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# Hasan Ahmed

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## CHIEF EXECUTIVE OFFICER

I am well accomplished, results-driven senior accounting and financial management executive with more than 20 years of progressive experience in finance and operations management within local corporate and global organizations. I have demonstrated my abilities to streamline business operations that drive growth, increase efficiency and bottom-line profits in different cross-cultural environments & industries. I have ample experience & qualifications in developing and implementing financial controls and processes in addition to productivity improvements and change management expertise. I have strong leadership, communication and interpersonal skills to establish rapport with all levels of staff and management. In addition, I have been successful in launching greenfield projects over last twenty years. I have established Sugar Mills, Medical Facilities and IT related businesses in addition to number of other entities ranging from food outlet to real estate. I have also been responsible for General Administration with Head of Departments directly reporting to me.

## CORE QUALIFICATION

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Funding & Banking Relationships   | <input type="checkbox"/> Trouble Debt Restructuring   | <input type="checkbox"/> Regulatory Authorities, SBP, SECP, FBR |
| <input type="checkbox"/> Accounting & Financial Management | <input type="checkbox"/> Business Planning & Analysis | <input type="checkbox"/> Risk Control and Risk Mitigation       |
| <input type="checkbox"/> Controllership & Decision Support | <input type="checkbox"/> Growth Strategy Development  | <input type="checkbox"/> Financial Analysis & Reporting         |
| • IPO, M&A & Investor Relations                            | • Financial Measurements                              | • Resource Management   |
| • Greenfield Project Development                           | • New Business Development                            | • Linkages and Business Networking                              |
| • General Administration                                   | • Brand Development                                   | • Digital and Traditional Marketing                             |
| • Profit Maximization                                      | • New Business Set up                                 | • Troubled Business Turnaround                                  |

## CORPORATE LINKAGES

Have in-depth connectivity with key financial institutions and DFIs. In addition, very strong interaction with key players in the Capital Market. Very familiar with all type of financial transactions, including syndication and Islamic Finance. Well experienced with listing procedures, IPOs and Sukuks. Over a number of years have successfully delivered in challenging environments. Arranged funding for various organizations for working capital and term loan for both ongoing and Greenfield projects.

## CAREER HIGHLIGHTS

- Structured Syndication for Real Estate Company amounting to Rs.3.5 Billion for Taavun Private Limited. - Largest Sukuk Transaction in Healthcare Sector in Pakistan amounting to Rs.660 Million for Al-Razi Healthcare - Financial Close and Syndication of Long Term loan of Rs.2.2 Billion for SGM Sugar Mills.
- Largest IT Sector IPO in Pakistan amounting to Rs.2.0 Billion for Wateen Telecom.
- Privately Placed Term Finance Certificates-TFC for Sharif Group amounting to Rs.241 Million.
- Syndicated Transaction for Sugar Mill amounting to Rs.2.0 Billion for Moiz Industries, D.I. Khan.
- Working Capital Facility for Moiz Sugar Mills amounting to Rs.1.5 Billion.

- Restructured all Group Companies of Sharif Group which included Ramzan Sugar Mills, Chaudhry Sugar Mills, Mehraan Ramzan Textile Mills and Hamza Board Mills. Restructured all terms loans and working capital facilities amounting to Rs.3.0 billion.

## **DIRECTOR:**

Currently serving on the Board of Directors of Nagina Cottons Mills Limited.

Also serving on Board of Directors of AKD Investments Limited.

## **PROFESSIONAL EXPOSURE**

### **DELLSONS GROUP**

February 2017 to Date

Currently serving as Chief Executive Officer in Dellsons Group of Companies which comprise Dellsons Information System (Private) Limited, Dellsons Associates (Private) Limited, Tristar International (Private) Limited. In addition looking after Dellson Institute of Excellence and Advance Education. Interacting very closely with financial institutions on a host of subjects including training and new venture and capacity development. In this capacity looking after all the financial affairs of the group. Interaction with all major regulatory bodies, litigation matters. In addition, have a very close contact with financial institutions. Advising the Board of Directors on strategy and growth and diversification. Actively participating with various financial institutions in making strategy for meeting challenges of digital disruption, cyber security, secured digital payments, E-Money Institutions. In addition working with financial institutions in meeting specific challenges for their staff from FATF training, Anti Money Laundering, Trade Based Money Laundering and related issues.

### **EQUITY GLOBAL PRIVATE LIMITED**

May 2014 to February 2017

Served as Senior Advisory Board Member of Equity Global Pvt. Limited. Equity Global is corporate finance advisory company founded in early 2009 in United Kingdom and later relocated to Pakistan. Equity Global specializes in providing capital advisory services to top-tier and middle market companies. Equity Global capital advisory services include MNA advisory, Divestments, Due diligence, mergers and acquisitions. Capital raises at all level of balance sheets including: Senior Debt, Secondary Loan and Convertible Loans, Subordinate Debts, Equity both Public & Private. Equity Global advisory services for companies in financial difficulty includes Debt restructuring, negotiations with financial institutions and recapitalizations etc. Major milestones of Equity Global includes Private Equity Investment for financial institution, Advising a consortium of private equity investors for acquisition of a bank in Afghanistan. Raising various sort of capital and equity for a number of clients based in Lahore, Faisalabad and Karachi.

### **HUSEIN SUGAR MILLS LIMITED**

June 2013 to April 2014

Served as Chief Operating Officer of Husein Sugar Mills Limited, a company listed on Karachi Stock Exchange. Performed the following key functions.

- Looked after all operational and financial functions of the company.
- Supervised all department heads involved in processing, maintenance, procurement and finance.
- Advised sponsors and senior management on strategic affairs, acquisition and growth including vertical integration of the company on a long term basis.
- Prepared plan and obtained approval for distillery and power co-generation unit for the company.
- Interacted with Financial Institutions at the highest level to secure working capital and long term syndicated loans.
- Closely worked with regulatory bodies and corporate affairs stakeholders.
- Oversaw the entire financial function including taxation, audit, compliance and reporting.
- Significant turnaround in company productivity, procurement, operations and financial management.

## **ALI GROUP OF COMPANIES**

April 2012 to February 2013

Served as Group Director Finance in Ali Group of Companies, comprising of Medina Feed Mills (Pvt) Limited, Ali and Fatima developers, Ali and Company and Yousaf & Company. The Group is primarily engaged in Poultry Operations and Real Estate Development. Performed the following key functions:

- Looked after the development of all Real Estate Projects.
- Looked after all operational, procurement and sales matters of Medina Feed Mills.
- Provided strategic information to Senior Management on future growth and planning.
- Actively involved in risk mitigation on a group wide basis.
- Looked after the entire finance function on a group wide basis.
- Team of 30 professionals reported directly on activities related to finance function.
- Finance function including but was not restricted to funding from banks, taxation matters internal and external auditors and preparation and implementation of Standard Operating Procedures.

## **TAAVUN PRIVATE LIMITED**

December 2007 to April 2012

Served as Chief Financial Officer of Taavun (Pvt.) Limited, a group company of Dhahi Group comprising of Bank Alfalah Limited, Warid Telecom and Wateen Telecom headed by H.H. NahayanMabarak Al Nahayan. In addition served as Chief Financial Advisor to SGM Sugar Mills Limited, Al-Razi Healthcare (Pvt) Limited, Wincom (Pvt) Limited and Wateen Telecom Limited. Performed the following key functions:

- Directly looked after Real Estate Division with projects valued at more than Rs.18 billion.
- Successfully led Wateen Telecom's IPO amounting to Rs.2.0 Billion. This included a green shoe option of Rs.900 million.
- Arranged syndicated long term loan for SGM Sugar Mills amounting to Rs.2.2 Billion.
- Structured and successfully completed Islamic Sukuk transaction amounting to Rs.660 million for Al-Razi Healthcare Pvt. Limited
- Responsible for all financial and accounting operations.
- Performed key functions of risk management, treasury operations and financial syndications.
- Dealt with internal and external auditors, software evaluation, implementation and monitoring.
- Performed group reporting, taxation planning and allied taxation matters.
- Advised International contractors working on the projects on their financial issues.
- Looked after all legal matters and interacted with all group legal advisors.
- Advised board of directors on future course of action with respect to financial and strategic matters.

- Involved in negotiations and dealing with various international contracts.
- Reported directly to Abu Dhabi office on all financial, legal and allied matters.
- Served in Turkey for due diligence, legal and financial compliance for launching of real estate project in Istanbul, Turkey.
- Appointed to The Board of Directors of SGM Sugar Mills Limited to represent the interest of H.H. Nahayan Mabarak Al Nahayan.

## **PAKISTAN CRICKET BOARD**

April 2007 to December 2007

Served as Chief Financial Officer of Pakistan Cricket Board. As CFO of PCB performed the following functions:

- Looked after the entire financial function of the Board on country wide basis.
- Managed an investment portfolio of in excess of Rs.4.0 billion.
- Maintained close liaison with International Cricket Council (ICC) and Cricket Boards of various cricketing nations.
- Maintained a good relationship with financial institutions, dealt with internal and external auditors.
- As finance head managed the IT function, income tax matters, corporate and legal affairs.
- The CFO reported directly to the Chairman of the Board and Board of Governors.
- As CFO advised on all key strategic policy decisions.
- Successfully restructured the entire accounting system. Introduced standardized SOPs.
- Secured tax relief for the board and defended litigation in South Africa and dealt with legal matters in England.

## **AL-MOIZ INDUSTRIES LIMITED**

September 2005 to March 2007

Served as Chief Financial officer of Al-Moiz Industries Limited. In addition looked after Al-Moiz Textile Mills Limited and Thal Industries Corporation Limited (Layyah Sugar Mills). Performed the following functions:

- Achieved financial close of Rs.2.5 billion syndicated facility for Al-Moiz Industries Limited.
- Responsible for overall financial management of the above mentioned companies.
- Dealt with banks and financial institutions
- Looked after internal and external auditors and taxation matters.
- Advised senior management on various growth opportunities and company policies.
- Directly reported to Board of Directors on all financial matters, legal issues and strategic planning.

## **SHARIF GROUP OF COMPANIES**

December 2002 to August 2005

Served as Group Director Finance of Sharif Group which included Ramzan Sugar Mills Limited, Chaudhry Sugar Mills Limited, Hamza Board Mills Limited and Mehraan Ramzan Textile Mills Limited. Performed the following functions:

- Restructured entire group loan portfolio
- Secured facility amounting to Rs.2.5 billion from financial institutions.

- Successfully launched Privately Placed TFCs amounting to Rs.241 million for Chaudhry Sugar Mills Limited.
- Responsible for all group based financial, accounting, corporate and tax matters.
- In addition dealt with legal matters and Govt. authorities including NAB.
- Looked after Taxation matters of Group Companies
- Dealt with External Auditors and Regulators to ensure smooth operations of all Group Companies

## **PREVIOUSLY WORKED IN FOLLOWING ORGANIZATIONS**

**Eden Developers Pvt. Limited, Sony Pakistan Pvt. Limited, Fidelity Investment Bank Limited, Prime Commercial Bank Limited, The City of Los Angeles, USA, A.F. Ferguson & Company**

## **EDUCATION**

### **PROFESSIONAL**

<b>Certified Public Accountant</b>	Commonwealth of Virginia, USA Member of American Institute of Certified Public Accountants, 1990
<b>Incorporated Executive Accountant</b>	Member of the Institute of Cost & Executive Accountants, UK, 1993
<b>Fellow of Institute of Taxation Management (FITM)</b>	Member of the Institute of Taxation Management, Pakistan, 2001
<b>Fellow of the Institute of Chartered Secretaries (FICS)</b>	Member of the Institute of Chartered Secretaries, Pakistan, 2012
<b>Bachelor of Commerce</b>	University of Karachi, Pakistan, June 1980

### **PROFESSIONAL AFFILIATIONS**

- **Fellow Of The Institute of Forensic Accountants of Pakistan**
- **California Society of Certified Public Accountants.**
- **New York State Society of Certified Public Accountants.**
- **Institute of Management Accountants, USA**
- **Lahore Tax Bar Association**
- **The Institute of Certified Public Accountants of Pakistan**

### **SPECILAIZED CERTIFICATION**

- **University of Karachi-IBA Directors Training Program 2024**
- **Lahore University of Management Sciences-Enhancing Board Effectiveness- Director Training Program -2021**
- **Lahore University of Management Sciences- Program on Growth and Continuity in Family-Run Businesses- 2019**
- **University of Lahore- Directors Certification Training Programme-2015**

## VITAL STATISTICS

Date of Birth : October 10, 1960

Marital Status Married

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## REFERENCES

- Excellent references available upon request
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