK
<b>Dec 2005</b>	Project Finance Workshop – 4 days Euromoney Institute, London, UK
<b>Sep 2005</b>	The Islamic Economic and Banking System Dubai Islamic Bank
<b>May 2005</b>	The difference between Islamic and Conventional Banking Systems – Dr. Abdulsattar Abu Ghoda
<b>Sep 2004</b>	The 7 Habits of Highly Effective People DUBAL Training Centre
<b>Mar 1999 – Aug 1999</b>	Oracle Development Training Course, Oracle Systems Corporation, Dubai Trade Centre

**Awards/Honors**

**Executive Development Leadership Program at Waha Capital 2014 - 2015**

**Sheikh Mohammed bin Rashid Leadership Program 2008 - 2010 Young Leaders**

**EDAAD Scholarship:** Awarded to UAE nationals that are recognized for their outstanding academic and extra curricular accomplishments.

**Certificate of Excellence:** Awarded to the best technology student in 1997 and 1998 at Dubai Men's College.

**Languages**

English: fluent.

Arabic: fluent (1<sup>st</sup> language).

