لصاحب السمو الملكي الأمير

خالد بن طلال بن عبدالعزیز آل سعود

### صاحب السمو الملكي الأمير خالد بن طلال بن عبد العزيز (سعودي ١٥)

### رئيس مجلس الإدارة

يحمل صاحب السمو الملكي الأمير/ خالد بن طلال بن عبد العزيز شهادة بكالوريوس في إدارة الأعمال من كلية منلو في الولايات المتحدة الأمريكية لعام (١٩٨٦م)، وهو رئيس مجلس إدارة مؤسسة النفود للتجارة منذ عام (١٩٨٧م)، ونائب رئيس مجلس إدارة شركة اتحاد المقاولين منذ عام (١٩٩٢م) وعضو مجلس إدارة شركة المقاولين منذ عام (١٩٩٢م) وعضو مجلس إدارة شركة الشركات الاستثمارية والعائلية الخاصة. كما إنه عضو في مجلس أمناء مؤسسة ابن باز.

#### ١. البياثات الشخصية:

صاحب السمو الملكي الأمير خالد بن طلال بن عبد العزيز آل سعود ، مواطن سعودي ، ولد في مدينة بيروت عاصمة لبنان في يوم ٢٠ من شهر يناير عام ١٩٦٢ للميلاد . مقيم بصفة دائمة في مدينة الرياض هو والأسرة الكريمة.

والده صاحب السمو الملكي الأمير طلال نجل المغفور له بإذن الله جلالة الملك عبدالعزيز آل سعود مؤسس المملكة العربية السعودية الحديثة ، وأخو خادم الحرمين الشريفين الملك عبدالله بن عبد العزيز، حفظه الله . يتمتع صاحب السمو الملكي الأمير طلال بن عبد العزيز حفظه الله بشخصية بارزة ، فكما هو معروف شغل سموه الكريم عدداً من المناصب الحكومية الهامة مثل ( سفير المملكة العربية السعودية لدى فرنسا ، وزير المالية والإقتصاد الوطني ، ووزير المواصلات ). كما سبق لسموه شغل منصب الرئيس الفخري لليونيسيف ويعتبر صاحب السمو الملكي الأمير طلال يحفظه الله المؤسس والرئيس الحالي لبرنامج الخليج العربي ( AGFUND ) لدعم منظمات الأمم المتحدة الإنمائية التي تقدم المساعدات لأمهات وأطفال دول العالم الثالث وبنك الفقراء ومجلس الطفولة العربي والجامعة العربية المفتوحة ومركز المرأة العربية للتدريب والبحوث والشبكة العربية للمنظمات الأهلية وجمعية أبصار الخيرية ومؤسسة منيتور والجمعية الخيرية المملكة العربية داون ومركز مكافحة أمراض الدم واضافة إلى أن سموه يعتبر من أوائل رجال الأعمال في المملكة العربية السعودية .

والدته صاحبة السمو الأميرة منى بنت رياض الصلح المناضل العربي والسياسي الراحل أول رئيس وزراء للبنان رحمه الله ، الذي كان له الدور الأسلسي في تحرير لبنان من الإستعمار الفرنسي.

متزوج من صاحبة السمو الملكي الأميرة الجازي إبنة المغفور له بإذن الله جلالة الملك سيعود بن عبد العزيز آل سعود ملك المملكة العربية السعودية رحمه الله ، وله منها ثلاثة أولاد وبنت هم أصحاب السمو الملكي الأمراء الوليد ، شفاه الله وعافاه (الذي يرقد في حالة غيبوبة منذ أكثر من ٨ سنوات بسبب إنقلاب سيارة)، وسعود ومحمد والأميرة نوف يحفظهم الله جميعاً.

#### ٢. التأهيل العلمى:

تلقى صاحب السمو الملكي الأمير خالد بن طلال بن عبد العزيز تعليمه (الحضانة والتمهيدي) في بيروت لبنان و (الإبتدائي والمتوسط) في الرياض – المملكة العربية السعودية ، وأكمل تعليمه الثانوي في الولايات المتحدة الأمريكية ، وهناك أتم تعليمه الجامعي حيث حصل على درجة البكالوريوس تخصص إدارة أعمال من ( Menlo Business College ) في مدينة منلو بارك بولاية كليفورنيا.

#### ٣. الحياة العملية:

الأمير خالد بن طلال هو مؤسس ومالك مؤسسة النفود للتجارة وفروعها والتي نفذت ولله الحمد عدداً من المشاريع الكبيرة الناجحة في المملكة العربية السعودية وخارجها ، وكان سموه قد أسسها عام ١٩٨٦ ومقرها الرئيسي في مدينة الرياض.

#### ٤. المناصب التي يشغلها سموه:

الرئيس التنفيذي لمؤسسة النقود للتجارة. رئيس مجلس إدارة شركة سوليدرتي السعودية للتكافل •

نائب رئيس مجلس إدارة شركة إتحاد المقاولين.

عضو في مجلس إدارة شركة أهل للإستثمار

يرأس مجالس وعضو في إدارة إستثماراته خارج المملكة.

الرئيس الفخري للإتحاد العربي للكرة الطائرة سابقاً.

من أعضاء الشرف الداعمين في نادي الهلال السعودي .

عضو في مجلس أمناء مؤسسة الشيخ عبدالعزيز بن باز الخيرية ،

٥. الأنشطة التجارية للمؤسسة وفروعها:

المحور الرئيسي الأنشطة مؤسسة النفود للتجارة يشمل التجارة العامة وتوريد المعدات الطبية ، تقنية المعلومات ، التجهيزات والملابس العسكرية ، المعدات الصناعية والزراعية ، أجهزة الإتصالات السلكية ، المقاولات العامة ، وخدمات الصيانة ، خدمات الهاتف الجوال ، الزراعة ، ومصنع تعبئة مياه الشرب. كما أن مؤسسة النفود للتجارة متخصصة في مجال تقديم الحلول المتكاملة في مجال الأمن والسلامة والمراقبة وتوريد معداتها وتركيبها ، برامج التطوير وخدمات الإسناد اللوجيستي للمقاولين . جميع هذه الانشطة تمارس من خلال المؤسسة وفروعها أو المشاركة مع شركات محلية أو عالمية على مستوى المملكة أو الشرق الأوسط . بالإضافة إلى ذلك فإن صاحب السمو الملكي الأمير خالد بن طلال بن عبد العزيز يستثمر في مجال العقار في المملكة العربية السعودية وفي لبنان . كما أن مؤسسة النفود للتجارة تتمتع بعلاقات في مجال العقار في القطاعين العام والخاص مستفيدة من العلاقات المميزة التي تربط صاحب السمو الملكي الأمير خالد بن طلال بن عبد العزيز بعدد كبير من الشخصيات الرسمية ذات النفوذ بعد الله داخيل وخارج المملكة العربية السعودية ، وكذلك تربط سموه علاقات قوية بعدد من الشخصيات الأخرى من كافة فئات المجتمع .

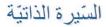
#### ٦. الأنشطة الإجتماعية لسموه الكريم:

سموه الكريم معروف في الأوساط الرياضية من خلال إسهاماته المتعددة في مجال الرياضة فهو من أبرز أعضاء الشرف في نادي الهلال السعودي ، وفي الفترة مابين ١٩٩٤م - ١٠٠١م تولى سمو الإشراف العام على فريق الكرة الطائرة بنادي الهلال ، وقد حقق الفريق خلال فترة إدارة سموه (عدد ٧٠) من البطولات على المستوى المحلي والخليجي والعربي والأسيوي.

٧. إسهامات سموه في الأعمال الخيرية:

تعتبر الأعمال الخيرية هدفا ساميا بالنسبة لسمو الأمير خالد بن طلال فهو يكرس قدراً كبيراً من جهوده وماله ووقته في سبيلها قاصداً بذلك وجه ربه سبحاته وتعالى ، ومن جهة أخرى يعتبرها إلتزاماً وواجباً نحو دينه ثم ولاة أمره وأبناء وطنه والمسلمين ، ففي مجال دعم وإعانة المحتاجين من إخوانه في المسلمين لسموه إسهامات تتمثل في كفالة الأيتام والأرامل والأسر، ونشر ودعم الوعي الإسلامي بالمنهج السليم الذي يُبرز الصورة المشرفة للإسلام والمسلمين في إطار النهج الذي تتبناه حكومة مولاي خدم الحرمين الشريفين ، ويتكفل ببرامج الحج والعمرة من داخل وخارج المملكة ، ويتبنى البرامج الثقافية داخل البلاد وجوائزها ومكافأتها ، كما يحرص على المساهمة في أعمال البر مثل بناء المساجد وحفر آبار المياه ويتكفل بالعلاج الطبي، ويساهم كذلك في أوقات الأزمات وغيرها ، كما أن أعمال الخير في شهر رمضان المبارك مثل إفطار الصائم للعائلات والأسر تحضى بإهتمام كبير من سموه قاصداً بكل ذلك الأجر والشواب من الله تعالى: ﴿ إِنْ تُبدُوا الصَدَقاتِ فَنِعِماً هِي وَإِنْ تُخفُوها وتُؤثُوها الثقوراء فهو خير لكم ويُكفّر عثكم مِن الله تعالى: ﴿ إِنْ تُبدُوا الصَدَقاتِ فَنِعِما هِي وَإِنْ تُخفُوها وتُؤثُوها الثقوراء فهو ذرا لكم ويكفّر عثكم مِن على ماقسم لي من نسب ومال وحسب ، لا أنطلع إلى مناصب في هذه الدنيا التي هي دار الفناء ، بل أرجو على مائس عليه وسلم )) ، همل الله عليه وسلم )) ،

إبراهيم محمد السبيعي





الاسم الرباعي: إبراهيم بن محمد بن ابراهيم السبيعي

الجنسية: سعودي

هوية وطنية 1000391159

تاريخ الميلاد : 1368/07/01 هـ

العنوان البريدي: 467 الرياض 11411

هاتف المكتب: 4883388

فاكس : 4483456

رقم الجوال: 0505289289

البريد الالكتروني: <u>Ibrahim@alsubeaei.com.sa</u>

### المؤهلات العلمية

ثانوية عامة

دورة لمدة سنة ونصف لدراسة إدارة الأعمال

دورة لدراسة الأعمال البنكية

دورة لدراسة الأعمال المصرفيّة

### الخبرات العملية

رئيس مجلس إدارة شركة الضليعة للاستثمار حتى تاريخه رئيس مجلس إدارة شركة الضليعة للاستثمار حتى تاريخه رئيس مجلس إدارة شركة ابراهيم محمد السبيعي للتجارة حتي تاريخه عضو مجلس إدارة شركة اسمنت الشَرقيّة عضو مجلس إدارة شركة اسمنت الشَرقيّة عضو مجلس إدارة شركة تصنيع مواد التّعبئة والتّغليف عضو مجلس إدارة شركة السّبيعي الصّناعيّة المحدودة عضو مجلس إدارة شركة السّبيعي المتّحدة للتّجارة المحدودة عضو مجلس إدارة شركة السبيعي الصناعية المحدود عضو مجلس إدارة شركة السبيعي الصناعية المحدود عضو مجلس إدارة شركة السبيعي الصناعية المحدود عضو مجلس إدارة شركة السبيعي الصناعية المحدود

محمد بن حسن أبو داود

## محمد حسن علي أبوداود (سعودي ٥٦ عاماً)

حصل المهندس محمد حسن أبوداود على بكالوريوس هندسة صناعيّة في الولايات المتحدة الأمريكية من جامعة أريزونا في عام 1979 وعلى بي إم دي الدّراسات العليا من جامعة هارفارد كلية الأعمال (HBS) في 1991 م. يشغل حالياً منصب نائب رئيس مجلس الادارة لشركة أبوداود التجارية وشركة أبوداود الصناعية وشركة منتجات التنظيف الأهلية في الدمام وشركة محمد على أبوداود وشركاه للصناعات في جدة.

و هو رئيس مجلس إدارة مؤسسة محمد أبوداود للتجارة وعضو مجلس إدارة مؤسسة أبوداود الخيرية وعضو مجلس إدارة شركة جدة للتنمية والتطوير العمراني وشركة فوراسول للمقاولات في سويسرا.

كما هو عضو المجلس الاستشاري لمعهد التجارة العائلية في الجامعة الأمريكية اللبنانية.

و يحاضر المهندس محمد أبوداود دوليا في عدة مؤتمرات ومنتديات وجامعات عالمية في مواضيع التجارة العائلية والاستراتيجية والاستثار.

جريس عبدالعزيز الجريسي



### PERSONAL INFORMATION

NAME

: JURAIS AL-JURAISI

DATE OF BIRTH

: 13-02-1956

PLACE OF BIRTH

: ZULFI - SAUDI ARABIA

MARITAL STATUS

: MARRIED

CONTACT NO.

: 050 440 9943

Degree	Specialization	Year	Institution
Bachelor	Sociology	1982	California, State
Associate ship	Insurance	1995	CII, College, England

Irom	To	Title	Organization
1982	1987	Insurance Officer	The Nat'l Shipping Co. of Saudi Arabia
1987	31/11/2004	Marine and Non- Marine Manager	NCCI
1/12/2004	28/02/2006	General Manager	Al Rajhi Co. for Cooperative Insurance
/3/2006	Up to date	Private Business	



JURAIS AL-JURAISI

Change Pa-word

logout

Key Info. Qualification "Training Experience NCCI Records

PMS Pay Info. Leave Info.

### JURAIS AL-JURAISI

Training			
Course Title	Location	Date	Duration
MARKETING & DEVELOPMENT	CHAMBER OF COMMERCE, RIYADI	19/02/1983	
MARKETING RESEARCHES	RIYADH	19/02/1983	6 DAYS
SHIPS BUSINESS	LONDON	12/03/1983	
MARKETING	DHAHARAN	12/05/1983	
AUTO CALL BASICS	RIYADH	21/05/1983	
SHIPS BUILDING	LONDON	04/09/1983	2 WEEKS
GENERAL INSURANCE	LONDON	09/05/1984	3 WEEKS
MARINE TRAINING	LONDON	15/04/1985	5 DAYS
WORLD TRADING TODAY	LONDON	01/09/1986	5 DAYS
FIRE COURSE	MUNICH	09/09/1987	24 DAYS
PROPERTY INSURANCE	MUNICH	23/09/1987	3 DAYS
MARINE INSURANCE SEMINAR	MUNICH	28/09/1987	12 DAYS
INSURANCE & REINSURANCE IN LIABILITY, MOTOR, PERSO	MUNICH	12/10/1987	
BASIC ENGINEERING COURSE	MUNICH	15/10/1987	20 DAYS
RISK MANAGEMENT	MUNICH	05/11/1987	
GEN.INSURANCE	MUNICH	09/11/1987	MONTH
TECHNICAL MARINE CARGO	LONDON	23/10/1989	DAYS
PRESENTATION SKILLS	MCE BRUSSELS	08/03/1993	DAYS
EXEC. LEADRESHIP PROG.	LONDON	03/07/1993	DAYS
MICROSOFT WINDOWES 3.1	RIYADH	26/03/1994 1	DAY
WORD&EXCEL&P/P&PŔOJECT	RIYADH	27/03/1994 4	DAYS
MICROSOFT POWER POINT	AL-KHALEEJ	29/03/1994	
INSUANCE LIABILITIES(AVIATION)	DUBAI	18/06/1994 2	DAYS
ENERGY COURSE	HOUSTON	19/07/1994 1	
BUSS.PROC.MAPING		26/11/1994 2	
YOUNG MANAGERS PROGRAMME		08/01/1005 3	/EEKS
MASTER OF ENERGY COURSE	LONDON	01/10/1995 7	
MANAGEMENT EFFECTIVENESS		19/11/1996 3	



UNDERSTANDING EDGE OPERATIONS	NCCI	11/03/1997	2 DAVS
LOTUS NOTES RELEASE 4	NCCI	07/09/1997	-
Y2K AWARENESS	AUTOMATED SYSTEMS	06/12/1998	
ADVANCED MARINE SEMINAR	GERMANY	19/03/1999	6 DAYS
ANATOMY OF SHIPPING	SEATRADE	04/09/1999	
Managing & Devloping Key Accts.	Middle East Management Centre	20/02/2000	3 days
DISCE (Discover 3.1 End User)	Oracle Education	05/03/2000	2 days
Prime Game		03/10/2000	
Light Reading Using The Whole Mind System- Arabic		15/03/2003	

-11710001

ماجد صالح النهدي

## ماجد بن صالح النهدي (سعودي ٤٠ عاماً)

دراسة بكالوريوس إدارة الأعمال في الولايات المتحدة الأمريكية ويعمل حالياً عضواً منتدباً ورئيساً تنفيذياً لمجموعة شركات ابناء صالح النهدي القابضة منذ عام ١٩٩٢م والمدير العام لمؤسسة جراسيلا للتجارة منذ عام ١٩٩٠م ومدير عام مؤسسة ماجد النهدي للاستثار العقاري.

بدرسعد الشايع

#### Bibliography - Bader Alshaya



Qualification Bachelor in Law Age: 37 years Marital Status: Married

Bader was born in Riyadh on the 3<sup>rd</sup> of February 1978. He completed his Law degree from King Saud University in 2001 and joined the First Insurance Diploma Program for Bachelor degree holders in the Kingdom, which was conducted in the Institution Of Banking (IOB). He was selected by Tawuniya and has spent 6 years working in their Technical Area (Underwriting/Facultative Reinsurance) as an Underwriting Executive, during his service he has attended several trainings and seminars conducted by professional institutions, such as MUNICH Re.

From academic prospective Bader acquired CII certificates and obtained Insurance Legal Aspect Certificate, Insurance Principles & Practice Certificate and Reinsurance Certificate.

In 2007 Bader joined SABB TAKAFUL (HSBC HSBC Group Member). He was a member of the pioneer team, which started SABB TAKAFUL. He expanded his experience and worked in several departments such as Product development, Compliance, Bancassurance, Reinsurance, Sales, Marketing & Training. Being with HSBC Group, he joined several professional training programs. He was selected for the Group Graduated Development Program (GGDP), and has completed a project with his team, which was very successful and now applied in all over HSBC Group around the world. Bader's main role was Head of General Takaful, which was responsible for Underwriting, Reinsurance, & Product Development.

In 2012 Bader joined Solidarity Saudi Takaful Company, as a Senior Sales Manager and was responsible to build the sales department and branches from the scratch, after that he has been assigned as VP Marketing and Sales, and his responsibilities have expanded to include (Marketing, Business Development, Product Development, Customer Care in addition to Sales Channels).

### CURRICULUM VITAE

Name: Bader Saad Al Shaya	Date of Birth : 3/2/1978
Mobile: +966 55 555 888 0	Email: Badrshaya@hotmail.com
Marital Status: Married	Dependents: 1 Daughter

#### QUALIFICATIONS:

2009	Reinsurance	BIBF - Bahrain
2004	Insurance Principles & Practice	BIBF - Bahrain
2004	Legal Aspects of Insurance	BIBF - Bahrain
2002	General Insurance Diploma	IOB
2001	Bachelor in Law	King Saud University

#### TRAINING:

Year	Course	Location
2014	Certified Strategist from Planning to Execution	Meric - Barcelona
2013	Strategic Partnership Between Intermediaries and Insurance Company	Sahara Group –Istanbul
2012	Advance Enterprise Risk Management using Risk Register	Marcus Evans - Riyadh
2012	Strategic Selling	Miller Heiman – Dubai
2012	Conceptual Selling	Miller Heiman - Riyadh
2011	MENA Reinsurance Seminar 2011	London, UK – Guy Carpenter Broker
2011	Introduction into Reinsurance & ELRAC	Zurich, Swiss Re
2010	Power to Please	Riyadh
2010	Performance Management Programme	Riyadh
2009	Group Graduate Development Program (GGDP)	HSBC Training College Bricketwood, - UK
2009	Foundation People Management Skills	SABB
2009	Effective Managerial Practice	SABB
2011	Internal Fraud Mandatory E-Learning	E-Learning HSBC
2011	Information Security Risk Training 2010 (Global)	E-Learning HSBC
2011	HSBC Information Security Risk Training 2010	E-Learning HSBC
2010	HSBC Business Continuity Awareness Training Program	E-Learning HSBC

2010	Group Anti Money Laundering - Too Hot to Handle	E-Learning HSBC
2010	HSBC Information Security Risk And Privacy/Data Protection Awareness Training Program	E-Learning HSBC
2009	Effective Managerial Practice	E-Learning HSBC
2008	Introduction to Meeting Skills	E-Learning HSBC
2006	Advance Engineering Seminar	Munich – Germany
2005	Basic Engineering Seminar	Munich - Germany
2005	Communication skills.	Marriott Riyadh
2005	Basic Liability Insurance.	NCCI, RIYADH
2005	Policy Alteration & Amendment.	NCCI, RIYADH
2003	Time & Priority Management.	NCCI, RIYADH
2003	ORACLE 9iAS: Discoverer for End Users	NEW HORIZONS, RIYADH
2003	7Habits of Highly Effective People.	FRANKLIN COVEY, RIYADH

#### **WORK EXPERIENCE:**

#### FEB 2012 Present Solidarity Saudi Takaful Co.

#### **EVP Marketing & Sales**

- Plan and administer the firm's Marketing Operations budget;
- Manage the Negotiating with media agents to secure agreements for translation of materials into other media;
- Edits materials according to specific market or customer requirements;
- Develop promotional materials including marketing collateral and print copies;
- Manage All sales channels (Branches, Brokers, Agencies, Bancassurance, and E-sales);
- Contribute with senior management in strategic planning, budgets and projections and formulation of action plans;
- Supervise and sign off Policy and Procedures for all channels;
- Build the marketing strategy;
- · Managing the quality and business development;

#### 2007 FEB 2012

#### SABB Takaful (



#### **HSBC** Group member)

#### Head of General Takaful

- Manage the underwriting functions for General insurance business covering all type of Risk
- Manage the risk portfolio in adherence to industry standards and local regulations
- Oversee the quotation process for corporate accounts.
- Supervise and sign off the risk surveys prior to policy finalization
- Manage reinsurance treaties and insure that the current risk portfolio is properly covered.
- · Manage the Facultative treaties
- Manage risk \ Claims distributions amongst reinsurance companies.
- Maintain and update the securities list of reinsurance to confirm solvency and adequacy.
- Act as liaison officer with the Sharia Compliance Committee and insure that the company conducts its business in Sharia compliant manner.
- Managing Product Development function for all General Takaful products.

#### 2001 2007 Altawunya (NCCI)

Underwriting Executive

- Review, approve, and amend if needed the policy wording, conditions, exclusion.
- Monitor the performance of the premium portfolio .come up and recommend corrective actions when needed.
- Liaise between NCCI and the offshore reinsurer on policy per policy bases.
- Facilitate communications between regional underwriters and HO underwriting unit as well as provide technical (legal) guidance to regions.

#### LANGUAGES:

- Fluent written and verbal Arabic
- Fluent written and verbal English.

حمد عبدالرحمن الرويتع

#### Hamad A AlRowaita

Phone: 0545456000 Email: <u>Hamad@masarat-ins.com</u> Date of birth: 28/12/1979

Accomplished Executive with experience in operations, multichannel services providing and marketing involving start up and growth organization. Results-oriented, decisive leader with proven success in new market identification and strategic poisoning for insurance products/services sales. Track record of increasing sales and growing bottom line while spearheading operational improvements to drive productivity and reduce costs.

#### Experience

#### Masarat AlTameen For Insurance Brokerage (MASARAT)

#### Chief Executive Officer (CEO)

2011-Present

Provide executive leadership for the company with its offices in Jeddah and Khobar. Lead operations and strategic direction with full responsibility for bottom line factors including long term planning. Provide cross functional management, direct three managers and general oversight 20 employees. Design the organizational structure, oversee major sales opportunities and perform monthly evaluation of company results.

#### Key Achievements:

- Created from scratch an market-driven organization resulting over 200 Million SR, sales over 5 years.
- Established marketing channels with setting incentive production process.
- > Substantially improved productivity while reducing staffing and operational costs.
- Developed and introduced major clients in all insurance lines
- > Returned company to profitability through strategic and efficient planning.
- Established the company Identity and introduced it to the insurance market (clients and insurance companies).

#### Vice President (VP) & Board Member

2009-2010

- Masarat's Representative for SAMA (Licensing stage)
- Preparing the visibility study & main Work plan.
- Prepare company rules & regulations such as Anti-money Laundering & Combating Terrorism Financing Rules, Anti-Fraud Regulation, code of ethics.
- Writing policies, procedures for the master of authority list and human resources policy.
- Handling the negation process with SAMA until MSARAT being licensed.

#### Saudi Basic Industries Corporation (SABIC)

1998 - 2010

#### **Employee Relations Specialist**

- Managing the process of renewing contract, medical compensation , resignations .
- Committee member of electronic process Enhancing for HR functions
- preventing and resolving problems involving individuals which affect work situations.
- Advising with supervisors to correct poor performance and employee misconduct.
- Follow up Appraisal process, Assistance & clarifications.

#### Recruitment Specialist

- Plan, organize vacancy advertisement; screen database; carry out recruitment campaigns; screen and shortlist applications; arrange & conduct interviews locally and International with end Users in order to select highly qualified candidates.
- Developing job offer; negotiate package; communication with affiliate senior management for recruitment process; complete recruitment formalities in order to ensure acceptance of job offer and facilitate hiring of candidates.
- Receiving vacancy requisition; post internal advertisement screen and shortlist application; conduct interviews; facilitate transfer transaction within organization affiliates in order to manage in-ternal transfer activities.
- Participate in identifying employment support requirements; coordinate with SMO for processing of contracts for medical check and recruitment process fees.
- Manage recruitment agencies and man power suppliers in order to ensure proper support for eemployment activities.

#### Corporate Communications Rep.

Participation in writing the procedures of work according to TQM standards.

- Participation in preparing the yearly budget of the General Department.
- Team member of coordinating and organizing of many domestic and international events like :
- Turkey Exhibition
- TQM Day in Sabic
- Arab Plast Exhibition
- Exhibition Of Printing & Packaging,
- Sabic General Assembly
- Suppliers Recognition For SMO
- Big 5 show Exhibition

#### Education

#### Arab-British Open University

Riyadh

Bachelor Degree in Business Administration

#### Certifications

Pacific English Institute

Vancouver-Canada

Business Communication Diploma

Pacific English Institute

Vancouver-Canada

English program Diploma

Riyadh

Institute Of Public Administration
Administration Assistant Diploma

#### **Core Competencies**

- Visionary Leadership
- High stake Negotiation
- Tactical Marketing Planning
- Budget/Sales Forecasting
- Organizational restructuring

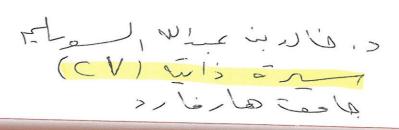
#### **Skills**

- Microsoft Office Suite (Outlook, Word, Excel, PowerPoint), SAP System.
- English: speaking, writing and reading ability.
- Extraordinary ability to work efficiently and produce high quality work in face-paced settings.
- Presentation skills
- Capability to interact with individuals effectively throughout all levels of the corporate structure
- Extremely focused and highly motivated to take on projects and complete tasks under any condition
- Successful in using logic and analytical thinking to create possibilities and new ideas while defying limitations

#### **Training Courses**

- Office Program at Al-Alamiaih Institute.
- Office Program at Sabic Computer Center.
- Advance Management.
- Effective Administration Skills & Advance Management
- The Strategic Planning For Public Relations.

خالد عبدالله السويلم



« Back to list of experts

#### **Khalid Alsweilem**

### Non-resident Fellow, Belfer Center for Science and International Affairs

#### Contact:

Email: khalid\_alsweilem@hks.harvard.edu

#### Experience

Dr. Khalid Alsweilem is the former Chief Counselor and Head of Investment at the Saudi Arabian Monetary Agency (SAMA). He joined SAMA in 1991 after completing a two-year post doctoral fellowship at Harvard University's Department of Economics. The fellowship research focused on a portfolio theory approach to public finance in Saudi Arabia. Before that, he completed his Masters and PhD degrees in economics (public enterprises, public finance, and industrial organizations) at Boston University and the University of Colorado at Boulder. He received a Bachelor of Science degree in industrial engineering from the University of Arizona.

Dr. Alsweilem began his work at SAMA as an advisor in the Investment Department, and two years later became the Head of Investment Management (Chief Investment Officer). In 2002, he was promoted to become the Director General of the Department, in addition to his responsibility as the Chief Investment Officer, managing the country's vast foreign assets. According to Dr. Alsweilem, the Investment Department at SAMA was able to manage risk effectively through prudent investment and efficient diversification among global currencies and instruments, with performance exceeding most sovereign funds. The Investment Department, he says, "managed to successfully overcome both the 1998 Asian crisis and the 2008 global financial crisis, to become by the end of 2012 the third largest holder of reserves after Japan and China, and the largest among all sovereign funds in the world." He is one of the longest serving and most successful sovereign investment practitioners, having held senior investment positions at SAMA for over two decades.

He was also responsible for the implementation of SAMA's monetary policy operations to ensure banking sector system liquidity and the strength and stability of the Saudi local currency. Additionally, since the start of the Sovereign rating process in Saudi Arabia more than ten years ago, Dr. Alsweilem was responsible for coordinating the country's efforts with major international rating agencies to highlight the Kingdom's financial strength and its social and political stability, resulting in the Kingdom of Saudi Arabia obtaining a distinguished high sovereign rating in the AA category.

In addition to his non-resident affiliation with Harvard Kennedy School's Belfer Center, Dr. Alsweilem is a board/investment committee member with several institutions. He is chairman of Ashmore Investment Saudi Arabia; an independent board member at Fajr Capital; a board member at Al Ra'edah Investment; and an investment committee member at the Arab Gulf Fund for Development (AGFUND). He is also Global Sovereign Wealth Funds (SWF) Advisor with Price Waterhouse Cooper (PWC).

At the Belfer Center, Dr. Alsweilem focuses on the study of sovereign wealth funds, with a particular focus on Saudi Arabia's reserve sovereign funds and their linkages to the real economy.

Dr. Alsweilem's research at the Belfer Center complements the theoretical work he did at Harvard's Department of Economics on portfolio theory approach to public

finance in Saudi Arabia and its application to the work he did at SAMA during the past 20 years.

Dr. Alsweilem was a lead author for three recent papers on sovereign funds models and institutions. Completed in April 2015, these include a report specific to Saudi Arabia titled A Stable and Efficient Fiscal Framework for Saudi Arabia: The Role of Sovereign Funds in Decoupling Spending from Oil Revenue and Creating a Permanent Source of Income. The three publications were published as joint reports by the Belfer Center for Science and International affairs and the Center for International Development (CID).

Khalid Alsweilem may be reached at khalid\_alsweilem@hks.harvard.edu.

ماجد علي القنديل

#### م. ماجد بن علي القنديل الجنسية : سعودي majidafz@gmail.com 05541060000 جوال

#### الهدف:

هو العمل في منصب قيادي في احدى الشركات الكبرى والتي من خلالها اقدم أفضل الخبرات الادارية والقيادية والفنية التي اكتسبتها من خلال عملي في شركات رائدة مختلفة في مجال الخدمات المالية، الانتمان، العمليات والادارة والاستثمار العقاري.

#### الكفاءات الأساسية:

- التمويل والادارة
- إدارة تطوير الأعمال
- م تأسيس انشطة جديدة
- إدارة المشاريع من الجانب المالى والاداري
  - مهارات ادارة الفريق
  - إدارة العمليات الشاملة
  - التحليل المالي وإعداد الموازنات
    - ه الدر اسات التسويقية والجدوي
      - م رضا العملاء
  - القيادة الفعالة والتركيز على العميل

#### المؤهلات العلمية:

- درجة الماجستير في الإدارة العامة جامعة مين ، الولايات المتحدة الأمريكية.
- « بكالوريوس في الهندسة الصناعية جامعة ميامي، الولايات المتحدة الأمريكية
- \* برنامج شهادة المصرفي لموظفي الانتمان البنكي (برنامج تدريبي مكثف لمدة أربعة أشهر) اكادمية ABN ، امستردام هولندا.

#### الخبرات المهنية والانجازات:

#### نائب الرئيس \_ شركة داماك العقارية ، الرياض من اغسطس 2014 حتى الان

#### ملخص المهام ما يلي:

- توفير القيادة والرؤية لشركة من خلال مساعدة مجلس الإدارة والموظفين مع وضع الخطط السنوية.
- إدارة العمليات اليومية للشركة من تخطيط وتوظيف وتنظيم ومراقبة العمل بالإضافة الى متابعة اعمال الفروع
  - تقديم توصيات بشأن الاستثمارات والاستراتيجيات النقدية
    - تقديم توصيات للفرص الاستثمارية العقارية
  - العمل بشكل يومي مع إدارة المشاريع في متطلباتهم اليومية
- متابعة جميع الخدمات اللوجستية لشركة من تراخيص واجراءات حكومية وقانونية بالإضافة الى تمثيل الشركة عند الجهات الحكومية وغيرها.

#### مدير عام - شركة كيانات للتطوير العقارى , الرياض يوليو 2012 الى يوليو 2014

شركة كيانات للتطوير العقاري ذات مسؤلية محدودة تأسست في عام 2012 ومقر ها الرياض برأس مال مستثمر يفوق المليار ربيل سعودي , وهي شركة متخصصة في تطوير المراكز التجارية , تسويق, تشغيل وادارتها . وتخطط الشركة في تطوير مراكز تسوقية كبرى على مستوى المملكة بناء على خطط التوسع المعتمدة من ملاك الشركة والذين يملكون الخبرة في مجالات مختلفة مثل تجارة التجزئة والترفية والفنادق والمطاعم بالإضافة الى قطاع المقاولات والتطوير العقاري .

#### اهم الانجازات خلال هذه الفترة:

- قمت بتأسيس الشركة من البداية من مرحلة استخراج السجل التجاري , متابعة الجهات الرسمية والقانونية , مروراً بتأسيس الادارات والاقسام الداخلية لشركة , وضع اللوئح والقوانين وسياسات الشركة والتوظيف وضلا عن اعداد جميع النماذج الادارية الداخلية وغيرها من الخطوات اللوجستية المهمة.
  - عملت بشكل فعال مع الادارة الهندسة لانهاء اجراءات رخصة البناء ومتطلبات هيئة تطوير مدينة الرياض لمشروع الشركة الاول.
  - ساهمت بشكل فعال مع شركة JLL المتخصصة بدراسة المشاريع العقارية الكبرى والتي نفذت
     الدراسة التسوقية والمالية للمشروع (دراسة الجدوى) من خلال ورشات عمل وجتماعات دورية.
- قمت بتعريف وتقديم الشركة الى البنوك المحلية من اجل الحصول على تسهيلات بنكية بالاضافة الى فتح قنوات مختلفة مع مطورين عقارين , مصممين, مكاتب هندسية واستشارية وشركات متخصصة في ادارة المشاريع.

#### مدير عام - شركة مساكن التسهيلات للتمويل العقاري - الرياض (مارس 2009 - يونيو 2012)

شركة مساكن التسهيلات هي شركة استثمار وتمويل عقاري تقدم تمويل اسلامي لشركات الصغيرة والمتوسطة الحجم والأفراد ذوي الملاءة المالية الجيدة بالاضافة الى الاستثمار في العقار المؤجر ذات الدخل السنوي. الشركة مملوكة من قبل شركة التسهيلات التجارية الكويتية وهي شركة مساهمة وشركة التسهيلات للتمويل العقاري (شركة شقيقة).

#### ملخص المهام كما يلي:

- ه إدارة العمليات اليومية بشكل عام وتيارات الإيرادات وهو المهام الرئيسي, قبل ذلك ومن خلال فترة التأسيس تم القيام بالمهام التالية:
  - القيام بأعداد جميع الخدمات اللوجستية باعتبارها شركة جديدة والتي تشمل التراخيص، الشئوون القانونية والحكومية، استراتيجية الشركة، نموذج اعمال الشركة، التوقعات المالية، ونموذج التشغيل وغيرها من إعداد مهام تأسيس الشركة.
    - ♣ القيام بأعداد در اسات في السوق السعودي عن التمويل العقاري
    - تطوير سياسة الاقراض التجاري الخاص بالشركة والأنظمة الداخلية.
    - إقامة علاقة مع المصارف ومؤسسة النقد وشركات التطوير العقاري ورجال الأعمال المحتملين.
      - المشارك في لجنة مراجعة جميع الوثائق والعقود الشرعية الخاصة بالشركة.

## نانب المدير العام التنفيذي للاستثمارات المحلية - شركة المملكة القابضة في الرياض (يونيو 2003 -- يناير 2009).

شركة المملكة هي واحدة من أكثر الشركات المعروفة محليا ودوليا. المجموعة لديها استثمارات في منات المشاريع في مختلف أنحاء العالم وفي انشطة مختلفة.

مسوليتي كانت محليه , كنانب المدير العام التنفيذي على جميع شركات المملكة المحلية ( مثل مركز المملكة التجاري , مدارس المملكة , مستشفى المملكة ومدينة المملكة ) من حيث المهام التنفيذية التالية :

- تحليل وتقييم أداء االشركات المذكورة ومراجعة تقارير العمليات والصيانة بشكل دوري.
- مراجعة التقارير المالية ومراقبة مصاريف التشغيل لضمان أن جميع الشركات العاملة ضمن الميزانية المعتمدة.
  - تحديد الأخطار القائمة والمحتملة من خلال استعراض وتقييم التقارير المالية والإدارية الأسبوعية.
    - « إدارة علاقات البنوك لضمان الحصول على التسهيلات الانتمانية والموارد المالية الكافية.
  - دارسة فرص عمل جديدة فضلا عن دراسات الجدوى بناء على طلب لجنة الاستثمار في الشركة.
  - تحسين السياسات و الإجراءات الداخلية لتسهيل و تسريع عملية الموافقة و مراقبة التكاليف و النفقات.
    - المشاركة في تعيين موظفى الإدارة العليا.
- ه تقييم مستوى رضا العملاء من خلال استعراض شكاوى وملاحظات العملاء لتأكد من تنفيذ الملاحظات بطرق
  - حضور اجتماعات مجلس الإدارة للشركات المذكورة أعلاه.

## مدير علاقات أول لتمويل لشركات - البنك السعودي الهولندي، مجموعة الخدمات المصرفية للشركات، (2000 -2003). المهام الرئيسية هي:

- م إدارة محفظة ائتمانية متنوعة من العملاء ذوي الملاءة المالية العالية مع إجمالي تسهيلات ائتمانية اكثر من 1.5 مليار ريال.
  - \* إدارة فريق عمل يتكون من مدير علاقات الشركات ومحللين ائتمانين ومسؤلى عملاء.
    - إدارة حسابات العملاء الكبيرة في خط مختلف الأعمال والانشطة.
  - اعداد تحليل البيانات المالية والتدفقات النقدية وتقديم التوصيات الى لجنة الائتمان التخاذ القرارات.
    - \* هيكلة التسهيلات الانتمانية لتتناسب مع متطلبات الائتمان الخاصة بالشركات الكبيرة.
      - ♣ تسويق وبيع المنتجات الاستثمارية والخدمات المصر فية الأخرى للعملاء.

### مدير علاقات تمويل الشركات - البنك السعودي الهولندي مجموعة الخدمات المصرفية للشركات، (1998-2000 ) المهام الرئيسية هي :

- إدارة محفظة انتمانية متنوعة من العملاء ذوي الملاءة المالية مع إجمالي تسهيلات انتمانية اكثر من 500 مليون ريال.
- إدارة علاقات ائتمانية للشركات من مختلف الإنشطة مثل المقاولات، والتجارة، والزراعة، والنقل، والترفيه، والعمليات والصيانة، فضلا عن شركات التصنيع.
  - تحليل البيانات المالية وإعداد العروض الائتمانة والتوصيات إلى اللجنة التنفيذية لاتخاذ قرار
    - إجراء التخطيط المالي وبيع المنتجات البنكية الاستثمارية المختلفة .
    - التسويق لعملاء جدد والمتابعة مع العملاء القائمين لضمان جودة الخدمة .
    - نشر وتحليل البيانات المالية الخاصة بعملاء الشركات وتقيمها والرفع بها الى الادارة العليا.

مساعد مدير علاقات تمويل الشركات- البنك السعودي الهولندي، مجموعة الخدمات المصرفية للشركات، (1997-1998). المهام الرئيسية هي:

- ه إدارة محفظة انتمانية من التسهيلات بأكثر من 100 مليون ريال سعودي (الشركات الصغيرة والمتوسطة)
  - مساعدة مديري العلاقات في إعداد مقترحات الائتمان.
    - التسويق لعملاء جدد وإدارة علاقات الائتمان.
      - « نشر و تحليل البيانات المالية.
      - \* فحص الائتمان وإعداد الاتفاقية النهائية.
  - ه تقييم مخاطر ائتمان العميل ومتابعة رصد وشروط الموافقة.

#### مدير منتج، البنك السعودي الهولندي، إدارة التسويق (1995-1997).

#### المهام الرئيسية هي:

- تحديد المنتجات البنكية الاستراتيجية وخطة خارطة الطريق لها.
  - إجراء أبحاث تسوقة وتحليل ودراسة المنافسين.
- تحديد متطلبات السوق المحلية للمنتجات البنكيي المستقبلية عن طريق إجراء أبحاث ودرسات تسوقية.
  - متابعة العملية التسوقية للمنتج من الفكرة إلى التنفيذ.
  - التنسيق مع الوكالات الإعلانية والعلاقات العامة والشركات التسوقية.

#### الدورات التدريبة:

خلال مسيرتي المهنية، حضرت العديد من الدورات التدريبية وورش العمل محليا ودوليا والتي تغطي مجالات مختلفة في الإدارة والمالية والتسويق وإدارة المشاريع والمهارات الشخصية، كما موضح على النحو التالي:

- التسهيلات الائتمانية وتمويل المشاريع
- ادارة العمليات والمرافق (دورة المهارات الأساسية)
  - الإقراض والمنتجات الإسلامية.
  - التحليل المالى وتفسير البيانات المالية.
    - التسويق والتخطيط
    - تحليل التدفق النقدي (دورتين)
      - المحاسبة (دورتين)
      - مهارات التفاوض الفعال
  - تسويق وبيع المنتجات والخدمات الاستثمارية
    - كيفية تدريب المدربين
      - التأجير
      - إدارة المشروع
      - الادارة والقيادة
      - مهارات العرض

#### المراجع ومزيد من التفاصيل:

متوفرة عند الطلب.

محمد حسين المنديل

#### PERSONAL DETAILS

NameMohamed ALMANDEELMarital StatusMarried (Four Childs)AddressP.O. Box 80586, Bahrain

Tel (Bahrain)(+973) 3688.7282Tel (Saudi)(+966) 56.938.7282Tel (UK)(+44) 745.204.1245Fax (email)(+973) 1369.7282

**Nationality** Bahraini

E-mail mhmandeel@gmail.com

#### **PROFILE**

- Has a strong desire for career advancement, welcomes all new challenges and responsibilities
- Communicates effectively at all level in both Arabic and English and computer literate
- Has the ability to evaluate investment projects, alternatives, plans, schedule and allocate resources
- Has the ability to manage projects (investment and non-investment), portfolios and work teams
- Good knowledge of risk and credit analysis, company valuation, feasibility studies preparations, market and investment researches
- Full knowledge of all financial instruments and markets including money and capital markets
- Familiar with Reuters and Bloomberg market information systems

#### **ACADEMIC QUALIFICATIONS**

University College of Bahrain, 2001-2006, Master of Business Administration

University of Bahrain, 1994-1995, B.Sc. in Accounting

University of Bahrain, 1991-1993, Diploma in Accounting Science

Ministry of Education, 1990, High School Diploma

#### PROFESSIONAL QUALIFICATIONS

#### **Certified Internal Auditor (CIA®)**

Institute of Certified Internal Auditors (IIA)

Web address: www.theiia.org

#### **Certified Business Manager (CBM®)**

Association of Professional Business Managers (APBM)

Web address: www.cbmexam.com

#### **Certified Management Accountant (CMA®)**

Institute of Certified Management Accountants (ICMA)

Web address: www.imanet.org

#### **Certified Financial Manager (CFM®)**

Institute of Management Accountants (IMA)

Web address: www.imanet.org

#### **WORK EXPERIENCE**

ManCapita (Bahrain)

Mandeel Associates (UAE)

Najed Partners (Saudi) Jan. '07 Present

Title: Managing Partner

The tasks included:

- Corporate restructuring advisory
- Business development advisory
- Project management
- Idea grooming, feasibility and execution

#### **CapiVest Investment Bank**

Oct. '04 Dec. '06 Dec. '06 Title: Business Development Advisor Jul. '06

The tasks included:

- Redeveloping the bank's trading business
- Creating and growing the concept and mission
- Realign the business relations of the trading concept
- Creating and branding the concept
- Writing the complete business plan, deploying and implementing it

#### Reviewing Title: Group Financial Controller

Oct. '04 Iul. '06

Generally CFO related tasks and duties including:

- Special Project (KFI's Capital Increase):
  - o Redefining and re-branding of KFI's as an Islamic investment bank, with Vahid Associates
  - o Architecting the strategic vision, drafting the business plan and simulating the financial projections

- o Performing the corporate valuation along with KPMG Financial Services
- o Performing the financial due diligence along with PWC Assurance Services
- o Performing the legal due diligence with Qays Al-Zua'abi
- Finalizing the private placement memorandum and obtaining the approvals for the capital increase from the AGM, EGM and the authorities
- o Performing the capital increase
- Developing and writing the overall bank policies and procedures
- Business process reengineering
- Selection and implementation of the ERP and CRM systems (Microsoft Great Plains)
- Reviewing the investment modeling and PPMs
- Running the CFO functions of the bank, its subsidiaries and affiliates
- Leading some investment products feasibilities and projections
- Establishing the credit and risk functions to comply with Basel II
- Coordinating the auditing and consulting jobs for the bank, its subsidiaries and affiliates
- Participate in product creation, development and placement

#### Yokogawa Middle East EC (Bahrain)

Mar. '03

Sep. '04

#### Title: Finance Department Manager

Generally CFO related tasks and duties including a business process reengineering project of the finance and account functions, job description includes but not limited to the followings:

- Project cost management
- Corporate reporting to headquarter
- Running the regional treasury function
- Redefining the finance function and creating the financial architecture
- Selecting and implementing the ERP system (Microsoft Great Plains)
- Preparing the Kaizan Budgeting (Continues Budgeting)
- Projecting Financial and non-financial forecasts
- Preparing the economic feasibility of business expansions
- Engineering the business taxations
- Risk Management and Credit Analysis

#### The Saudi British Bank (Khobar - Saudi Arabia)

Sep. '00

Mar. '03

*Title: International Equities Team Leader - Eastern Province (Investment Banking Group)*Contributes to the increase of the Bank's profitability by dealing in risk free international equity professional brokerage services, marketing for fresh business and assessing market environment of International equity investment clients.

## International Consultants (Bahrain, Riyadh, UK and USA) Jun. '96 Title: Senior Consultant Jul. '00

- Project leader of investment software selection and implementation for one of the banks in Saudi Arabia, it included business analysis, risk management, business process reengineering, RFI, RFP, score cards preparation, selection, contract negotiation, and implementation. (Globus Core Baking System)
- Pre-IPO corporate private placements
- Participate in the preparation of the red-hearing document
- Consultant on the Bahraini Labor Market Information System Managed by UNDP
- Consultant on the establishment of an Investment Bank in Bahrain (\$10m project)
- Consultant on the establishment of Islamic Life Insurance Company (\$10m project)

- Consultant on the valuations of several privately held companies and the private placement accusation transactions thereafter
- Investment portfolio risk analysis and exposure setting (equities, fixed income and currencies) - tailored as per client risk tolerance
- Discretionary equity portfolio management (\$ 20m)
- **Special project:** consultant on the feasibility study and the syndication program of Palemira Grains Free-zone (Paraguay-\$ 170m)

#### Bahrain International Bank (BIB-Bahrain)

Jan. '95

May '96

#### Title: Accountant (Financial Control)

- General bookkeeping tasks
- Participating in the preparation of the quarterly and weekly financial statements
- Participating in managerial reports (inter-bank lending and pricing, subsidiaries performances, cost of capital, subsidiaries and investments funding)
- Interest rate CAP and SWAP reports (P&L and amortization)
- FX positions P&L and exposures follow-up
- Nostro/Vostro reconciliation

#### **Bahrain Automobile Association (BAA-Bahrain)**

Feb. '90

Oct. '94

#### Title: Accountant

- General bookkeeping tasks
- Preparation of financial and managerial reports
- Performing the inter-branch reconciliation
- Managing the investment portfolio

#### **COURCES ATTENDED**

**Technical Analysis** 

**HSBC** Group Internal Compliance

Customer 1st

Balanced Scorecard Workshop

Equity Portfolio Management

Investment Accreditation Executive Induction Course

Bank Compliance

Accounting Principles (I)

Accounting Principles (II)

**Novell Networking** 

Insurance Diploma

DC Gardner Training (London)

the Saudi British Bank (HSBC Course)

the Saudi British Bank (HSBC Course)

the Saudi British Bank (HSBC Course)

DC Gardner Training (London)

the Saudi British Bank (HSBC Course)

the Saudi British Bank (HSBC Course)

the Saudi British Bank (HSBC Course)

Bahrain Institute of Banking and Finance

Bahrain Institute of Banking and Finance

**Informatics** 

Bahrain Institute of Banking and Finance

#### **MAJOR PROJECTS & ARTICLES**

- Zayed Global City (UAE) project idea and execution
- The Energy Capital (Saudi) project idea and execution
- CapiVest Capital Increase Project
- CapiVest Business Process Reengineering

- Yokogawa Middle East Finance and Accounting Business Process Reengineering
- Efficient Market Hypothesis and the September 11<sup>th</sup> (University of Bahrain Paper)
- Investment Management System selection and implementation (International Consultants)
- Bahraini Labor Market Information System Project (UNDP-MOSLA)
- Valuation of Islamic Life Investment Funds (International Consultants)
- Gulf Investment Funds Evaluation (International Consultants)
- Performance of Offshore Banking Units (OBUs) in Bahrain (University of Bahrain Paper)
- Annual reports presentation of Gulf Cooperation Council public banks (University of Bahrain - Paper)

#### **REFERENCES**

Available upon request

خالد يوسف جناحي

#### Khalid Abdulla-Janahi

Mr. Janahi has more than 30 years of banking experience.

He is Group Chief Executive Officer of Dar Al-Maal Al Islami Trust (DMI Trust), Chairman of Faisal Private Bureau (Switzerland), DMI Administrative Services, Islamic Investment Company of the Gulf (Bahamas) Ltd., Solidarity Group, Naseej and Ithmaar Development Company, Bahrain.

He is also the Chairman of the Executive Committee and Member of the Board of Saudi Takaful Company, Saudi Arabia.

Mr. Janahi is a member of the Board of Faisal Islamic Bank of Egypt and the Centre for International Business and Management (CIBAM) at the University of Cambridge.

He had earlier served as Chairman of the Board of Directors of First Leasing Bank, Bahrain; Chairman of the Executive Committee of the Bank of Bahrain and Kuwait; a Member of the Economic Development Board of Bahrain; Chairman of the Executive Committee of the Board of Directors of Faysal Bank Limited [Pakistan]; and Vice Chairman of the Arab Business Council, as well as a Member of the Board of the Bahrain Stock Exchange, the Accounting and Auditing Standards Board for Islamic Banks and Financial institutions, the Bahrain Academic Qualification Accreditation Committee and the Public Accounting Standards Setting Committee in Bahrain.

He holds a Bachelor of Science degree in Computer Science & Accountancy from the University of Manchester, UK; and is a Fellow of the Institute of Chartered Accountants in England and Wales.

خالد عبد الله جناحي

عضو تنفيذي

تم انتخابه في 11 مايو 2006 و28 مارس 2010 و31 مارس 2013 (تمت موافقة مصرف البحرين المركزي في 9 مايو 2013)

لدى السيد جناحي خبرة عملية تزيد على 28 عاماً في القطاع المصرفي، وهو يشغل منصب الرئيس التنفيذي لمجموعة دار المال الإسلامي ترست. كما أنه يشغل منصب رئيس مجلس إدارة مكتب فيصل الخاص بسويسرا ودار المال الإسلامي للخدمات الإدارية والشركة الإسلامية الخليجية (باهاما) المحدودة ورئيس مجلس إدارة مجموعة سوليدرتي وشركة نسيج وشركة الإثمار للتطوير في البحرين. وهو أيضاً رئيس اللجنة التنفيذية وعضو مجلس إدارة شركة التكافل السعودية، المملكة العربية السعودية. كما أن السيد جناحي عضو في مجلس إدارة مصرف فيصل الإسلامي بمصر والمركز الدولي للأعمال والإدارة في جامعة كامبريدج.

وقد كان السيد جناحي سابقاً عضو مجلس إدارة بنك الإجارة الأول، البحرين، ورئيس اللجنة التنفيذية في بنك البحرين والكويت وعضو في مجلس التنمية الاقتصادية البحرين ورئيس اللجنة التنفيذية في مجلس إدارة بنك فيصل المحدود (باكستان) ونائب رئيس مجلس الأعمال العربي، كما كان أيضاً عضو مجلس إدارة كل من سوق البحرين للأوراق المالية وهيئة المحاسبة والمراجعة للمؤسسات المالية الإسلامية ولجنة اعتماد المؤهلات العلمية البحرينية ولجنة إعداد معايير المحاسبة العامة في البحرين.

أشرف عدنان بسيسو

#### Ashraf A. Bseisu

#### **PROFILE**

An seasoned, dynamic executive with a unique blend of global business and cultural exposure; and of solid educational, professional, and personal skills. An articulate and confident communicator with strong commercial focus, analytical ability, and strategic vision. Strength lies in ability to acclimate and realize in challenging, dynamic, multifaceted operating environments.

#### **EDUCATION**

#### The London School of Economics, UK - October 1992

 Master of Science in Analysis, Design, and Management of Information Systems – Class Honors

#### Southern Methodist University, USA - May 1989

 Bachelor of Science in Civil Engineering with minor in Applied Mathematics & Finance – Cum Laude Honors

#### PROFESSIONAL EXPERIENCE

#### SOLIDARITY GROUP HOLDING COMPANY (B.S.C.) (c)

The largest global takaful / Islamic insurance operator with an authorised capital of US\$ 500 million and fully paid up capital of US\$ 220 million. Based in Bahrian with a rich and diverse network spanning the Middle East, Far East, and Europe

#### August 2006 – to date Group Chief Executive ← Deputy CEO ← GM

- Heading the Group Executive Management team and responsible for the overall management and strategic direction of the Group and its underlying businesses.
- In charge of the entire Group operations with emphasis on Takaful/insurance activities, ventures & acquisitions, fund management & investments, Group corporate management and services.
- Member of the Board of Directors on numerous group realted subsidiary / associate companies.

#### TRUST INTERNATIONAL INSURANCE COMPANY (B.S.C.) (c)

A dynamic Insurance / Reinsurance operator in the regional and international arena, with an equity base of over US\$ 250 million. Based in Bahrain, its network of Group companies spans the U.S., Europe, the Far East, and the Arab World.

1999 - July 2006 Chief Financial & Administrative Officer

1998 - 1999 Head of Strategic Planning & Investments

#### ARAB INSURANCE GROUP (ARIG)

The Arab World's largest insurance group with annual turnover of over US\$ 250 million, Shareholders' equity of US\$ 250 million and total assets of approximately US\$ 1,500 million.

1997-1998 Deputy General Manager
Arab Jordanian Insurance Group Plc. (AJIG)

On secondment from the Head Office to provide support in the setting up of the company's subsidiary in Jordan (greenfield start-up).

1993 - 1997 Manager, Planning & Strategic Investments

1989 - 1992 Assistant Underwriter

#### **BMB INVESTMENT BANK**

One of Bahrain's principal offshore investment banks with representation in major financial centers around the world.

1987 - 1988 Executive Trainee

#### PROFESSIONAL & ACADEMIC AFFILIATION

- Chairman of the Arab War Risk Insurance Syndicate (AWRIS), the leading pan-Arab syndicate with over 20 countries represented by over 200 companies.
- Past Chairman of the Board of Directors, Bahrain Insurance Association, the federation body representing all insurance related entities operating in Bahrain.
- Past President of the General Arab Insurance Federation, the body representing all insurance related entities in the Arab world.
- Member of the Executive Council, The GCC Insurance Federation, the body representing all insurance related entities in the Gulf Cooperation Council (GCC).
- Chairman of First Insurance Company (Plc), a Jordanian public listed company, top 5 player in the market with one of the largest capital bases in the market.

- Chairman of Solidarity Egypt Takaful Company. A Cairo based operation focusing on the development of the Life/Family Takaful business in Egypt.
- Chairman of Solidarity Takafol S.A., Luxembourg based company operating in the European Union as the only Takful licensee in the EU.
- Member of the Board of Directors, MAA Takaful Berhad, one of Malaysia's leading Takaful operators, capitalized at over US\$ 35 million.
- Member of Bahrain's Specific Council for Vocational Training (Banking Sector), a Government body in charge of overlooking professional & vocational training for the Banking and Insurance Sectors.
- Member of the Board of Directors and Chairman of the Remuneration Committee of the Bahrian Insitue of Banking & Finance (BIBF), the region's leading professional development & educational body in the financials services field.
- Member of the Board of Trustees of the Human Resources Development Fund of Bahrain, a Government sponsored body focusing on skills & professional development in the financial services industry.
- Member of the Cabinet appointed National Committee for the Development of Expatriate Health Insurance Scheme, Bahrain.
- Visiting lecturer at the College of Business Administration, University of Bahrain & Lecturer at the Amman Business Institute, Jordan.
- Associate Member of the Chartered Insurance Institute, U.K.
- Associate Member of the American Institute of Management Accountants.
- Member of the International Insurance Society, U.S.A.
- Member of the International Who's Who Society, U.S.A.
- Member of the Chartered Institute for IT, UK.
- Associate of the American Society of Civil Engineers.
- Member of the Bahrain Society of Engineers.

#### PERSONAL DATA

Nationality: Bahraini

Marital Status: Married

Languages: Fluent in Arabic, English, and French

Interests: Enjoy sports, music, travel, and quiet reading

#### **CONTACT INFORMATION**

محمد عبدالعزيز عبدالدائم

#### Mohammed Abduldayem

Villa # 1569, Road 5713, Amwaj Island, Kingdom of Bahrain, + 973 3333 7767 & +966-5-55838936

<u>Abduldayem@gulfenergy-int.com</u>

<u>Abduldayem1@gmail.com</u> <u>mabduldayem@sanad.com.sa</u>

#### **Experiences:**

#### **SANAD Insurance Cooperative**

Board Member (2015- 2106) Riyadh

#### **Gulf Energy SAOC 2104 - present**

Area Manager, Gulf Region (KSA, KUWAIT & BAHRAIN)

Gulf Energy SAOC: Sept 2014- present

Alkhobar

#### WEATHERFORD Int. 2007-2014

Area Manager, Gulf Region

Date of Employment: February 2011 - August 2014

Weatherford Al-Khobar

#### General Manager - Business Development

Date of Employment: September 2008 - February 2011

Weatherford

Al-Khobar

#### **Business Development Manager**

Date of Employment: September 2007 - September 2008

Weatherford Al-Khobar

#### Saudi Aramco 1998-2007

#### **GOSP Foreman**

Date of Employment: January 2007 - September 2007

Saudi Aramco

Abgaig

#### **Senior Production Engineer**

Date of Employment : Saudi Aramco Abqaiq

#### **Drilling & Work-over Engineer**

Date of Employment: January 2005 – December 2005

Saudi Aramco

Dhahran

#### **Production Engineer**

Date of Employment: January 2003 - December 2004

Saudi Aramco

Abgaig

#### **Production Engineer (Ghawar Field)**

Date of Employment: August 1998- January 2001

Saudi Aramco Udhailiyah

#### **Academic Education**

Dates of Attendance: June 2009 Open University of Malaysia

Master in Business Administration

Dates of Attendance: May 1999

Montana Tech of University of Montana Butte, MT

Bachelor of Science - Petroleum Engineering, GPA 3.00

Minor in Mathematics

#### Courses

- Effective Supervisors Course.
- Strategic Management.
- Managerial Finance Course.
- Sand Control Technical Course.
- 7 habits for highly effective people.
- Work-over & Well Completion
- Well Testing
- Basic Biology
- Brainstorming & Promoting Creative Thinking
- Proactive Approaches to Stop Negativity

- Coil Tubing Application
- Production Logging
- ESP Course
- CPR
- First AID Training
- Time Management
- Custody Transfer & Royalty Measurement
- PI Oil System Applications
- Preparing to Write Effectively to Your Audience
- Seven Habits of Highly Effective People

- Artificial Lift Systems
- Root Cause Analysis
- Economics for Managers
- Essential Finance
- Project Management
- Management development Program
- Enterprise Excellence Training
- Couching Skills

- Effective Supervisor Course
- NMR Logging
- IT For effective Managers
- Organizational Behavior
- Strategic Leadership
- Performance Tracking Program
- Negotiation Skills

#### **Skills and Personal Competencies**

#### Languages:

- o Arabic: Mother Language.
- o English: written and spoken very fluently.

#### Computer Proficiency:

- o Proficient with Microsoft Word, Excel, Power Point.
- Good working Ethics.
- · Outstanding management skills.
- Capability to drive employees for results
- Excellent interpersonal communication skills.
- Excellent communication skills, both oral and written
- Excellent organizational/administrative skills
- · Excellent human relations skills.
- Healthy Attitude toward work.
- · Board Member of the SPE Saudi Arabian Section.

علي عادل الوزني

### C.V.

Dr. Ali A. Al-Wazani

P.O.Box: 143609

Amman 11844, Jordan Mobile: +962795659452

E-mail: a.wazani@firstinsurance.com

#### **Education & Memberships:**

- PhD, Marketing
   "Relationship Marketing: The Requirements and Outcomes of Relationship Quality between Insurance Companies and Insurance Intermediaries in Jordan"
   Amman Arab University
- □ MBA University of Jordan, 1997
- B.Sc. Accounting /Business Administration, University of Jordan, 1993.
- □ ACII (Associate of the Chartered Insurance Institute ) London Chartered Insurer
- Member of the Management Committee Representing Jordan Insurance Companies Motor Accidents Compensation Fund Insurance Commission
- ☐ Member of the Jordan Chartered Insurance Institute Advisory Board
- □ Member of Chartered Insurance Institute, London

#### Work Experience:

□ 2010- currently:

**CEO** 

First Insurance Company (FIC) Takaful Operator, Amman – Jordan

**2000 - 2008:** 

**Deputy General Manager** 

Arab Orient Insurance Company (AOIC) Conventional Insurer Amman – Jordan □ January 1999- July 2000:

Lecturer

Al Zaytoona Jordan University Faculty of Business Administration

□ April 1994-Jan1999

Credit Officer Financial Analyst Arab Bank plc, Jordan

□ April 1993 – April 1994

Accountant

Group Medical and Life

(JOFICO)

عبدالإله إبراهيم القاسمي

### Abdulellah Ebrahim Al Qassimi Kingdom of Bahrain



Abdulellah Ebrahim Al Qassimi is currently on the board of a number of organisations:

Tamkeen (Labour Fund)

Bahrain Development Bank

Ithmaar bank

Solidarity Holding Group

Naseej

Durrat Resort Management Company.

Al Qassimi plays a strategic and active role in the labour market reform programme that was initiated as part of Bahrain's Economic Vision and continues to be strategically instrumental within the various appointments and roles taken up. He brings a wealth of public and private sector expertise in labour market policies and reform, management, training, market research and assessment, engineering, and health facility planning.

Prior to his retirement from the public sector, Al Qassimi's most recent position was Chief Executive of Tamkeen. Previously he was the Assistant Undersecretary for Training at the then Ministry of Labour and Social Affairs, in addition to Director of Engineering and Maintenance at the Ministry of Health. Al Qassimi also founded the Savings and Lending Co-operative Society at the Ministry of Health. He was formerly Chairman of Bahrain Training Institute (BTI), and was a board member of Bahrain Society of Engineers.

Al Qassimi has a Bachelors degree in civil engineering and a Masters degree in Health Facility Planning both from the University of London.

#### ABDULELLAH EBRAHIM AL-QASSIMI

Date of Birth: 12th December 1954

Marital Status: Married Nationality: Bahraini

Contact Details: aqassimi00@hotmail.com

Address: P.O. Box 5597, Manama, Kingdom of Bahrain

#### **Professional Career:**

Jan 2007 – May 2010 – Chief Executive, Labour Fund (Tamkeen):

Tamkeen is a semi government organization established in June 2006. Tamkeen has two main objectives. To make Bahrainis employees of choice via nation-wide training initiatives that aim at up-skilling both labour market entrants as well as private sector employees. The second objective is to make the private sector the engine of economic growth which entails national schemes that aim at enhancing the productivity of companies by offering diverse solutions with a great focus on consultation, facilitating financing, resource grants and the provision of skills development for their local workforce as well as their own capabilities of running their business in a more effective and efficient manner. Tamkeen since its inception to date, has made a major impact in the country's economy as it has trained over 25,000 individuals and supported over 5000 companies. I consider this to be one of my greatest achievements, since the model of Tamkeen is very unique on an international front and it managed to attract the highest caliber in the kingdom who created a strategy that Bahrain had never witnessed previously since many of the solutions were pioneering and thus greatly benefited both Bahraini individuals and establishments.

September 2005 – January 2007- Deputy Chief Executive Officer – Labour Fund Project, Bahrain Economic Development Board (EDB)

- In my tenure, I was given the responsibility to establish the Labour Fund (Tamkeen).
- Prior to that task, I was a key member of the task-force that was created by Bahrain's Economic Development Board to steer the Labour Market Reform Project in Bahrain since its inception in January 2004.
- As a founding member in charge, I was personally responsible and involved in the resourcing of all kinds, and the preparation of all related administrative systems infrastructure be it in the aspects of HR, Finance, Corporate Governance and IT.

April 2001 - September 2005 - Assistant Undersecretary for Training - Ministry of Labour and Social Affairs

- As a regulator and policy maker at the Ministry, my function was to overlook all training and human resources development activities in the private sector in Bahrain.
- Developed related policies and by-laws and ensuring their implementation by employers and employees.
- Was Chairman of the Bahrain Training Institute, the Kingdom's largest vocational institute which serves over 3500 full-time trainees and over 3000 part-time trainees in all fields of studies. It employs over 400 highly qualified staff members; many of them hold Masters and PhD Degrees.
- Was tasked to ensure proper administrative management and functioning of the High Council for Vocational Training (HCVT), which is chaired by the Minister of Labour, and the 6 Specific Vocational Councils (in the sectors of Retail, Industry, Banking & Finance, Hospitality, Construction and ICT).

October 1978- April 2001- Director of Engineering and Maintenance – Ministry of Health:

- In the last 12 years of my tenure at the Ministry, I was the Chief Engineer and Director of Engineering and Maintenance. (First Bahraini to be appointed in this position)
- Responsibilities involved the execution of all the Ministry's major projects and the maintenance of all facilities under the Ministry like hospitals, health centers, clinics and office blocks, in addition to equipment & machinery.
- The Directorate had over 400 staff, mainly highly qualified engineers and technicians.
- During my tenure, the first health facilities strategy in Bahrain and the region was developed.

#### Achievements:

#### Labour Market Reform Project

This project was the brainchild of HRH the Crown Prince. I was privileged to be a key member of the task-force that was established by HRH to work on reforming the labour market and the country's workforce (local and foreign). The 2-year project created the biggest and most important and remarkable change in Bahrain labour market and the economy in general. 2 organizations (The Labour Market Regulatory Authority (LMRA) and the Labour Fund (Tamkeen) were established to ensure implementation of the proposed changes and development of the labour market, businesses and both local and foreign workforces.

#### Bahrain National Employment Project, 2001

This project ran in 2001 with a budget of BD 25m and for a period of 2 years under my direct responsibility. This project constituted various sub projects, each of which targeted different segments of job seekers (i.e. university graduates, secondary school graduates & drop outs, the disabled and women). Upon the completion of the Project, we had managed to employ, as well as enhance the employability, of over 10,000 Bahrainis.

#### National Education and Training Reform Project, 2006

This is one of the Reform projects that took place under the supervision of the Economic Development Board. It is headed by HH the Deputy PM. Three groups of experts in this field mainly from the 3 subsectors being Higher Education, Schools and Vocational Education and Training (VET), were formed to analyze the whole education and training systems in the country and propose solutions and recommendations to, revolutionize and reform the education and training. I was a member of the VET Group. Because of the recommendations made from the Groups, many major and important changes were made in the education and training sector in Bahrain. New organizations were established and now fully operational, such as the Quality Assurance Authority for Education and Training (QAAET), Bahrain Polytechnic, Bahrain Teachers College in addition to major revamps in schools and their curricula via Apprenticeship schemes and other School Improvement programmes.

#### Formation of 4 new Specific Councils for Vocational Training (SCVT), 2001

As AUS at the Ministry of Labour, I was made responsible to establish in 2001 4 new SCVT offices and Boards, as there were only 2 (Hospitality and Banking & Finance) existed before 2001. However by 2002, 4 new councils were created in Retail, Industry, Construction and ICT. This involved training, developing and employing local workforce and enhancing their skills and employability.

#### Bahrain Qualifications Framework Project, 2009

This is a project that was initiated in 2009. I was the Chairman of the Steering Committee of this major project since inception. Upon its completion by the end of 2011, the project will be implemented and thus the Steering Committee shall transfer its achievements to the implementing agency. Bahrain now has the seeds and beginnings of its own qualification framework and thus will be a leader in MENA region in the education and training field. My direct involvement was in setting plans for the development stage approach and deliberations, approving policies procedures and the framework architecture and functionalities. The 10-member Steering committee consisted of leading stakeholders in the Kingdom including government and major private sector representatives.

#### Education

- 1998, Executive Management Programme, Federal Executive Bureau, Virginia, U.S.A
- 1994, Diploma in Health Care Management, RCSI (Royal College of Surgeons in Ireland), Bahrain.
- 1991, MSc, in Health Facility Planning, University of North London, UK.
- 1981, BSc in Civil Engineering, Queen Mary College, University of London, UK.

#### Memberships and Affiliations

- Board Member of Tamkeen
- Board Member of Bahrain Development Bank B.S.C. (Closed), and member of the Audit Committee since 2008
- Member of the Committee for HRH Shaikha Sabika Prize for Women Empowerment (Supreme Council for Women, SCW), since its inception in 2008
- Member of the Committee for the Awards of Women Entrepreneurs, under the Patron of HRH Shaikha Sabika E Al Khalifa (SCW), 2012

- Former Chairman of Bahrain Qualifications Framework Steering Committee, since 2009
- Board Member of American Mission Hospital Association, since 2000
- Chairman, Steering Committee of Career Expo (largest and oldest career expo in Bahrain) since 2004
- Former Board member of Bahrain Society of Engineers
- Founder and former Board member of Bahrain Consumer Protection Society
- Founder and former Chairman of the Saving and Lending Co-operation Society (Ministry of Health)
- Board Member of Solidarity Group Holding B.S.C. (Closed)
- Board Member of Durrat Resort Management Company W.L.L.
- Board Member of Naseej B.S.C. (Closed)

#### Abdulellah Ebrahim Al-Qassimi

#### Independent, Non-Executive Board Member

Appointed 15 July 2012 and Elected 31 March 2013 (approved by the CBB on 9 May 2013)

Mr. Al-Qassimi has more than 31 years of diversified management experience.

His previous positions include Chief Executive of the Labour Fund (Tamkeen), from which he resigned in May 2010, Deputy Chief Executive Officer of Labour Fund Project at the Bahrain Economic Development Board, Assistant Undersecretary for Training at the Bahrain Ministry of Labour and Social Affairs, Director of Engineering and Maintenance at the Bahrain Ministry of Health. He has also served as the Chairman of the Bahrain Qualifications Framework Steering Committee and the Steering Committee of Career Expo and was a Board member of the Bahrain Society of Engineers and the Bahrain Consumer Protection Society.

He is currently a Member of the Board of Ithmaar Bank, Tamkeen, Solidarity Group Holding, Durah Resort Management Company, Naseej BSC, Faysal Bank Limited (Pakistan) and the Bahrain Development Bank, , as well as a Member of the Committee for HRH Princess Sabeeka bint Ibrahim Al Khalifa's Award for Women Empowerment (Supreme Council for Women, SCW).

Mr. Al-Qassimi holds a BSc in Civil Engineering from Queen Mary College, University of London, UK, and MSc in Health Facility Planning from the University of North London, UK, and a Diploma in Health Care Management from the Royal College of Surgeons in Ireland, Bahrain.

عبدالإله إبراهيم القاسمى

عضو مستقل غير تنفيذي

تم تعيينه في 15 يوليو 2012 وانتخابه في 31 مارس) 2013 تمت موافقة مصرف البحرين المركزي في 9 مايو (2013

يمتلك السيد القاسمي خبرة تزيد على 31 عاماً في الأعمال الإدارية المتنوعة .وقد شغل السيد القاسمي سابقاً منصب الرئيس التنفيذي لصندوق العمل) تمكين(، حيث استقال من هذا المنصب في مايو .2010 وكان نائب الرئيس التنفيذي لمشروع صندوق العمل في مجلس التنمية الاقتصادية والوكيل المساعد لشئون التدريب في وزارة العمل والشئون الاجتماعية ومدير قسم الهندسة والصيانة في وزارة الصحة .وقد شغل أيضاً منصب رئيس لجنة إطار المؤهلات البحرينية واللجنة التنظيمية لمعرض المهن وقد كان عضواً في جمعية المهندسين البحرينية وجمعية حماية المستهلك البحرينية.

وهو حالياً عضو في مجلس إدارة تمكين ومجموعة سوليدرتي القابضة وشركة إدارة منتجع الدرة درة، و شركة نسيج و بنك فيصل المحدود بباكستان وبنك البحرين للتنمية .كما أنه عضو في لجنة جائزة صاحبة السمو الملكي الأميرة سبيكة بنت إبراهيم آل خليفة لتمكين المرأة البحرينية) المجلس الأعلى للمرأة .(

يحمل السيد القاسمي شهادة البكالوريوس في الهندسة المدنية من كلية كوين ماري، جامعة لندن في المملكة المتحدة وشهادة الماجستير في تخطيط المرافق الصحية من جامعة نورث لندن بالمملكة المتحدة وكذلك حاصل على الدبلوم في إدارة الرعاية الصحية من الكلية الملكية الإيرلندية للجراحين في البحرين.

عباس عبدالمحسن رضي

#### **CURRICULUM VITAE**



Name:

ABBAS A M AL RADHI

Overview:

Abbas is a former Partner and Deputy Chairman of BDO Public Accountants (Bahrain, Qatar and Oman). Abbas has more than 30 years of experience in auditing major public and private sector organisations including some of the largest organizations in Bahrain, Qatar and Oman. Abbas has also gained significant experience working in various parts of the GCC and internationally (including the USA and the UK). Specific fields of experience and expertise include:

- Significant experience auditing and advising clients in the financial services sector.
- Extensive experience working with and advising clients in the Government Sector in Bahrain. A strong knowledge of the accounting systems used within the government sector in Bahrain.
- Significant experience working with organisations in Bahrain including trading houses, large businesses and government institutions.
- Serving as the Risk Management Partner on a number of high profile audits in order to ensure that a robust and high quality audit is delivered.
- Current International Financial Reporting Standards.
- Risk Management practices.
- Corporate Governance best practices including the Bahrain Corporate Governance Code.
- Managing the audits of financial institutions, quasigovernmental organisations and local trading companies.
- Current Internal Audit best practices.
- Corporate Finance including the flotation of public share holding companies.
- Company registration and the optimisation of corporate structures.
- Trademark registration and the protection of intellectual property.
- Expertise in forensic auditing and fraud protection/detection.

Over the past 15 years, Abbas has lead assignments with numerous government organisations including the Ministry of Works, the Ministry of Information, GOSI, the Pension Fund Commission, the Ministry of Housing, the Ministry of Municipalities, the Electricity and Water Authority, the Ministry of Agriculture and Fisheries and the Ministry of Industry and Commerce.

Abbas has also lead audits and assignments in the energy sector including working with Bapco, Banagas and Noga Holdings.

Through his development and business activities, Abbas has registered a number of new international companies in

Bahrain and the Gulf and has attracted a number of new businesses to Bahrain.

Abbas also continues to play a key role in the development of the accounting and auditing profession in the Kingdom of Bahrain. He is a member of several institutions and sits on the board of several of these. Abbas played a leading role in contributing to the Corporate Governance Code of the Kingdom of Bahrain.

Abbas has degrees up to Masters Level and holds several professional certifications and memberships. He has also maintained and enhanced his skills through attending regular courses in various relevant topics.

#### **Clients Served**

Abbas has served numerous key public and private companies in the region in various capacities as well as numerous government institutions. Notable companies that Abbas has worked with include:

- Arab Ship Building & Repair Yard
- Bahrain Petroleum Company
- Bahrain Aluminium Company (ALBA)
- National Bank of Bahrain
- Bank of Bahrain & Kuwait
- Al Ahli Commercial Bank
- Citibank and Chase Manhattan Bank
- Gulf Air
- Ministry of Electricity and Water
- Ministry of Transportation
- Ministry of Commerce
- Civil Service Bureau
- Ministry of Justice
- Qatar National Bank
- Oatar Islamic Bank
- Oatar Islamic International Bank
- Qatar International Bank
- Commercial Bank of Qatar
- Qatar Electricity Company
- Qatar Steel Company
- Ras Gas
- Exxon Mobil

#### Qualifications:

Certified Public Accountant (CPA), USA - Licensed

Certified Arab Accountant

M.B.A. Financing & Business Law, University of Maine, USA M.S.B. Accounting, Husson University, Bangor, Maine, USA

BSc. Accounting, Kuwait University

INSEAD - Directors Program

#### Directorships:

Chairman:

Arab Federation of Accountants and Auditors - 2008-2010

Chairman:

Bahrain Accountants Association - Current

Chairman:

Task force on Corporate Governance - International Chamber

of Commerce Bahrain Chapter (2008)

Vice Chairman:

Bahrain Training Institute (up to 2011)

Board Member:

Gulf Co-operative Countries Organization for Accountants and

Auditors (2001-2006)

Member:

National Committee on Corporate Governance (Current)

Member: Legal Committee - Bahrain Chamber of Commerce (Current)

Board Member: Supreme Council for Vocational Training, Government of

Bahrain. Chairman of Finance Committee (Current)

**Board of Trustees:** The Arab Institute of Public Accountants (Current) **Board Member:** Oversight Board of Al Ahlia University, Bahrain

Member: External Advisory Board, College of Business & Finance, Al

Ahlia University, Bahrain

Member: GCC Arbitration Centre

Member:BDO International HR and Development CommitteeMember:International HR and Development Committee - PwCMember:The High Committee for Academic Qualifications

Chairman: Schools of Business Qualifications

**Director:** Current Director of Bahrain Flour Mills and Chairman of the

Audit Committee and Chairman of the Corporate Governance

Committee

**Director:** Current member of Board Audit Committee of Naseej B.S.C.

#### Professional memberships:

Member - American Institute of Chartered Public Accountants (AICPA)

Member - Chartered Institute of Arbitrators (CIArb)

#### Professional Licenses:

License to practice the Accounting profession in Bahrain, Oman, UAE and Qatar License to practice the Accounting profession in California, USA License to practice the Legal profession in GCC License to Practice Management Consultancy in the Kingdum of Suadia Arabia

#### **Employment History:**

2014 - Present Board Directorships

**Business Consulting** 

2001 to 2014 BDO Bahrain/Oman/Qatar

Senior Partner - Sultanate of Oman Partner - Kingdom of Bahrain Partner - State of Qatar

1998 to 2001 PricewaterhouseCoopers

Country Senior Partner - State of Qatar

Partner - Bahrain

1986 to 1998 Coopers & Lybrand, Bahrain

Manager, Senior Manager, Principal and Partner

1984 to 1986 National Bank of Bahrain

Corporate Banking and Credit Officer

1979 to 1984 Peat, Marwick, Mitchell & Co, Bahrain, Kuwait, USA

**Audit Senior** 

1977 to 1979 Price Waterhouse Talal Abu Ghazalah, Bahrain Auditor

صالح حسن حسين

### صالح حسين

تاريخ الميلاد: 31 يناير 1953

الجنسية: بحريني

المؤهلات: - بكالويوس إدارة أعمال - جامعة بيروت العربية - 1991

- ماجستير إدارة أعمل - جامعة برونيل - بريطانيا 1992

#### العمل:

- . البنك البريطاني للشرق الأوسط من 24 ابريل 1970 الى 14 ديسمبر 1971 أخر منصب: موظف)
  - . بنك البحرين والكويت من 15 ديسمبر 1971 الى 31 أكتوبر 1973 (أخر منصب: موظف أول)
- ناشونال شبي كرندنيز بنك من 1 نوفمبر 1973 الى 31 اكتوبر 1981 (أخر موظف مدير العمليات)
  - البنك العربي الأسيوى من 1 نوفمبر 1981 الى مارس 2003 (أخر منصب: المدير العام)
- البنك الأهلى التجاري السعودي البحرين يناير 1990 الى 31 يوليو 2007 (اخر منصب: المدير العام)
- البنك الأهلي التجاري الدمام 1 اغسطس 2005 الى 31 يوليو 2007 (اخر منصب المدير الإقليمي لشؤون الشركات)

لديه خبرة في مجال المصارف والمؤسسات المالية تزيد عن 35 عاما في مختلف المناطق والبلدان منها منطقة الخليج وآسيا وأوروبا. كان مسؤولا عن محفظة مصرفية تتجاوز 12 مليار دولار امريكي وولديه خبرة متخصصة في ترتيب القروض الكبيرة لتمويل صفقات النفط والغاز والمشاريع العمرانية . عمل كذلك في قطاع التجزئة وخدمات الأفراد في المجال المصرفي.

في عام 2008 وبعد 37 عاما من الخدمة في قطاع المصارف أسس شركته الخاصة تحت اسم "صالح حسين للأستشارات" متخصصا في تقديم المشورة الفنية والتدريب في مجال الحوكمة ورسم الإستراتيجيات وإعادة الهيكلة في مختلف أعمال المصارف والمؤسسات المالية. إعداد وتقديم المشورة بخصوص السياسات والإجراءات الداخلية لسير العمل في الشركات والمصارف.

إضافة الى ذلك فإنه يقوم بالمشاركة المستمرة كمحاضر ومتحدث في مجموعة من الندوات والمؤتمرات في البحرين وخارجها وخاصة في المواضيع المتعلقة بالإدارة والقيادة وحوكمة الشركات والشنون المصرفية والإقتصادية.

يشارك في عضوية مجموعة من مجالس إدارة الشركات واللجان المختلفة في شركات ومصارف داخل البحرين وخارجها. بعض مشاركاته تتضمن الآتي:

- رئيس مجلس الإدارة لشركة سولادرتي للتكافل البحرين حتى ابريل 2014
- عضو مجلس إدارة شركة الخدمات المالية بالبحرين ورئيس لجنة المراجعة حتى ابريل 2014
  - رئيس لجنة المراجعة لشركة الخبير المالية بالمملكة العربية السعودية
  - عضو لجنة المراجعة للبنك السعودي الهولندي بالمملكة العربية السعودية
  - رئيس لجنة المراجعة لمجموعة المجدوعي المملكة العربية السعودية
  - رئيس لجنة المراجعة لشركة العطية للحديد المملكة العربية السعودية حتى مارس 2011
    - عضو مجلس إدارة سابق لشركة البحر الأحمر للتأمين البحرين حتلا 2010
      - » عضو سابق لبرايم كميرشل بنك باكستان حتى 2003

- عضو مجلس إدارة بنك البحرين للتنمية من 2013
- عضو مجلس إدارة المؤسسة العربية المصرفية الفرع الاسلامي منذ 2012
  - عضو مجلس شركة سولادرتي القابضة من ابريل 2014
    - عضو لجنة المراجعة لشركة الرعاية السعودية

#### العضوية في المؤسسات المهنية والإجتماعية تتضمن:

- نائب الرئيس لجمعية البحرين المصرفية من عام 1997 حتى عام 2010
  - عضو اللجنة الوطنية لحوكمة الشركات البحرين
- » عضو مجلس الأمناء لمعهد أخلاقيات المهن بالإمارات العربية المتحدة دبي
- عضو مجلس إدارة مؤسس لصندوق الموارد البشرية لقطاع المصارف بين عامي 2002 و 2005
  - عضو في عدد من اللجان المختلفة لمصرف البحرين المركزي
  - عضو مجلس إدارة صندوق حماية الودائع لدى مصرف البحرين المركزي
- » عضو في هيئة غرفة البحرين لفض المنازعات التجارية منذ 2010 كقاضي فني ووسيط وخبير مصرفي

#### المؤلفات:

لديه مجموعة من المؤلفات باللغتين العربية والإنجليزية في مجال المصارف والقيادة والإقتصاد وحوكمة الشركات.

العنوان:

ص ب 11674 البحرين

تلفون 39603738

البريد الالكتروني

salehhussain@hotmail.com

جواد محمد حسين

#### JAWAD MOHAMMED - MSc, BSc, ACII Chartered Insurer

### BAHRAIN Mobile: +973 39666439

Email: jawad.mohammed @ solidarity.com.bh

Profile: A thoroughly professional, well qualified, driven, highly analytical and customer focused General Manager with considerable (20 years) strategic and operational management experience within the General Insurance sector. Offering a proven track record of performance combined with the ability to lead teams and achieve results in terms of business development, production, output, tight delivery deadlines, quality and overall process efficiency, thoroughly backed up by a BSc and an MSc in IT, as well as the ACII insurance qualification. In addition, has advanced strategic planning, solid exposure to risk and change management, and considerable Board-level influencing skills.

#### --- AREAS OF EXPERTISE ---

Insurance & financial services

Company strategy

Business modelling

Change Management

Cost control & reduction

IT planning

Business leadership

Business development

Compliance and risk

#### --- SIGNIFICANT ACHIEVEMENTS ---

- Being an integral part of the Senior Management team over 10 years helping to grow Solidarity General Takaful to a gross premium income of US\$35m in 2013. As DGM Business Development led growth of gross premium by 17% in 2012 & 11% in 2013.
- Managed large complex projects (formation & restructuring of business/company, business continuity, selection & implementation of various insurance software solutions suite).
- Awarded Certificate of Excellence from University of Virginia, Darden School of Business for completing The Gulf Executive Development Program.
- Graduated from the University of Sunderland with a Computing MSc in 2001.
- Member of Chartered Insurance Institute (UK).

#### --- PROFESSIONAL WORK EXPERIENCE ---

#### SOLIDARITY GROUP

2003 - Present

Largest takaful insurance group in Bahrain

GENERAL MANAGER - (General Takaful)

DEPUTY GENERAL MANAGER-(General Takaful)

DEPUTY GENERAL MANAGER - Business Development & Marketing (Group)

ASSISTANT GENERAL MANAGER - Group Planning & Support (Group)

PROJECT MANAGER (Group)

HEAD OF IT (Group)

#### Key responsibilities

- Representing Solidarity Group at Board Level (FINS- Jordan, TIIC Saudi, SFT Bahrain, ITRC Bahamas, Solid Ventures Bahrain).
- Member of Risk Management Committee and Executive Committee of Solidarity General Insurance.
- Leading and managing teams across multiple processes and products to deliver strong customer outcomes and contractual process efficiency gains.

Page 1

- Successfully leading the Company's overall strategic sales and corporate communications programmes.
- Driving continuous improved service performance in utilisation, quality and service levels across the Company.
- Developing and utilising operational performance measures to meet departmental performance objectives on costs, customers, control measures and business continuity.
- Project managing the delivery of various Company's projects.
- Ensuring Stakeholders and Management Teams are continuously appraised of all on-going planned strategy.

#### BAHRAIN NATIONAL HOLDING COMPANY

2001 - 2003

Largest general insurance company in Bahrain

MANAGER

#### ASSISTANT MANAGER

#### Key responsibilities

- Initially employed as Assistant IT Manager before being promoted quickly to head the department.
- Focussed on control and management of the IT Team, influencing senior management on strategy and planning for future initiatives.
- Studying the legacy system at departmental & organisational level and developing a business model in Excel providing a single IT platform for the Group and a road map for the future.

#### MINISTRY OF EDUCATION

Prior to 2001

INSTRUCTOR

#### --- ACADEMIC QUALIFICATIONS---

Chartered Insurance Institute (CII), London - ACII Chartered Insurance Institute (CII), London - Dip CII	2011 2010
The Gulf Executive Development Program, USA - University of Virginia	2007
University of Sunderland, UK - MSc in Computing University of Sunderland, UK - Postgraduate Diploma in Computing	2001 2000
Bangalore University, India - BSc in Computer Science (Minor in Mathematics and Statistics)	1994

#### --- PROFESSIONAL COURSES ATTENDED---

#### Bahrain Institute of Banking and Finance (BIBF)

Completed various courses between 2004 and 2010 including: Diploma in Insurance, Anti Money Laundering & Compliance Officers Program, Strategic Change, Negotiating for the Creation of Mutual Value, Building & Sustaining High Performing Teams and Takaful Islamic Insurance.

The Institute of Sales & Marketing, Dubai - Strategic Business Planning

#### Darden School of Business, USA

Completed the 2 programmes between 2006 and 2007 covering: Financial Management for Non-Financial Managers and Management Development Driving Vision, Action and Results.

#### JAWAD MOHAMMED