

Saeed Al Awar



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Managing Director, Head of Middle East

Experience

- 17+ years

Employment history

- 2014 – Present: Rothschild & Co
- 2007 – 2014: Linklaters
- 2006 – 2007: DIFC

Board Membership

- ADC SPAC (ADX Listed) – Independent Director
- Xcube (DFM Market Maker) – Independent Director
- Dubai International Chamber of Commerce – Advisory Council Member

Education

- LLB from Queen Mary University of London



Select Transaction Experience

M&A:

- Abu Dhabi Developmental Holding (ADQ) on the acquisition of a majority stake in Unifrutti Group (2022)
- Olam Group Limited (OGL) on the sale of a c. 35% stake in Olam Agri to SALIC (2022)
- Mubadala Health on the acquisition of a controlling stake in UEMedical (2021)
- Abu Dhabi Developmental Holding (ADQ) on the US\$2bn combination of Emirates Steel with Arkan Building Materials (listed on ADX, 2021)
- Abu Dhabi Developmental Holding (ADQ) on the acquisition of a 45% stake in Louis Dreyfus Company (2021)
- Meraas on the US\$1.7bn capital restructuring and take private of DXB Entertainments (2021)
- Abu Dhabi Developmental Holding (ADQ) and Abu Dhabi Retirement Pensions & Benefits Fund on the US\$2.1bn acquisition and associated financing of a 10.2% stake in ADNOC's gas pipelines (2020)
- Abu Dhabi Developmental Holding (ADQ) on the acquisition of a 22.25% stake in Aramex (2020)
- Abu Dhabi Developmental Holding (ADQ) on the acquisition of a majority stake in Nabil from The Carlyle Group and the Rassam Family (2020)
- Abu Dhabi Power Corporation on the US\$55bn asset combination with TAQA (listed on ADX)
- Americana Group on the disposal of Greenland to Groupe Lactalis
- Mubadala on the 37% stake disposal of CEPESA to the Carlyle Group for an implied EV of US\$12bn

- Americana Group on the disposal of Greenland to Groupe Lactalis
- The Kharafi family on the US\$3.4bn disposal of Americana to Adeptio, an investment vehicle jointly owned by H.E. Mohamed Alabbar and PIF
- Istithmar on the sale of Atlantis the Palm to ICD
- ADNOC Distribution on the acquisition of 75 stations from Emarat
- The merger of Nasdaq Dubai and DFM

ECM:

- Americana on its potential simultaneous dual listing in the UAE and KSA (current)
- Regional Healthcare player on its IPO in a regional stock market (current)
- Regional exchange and capital markets regulator on a development on policies and initiatives to develop their capital markets framework (current)
- EGA on its potential IPO in the UAE (current)
- ADNOC on the \$8.5bn privatisation of ADNOC Distribution by way of an IPO
- Emaar Properties and Emaar Malls on the US\$1.6bn IPO of Emaar Malls
- Gulf Marine Services and selling shareholders on the US\$316m IPO on the London Stock Exchange
- Al Noor Hospitals on its US\$355m IPO on the London Stock Exchange

Debt Advisory & Restructuring:

- Capital restructuring assessment and amendment of US\$327m senior debt for Arkan (2021)
- Capital restructuring assessment for a regional company in the aviation and travel sector (current)
- Creditors of Emirates REIT on the restructuring process (current)
- Capital structuring analysis and refinancing of the debt obligations of a regional listed player in the metals and construction sector (current)