

**PROFESSIONAL EXPERIENCE**

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**Results International London, UK**

*Manager- M&A Advisory TMTJul.2012 – till present*

- Assisting with deal origination work in the technology and media sectors including the relevant industry research and pitch document preparation
- Working as an integral part of the deal execution team supporting Partners and Managing Directors on analytical and project management tasks
- Assisting in the drafting of marketing materials for sell-side transactions including the Information Memorandum
- Assisting with deal structuring and support of contract negotiations
- Participating in new business meetings and assisting in client relationship management and thought leadership activities

**Completed Transactions**

- (i) Dec'15: Private, Cross Border, Security Software Sector, Avecto \$32m growth equity investment from JMI Equity; Avecto - Winner of the '**Tech Growth Business of the Year**' at the UK tech awards 2015
  - Worked directly with Managing Director (Ex JP Morgan, Arma Partners) on transaction
  - Supported company FD throughout the process to build and update fully integrated operational model
  - Assisted in drafting various marketing materials including information memorandum, management presentation and supplementary financial information pack
  - Prepared valuation defense document independently to support ongoing negotiations with interested parties
  - Prepared financial model overview paper and working capital model on behalf of client
  - Processed diligence requests for over 12 Tier 1 private equity investors (UK/US)
  - Worked directly with Company FD and legal advisers to prepare for due diligence phase including the preparation of virtual data room(VDR)
  - Managed the financial, accounting, technical and commercial due diligence phase ensuring that this was completed within 5-weeks
  - Assisted lawyers in drafting of legal documentation including the Sale and Purchase Agreement (SPA)
- (i) Mar'14: Private, Cross-Border, Media Sector, Sale of We Are Social to BlueFocusCommunications Group (\$130m). Winner of the '**Cross Boarder Deal of the Year**' at the 2014 M&A awards
  - Worked directly with partner on transaction, solely responsible for handling multiple facets of the process
  - Built valuation models to reflect term sheets and initial bids received
  - Prepared detailed presentations and regular updates to shareholders
  - Lead coordinator between financial, legal and tax advisers during diligence process
  - Managed financial due diligence process, working directly with CFO and financial controller
  - Participated in the negotiation sessions and assisted partner with provision of relevant information and analysis in support of ongoing negotiations
  - Developed final earnout model and chaired several modelling/ financial discussions both internally with CEO/CFO and externally with BlueFocus management
  - Actively assisted lawyers in drafting legal documentation including the Sale and Purchase Agreement (SPA)
- (ii) Dec'13: Private, UK, Technology Sector, Sale of Staffcare to SimplyBiz (undisclosed sum)
  - Assisted financial controller in building detailed operational model
  - Worked closely with Director to prepare marketing materials including information memorandum, teaser and management presentation. Took Leading role on drafting financial and market sections of Information Memorandum
  - Actively involved on discussions with strategic parties and private equity during the marketing phase
  - Processed diligence requests from interested parties
  - Facilitated meetings with interested parties and provided regular updates to client on ongoing discussions with buyers
  - Managed data room and assisted on the financial diligence process
  - Built valuation models in support of ongoing discussions and negotiations

- **Pending Transactions**

- (ii) Advising on the sale of a specialist UK-based digital agency
  - Working directly with Managing Partner on transaction
  - Lead drafting of Information Memorandum, Teaser and Supplementary documentation
  - Worked directly with client to prepare company overview presentation
  - Supporting Director on managing and running the marketing phase process
  - Processing diligence requests from interested parties
  - Supervising and reviewing analyst work on transaction

- **Other Transactions**

- (i) Advised on the sale of a multi-award winning data and digital solutions company
- (ii) Advised on the sale of a social communications agency to a global advertising and marketing services company
- (iii) Advised on the sale of a UK-based e-commerce agency to a global advertising and marketing company
- (iv) Advised on the sale of a leading cloud hybrid integration provider
- (v) Advised board of directors of publicly listed marketing services company on its optimal positioning in a capital event

**Parker Lloyd Group****London, UK***Junior Investment Analyst(Global macro hedge fund)**Nov. 2011– Jul. 2012*

- Conducted in-depth sector and company fundamental research for over 50 companies;
- Monitored media sources and drafted monthly client updates including market commentary and portfolio performance;
- Produced portfolio-related marketing materials and pitches in support of ongoing advisory assignments;
- Performed an in depth TMT sector and company analysis, screening for potential small-cap tech acquisition targets

**Crowe Clark Whitehill****Cairo, Egypt***Financial Analyst**Jan. 2011 – Oct. 2011*

- Conducted extensive market research, trend and competition analysis of the Egyptian tourism and hospitality industry;
- Worked on the valuation of a US\$1.2billion development business operating more than 25 hotels in Egypt, Jordan and the UAE. Assisted in the business assessment, building the deal financial model and helped draft related project documents.

**PROFESSIONAL QUALIFICATIONS**

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- **Chartered Financial Analyst (CFA)** Charterholder since October 2010 (CFA Institute)
- **Full Investment Management Certificate (IMC)** Level 4 IMC Units 1&2 (9th Edition)

**EDUCATION**

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**Loughborough University***M. Eng, Civil Engineering – First Class Honors***Leicestershire, UK***2009 – 2010***Loughborough University***B. Eng, Civil Engineering – First Class Honors***Leicestershire, UK***2006 - 2009***Deutsche Evangelische Oberschule(DEO)Cairo, Egypt**

- German Certificate (Abitur) with overall grade 2.6

*2004- 2006***PROFESSIONAL TRAINING COURSES**

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**Investment Banking Institute***Intensive 4-week financial modeling and valuation training program***London, UK***July 2012***ADDITIONAL INFORMATION**

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- **Sport:**Member of the Egyptian national tennis team (2000-2008) and former national junior champion
- **Language skills:** Fluent in English, German, Arabic, Conversational French
- **Computer skills:** Highly proficient with Capital IQ, Mergermarket, 451 research and OneSource
- **Publications:** Hegazy, S.M. and Hegazy, M.A. The Development of Financial Key Performance Indicators (KPI) for UK Construction Companies (2010), paper presented at European Accounting Association Conference, Rome (Italy), April 2011.