

# Nitin Khanna

## Profile

### Professional background

- 40+ years of experience in the ME region
- Several senior positions in PricewaterhouseCoopers ("PwC") ME, including serving on the ME leadership team and heading Transaction Services and Corporate Finance practices
- Advisor to several subsidiaries of Transmed Holdings SA, operating in the FMCG sector
- Formally, senior advisor to several subsidiaries of PNCI LLC, a limited liability company in the real estate sector
- Special project director to Laqshya Media Ltd, a company operating in the outdoor media sector
- Member of Board of Directors and Executive Committee of Bin Dawood Holdings Ltd, a company listed on Tadawul
- Advisory Board Member of Emirates Hospital Group

### Education

- Bachelor's Honours degree in Economics from Delhi University, India
- Chartered Accountant, from the Institute of Chartered Accountants of India

## Relevant experience

- During his long tenure with PwC (1981-2019), Nitin has worked in Bahrain, Qatar and the UAE and post retirement he is a senior partner in Nucleus Consulting FZ LLC, a boutique advisory firm based in the UAE. This has given him a very good understanding of the legal, commercial, regulatory and economic environment in the region.
- He has expertise across service lines such as Auditing, Transaction Services (Valuations and Financial Due Diligence), Debt Advisory and Restructuring and Corporate Finance. He is just as much at ease discussing IFRS as he is discussing DCF. His diverse experience enables him to assess and evaluate businesses with a more holistic perspective and also, allows him to operate effectively at C-suite level.
- Nitin has worked with a diverse clientele including regional private and public companies, financial institutions, multinationals, family businesses and some of the largest regional and foreign PE houses. He has thus gained a unique understanding of the objectives, motivation and mindset of different investor groups, which has enabled him to generate significant deal flow.
- Nitin has been nominated for the Deal of the Year award on four different occasions and has executed some landmark deals in the region. Those in the public domain include the sale of Damas, Axiom Telecom and Jordan Islamic Bank. His notable projects include the debt restructuring of Damas, Global Investment House, Dubai Holding, Lafarge Emirates Cement and GGICO and the raising of Islamic Financing for Sobha Group through Dubai Islamic Bank. He has also carried out a number of FDD and valuations for PE clients such as Abraaj, Gulf Capital, Al Fajr, Investcorp, Amwaj Al Khaleej, General Atlantic, Warburg and Carlyle, to name a few.



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# Hema Sankaran

## Profile

### Professional background

- 20+ years of deals experience in PwC Dubai and India
- Founder of boutique advisory practice “Nucleus Consulting” in 2018, with focus on M&A and debt restructuring

### Education

- Bachelor's degree in Commerce from Madras University, India
- Chartered Accountant from the Institute of Chartered Accountants of India
- Cost Accountant from the Institute of Cost Accountants of India

## Relevant project experience

- Hema has over 20 years of professional experience, having worked with PwC in both India and the UAE. She initially worked in PwC's Audit practice before joining Transaction Services in 2004.
- Hema has versatile deals experience, having advised clients across entire deal spectrum. Her areas of expertise include Valuations, FDD, Financial Modelling, Debt Restructuring Reviews, Corporate Finance Advisory and Capital Structure Reviews across a broad range of industries. She has worked with a diverse clientele, including PE houses, family businesses, multinationals, government entities, lawyers and bankers.
- With a strong background in Audit, she is particularly adept at understand the impact of IFRS and accounting policies and principles on deal transactions. During her tenure at PwC, she was the ‘go-to’ person for the Assurance team, supporting them on impairment reviews.
- Having witnessed boom and trough cycles in the region, and their impact on M&A and debt restructuring, she is well positioned to understand and appreciate market dynamics and investor psyche in this region. Her experience enables her to approach transactions more holistically.
- Hema led the debt restructuring of Damas, Global Investment House and Lafarge Emirates Cement. She has also been involved in valuations and business plan reviews of companies proposing to go for IPO or to undertake M&A transactions. She led the Corporate Finance Function for acquisitions made by PwC, and was also involved in their subsequent integration. She has also carried out several due diligence reviews for PE houses and corporates.



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