



**DACH**  
A D V I S O R Y



*“Impossible” is just an opinion...*  
Paulo Coelho



**Independent &  
Specialized Firm  
with Global Reach**

- Founded in 2011 as a boutique advisory firm, DACH ADVISORY evolved as a fully-fledged and specialized investment firm headquartered in Dubai with offices in Vienna & Moscow;
- DACH ADVISORY utilizes its global platform while leveraging off its local access to private & institutional investors – unique stakeholder approach to sustainable investing;

**Growth Markets /  
Diversified Client  
Base**

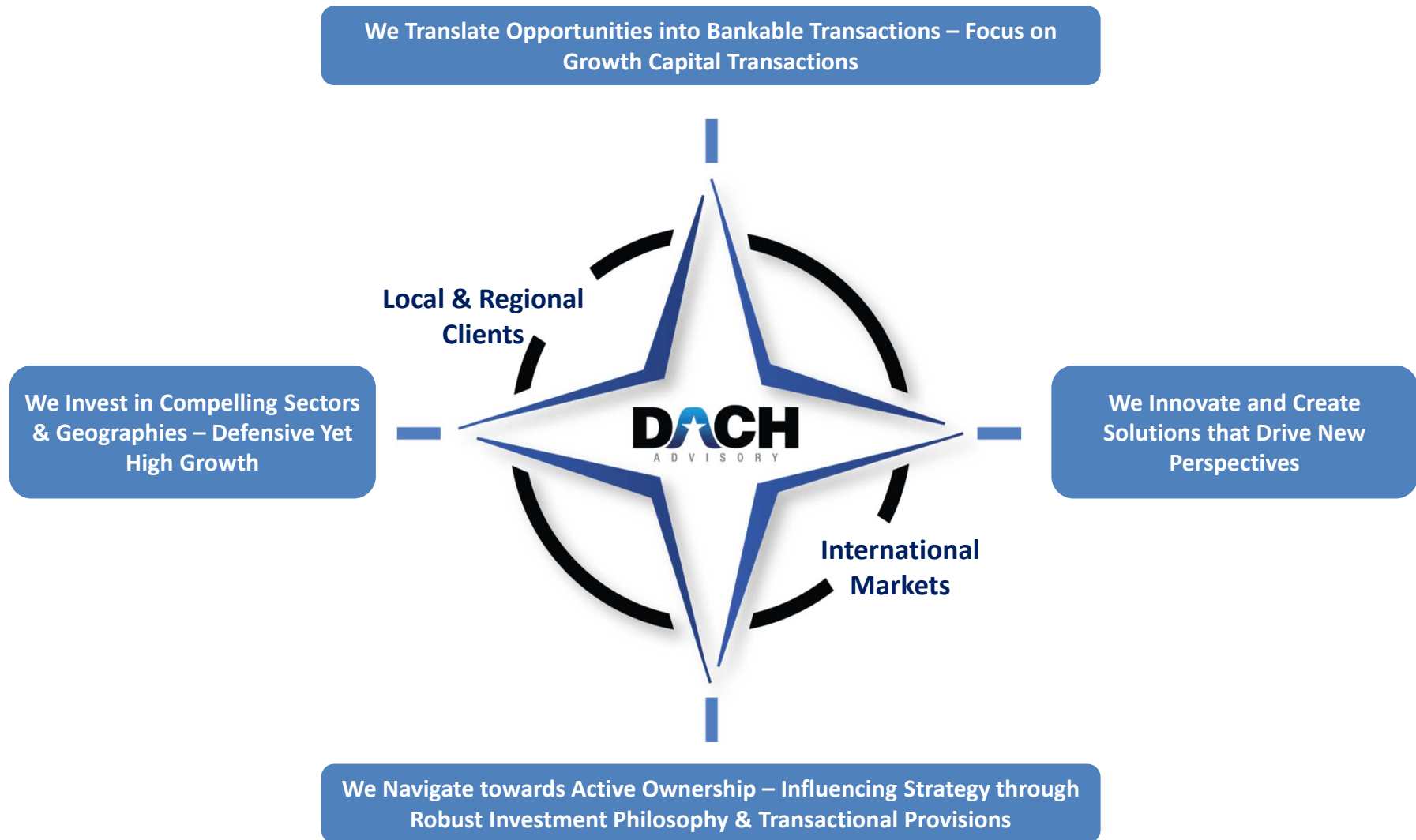
- DACH ADVISORY derives its knowhow and expertise from German speaking Europe, the so-called “DACH” region, while bridging the gap to some of the fastest growing economies from Russia / CIS through to the Middle East & Asia;
- Clients ranging from UHNWI through to family offices, corporations & institutional clients;

**International  
Perspective /  
First-Mover  
Advantage**

- The firm’s key strengths are its international perspective combined with its in-depth knowledge of local and regional markets;
- Our approach entails the consideration of “first-mover” projects in conjunction with a holistic financing solution developed by DACH ADVISORY’s team of professionals;

**Sustainable Value  
Creation / Holistic  
Approach**

- Performance driven by value creation in the real economy through growing businesses in growth markets;
- Supporting clients through every stage of their business lifecycle – strategy, platform & knowledge make the difference;





**Advisory Services**



First-class  
advisory services  
– add value at all  
stages

**Equity Partners**



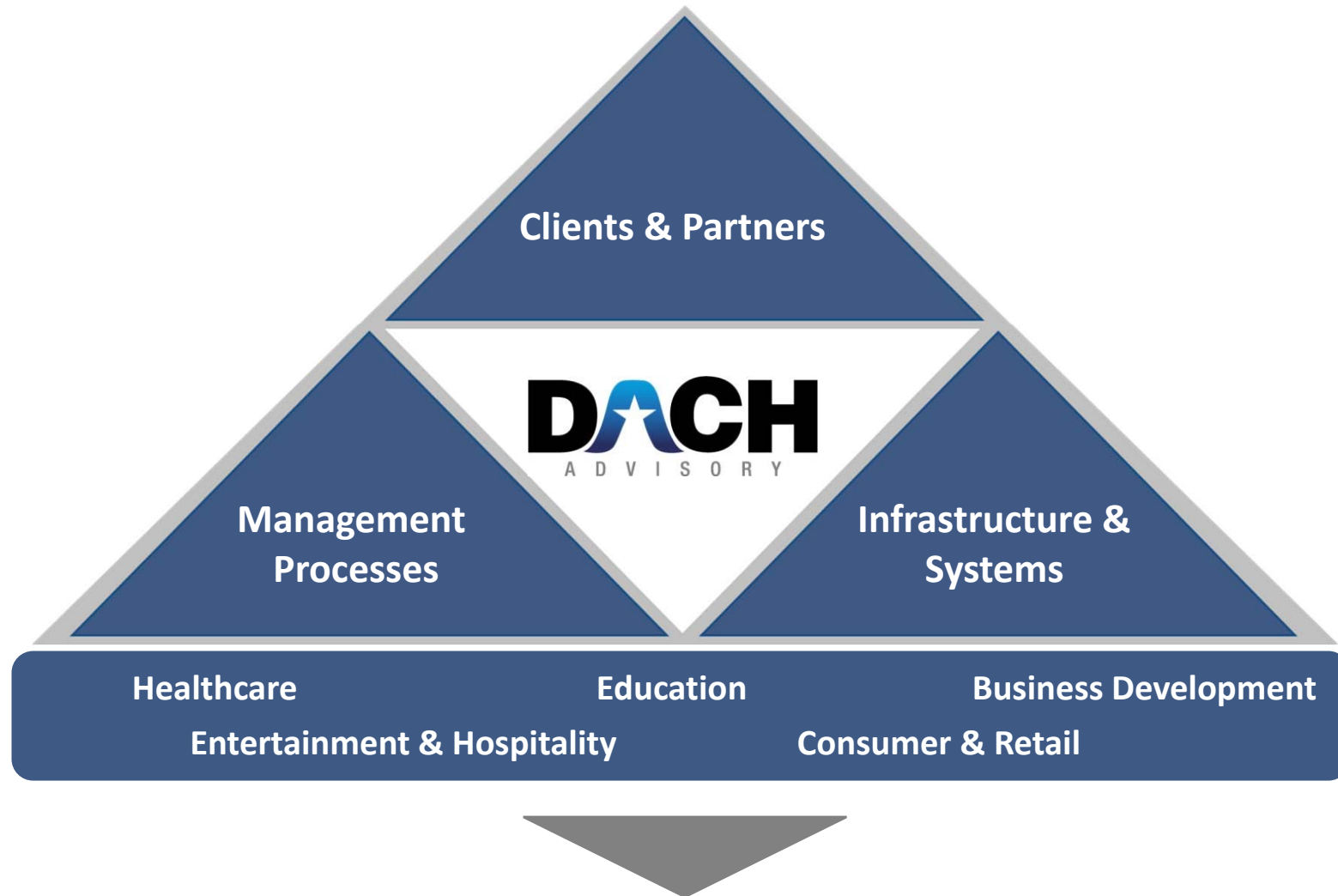
Alignment of  
interests while  
enhancing value  
& growth

**Investments**

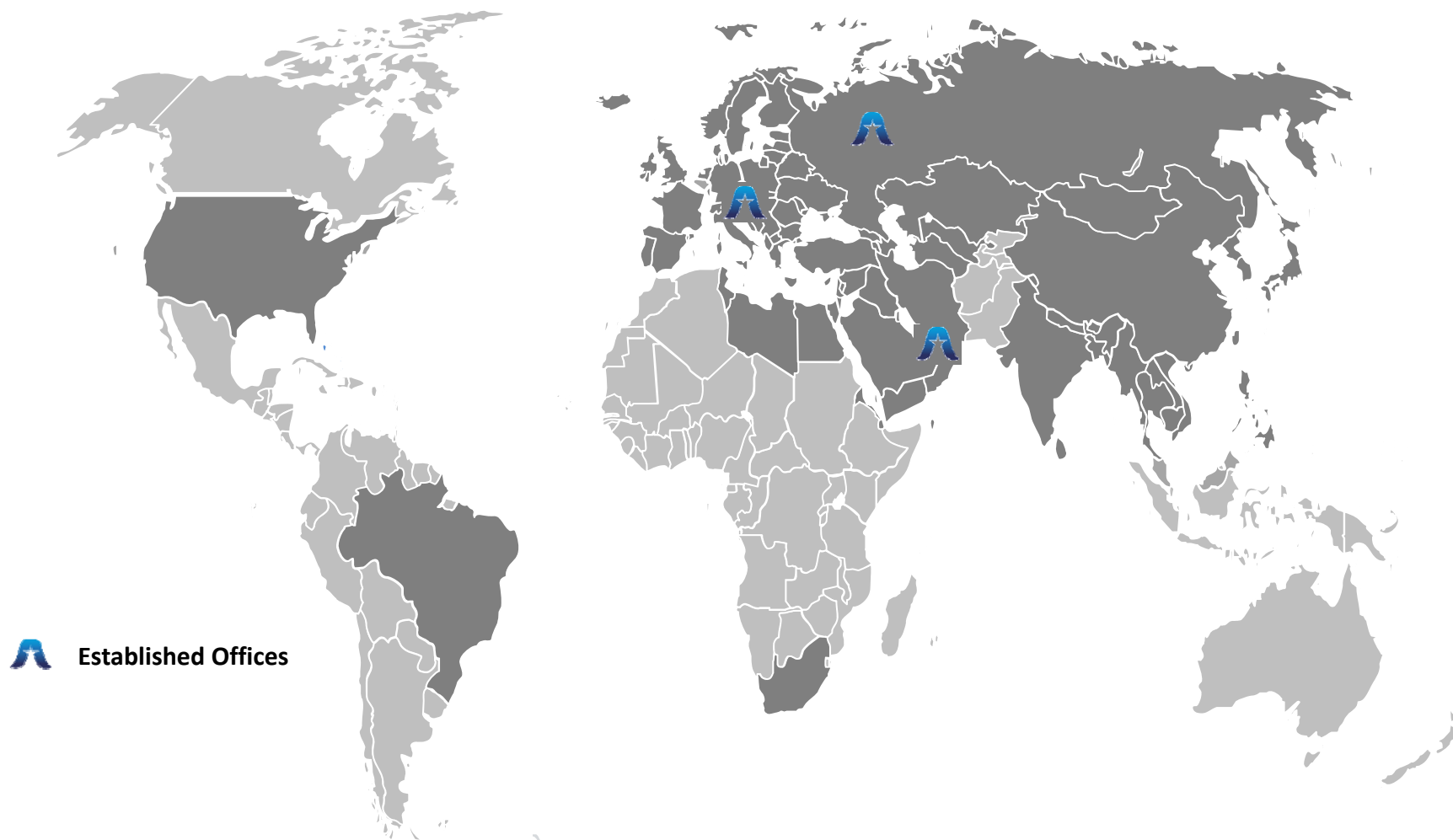


Sustainable investing  
with strong local  
knowledge &  
relationships

*Scaling-up businesses through our unique global reach & sustainable investing practices*



*Proactive Management through Hands-on Approach*



*Exceptional Geographical Access enabling a True Global Reach*



**Zaid Maleh**  
Chief Executive Officer

Over a Decade  
Experience in  
Emerging Markets

Seasoned Investment  
Banker

Excellent International  
Exposure & Relationships

Held Senior Positions  
within Leading  
International Investment  
Banks from Vienna,  
London, Moscow through  
to Dubai

Gathered International  
Experience at the UN HQ  
in Vienna

Partner & Member of  
several Businesses across  
MENA, Russia & Europe

Austrian National of  
Syrian Heritage

MSc in Economics &  
Finance – WU Vienna

Fluent in Arabic, German,  
English & Russian





**Dr. Vitaly Kokhanenko**

Managing Director  
Russia & CIS

**30+ Years'**  
Experience

Chairman of Sterkh  
Senior Advisor to  
Moscow Region



**Stefan Zaffalon**

Managing Director  
Europe

Strategist with  
Hands-on Approach

SIX Group  
PayLife Bank  
ONE/Orange



**Dr. Natalia Anisimova**

Chief Financial  
Officer

**20+ Years'**  
Experience

Certified Accountant  
& Auditor  
Audit Technologia



**Kristina Kokhanenko**

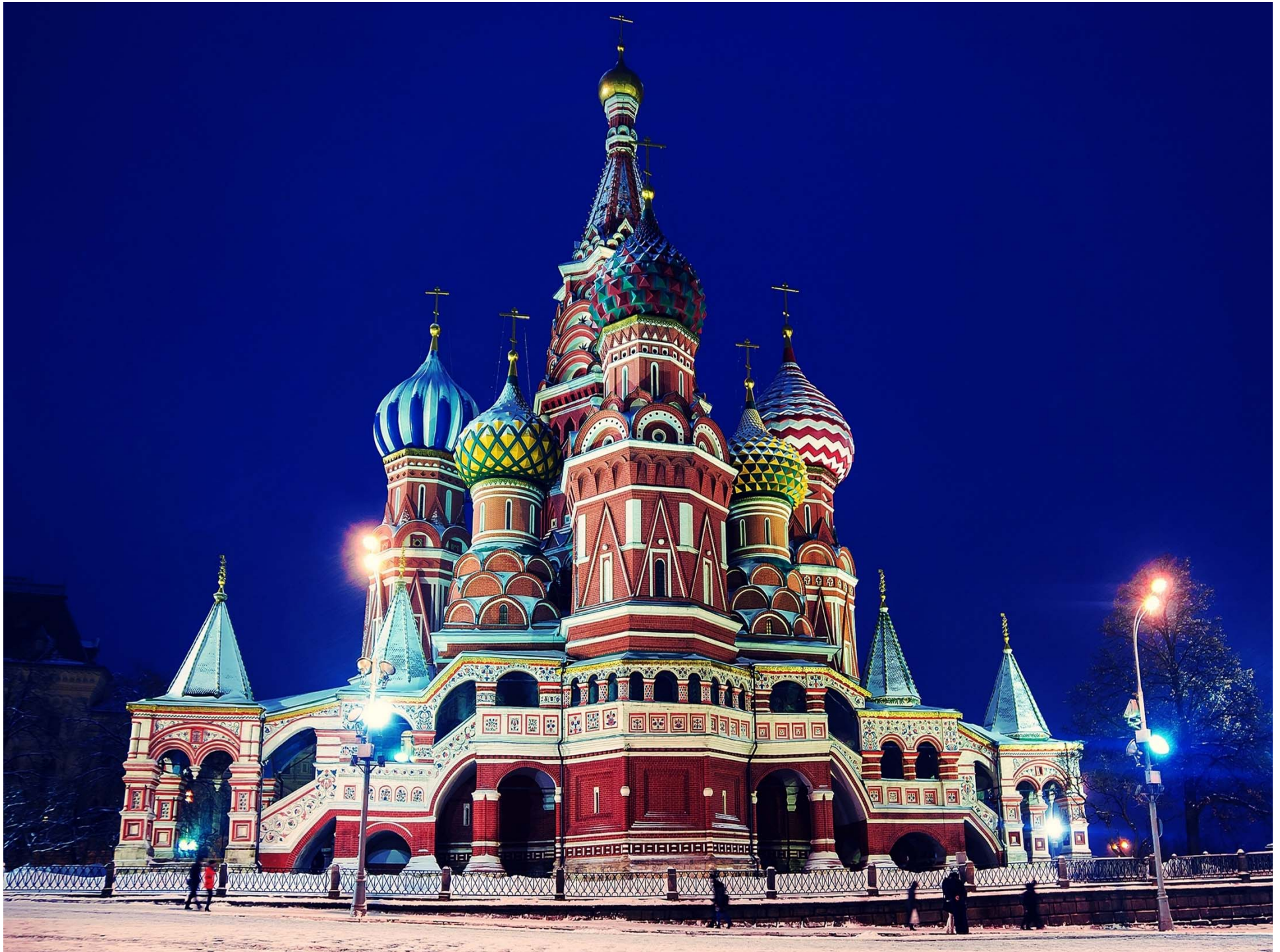
Global Head of  
Operations

Investment Banking  
London, Dubai

VTB Capital  
Morgan Stanley  
KPMG

- **45** seasoned professionals, **17** different nationalities across **3** offices (Dubai, Moscow & Vienna) – attracting finest investment talent and operating professionals in a highly multicultural environment;

***Global Oversight through an Experienced Central Management Team***



- **Industry:** Higher Education
- **Location:** Moscow, Dubai
- **Role:** Equity Partner & Exclusive Manager (MENA)
- **Website:** [www.synergydubai.ae](http://www.synergydubai.ae)

**Synergy University – Profile:**

- Largest private university in Russia (40000 students) with 40 regional offices and a global presence;
- Licensed by the Federal Education & Science Supervision Agency (Ministry of Education & Science of the Russian Federation);
- 1<sup>st</sup> Russian university accredited by the Association of MBA's (AMBA) in London & granted a certificate of Unique Quality Label issued by the European Foundation for Quality in e-Learning;

**DACH's Added Value:**

- Operational Management of the Dubai Campus;
- International Advisory;
- Strategic Business Development;
- Brand Development & Positioning;
- Relationship Management;



هيئة المعرفة والتنمية البشرية  
KNOWLEDGE & HUMAN DEVELOPMENT AUTHORITY



***1<sup>st</sup> Private Russian University in the MENA Region***



- **Industry:** Investment Banking
- **Location:** Munich, Dubai
- **Role:** Exclusive Partner (MENA)
- **Website:** [www.fcf.de](http://www.fcf.de)

**FCF – Profile:**

- An independent investment banking firm and corporate financing specialist for private and public small-/ midcap companies;
- Specialized on the German “Mittelstand”, FCF has a long standing track-record in financing;
- FCF’s mission is to provide growth-financing, acquisition-financing and refinancing advisory services while at the same time reducing the dependency on traditional bank financing;

**DACH’s Added Value:**

- Strategic Business Development;
- Deal Origination & Execution Services;
- Relationship Management;



- **Industry:** Services (Facility & Cleaning Management)
- **Location:** Vienna, Dubai
- **Role:** Equity Partner (MENA)
- **Website:** [www.cms-int.ae](http://www.cms-int.ae)

**CMS – Profile:**

- A specialized cleaning company providing professional cleaning services for residential, commercial, industrial and healthcare clients;
- Number 1 private cleaning company in Austria / ranks amongst top 10 facility & cleaning management companies in Europe;
- Long years of experience within the industry with a widely diversified client base e.g. Austrian Government, Mercedes Benz, Wiener Linien & Schneider;
- CMS has offices in Vienna, Munich and now in Dubai duly licensed by DED;

**DACH's Added Value:**

- Establishment of Dubai Office;
- Strategic Business Development;
- Relationship Management;
- Brand Development & Positioning;



Mercedes-Benz

دائرة التنمية الاقتصادية  
DEPARTMENT OF ECONOMIC DEVELOPMENT*Leading Austrian Quality Services in MENA*





- **Industry:** Hospitality (Food & Beverage)
- **Location:** Vienna, Dubai
- **Role:** Investment & Management
- **Website:** [www.zinas.at](http://www.zinas.at)

**Zina's – Profile:**

- Zina's has been DACH's 1<sup>st</sup> investment asset under its Viennese office;
- The concept is inspired by the rich and diverse Mediterranean cultures & cuisines while maintaining its authentic oriental origin delivered in a modern yet friendly and cozy atmosphere;
- Zina's is not only about authentic cuisine, great ambience or extraordinary service, it's about all of them coming together and where **"Love at First Bite"** happens every day;

**DACH's Added Value:**

- Concept Development;
- Project Implementation & Management;
- Operational Expertise;
- Brand Development & Positioning;



*Leading Austrian Quality Services in MENA*

- **Industry:** Entertainment
- **Location:** Dubai
- **Role:** Equity Partner
- **Website:** [www.skylights.ae](http://www.skylights.ae)

**Skylights – Profile:**

- An independent entertainment firm offering holistic event management services for private and public, small and large clients;
- Run by an experienced team of experts with long standing track-record in the event management industry;
- In response to the ever-booming services industry in the UAE, Skylights mission to cater to the strong demand for tailored event management services;



















**DACH's Added Value:**

- Facilitator;
- Strategic Business Development;
- Relationship Management;



*First-Class Entertainment Services*



 <p>Acquisition of a Power Generator in Jordan</p> <p>Financial Advisor</p> <p>2010/11</p>	 <p><b>US\$150m</b></p> <p>1st Russian Sukuk</p> <p>Lead Arranger</p> <p>2010/11</p>	 <p>Ministry of Tourism &amp; Sport Infrastructure &amp; Hospitality Project</p> <p>Financial Advisor</p> <p>2010/11</p>	 <p><b>US\$1.2bn</b></p> <p>1st Russian PPP Infra</p> <p>Financial Advisor &amp; Equity Partner</p> <p>2010</p>	 <p><b>US\$300m</b></p> <p>Commercial Real Estate Investment Program</p> <p>FA &amp; EP</p> <p>2010/11</p>	 <p>Strategic Oversees Acquisition in the Telecom Sector</p> <p>Financial Advisor</p> <p>2010</p>
 <p><b>US\$500m</b></p> <p>Opportunistic PE Fund Russia &amp; CIS</p> <p>General Partner</p> <p>2010/11</p>	 <p><b>US\$500m</b></p> <p>Agriculture PE Fund Russia &amp; CIS</p> <p>General Partner</p> <p>2011</p>	 <p><b>US\$1bn</b></p> <p>1st MENA &amp; Russia/CIS Fund</p> <p>Financial Advisor</p> <p>2010</p>	 <p><b>US\$2.24bn</b></p> <p>IPO</p> <p>Joint Bookrunner Hong Kong/Paris</p> <p>2010</p>	 <p><b>1st Sharia'h Compliant Water Fund</b></p> <p>Structuring Partner</p> <p>2008/09</p>	 <p><b>US\$525m</b></p> <p>Structured Loan</p> <p>MLA &amp; Bookrunner</p> <p>2008</p>
 <p><b>US\$500m</b></p> <p>Syndicated Loan</p> <p>MLA &amp; Bookrunner</p> <p>2008</p>	 <p><b>US\$1bn</b></p> <p>Syndicated Loan</p> <p>MLA &amp; Bookrunner</p> <p>2007</p>	 <p><b>US\$600m</b></p> <p>Leveraged Finance</p> <p>MLA</p> <p>2007</p>	 <p><b>US\$125m</b></p> <p>Syndicated Loan Debut Issuer</p> <p>MLA, Underwriter &amp; Bookrunner</p> <p>2008</p>	 <p>Acquisition of Zenica Steel in Bosnia by Mittal (KIA)</p> <p>Financial Advisor</p> <p>2006</p>	 <p><b>US\$300m</b></p> <p>1st Standby Commodity Murabaha</p> <p>MLA &amp; Bookrunner</p> <p>2006</p>

*Delivering Superior Track-Record – Deep Transactional Knowledge*



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[www.dachadvisory.com](http://www.dachadvisory.com)



*Ambition should be linked to sustainability to endure the test of time....*  
Niccolo Machiavelli





BUILDING CUSTOMERS'  
LIFETIME EQUITY