

# NAYIM KHEMAIS

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## EXPERIENCE

### **NBK CAPITAL PARTNERS, Dubai, DIFC, UAE**

#### ***Principal, Sep 2014 - Present***

- Executed \$200m+ transactions across three private equity transactions, an LBO acquisition finance, a follow-on co-investor equity raise, two private credit transactions with full successful exits across UAE, KSA, Turkey, and Morocco; structuring and executing new private credit deals in GCC
- Actively involved in portfolio management as board member in large Moroccan pharmaceutical generics manufacturer investee company

### **AUA PRIVATE EQUITY PARTNERS / TRAINING THE STREET, New York, USA**

#### ***Summer Associate / Teaching Associate (two summer internships in private equity and financial modeling training), May - Aug 2014***

- Helped deal team at AUA flesh out investment thesis and test key drivers for competitive auction on bakery goods target
- Provided financial modeling training to the analysts/associates of 7 Wall Street investment banks as part of Training The Street

### **EMERGING CAPITAL PARTNERS, Tunis, Washington DC (US-based \$1.8bn AUM private equity firm investing exclusively in Africa)**

#### ***Summer Associate, May - Aug 2013***

- Helped close \$38mn expansion capital deal in Pepsi bottler in Algeria by performing valuation and investment case modeling
- Performed complex investment analysis of \$53mn buy-and-build transaction in leading financial technology company in Tunisia

### **ASHOKA, Tunisia, Jordan, Egypt (US DC-based organization promoting the profession of social entrepreneurship worldwide)**

#### ***Coach for Social Entrepreneurs & Venture Consultant, Nov 2010 - May 2012***

- Provided more than 200 hours of mentoring on business plan problem-solving to social entrepreneurs in Egypt and Jordan
- Coached 20+ entrepreneurs in Tunisia and participated to the creation of the Tunisian Center for Social Entrepreneurship

### **NORTH AFRICA HOLDING COMPANY, Kuwait (\$180m KIPCO-owned private equity fund investing across North Africa)**

#### ***Investment Associate, Aug 2008 - Oct 2010***

- Closed \$12mn expansion capital investment in Egyptian glass manufacturer; performed complex valuation using @Risk Monte Carlo simulations
- Developed a financial turnaround plan for the privatization of a distressed state-owned bus manufacturer in Tunisia

### **McKINSEY & COMPANY, Brussels, Belgium**

#### ***Analyst, Jan - July 2008***

- Performed extensive market analysis on North Africa used in client marketing materials to raise \$2bn MENASA private equity fund

### **GOOGLE, Paris, France**

#### ***Summer Sales Intern, Media, Local & Entertainment Vertical, June - Aug 2007***

- Researched French book publishing industry and 45 advertising agencies to facilitate Internet advertising sales strategies
- Served as key member of bronze prize winning team of iGoogle Interns Gadget Grand Prix

## EDUCATION

### **THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA, Philadelphia, USA**

#### ***Distressed Asset Investing and Corporate Restructuring (Aresty Institute of Executive Education program), 2023***

- Coursework includes in-depth credit assessment of restructuring cases, distressed deal negotiations, and networking sessions

#### ***Master of Business Administration; Major in Finance & Operations Management, 2012-2014***

- Received Craig K. Harding Endowed Fellowship for exceptional professional and academic achievement
- Teaching Assistant for Advanced Corporate Finance, Business Analytics, and Quantitative Marketing Simulations

### **EM LYON BUSINESS SCHOOL, GRANDE ECOLE, Lyon, France, 2004-2007**

#### ***Master of Science in Management; Corporate Finance, Honors***

- Received French Government-sponsored Eiffel Excellence Scholarship for academic excellence from 2005 to 2007
- Certificate of Advanced Studies from Thunderbird School of Global Management (Spring 2006 exchange program)

### **INSTITUT DES HAUTES ETUDES COMMERCIALES (IHEC), Tunis, Tunisia, 2000-2004**

#### ***Bachelor of Business Administration; Major in Finance, Honors***

## ADDITIONAL INFORMATION

**Interests, Positions & Awards:** Tomouh Community of Leaders member (TCL); Violin player and Advanced Music Theory student (Grade 8 ABRSM); summited Kilimanjaro; SOCAP 2012 Social Entrepreneurship Scholarship; Selected (29 out of 570) for 2011 Swedish Institute Young Leaders Program

**Languages:** Arabic (native); English (fluent); French (fluent); German (average proficiency)