

Hashim Reza

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Background in M&A investment banking, combined with top-tier management experience at Global Fortune-500 companies. Possesses a wide range of leadership skills from positions in North America and Pakistan, spanning various sectors such as renewables, technology, chemicals, FMCG/food, and mining. Demonstrated success in expanding businesses internationally and driving strategic growth, achieving this by securing funds from both international and local investors, forging strategic partnerships, and expanding the network of customers and stakeholders. Effectively founded and directed the largest PPA renewable energy firm, operating as a wholly owned subsidiary of the largest privately owned utility, K-Electric.

EXPERIENCE

Top management

Senior Advisor

Feb 2024 – Present

Robinhill Senior Advisory Group, San Francisco, CA

<https://robinhillsag.com/hashim-reza-1>

Engage directly with public and privately-held companies to identify opportunities for enhanced performance, accelerated growth and organizational optimization.

Develop and execute roadmaps to achieve high ROI through a collaborative and efficient deployment model within investments, finance, strategy development, commercial growth, international expansion, growth or launch, turnaround & restructuring, Integrations and carveouts, JVs, Partnerships, and strategic alliances.

Working on the following fractional appointments for the clients:

- Investment advisor for Kebotix AI, a developer of technology platform assisting chemicals and materials companies powered by AI and robotics.
- Consulting advisor to AMFAHH Inc, a carbon credits registration, monetization and trading company specializing in registering international credits from voluntary markets with IREC and trading them in the international markets on exchanges like CTX (carbon trading exchange, New York).

CEO

Apr 2021 – Feb 2024

K Solar/ K Electric, Karachi Pakistan

Managed K Solar as its first CEO, the renewable business of Pakistan's only billion-dollar fully integrated regional utility serving 3.5 million customers. Kickstarted the business as its first CEO and touched a billion in revenue. Optimized procurement and squeezed supply chain timelines despite unprecedented shipping delays from China and/rest of the world by working with OTS (on the sea) inventory at advantaged prices. Revolutionized the business by introducing technological aspects. Introduced new products like D/EPC and PPA to all consumer segments by leveraging rebated financing schemes of the SBP through retail banks. Transformed a low-single-digit margin business into a high-20s-30% IRR. Aggressively represented Pakistani companies in listing their carbon credits at international carbon credit exchanges for monetization.

Managing Director

Apr 2017 - Apr 2021

CTC (Corporate Turnaround Consultants), Washington DC

Ran Pakistani client base for CTC, a US boutique management consulting firm focused on turning around underperforming businesses. Acted as advisor and interim CEO and COO for various client companies as follows:

- Advisor to the MD FF: Advised FF on the structuring of Holdco, organizational alignment of corporate strategy, resource optimization of FF subsidiaries, business development including strategic alliances and partnerships, and GTM approach for the food vertical.
- COO for Fauji Meat Limited. Created 11 new export end-markets and established Zabeeha brand.
- CEO for SchoolSpire Inc (EdTech) of Dallas, USA. Pitched and won ~\$15 MM business from the Government of Punjab, Department of Education, and Federal Ministry of Education for Government community school education projects and executed them.
- CEO for Ancient Rock Salt (Mining and Food Processing). Mined pink Himalayan salt from the Himalayan salt mines and processed it in a food processing factory in the South of Pakistan. Built and developed domestic and international brands for 13 countries.

- Chairman of the board and investment committee/ Series A investor for Korneez® the biggest and the oldest popcorn retail brand for Pakistan.
- Chairman of the board / Series A investor for Chalo Entertainment Group comprising Chalo Cinema® and Chalo Entertainment
- Chairman of the board / Series A investor for ClearNGo® one stop shop logistics, clearance and freight solution

CEO

Oct 2012 - Apr 2017

Cinepax Corp, Pakistan

A portfolio company of three funds, i.e., Abraaj Capital of UAE, Ajeej Capital of Bahrain, and Boston Equity Partners of the US. Quadrupled EBITDA and grew cinema screens to become #1 in the market. Executed partnerships worth \$153MM with Bank Alfalah, Master Card, Union Pay credit cards, Pepsi, Frito Lays, Telenor, and international partners like UIP, Sony Pictures, Lotte Cinemas of South Korea, production houses, TV Channels, distribution houses, etc. Launched OTT "Cineflix" and merged with Starz Entertainment. Negotiated new site contracts with landlords, developers, and partners for ~\$600MM.

Grew the number of screens from 5 to 71, revenue from 15 million to 2 billion, and the number of admits from 125,000 to 2.7 million a year. Launched luxury seating and food on the seat concept.

Corporate America, S&P500, USA

Celanese Corp (\$18 billion EV materials company)

Oct 2008 - Oct 2012

Business Strategy and Corporate Development Leader

Celanese, Dallas, TX - USA

Responsible for planning, developing, and executing corporate development, M&A, and business strategy for Celanese corporate and six global businesses. Coordinated and monitored the performance of Celanese's investments in the JVs, incl. SABIC, KSA – 25% equity, KEPCo, South Korea – 50% equity, Polyplastics, Japan – 45% equity, and Cellulose Fibers, China - 31% cost.

Business line CFO

Celanese EVA Performance Polymers, Edmonton, AB

Turned around \$17MM EBITDA EVA polymers business to \$55MM by transforming product portfolio and changing end-use applications from commodity LDPE to specialty medical and solar grade. Performed bottom slicing based on low-margin products. Leveraged inventory to sell at higher margins by managing the supply chain.

Corporate Finance

Celanese, Dallas, TX - USA

Reengineered Celanese capital structure during the 2009 recession and regained access to a \$600MM revolver by renegotiating a \$1.8Billion term loan. Developed capital structure strategy comprising stock repurchase plan, prudent utilization of cash, the road to investment grade, etc., and got it approved from BoD. Restructured senior secured debt after negotiating with the lenders and included advantaged covenants and compliance requirements.

Investment Banking – Wall Street, USA

Director

Mar 2008 - Mar 2009

Global Emerging Markets PE Fund, New York, NY - USA

Raised, launched, and deployed a \$250MM fund focused on growth investments in the Middle East.

Executed deals in renewables, media, chemicals, mining, manufacturing, and EdTech sectors. Among others, invested in Cinepax and became its expat CEO.

Vice President/ Senior Associate

Mar 2006 - Mar 2008

Deutsche Bank Securities, New York, NY - USA

Part of the Energy, Utilities, and Chemicals group within Investment banking. Advised Babcock & Brown Partners on the \$6.6 Billion acquisition of NGPL and raised acq. financing. Closed 2.0Bn financing deal (senior unsecured notes offering) for AES Power. Advised International Power for its IPO process.

Associate

May 2003 - Mar 2006

JP Morgan, New York, NY - USA

Part of the Internal M&A group at JP Morgan focused on retail financial services. Executed a \$2.3 Billion acquisition of Bank of New York. I also worked on the execution, due diligence, and post-merger integration of the \$58 Billion acquisition of BankOne of Chicago.

EDUCATION

Master of Laws (LL.M.) – Technology Law

UC Berkeley School of Law, Berkeley, California, USA

Certificates in Technology Law and Business Law. Best paper award

Master of Science (M.S.) – Marketing

New York University, New York, USA

PhD in Business coursework with a focus on Finance and strategy

Master of Business Administration (M.B.A.) - Strategy

KDI School of Management/ World Bank Learning Institute, Seoul, South Korea

Bachelor of Laws (LLB Honors)

University of London, London, UK