

Fadi Kikano

MEng, MBA

EDUCATION

1998 - 2002: Master's in Civil Engineering & Project Management, Cardiff University, UK

2007 - 2008: MBA, INSEAD, France

LANGUAGES

French & English (Native/Bilingual), Arabic & Spanish (Elementary)

PROFESSIONAL EXPERIENCE

Jul 2023 - Present **FFP**

Jul 2023 - Present *Director, Head of Dubai Office*

- Leading the licensing application and office set-up project to open FFP's first office in the Middel East, to offer fiduciary, fund administration and insolvency services.

Oct 2019 - June 2023 **KENDRIS**

Oct 2020 - June 2023 *Managing Director, KENDRIS Corporate Services (DIFC) Ltd - Dubai, UAE*

- Managed the UAE subsidiary of KENDRIS, providing private asset planning advice and structuring solutions.
- Project managed the creation and launch of the new DIFC-based operations, including defining the service offering, pricing, legal documentation, sales and marketing strategy, compliance framework, finance, administration and HR.
- Project managed the search, selection, lease negotiations and fit-out of the firm's Dubai office.
- Hired and managed the Dubai-based team, and internal cross-departmental teams in Switzerland and Cyprus.
- Managed relationships with local authorities, including DIFC, DFSA and UAE Ministry of Economy; responsible for local regulatory compliance as the DFSA authorised Money Laundering Reporting Officer.

Oct 2019 - Sept 2020 *Senior Consultant, Business Development, KENDRIS AG - Dubai, UAE*

- Engaged to manage the planning and execution of the new local expansion strategy for KENDRIS in the UAE. Identified and developed relationships with key partners and sales channels including law firms, banks and asset managers.
- Initiated, developed and proposed to the Board of Directors the commercial, regulatory and operational business plans for the creation of a new DIFC-based subsidiary for the group.
- Project managed the processes to register and license the new business with the DIFC Authority and the DFSA.

Oct 2016 - Sep 2019 **EMIRATES INVESTMENT BANK**

Jan 2018 - Sep 2019 *Director, Institutional Clients - Dubai, UAE*

- Promoted to head the Institutional Clients desk of the bank, managing \$460 million of assets and relationships with 32 regional financial institutions including insurers, banks, corporates and funds.
- Advised and implemented for clients asset management strategies, treasury and custody solutions; achieving 25% annual revenue growth for the institutional client segment.

Oct 2016 - Dec 2017 *Associate Director, Private Clients - Dubai, UAE*

- Hired to take over the management of 21 client relationships and \$120M of assets. Advised clients on investment management and real estate lending; growing annual revenue of the client portfolio by 35%.

Sep 2015 - Sep 2016 **ABU DHABI FINANCIAL GROUP (now SHUAA CAPITAL)**

Sep 2015 - Sep 2016 *Associate Director, Investor Relations - Abu Dhabi, UAE*

- Hired to project manage the creation of the Investor Relations department of the firm, reporting to the Group COO.
- Developed and implemented standardised investment reporting procedures, aligning valuation methodologies and data workflows across departments. Hired two Investment Reporting officers.
- Aligned corporate communications across the group's real estate, private equity, credit, asset management and brokerage businesses. Managed relationships with PR and marketing agencies. Hired one Communications Manager.
- Project managed the planning and delivery of the 2016 ADFG Investor Conference.

Nov 2008 - Aug 2015 CREDIT SUISSE

Jul 2010 - Aug 2015 Relationship Manager, Wealth & Asset Management - Dubai, UAE

- Managed investment advisory services for clients across the GCC, including macro-economic analysis, capital allocation, asset management, debt financing, risk management and performance reporting.
- Led multi-disciplinary teams of investment analysts, asset class specialists, portfolio managers and investment bankers. Received the 2013 Credit Suisse One Bank Collaboration award.
- Acquired 19 clients and \$270M of net new assets; managing a total of 36 client relationships and \$380M of assets, generating \$6M revenues over 5 years.

Jan 2010 - Jun 2010 Deputy Market Officer, Near East, Private Banking - Geneva, Switzerland

- Administered the supervision of eight country teams covering Egypt, Turkey and Levant across five offices; including aggregation, regular reporting and monitoring of KPIs, sales forecasts and risk indicators.
- Project managed on behalf of the Market Head a business development strategy project. Led a team of 10 bankers conducting client data analysis and profiling. Co-ordinated with the country team leaders the reporting to the Market Head of proposed focus clients and action plans.
- Completed the Credit Suisse Client Relationship Management training programme, covering investment advisory, sales and relationship management.

Nov 2008 - Dec 2009 Account Manager, Middle East, Private Banking - Geneva, Switzerland

- Operated Middle East private banking accounts under custody in the Geneva booking centre, including supervision and co-ordination of services across onboarding, compliance, treasury, credit, trading and custody.

Oct 2003 - Jun 2007 ATKINS

Aug 2005 - Jun 2007 Project Manager, Infrastructure Planning & Design - Dubai, UAE

- Project managed the final detailed design phase of the utilities and road networks for Durrat Al Bahrain. Led a team of water, electrical, telecoms and highways engineers. Represented Atkins Infrastructure on the client's project delivery committee. Managed project design budgets and financial reporting.
- Project managed the feasibility review of The Lagoons master plan for Dubai Properties. Led a multi-disciplinary team of urban planners, transport engineers and development economists, that recommended modifications to the land use plan, population densities, access points, highway and waterway corridors.
- Advised Nakheel on the preliminary infrastructure strategy framework for The World islands. Defined the phasing plans and required temporary provisions for the utilities network. Formulated and assessed several access and internal transportation options. Drafted planning guidelines for island owners and developers.
- Project managed the infrastructure master planning and concept design of Dubai Promenade by Nakheel. Represented Atkins Infrastructure on the client's master planning committee. Managed project design budgets and financial reporting.
- Designed the wastewater and stormwater drainage networks of Qatar Education City as part of the initial master planning and concept design phase of the project.

Oct 2003 - July 2005 Water Networks Engineer - Derby, UK

- Project managed water infrastructure performance studies in Huntingdon, Cambridgeshire and St Andrew's, Birmingham. Procured and supervised asset surveys. Created hydraulic analysis models to assess network performance under different rainfall and flooding scenarios. Proposed network improvement plans. Managed client relationships, won several project extensions and grew revenues multiple times beyond initial contract values.

Sep 2002 - Sep 2003 EARTH TECH (now part of AECOM), Graduate Engineer - Cardiff, UK

- Created hydraulic analysis models for wastewater networks in Yorkshire, Kent and the Isle of Wight, including legacy data quality control, defining new data collection requirements, planning and managing physical on-site surveys of drainage networks and rainfall, model testing and calibration.

PERSONAL DETAILS

Married, 2 children. Passionate about bi-lingual education, Middle Eastern history, and football at all levels.

Nationality: French

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