

ASIF ZIAULLAH

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Dynamic and results-driven **finance and investment professional with 15 years of investment banking and deal structuring**, specialising in corporate finance, corporate banking and investment management **across London and Abu Dhabi**.

Proven expertise in structuring complex capital solutions and leading high-value transactions in **real estate and energy sectors**. Skilled in **client and investor relationship management, financial modelling, investment, credit analysis and cross-functional team leadership** across international markets.

PROFESSIONAL EXPERIENCE

ACAP ADVISORY: Director | London, UK

02/2017 – Current

- AcAp Advisory, a London corporate finance advisory firm focusing on deal origination, financial advisory, principal investments and transaction execution across real estate, renewables, utilities and technology industries.
- **Responsible for the real estate division, structuring project finance** capital across senior debt, mezzanine and equity.
- Led teams across London and Milan to ensure seamless execution of projects with focus on both UK and EMEA.
- **Oversaw a diverse range of transactions** across residential development, commercial office, hotel schemes, retirement living, care homes, supported living, and student accommodation.
- Successfully **originated new core client relationships** while managing existing clients, by providing advisory services.
- Liaise with clients to **devise business and project funding strategies**, coordinate with **lender credit teams**, develop target-focused business opportunities, pitch to management committees and CEOs/CFOs/ Board members.
- Analysed and **structured project financing capital for real estate developers, investment companies and debt funds**, utilizing detailed **cash flow modelling, projections, valuation analysis**, and comparables analysis.
- Actively engaged in **negotiations including deal structures, term sheets, legal documentation and deal pricing** in addition to prepared and led **presentations for investment capital providers**.
- **Notable Achievements:**
 - **International Developers:** Advisory and senior debt financing for £50mn for Phase I & II award-winning regional hotel development and residential development scheme on a UNESCO world heritage site. Advisory and senior debt financing for £80mn for Phases I-III for a residential-led development for 500+ units on south coast UK waterfront site comprised of 17th century military hospital. Advisory and senior debt financing as part of executed landowner JV to deliver 700 residential homes located on south coast, comprised of acquisition bridge followed by peak cashflow facility.
 - **Oil & Gas Company:** Secured advisory mandate to a listed oil & gas company on both commercial and residential real estate requirements for global projects undertaken.
 - **Senior Debt Lenders:** Structured financing for multiple debt funds (non-bank lenders) in the senior debt space targeting in excess of £100mn loan books each, ranging from 75-100% loan-to-loan structures.
 - **National Care Home Operator:** Structured JV and co-investment in prime South-East site to proceed with detailed planning process for a care home with a leading national care home manager structured as the off-taker.

INSPIRED ASSET MANAGEMENT: Investment Manager | London, UK

06/2015 – 02/2017

- Structured and raised capital, focusing on equity, mezzanine, and senior debt for UK real estate development projects.
- Established and led team to adhere to **systematic capital raising process with institutional senior lenders, mezzanine funders, family offices and private equity, while leading corporate finance growth initiatives**.
- **Notable Achievement:** Originated strategic investment funding relationships providing **over £100m of equity** commitments to fund next growth phase to increase project pipeline GDV from £240mn to £600mn by 1Q2017E.

CITIGROUP: Relationship Manager | London, UK & Abu Dhabi, UAE

07/2009 – 05/2015

- **Within Citi's Corporate & Investment Banking** focused on **corporate finance advisory** and **debt finance structuring** projects from client and deal origination through to execution:
 - **UK Coverage team:** Portfolio coverage and relationship banker for **14 key UK Oil & Gas / Energy and Metals & Mining sector clients** including Royal Dutch Shell, Cairn Energy, Genel Energy and First Quantum Minerals.
 - **UAE Coverage team:** Coverage responsibility for **12 key MENA corporate clients with Oil & Gas focus** including TAQA, Mubadala, IPIC, TDIC, ADNOC, ENEC and NMC Healthcare.
- Executed both episodic and flow transactions for key corporate client relationships; **financial modelling / forecasting (DCF, LBO, RBL models)**, M&A acquisition finance and **capital structuring presentations**, transaction **credit investment reports**,

negotiated **legal documentation**, and coordinated approach with product teams to enhance cross-sell revenues.

- **Notable Achievements:**

- **UAE Coverage:** Ratings advisory and \$500mn inaugural bond issuance for Mubadala GE Capital, \$170mn TAQA Coupon Strip transaction, \$3.5Bn RCF and largest UAE cash management RFP win;
- **EMEA Energy:** First Quantum Mineral's \$1Bn syndicated Zambian mine financing and \$350mn inaugural high yield bond issuance, Bonny Gas Transport's \$1.6Bn syndicated vessel financing, Tullow Oil's syndicated \$3.4Bn RBL financing;
- **UK Coverage:** Lion Capital's €1.5Bn LBO acquisition of Picard Surgelés and debt finance transaction list for 30+ clients including Arcelor Mittal's \$300mn A&E process, Rolls-Royce SPV Omega engine-leasing financing and Severn Trent's \$500mn, National Grid's \$850mn, Rio Tinto's \$5Bn, Tate & Lyle's \$800mn, DS Smith's £500mn corporate revolvers.

NOMURA INTERNATIONAL: Corporate Finance Analyst | London, UK

08/2008 – 02/2009

- **As part of the London Investment Banking Industrials team** responsibilities included Financial Modelling, proposing of new ideas to senior bankers and M&A pitch book preparation.
- **Notable achievement:** Part of advisory team for major European infrastructure company in bidding process for London Gatwick airport.

HEWITT ASSOCIATES: Investment Intern | London, UK

06/2007 – 08/2007

- Fund manager meetings, fund asset allocation analysis and performance reports for major pension portfolios.
- **Notable achievement:** Successful execution of a private equity project in developing Hewitt's Fund of Fund offers to clients.

PRIVATE TUTOR | London, UK

11/2003 – 02/2007

- Tutored scholarship candidates, 11+ SATS and GCSE students in Maths and English.

FW STEPHENS: Junior Accountant | London, UK

02/2005 – 07/2005

- **Notable achievement:** Client-facing responsibility within two months to perform as Junior Auditor on multiple audits.

PROFESSIONAL SKILLS & AWARDS

- Qualifications: CF30 regulated (FSA and Securities)
- Languages: English (native), French (basic)
- IT skills: Proficient in MS Office (including advanced level Excel, PowerPoint, Word), Bloomberg, Factset, CapitalIQ, Loan Radar, Salesforce
- Training/Courses: Leveraged Finance, Credit, Private Equity, M&A, DCF/LBO valuation, Loan docs, and others

EDUCATION

University College of London / UCL

08/2005 – 06/2008

- BA (Hons) Economics and Philosophy: **2:1 class**
- Political Philosophy 2nd year dissertation: **1st class**

Bancroft's Senior School under maximum academic scholarship

09/1997 – 06/2004

- A Levels: Maths with Statistics **(A)**; Economics **(A)**; Religious Studies **(A)**; History AS **(A)**
- Additional Level: Mathematics **(A)**
- GCSEs: 7 A*s (including Maths taken one year early) and 2 As

ADDITIONAL ACTIVITIES

- Football (power league), squash, guitar, **investing in real estate and the financial markets**
- Previously, rugby and athletics (Regional SE England 100M/200M, 5 star award), Duke of Edinburgh scheme (up to Gold)
- Business Incentive Scheme, Young Enterprise Scheme. Tutored 11+/scholarship candidates in Maths/English