

Sabah Hamad al-Sabah al-Binali

Summary

Investment manager, focusing on Direct Investments, Credit, Asset Management and Private Equity in the Middle East. Strong operating experience supports my investment skills which leads to operational value creation as well as the ability to manage start-ups, transformations and turnarounds. Overlaying my investment and operating skills is a broad corporate governance experience, both in training at the Institute of Directors, UK as well as hands on experience with a variety of companies on board of directors.

Experience

Universal Strategy, UAE. December 2017–Present

Chief Executive Officer:

- Lead client strategic transformation
- Align stakeholders
- Lead corporate diagnostic
- Develop and execute transformation plan

Family Group Project Execution Freelancer, GCC. January 2015–November 2017

Restructuring and Turnaround Specialist:

- Built multi-family office portfolio management
- Designed and executed family group company Restructuring

Frontier Credit, Abu Dhabi, UAE. January 2014 – June 2015

Founder, CEO:

- Project put on hold due to economic conditions.

SHUAA Capital, Dubai, UAE. January 2012–December 2013

Chief Investment Officer and CEO Credit (2013):

- Collaborated with the Executive Chairman to set out the overall investment strategy for the group.
- Established framework for development, execution and monitoring of portfolio investment plans.
- Devised and implemented a risk adjusted return on capital framework to guide balance sheet deployment into SHUAA's strategic business initiatives.
- Upgraded SHUAA's liquidity management policies and program allowing for a more effective and efficient use of capital without any degradation in risk.
- Expanded Gulf Finance's risk management capability by restructuring the Board, upgrading management and introducing relevant risk policies and procedures.
- Expanded Gulf Finance's geographic footprint by deploying Gulf Installments Company in Saudi Arabia
- Vice Chairman of the Board, Member Executive Committee for SHUAA Capital Saudi Arabia.
- Chairman of the Board for Gulf Installments.
- Vice Chairman of the Board, Chairman of the Risk & Compliance Committee for Gulf Finance.
- SHUAA Capital Management Committees:
 - Chairman of the Assets and Liabilities Committee.
 - Member Executive Management Committee.
 - Member Audit and Compliance Committee.
 - Member Human Resources Committee.

Advisor (2012):

- Advised the Executive Chairman with regard to the future strategy, financing and corporate structure of Gulf Finance Corporation ("GFC") advised and assisted in the geographic expansion of GFC.
- Advised the Executive Chairman on business strategic development activities, including developing a business plan, in relation to a potential credit division within SHUAA.
- Deployed SHUAA Credit. Recruited and actively manage team. Initiated asset management and advisory business lines of SHUAA Credit.

Saudi Swiss Securities, Riyadh, KSA. November 2005–July 2008

Managing Director:

- Developed and built a fully licensed operating investment bank.

Saffar Capital, Manama, Bahrain and Dubai, UAE. *March 2005–January 2012*
Chief Executive Officer (2005-2007) and Chief Investment Officer (2007-2012):

- Co-Founded the Company and led operational roll out.
- Sourced and managed initial deal flow. Examples include:
 - Acquired 60% of Zawya and as Chairman drove revenue growth 12x over the period, selling it for 20x money.
 - Built Saudi Swiss Securities and sold it to Credit Suisse

Union National Bank, Abu Dhabi, UAE. *August 1998–January 2001*
Divisional Manager, Treasury & Investments:

- Member Asset and Liability Committee.
- Member Investment Policy Committee.
- Member Investment Committee.
- Member Head Office Credit Committee.

Education

Institute of Directors, London, UK

- **Diploma** – Company Direction – December 2008
- **Certificate** – Company Direction – August 2007

Columbia University, New York, NY, USA

- **Ph.D.** - Computer Science - May 1998
 Dissertation Title: *Competitive Analysis of Risk-Taking and Valuation of Financial Derivatives.*
- **M.Phil.** - Computer Science - October 1996
- **M.S.** - Computer Science - February 1994

Princeton University, Princeton, NJ, USA.

- **B.S.E.** - Computer Science - June 1992

Board Appointments

- **The National Investor.** *September 2018 – Present*
 Vice Chairman of the Board, Chairman of the Investments and Strategy Committee
- **The National Investor.** *June 2018 – September 2018*
 Director of the Board
- **SHUAA Capital Saudi Arabia.** *March 2013–October 2013*
 Vice Chairman of the Board, Member Executive Committee
- **Gulf Installments.** *January 2013–October 2013*
 Chairman of the Board
- **Gulf Finance.** *January 2012–October 2013*
 Vice Chairman of the Board, Chairman Risk and Compliance Committee
- **Al Awael International Securities.** *November 2008–July 2012*
 Director of the Board
- **Saffar Holdings (formerly ABQ Investments).** *September 2000–January 2012*
 Director of the Board
- **Credit Suisse Saudi Arabia (formerly Saudi Swiss Securities).** *November 2005-June 2011*
 Director of the Board; Member Audit Committee
- **Zawya.** *January 2002–May 2011*
 Chairman of the Board of Directors
- **ABQ Capital Partners I.** *August 2002–October 2004*
 Director of the Board; Member Executive Committee; Member, Investment Committee
- **VISA International, CEMEA Region.** *May 1999 –March 2000*
 Director of the Board