

Profile of Directors who are participating in the Election of Directors to be held on May 25, 2021

1. Mr. Murad Ansari

Mr. Ansari joined EFG Hermes group in 2007 and is currently Co-head of the MENA financials team. He has over **19 years'** experience of equity research and sales. Before joining EFG Hermes group, Murad headed equity research and later institutional sales at KASB Securities (currently BIPL Securities) one of the largest investment banks in Pakistan. He holds a MBA (from) Institute of Business Administration, Karachi. Currently he has been director of the EFG Hermes Pakistan Limited since 2017.

Business Address: 3rd Floor, Sky Tower, Olaya, King Fahad Road, Riyadh, Saudi Arabia

2. Mr. Johannes Hailu Gunnell

Johannes Gunnell joined Maris Capital as a Partner in 2010. Following Maris Africa Fund's conversion into an investment holding company in 2014, he became interim CFO for Maris Ltd. Johannes now sits as the Commercial Director of Maris Ltd and is responsible for new investments, corporate actions and follow-on expansions across Maris' 20 investee companies. He also sits on the board and heads the audit committee of Tatepa, a listed Tanzanian tea and avocado producer, and Equator Energy, the largest Commercial & Industrial Solar provider in EastAfrica.

Previously, he spent seven years at UBS Investment Bank working as a Director in global equities in London and Amsterdam, serving European and international clients. He had a particular focus on socially responsible investments and was involved in the listing of various renewables companies, including the largest European IPO in 2008, EDP Renovaveis. Johannes graduated in Philosophy, Politics and Economics from Magdalen College, Oxford. Currently he has been director of the EFG Hermes Pakistan Limited since 2018.

Business Address: Maris Capital, 20 Little Britain, London EC1A 7DH, United Kingdom.

3. Ms. Sarah Kwena Maja

Sarah Maja is the head of Frontier Equity Sales Trading at EFG Hermes. She has **18 years** experience in Financial Services across Trading and Investment Banking covering some of the largest global institutional investors in Sub Sahara Africa and South East Asia. Over the last 8yrs Sarah has managed trading teams, interacted with regulators and other stakeholders in key SSA markets such as Nigeria and Kenya. Before joining EFG Hermes, Sarah was instrumental in setting up the Frontier platform at Exotix Africa and served as Head of the Nigerian Business. She has been director of the EFG Hermes Pakistan Limited since 2018.

Business Address: Suite 1104, Boulevard Plaza, Tower-1, Dubai, UAE

4. Mr. Freyan Byram Avari

Freyan Avari joined at R.B.Avari Enterprises (Pvt) Ltd in 2001 after he graduated from King College London with a degree in Business Management. After spending the first few years rotating through various departments within the company learning about the industry he took his first management role as head of Marketing in 2007. He was elevated to the position of CEO in 2011 and then Managing Director in 2015 which is the role he currently holds. Freyan has helped to make RBAE a leading agrochemical distribution company in Pakistan with the sole aim of providing the best possible solutions for their customers. Under his guidance the company has evolved from being a family run business to being a fully professional organization which has helped the company grow faster. Freyan is also the CEO of R.B. Avari & Company which is a holding company for the families real estate assets. He has successfully managed to develop multiple industrial warehouse and office space projects over the past 10 years. Freyan is also a majority shareholder of Eugene Road Services (Pvt) Ltd which is a fleet management company with the major purpose of providing vehicles to mobile based booking platforms. He has been director of the EFG Hermes Pakistan Limited since 2018.

Business Address: SASI Arcade, Room # 4, 2nd Floor, Clifton, Karachi, Pakistan.

5. Mr. Mohamed AbdelKhabir

Mr. Khabir is the Chief Financial Officer of EFG Hermes Holding. He joined EFG Hermes' Investment Banking Division in early 2008 and remained in this division until March 2016 as a director. Previously, he held the position of Financial Planning Manager at Procter and Gamble in the Corporate Finance divisions with a focus on financial planning, budgeting, corporate restructuring, integration and profit forecasting. He holds a BA in Business Administration from the American University in Cairo with a concentration in finance where he graduated with high honors and is a CFA charter holder. He has been director of the EFG Hermes Pakistan Limited since 2017.

Business Address: Building No. 129B, Smart Village, Km 28 Cairo Alexandria Desert Road, 6 October, Egypt.

6. Mr. Mohamed Ebeid

A 20-year veteran with EFG Hermes Holding, Mr. Mohamed Ebeid is currently the Co-CEO of the Investment Bank, a position he took in 2016 with a mandate to grow the business on the sell side and to expand its product offering in multiple continents. Since then, he has successfully built out the Firm's Frontier Business with on-the-ground operations in four different continents, giving clients access to more than 75 markets around the world. He has also led the development of the Firm's structured products platform, which has pulled in trades worth c. USD2 billion in its first two years of inception, and on the creation of the Fixed-Income business, which began operations in 2018.

Mr. Ebeid began his career with the firm in 1999 in the Brokerage division as part of the High-Net-Worth team and has since held numerous positions within the Firm, the most recent prior to his current post being Co-Head of Brokerage where he managed over just two years to restructure the business and streamline its activities all while boosting profitability. He held the post of Head of Institutional Sales beginning 2006 where he managed to add GCC institutional clients and sovereign wealth funds to the Firm's client base. He led the team on every single ECM transaction that had taken place under his tenure, raising more than USD20 billion in ECM transactions across jurisdictions. Mr. Ebeid was also an integral part of EFG Hermes's Institutional Desk, to head an endeavour to expand the Firm's Western institutional client base and further root the business in its home market of Egypt. During that time, he was part of the team executing the Firm's expansion plan in the MENA region and directing its capabilities in terms of research and corporate access to Western institutional clients to execute on-the-ground and offshore trades through the Firm's brokerage network. He has been director of the EFG Hermes Pakistan Limited since 2018.

Business Address: Level 6, West wing, DIFC, The Gate, Dubai, UAE.

7. Mr. Ahmed Mohamed Ahmed ElKhamissy ElNaggar

Ahmed El Khamissy received his B.A in Accounting from Cairo University in 1992. He later joined the firm in 1995 as an accountant in the Brokerage arm and soon moved up the ranks to hold the position of Tax Director in 2003. Mr. El Khamissy assumed this role for over three years before shifting to Assistant Group Treasurer in 2006. As of 2012, Mr. El Khamissy has become the Group's Treasurer where he led and participated in key projects and transactions throughout the Group. In July 2017, Mr. El Khamissi became the Finance Director for brokerage operations across the group. He has been director of the EFG Hermes Pakistan Limited since 2018.

Business Address: Building B129, Phase-3, Smart Village, Km 28 Cairo Alexandria Desert Road, 6 October, Egypt.

8. Mr. Fayyaz Ilyas

Mr. Fayyaz is one of the partners of Falaknaz Properties/Group, a family owned firm/group engaged in the business of real estate development and a member of Association of Builders and Developers. He has a vast experience in construction and development industry comprising of over 18 years. He has expertise in sales, marketing, advertisement and architectural designs. He has attended various seminars/workshops abroad and also represented the firm/group on various forums both within the country and abroad. Mr. Fayyaz holds a Bachelor of Commerce Degree. He has been director of the EFG Hermes Pakistan Limited since 2015.

Business Address: Suite No. M-6, Falaknaz Arcade, opposite Airport Police Station, Shara-e-Faisal, Karachi, Pakistan.

9. Mr. Hayat Javed

Mr. Hayat is well conversant with the financial markets especially equity/commodity markets being actively engaged in portfolio management and trading of securities/commodities. He has been providing financial advisory services including equity market, commodity market, portfolio management, IPO offerings, and customized services to provide technical analysis and investment strategies to high net worth individuals. Mr. Hayat also has expertise in business development and marketing strategies. He is a certified director from the Institute of Chartered Accountants of Pakistan. He has been director of the EFG Hermes Pakistan Limited since 2015.

Business Address: 904, 9th Floor, Emerald Tower, Plot-G19, Block-5, Clifton, Karachi, Pakistan.

10. Mr. Osman Asghar

Mr. Osman is currently the Managing Director of Afiniti Pakistan. He is a Certified Public Accountant (CPA) from Massachusetts, USA as well as a Chartered Accountant (CA) from Canada & Pakistan. He has done his Bachelors from Brown University, US in 1992 in Economics, and I.R. He has also completed his MBA in Accounting from Boston University in 1994.

Currently, Osman has been serving on the Boards of a number of well-known organization like Faysal Asset Management, Nadra Technologies, Cinepax, IBL Unisys etc., since 2009. In the past he also served on the board of the PSX, NCCPL & Commodities Exchange in Pakistan. He is honoured to be selected by the Irish Government as their Honorary Consul for Ireland in Pakistan with complete responsibility.

He has professional experience of more than **30 years** of working with national and international organization like Ernst & Young USA, Data General Corporation, EMC Corporation, SAP Pakistan, etc., at Senior Position. Due to his leadership skills, EMC grew into a multi-million dollar operation in Pakistan.

Business Address: Atlas House, 6B, Sunset Avenue, Defence Housing Authority, Karachi

11. Mr. Asim Ali

Mr. Asim Ali has over **10 years** of experience of equity market. He has been engaged with JS Global Capital Limited in Equity Sales Department from April 2006 to December 2012. In addition, he has extensive experience of quality control and customer services being having engaged as Sales Executive for two years with Star Giga Establishment, Dubai, UAE, a real estate/property development company. Mr. Asim holds a Bachelor of Commerce Degree. He had been the director of the EFG Hermes Pakistan for about 4 years.

Business Address: B93/A, St. 16 Bath Island, Clifton, Karachi.

12. Mr. Amir Shehzad

Mr. Amir Shehzad has over 27 years of experience in investment banking and capital markets. He is currently associated with Unity Group, in the capacity of Executive Director. The Group owns Unity Foods Limited, and is in a strategic partnership with Wilmar International of Singapore for operations in Pakistan.

He has held senior positions at National Bank, UBL and Askari Bank Limited. He has also worked with a family office in the Middle East, where he has been involved in planning and implementing business strategies.

Business Address: Tower, 8 C, Block, Unity, 6, P.E.C.H.S. Karachi.

13. Ms. Iram Khan

Iram Khan has enriched experience of **more than 15 years** of working. Having worked internationally with Emirates Group UAE, with Nestle Pakistan Limited, one of the biggest MNCs operating in Pakistan and PwC (A.F. Ferguson), one of the big 4 in financial consulting backed by her education in the field of accounting. Resilience, determination & Cooperation is what defines her and strive to consistently deliver and excel has driven her to achieve ambitious goals through self & team development. She is finalist Chartered accountant and Chartered Management accountant.

Address: 202, Block-U, DHA, Phase-7, Lahore Cantt, District, Lahore.

14. Mr. Abdul Wahid Qureshi

He is a fellow Chartered Accountant by profession with **30 years** of experience working in prestigious national & multi-national companies, Nishat group, Rafhan Maize, Levi's Strauss Pakistan and Berger Paints. Currently he is working as CEO of 3S Pharmaceuticals.

He has worked as member of Taxation Committee of ICAP for budget proposals and also LTU_FBR committee for Lahore.

Berger Paints he joined after devastating fire in Berger in 2008 and played a pivotal role in turning around company from losses in four years.

He also played a role in acquisition of Vehicle Refinish business from DuPont business in 2015. In 2015 Berger pursued for further diversification of the company. In this pursuit, he searched and acquired a Pharmaceutical manufacturing company and headed as CEO of the company. Initially company was producing only tablets and capsules, however, cephalosporin group of medicines was added through toll manufacturing arrangements and Nutraceutical products were also added through toll manufacturing. A separate institutional sales mechanism was developed thus creating another revenue stream in the company.



- He is on board of **CEO Club**.
- He is Chairman of **Nobel Sustainability Trust –Pakistan chapter**
- He is a golfer and active member of Overseas Chamber of Commerce and Industry.

Business Address: 554-AA, Phase-4, Defence, Lahore