

## WALEED AHMAD SAEED, ACCA

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Chartered Certified Accountant (ACCA member) with more than 4 years of experience of working in Deal Advisory services of KPMG TH & Co and Integrated Equities Ltd. Skilled in Corporate finance, Transaction advisory and Risk advisory services, excels in Business Valuations and Feasibility Studies and highly proficient in the use of Microsoft Office. Hands on experience of writing and recording macros and report writing on Power-point and MS Word.

### Skills and Competencies

Financial Modeling

Report Writing

Option Analysis

Sensitivity Analysis

Financial Analysis

Business Valuation

Corporate Finance

IFRS / IAS

VBA Tools / MS Office

Internal Controls

Team Management

### Professional Qualification

ACCA (Associate Member since November 2019)

Membership # 2180947

Association of Chartered Certified Accountants

CFA Level 1 Candidate (November 2021 Attempt)

CFA Institute

### Work Experience (more than 4 Years)

Organization	Position(s)	Duration
Integrated Equities Ltd. (IEL)	AVP Corporate Finance	6 Months
KPMG TH & Co. Chartered Accountants (A member firm of KPMG International)	Senior Associate Deal Advisory Services	3 Years and 5 Months
Big Bird Foods (Pvt.) Ltd.	Audit & Accounts Associate	8 Months

## WORK EXPERIENCE

### Integrated Equities Ltd. (IEL)

#### AVP Corporate Finance (December 2020 – Present)

As AVP Corporate Finance, I am responsible for following activities:

- ❖ Carrying out feasibility studies & business valuations for clients in different sectors.
- ❖ Meetings with client's and investor's for different assignments.
- ❖ Preparing reports, information memorandum for sponsors.
- ❖ Performing buy and sell side due diligence.
- ❖ Preparing financial and technical proposals for the prospective clients.

#### Key Assignment:

- ❖ Working on multiple projects including a feasibility study for an e-commerce store, and preparing a business plan for a proposed spinning unit for a client.
- ❖ Carried out a business valuation for one of the leading auto parts manufacturer for the proposed investment for their new projects. Prepared presentations and IM for investor's to finalize the transaction.
- ❖ Prepared a revised business plan for a delisted company to present on Pakistan Stock Exchange Board for relisting based on our revised plan of forming a distribution company.
- ❖ Carried out a feasibility of a proposed Dairy farm of more than 500 Cows in initial phase and above 1000 cows in later phases of the project. Shared a pre feasibility study with client based on market surveys and desktop research.
- ❖ Prepared financial model for real estate projects with Zameen.com and a private investor in multiple cities with option and scenario analysis.

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## ***KPMG TH & CO, Chartered Accountants.***

### **Senior Associate – Deal Advisory Services**

**(July 2017 – December 2020)**

As Senior Associate in Deal Advisory services of KPMG TH & Co., I was mostly engaged in following activities:

- ❖ Carrying out feasibility studies for both private and public sector clients.
- ❖ Performing valuation analysis for multiple clients using different valuation techniques.
- ❖ Carried out TPVs for public sector organization including the External Grant Audits, Grant Management Services & Procurement Review.
- ❖ Calculated Expected Credit Loss (ECL) and prepared ECL model for clients.
- ❖ Performed impairment testing and financial reviews of client's projections.
- ❖ Prepared reports and proposals for feasibility studies, valuation analysis, impairment testing, ECL calculation and projections reviews on PowerPoint and MS Word.

### **Key Assignments:**

#### **Financial Feasibility**

- ❖ Carried out an investment appraisal of the proposed Tyre Manufacturing Plant for a multi-national client, using option, sensitivity and ratio analysis. Further, advised the client on tax exemptions available for green field projects.
- ❖ Worked on Preparation of financial feasibility to setup of new tyre manufacturing plant for a company looking to expand its already established tyre manufacturing business in Pakistan.
- ❖ Prepared a feasibility study of a proposed state of the art 500 bedded commercial hospital with fully equipped modern healthcare facilities. We advised client on two different financing options i.e. foreign loan facility and government grant.
- ❖ Worked with a team of financial experts on a feasibility study to establish a multi – complex which consists of five star hotels, offices and shopping mall in the heart of a metropolitan city of Pakistan.

#### **Business Valuation:**

- ❖ Conducted business valuation for a vertically integrated textile group involved form design & manufacturing to retail brands. Client was interested to know its business's consolidated equity value and value of individual retail and manufacturing units.
- ❖ Performed a business valuation for a wholly owned subsidiary of a textile group involved in entertainment industry. Our client was evaluating its options to disassociate from the subsidiary.
- ❖ Worked as a junior team member on a business valuation of a group of companies operating across Africa, Middle East and Asia in the Paints industry.

#### **Public Private Partnership (PPP)**

- ❖ Carried out a financial feasibility study for dualization of a road project in south region of Punjab on PPP basis for the Government of Punjab.
- ❖ Worked with a team of financial experts on feasibility study of Build-Operate-Transfer mode of M-6 Hyderabad – Sukkur Motorway under Public Private Partnership.
- ❖ Worked with a team of financial experts to prepare Financial Model, Financial Feasibility Report, PPP Options Analysis and report of a proposed development project of a tourism resort at in Punjab under tourism department of Punjab.
- ❖ Worked with a team to carry out the financial feasibility of the proposed Hi Tech Mechanization Service Centers across 36 districts of Punjab on PPP mode.

#### **Other special assignments**

- ❖ Grant management services for a government client that was providing grants for purpose of distribution through microfinance institutions in Pakistan.
  - ❖ Worked as Job in-charge on a third-party financial audit and third party validation on multiple assignments in health sector for Government of Punjab.
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## **Big Bird Foods (BBF) – Lahore**

### **Audit assistant**

*(September 2016 – June 2017)*

During my stay at BBF, I performed following activities:

- ❖ Prepared and monitored risk-based audit plans and reporting of internal controls, field audits of retail outlets, processing plants and other warehouses across Pakistan.
- ❖ Carried out stock reconciliations on monthly basis, examined any anomalies and discussed those with senior management.
- ❖ Performed bank, payables and receivables ledgers reconciliation with ERP system and with third party data on daily, weekly and monthly basis.

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### **Professional Development Courses**

- ❖ Attended webinars/seminars held by ACCA body on Tax, MS Excel Skills.
- ❖ Undertook various in-house trainings organized by KPMG for professional development.
- ❖ Undertook various KPMG Deal Advisory trainings for professional development on different advisory tools e.g. Corporate finance, Transactions services and VBA tools.

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### **Languages**

- ❖ Urdu, English, Punjabi
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