

## **GrowthGate First Annual PE Roundtable**

June 30, 2011

Jumeirah Emirates Towers – Dubai

On June 30, 2011 Keystone Equity Partners, the General Manager of GrowthGate Capital Corporation has organized the “First Annual Private Equity Roundtable”, at Jumeirah Emirates Towers – Dubai.

The PE Roundtable was intended to provide an opportunity for a candid discussion between panelists and attendees about issues facing PE firms in the GCC, as well as reviewing the merits of PE investments in privately owned business from the point of view of professionals, practitioners and owners. The roundtable was attended by a select group of business owners, practitioners and professionals from the MENA region and beyond.

This one-day roundtable was structured along 4 panels:

**Panel 1: PE-backed Companies:** *“Does better governance lead to better Performance?”*

**Panel Chair:** Christophe de Mahieu / Director & Partner - Bain & Co.

**Panel Participant:** Randa Ayoubi / CEO - Rubicon Holding

**Panel Participant:** Randa Khoury / Partner - Keystone Equity Partners

**Moderator:** Tom Ashby / Business Editor - The National

**Panel 2: PE Investments in Private Business:** *“A substitute for succession planning & rehearsals for exits?”*

**Panel Chair:** Joe Tortorici / Managing Partner - Weil, Gotshal & Manges LLP

**Panel Participant:** Ali Salaam / Director Equity Capital Market - Credit Suisse

**Panel Participant:** Samir Al Shubaily / Deputy CEO – Roots Group Arabia

**Moderator:** Tom Ashby / Business Editor - The National

**Panel 3: PE-driven Monitoring:** *“Are financial reporting tools necessary for gauging beyond the figures?”*

**Panel Chair:** Jacques Fakhoury / Senior Partner - Abu Dhabi Office & Chairman ME Region Board - PwC

**Panel Participant:** Nimr Accad / CFO – Averda

**Panel Participant:** Darren Millington / CFO – Gama Aviation

**Moderator:** Ali Arab / Product Manager (PE) - Zawya

**Panel 4: PE Strategies:** *“Buy & flip or buy & build?”*

**Panel Chair:** Alain Renaud / Regional Co-Head of Global Banking – MENA HSBC Group

**Panel Participant:** Haythem Macki / Partner – Keystone Equity Partners

**Panel Participant:** May Nasrallah / Founder & CEO – Denovo

**Moderator:** Ali Arab / Product Manager (PE) - Zawya