



CORPORATE PROFILE

Financial Advice Corporate Transactions; FACT is a Financial and Investment Advisory firm duly certified by the Egyptian Capital Market Authority to undergo corporate share valuations on behalf of its clients. FACT caters to the needs of large corporations as well as SMEs in the Middle-East-North-Africa region. The role of FACT is to assist owners and businesses build shareholders value by capitalizing and financing growth, building value through business development and corporate turnarounds, and if desired; divest businesses on preferential terms. FACT continues to build its business by providing its clients with creative solutions, sound advice and rewarding value with successful transactions.

Our **Mission** is to become one of the leading players in our markets, by providing our clients with creative, applicable, and sound business solutions that help them achieve their financial and business objectives.

Our Services

Founded in 1999, FACT offers diverse finance and investment advisory services to support the core needs and objectives of its clients, whether in start-up, early development or expansion stages, including:

- Capital raising through strategic, financial investors, or capital markets
- Project and corporate finance through banks, non-bank financial service providers, or capital markets
- Mergers, acquisitions, and divestitures advisory
- Financial engineering & restructuring, including debt packaging, negotiations, settlement & refinance
- Corporate Strategic Positioning
- Corporate Restructure & Turnaround
- Solicitation of Partners and/or Strategic Allies
- Business development services to companies seeking expansions domestically and/or internationally

شركة الأعمال والاستشارات المالية عن الأوراق المالية "فاكت"
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- Investment advisory and facilitation services to green field projects, corporate startups (of regional or international origins) in Egypt, Libya, Sudan, and most other MENA countries.

In today's world of growing informational needs and business reach that knows no geographical boundaries, FACT is ready to meet its clients' appetite for expansion. Clients value the fact that we can provide both local and regional expertise, with an eye on international changes, wherever their ambitions take them. More importantly, they appreciate the uniformly high standards of service, ethics and experience we provide.

The firm has extensive experience working with companies, from early-to late-stage, and across multiple disciplines and industries. Since its establishment, the firm has provided investment banking and strategy advisory services to many Egyptian as well as regionally-based local and multinational firms as well as financial institutions. Our regional reach has enabled us to offer financial advice to a number of Gulf-based enterprises, both independently and through our strategic partners and business associates. Our team has also provided such ancillary, yet key strategy services including the successful search and selection of numerous senior general managers, financial & marketing, as well as MIS professionals for our clients.

FACT is owned and managed by a group of professionals in the fields of Finance, Investment Banking and Strategy advisory. Our team is headed by Assem Ragab & Sherif Abdellatif as the firm's Executive Partners with collective professional experience approaching 60 years in local and multinational organizations as well as financial institutions.



Why FACT?

FACT is unique in many ways in the areas of Investment and Financial advisory:

One-Stop-Shop Convenience

Our services are fully integrated, providing clients with the one-stop-shop convenience of core as well as value-added **Corporate Business Development and Financial Services**, including strategy advisory, diverse corporate finance solutions, valuation analysis, complete merger & acquisition or strategic alliance process management.

Strong Network

FACT has a strong network of lenders, investors, funds, legal councils, auditors, and other financial and business development resources (in Egypt, Europe, Asia and the Arabian Gulf). This enables us to originate, manage, and conclude a wide range of investment banking transactions and corporate development services to multi-disciplined clients, tying in all aspects of the transaction.

Sound Track Record

FACT has a sound track record of successful implementation in various investment banking and corporate as well as investment advisory engagements. Our team has a wealth of negotiating experience, plus an in-depth understanding of the regulatory issues and tax implications necessary to structure successful transactions.

Diverse Hands-On Experience

Our skilled partners and professionals have a combined total of over 150 years of financial, operational, and transaction experience. Our team is comprised of professionals who have worked previously as consultants for world class management and financial consulting firms as well as financial institutions. This diverse international exposure and local hands-on experience are unique in ensuring that we provide well-rounded solutions.



OUR PROFESSIONALS

Assem Ragab - Executive Partner

He headed the Investment Banking for the MENA region at Barclays in 2005 before he was appointed as the **Chairman of the Egyptian General Authority for Investment and Free Zones (GAFI)** as well as Chairman of the Suez Special Economic Zone Authority. A most rewarding career starting with Procter & Gamble and then moving into the Financial and Management Consulting Business working for Andersen Consulting / Arthur Andersen in USA, the Gulf, and Egypt. His career developed by being appointed as the sole advisor to the Chairman of the National Bank of Egypt (one of the largest three financial institutions in the Middle East and the leading one in Egypt). This portfolio in major multinational and local organizations, has offered significant hands-on experience in state of the art business practices, as well as accomplishments, in the areas of Strategy and Investment Advisory; Merger & Acquisition; Privatization; Project Structuring & Financing (start-ups and expansions); Equity Raising through Private Equity, Institutions, or Stock Market; Corporate Turnaround and Recovery; Financial Restructure; and sustainable Business Development. During his career Mr. Ragab sat as a board of directors member in various Government and private organizations including; National Bank of Egypt, National Investment Bank, Credit Agricole Egypt Bank, the Social Fund for Development, Egyptian Competition Authority, Industrial Development Authority, Egyptian Institute of Directors, as well as the Higher Energy Committee. A Bachelor's degree in Engineering from the University of Alexandria in 1988 and an MBA from the American University in Cairo.

Sherif Abdellatif - Executive Partner

Active member in number of business association such as the American, French, German, Italian and Confederation of the Egyptian European Business Associations for which he served as President 2008-2009. Prominent Board Member and/or treasurer of a few associations and clubs. His Commercial and Investment banking career of about 20 years prior to FACT developed into Corporate Banking at both Chase and Barclays in Egypt from 1982 until 1999. As a seasoned Banking Director he was exposed to Multinational organizations and successfully managed hundreds of people as well as transactions at the syndicate and corporate as well as investment banking levels. American University graduate, Bachelor of Arts in 1982.



Khaled Abd-El Khabir - Executive Vice President

Has thirty years of valuable experience in Commercial as well as Investment banking activities including corporate lending and project finance; debt equity swaps, portfolio management and marketing experience. He served at HSBC formerly Hong Kong Egyptian Bank & Egyptian British Bank for twelve years, and became Senior Manager Branches & Retail Banking prior to joining KPMG Hazem Hassan Management Consulting, in 1994 as Senior Manager Project Finance. His career developed further with Global Investment Securities (GIS) as Deputy Chairman and Managing Director actively doing mergers and acquisitions as well as various investment banking activities. Thereafter, he held several positions among them Managing Director Aswan Iron and Steel Co. and finally General Manager Cairo Far East Bank. Bachelors degree from the Faculty of Commerce - Cairo University 1976, with Accounting major and minor in Business Administration.

Sahar Hassan – Executive Director Investment Banking

Sahar has 18 years experience in commercial and investment banking. Prior to joining FACT, she assumed the role of Chief Investment Officer for a group of investment companies and managing international portfolios of traded securities, private equity and real-estate. During the period 2003-2006, Sahar was Senior Vice President Head of Credit Analysis – Credit Agricole (Egypt), where she served for over 4 years, and has previously worked in commercial banking (both corporate and credit) and investment banking in the Egyptian American Bank and the Commercial International Bank. Sahar holds a B.A. in Business Administration (Honors) from the American University in Cairo (June 1991) and has successfully passed levels I & II of the CFA exam.



Tarek Seif EIDin - Senior Investment Manager

Tarek has 11 years of experience in the field of banking and finance with international financial institutions. Prior to joining FACT, Tarek lead the Syndication team at Bank Audi- Egypt. He has previously managed portfolios of borrowing clients, both large corporates and SMEs during his work at Credit Agricole – Egypt and Bank Audi, respectively. Tarek's experience also includes having supervised and headed operations departments while at American Express Bank.

Tarek is a Bachelor of Commerce – English Section, Ain Shams University (1998)

FACT team is also comprised of and supported by a solid group of senior analysts and analysts who possess in-depth experience in an array of industries, coupled with hands on knowledge and exposure to PPP projects (financial and technical aspects) for infrastructure projects such as railways, roads, oil & gas, and alternative energy, as well as other projects covering development of funding for Small & Medium Enterprises and micro finance.