Jag Singh Kang BCom FCA CMgr FCMI

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NATIONALITY: British

PROFESSIONAL QUALIFICATIONS:

Fellow of the Institute of Chartered Accountants in England & Wales (FCA)

Fellow Chartered Manager of the Chartered Management Institute (CMgr FCMI)

EDUCATION:

University of Birmingham, United Kingdom

Bachelor of Commerce in Accounting, First Class Honours

Awarded Ernst & Young Award for best final year dissertation and KPMG Award for highest rank

OTHER ACHIEVEMENTS:

Led a firm wide Ernst & Young Business Valuations training seminar in Amman, Jordan which was directed to Partners & Directors across the entire Middle East Region.

Recognised in the Ernst & Young Strategic Finance Services Achievement and Recognition awards for outstanding performance.

PROFILE:

M&A and Corporate Finance Executive with significant cross-border experience spanning investment banking in Dubai, Big Four consulting in the UK and in-house leadership within a multi-billion-dollar group owned by the largest family office in Switzerland and operating across the Middle East, Europe and Africa. Proven track record advising Boards, C-suite and government stakeholders on complex transactions, strategic growth initiatives and private equity investments.

Expert in end-to-end execution of buy-side and sell-side transactions, including origination, valuation, due diligence, negotiation and post-merger integration. Have led high-impact, time-sensitive projects across the US, Asia, Europe, Africa and the Middle East.

CAREER:

AUG 2025- PRESENT

VALERIUS CAPITAL PARTNERS, UNITED ARAB EMIRATES
Head of Mergers & Acquisitions

Independent Dubai based advisory firm supporting Business leaders, investors and Boards on mergers & acquisitions, corporate finance and independent valuations.

- Advised an AI technology business on its regional expansion strategy, including commercial risk assessment, market prioritisation and go-to-market planning across the Middle East.
- Advised a US healthcare-focused venture capital fund on a capital raise spanning Seed to Series A, targeting innovative early-stage health tech opportunities.

- Advised a leading Gulf-based private equity firm on an investment into one of the Middle East's largest listed companies, delivering valuation, market due diligence and strategic pricing guidance.
- Performed valuation of specialist equity instruments for a European IT start-up operating in the UAE, supporting financial reporting and accounting compliance requirements.

NOV 2019 – AUG 2025

MEDICLINIC GROUP, UNITED ARAB EMIRATES
Director, Strategy, Corporate Development & M&A

Corporate Finance lead and Head of M&A for this global multi-billion dollar Healthcare, formally London listed business with operations spanning across Switzerland, Middle East, Africa and UK and part of one of the World's largest conglomerates:

- Provide strategic advice and counsel to the C-Suite on mergers, acquisitions, project tenders, capital investments, asset divestments and joint ventures including advising Senior overseas Board Members and shareholders on sensitive and confidential projects
- Managing the full M&A process from pricing negotiations to preparation of all necessary documentation including drafting and agreeing heads of terms, negotiating and completing contractual terms to successful closing of deals. Supporting business units with strategic advice ahead of integration within Group operations to drive further incremental benefits for the business
- Working closely with internal and external legal and finance teams and Bankers to structure and execute transactions
- Supporting research and analysis of new International market segments and competitors for the Board in order to facilitate potential market entry
- Working with Governmental officials on healthcare public-private partnerships and negotiating terms to ensure successful and commercially viable joint managed ventures
- Leading due diligence teams working within key functional groups to appropriately move forward with or withdraw from potential ventures
- Providing guidance and execution of valuation analysis including financial statement analysis, DCF comparable company analysis, precedent transaction analysis
- Providing post deal analysis and options to both local and overseas Executive Committees

APRIL 2017 – NOV 2019

PACIFICA CORPORATE FINANCE, UNITED ARAB EMIRATES
Director – Corporate Finance & Valuation Advisory

- Boutique advisory firm delivering strategic M&A and valuation support to private equity firms, corporates and entrepreneurs across the Gulf region and Europe.
- Led buy-side and sell-side transaction advisory, providing investment appraisal, feasibility analysis and commercial valuations for diverse mandates across technology, consumer goods, industrials and energy sectors.
- Conducted due diligence and financial modelling to evaluate acquisition targets and support decision-making for investment boards and leadership teams.
- Advised high-growth businesses on strategy and positioning ahead of sale processes, investor engagement and capital raising initiatives.

  Representative Assignments:

- Advising a Gulf business active within the consumer hospitality sector and with interests in US, Europe, Middle East and India on business strategy, valuations and funding ahead of a global expansion of its activities
- Guided an e-commerce start-up in the consumer goods space through investor readiness, including preparation of business plans, financial projections and equity valuation for venture capital funding.

- Provided advisory services in a multimillion-dollar dispute relating to a post IPO and subsequent market delisting of a Gulf based business.

FEB 2014 – APR 2016

AWAD CAPITAL, DIFC, UNITED ARAB EMIRATES
Board Member & Executive Director – Head of Corporate Finance & Valuations

Independent investment Bank co-founded by former senior leader for Goldman Sachs and the Head of Investment Banking for Europe, the Middle East and Africa for Bank of America Merrill Lynch. Operating under Dubai Financial Services Authority (DFSA) regulation within the Dubai International Financial Centre (DIFC).

- Led end-to-end execution of M&A transactions across consumer, hospitality, technology and service sectors, representing both buy-side and sell-side clients and overseeing negotiations, investment documentation and deal structuring.
- Delivered commercial valuations with scenario analysis and sensitivity modelling to assess strategic risk-adjusted returns and support investment decision-making.
- Screened and evaluated strategic opportunities for institutional investors and family offices, preparing feasibility studies and board-level recommendations.
- Directed multidisciplinary teams and managed external advisors (legal, technical, due diligence) to ensure delivery of high-value engagements within compressed timelines whilst managing and coaching team members.
- Held DFSA-authorised status, overseeing financial reporting, compliance frameworks, risk policies and business planning as part of senior governance responsibilities.

  Representative Engagements:

- Advised a prominent Saudi family office on a sell-side M&A transaction including undertaking business valuations and advising on shareholder strategy.
- Buy-side advisor for a multibillion-dollar family office acquisition on a $250m leading franchise group. Included undertaking market feasibility analysis to understand the market potential of the business, assessing key risks, undertaking sensitivity analysis in order to provide suitable risk weighted valuation ranges. Preparing appropriate Offer documentation with safeguards to protect my client in the event the representations upon which the offer was based faced further risks.
- Acted as sell-side adviser for a UAE-based software and technology firm, preparing all necessary investor and term sheet documentation, guiding negotiations and investor engagement.
- Delivered buy-side advisory on a $100M industrial acquisition, including due diligence oversight and board reporting.
- Supported strategic continuity in a government joint venture, securing favourable deal terms and partner alignment.
- Advised a maritime vessels operator on capital raising for their International business

JAN 2013 – FEB 2014

CI PARTNERS, UK
Principal Consultant – Corporate Finance & Portfolio Advisory

Privately held investment and advisory firm overseeing a diversified real estate asset portfolio across multiple sectors and geographies.

  - Held operational and investment oversight for group assets, delivering investment appraisal, financial modelling and valuation analysis to support acquisition and divestment strategy.
  - Managed both buy-side and sell-side processes, advising principals on commercial positioning, strategic alternatives and transaction execution.

- Restructured portfolio holdings in alignment with investment objectives and asset class performance
- Liaised with external advisers and local Government to support fundraising efforts, sales negotiations and due diligence on proposed transactions to ensure transactional integrity.
- Assessed, challenged and refined external inputs to ensure alignment with principal goals, mitigating risk and safeguarding returns.

FEB 2004 - DEC 2012

ERNST & YOUNG, UNITED KINGDOM
Regional Head – Corporate Finance, Valuations & Business Modelling

Led transaction advisory and strategic finance engagements for M&A, dispute resolution, fiscal and accounting purposes for global corporates, FTSE 100 clients, private equity firms and government entities across multiple sectors and geographies.

- Delivered corporate valuations, M&A advisory, investment appraisal and IPO support, including market benchmarking, risk quantification and strategic target identification.
- Advised on independent bank reviews, credit risk and corporate asset movements, ensuring fiscal integrity and board compliance across complex restructurings.
- Oversaw purchase price allocation, impairment testing and financial reporting for cross-border transactions under IFRS, UK and US GAAP.

Representative Engagements:

- Advising a leading global business with an acquisition of a specialist IT business with operations across North America and Europe.

- Assisting a fast growing IT business on both an acquisition of a competitor and restructuring the business to take advantage of favourable fiscal legislation in the US. Advice extended to dealing and negotiating with the appropriate UK authorities on the restructuring of the business.

- Advising a leading listed services firm on its acquisition of a multimillion-pound conglomerate with operations across South Africa, Europe and North America.

- Assisting a leading Japanese private equity firm on a proposed multibillion-pound investment in the UK. Met with senior Board members representing the vendors to ensure key project risks were identified, prepared financial modelling and valuation analysis to appropriately quantify the financial impact on project returns in order to advise the Board on whether the investment should be undertaken.

- Assisting a leading listed FMCG group with multi-billion revenues with investment appraisal following a group expansion involving both M&A and capex programme. Advice extended to advising on the acquisition of a key target to consolidate market position

- Acting for a consortium of Banks in a high-profile action involving a claim on a multibillion-dollar financial security. Valued a highly complex and illiquid financial asset, prepared Court documents and expert statements, provided rebuttals against the opposing sides various experts arguments disputing the valuation. Attended Court in the US as Financial Expert on behalf of the Banking syndicate.

- Advising a leading Singapore based business engaged in the chartering of marine vessels for the Oil & Gas industry. Included at the Company's request, challenging the CFO over both market and financial assumptions which would impact the business value.

- Assisting a leading Middle Eastern private equity firm on a M&A transaction in the UK. Involved appraising and advising on key valuation analysis and project returns with the objective of assisting in securing sufficient finance to acquire the target.

- Advising a leading global industrial components manufacturer further to its acquisition by a South East Asian Private Equity Group. Coordinated, managed and directed teams across Asia, Africa, North America, Australia and Europe.

- Expert opinion to parties involving a high profile Middle Eastern based Royal family and an Asian Government over the value of a shareholding in a global joint venture business with assets in Europe, US and the Caribbean. Involved meeting and advising senior overseas Government officials on key considerations and opining on valuation taking into consideration legal precedents within both the British Virgin Islands and wider Commonwealth.

- Advised a leading Pharmaceutical and Life Sciences business on the acquisition of several European Life Science businesses prior to its listing on the London Stock Exchange.

- Advised a leading Swiss group on a Buy-side transaction relating to the proposed acquisition of a minority shareholding within a complementary business.

- Advising a leading global business with an acquisition of consumer businesses with operations across North America and Europe including advising management on the appropriate valuation and accounting treatment of acquired intangible assets.

- Advising on Cost of Capital analysis for the purposes of considering a Buy-side opportunity within the Energy Sector in the Democratic Republic of Congo.

- Advising financial institutions holding syndicated loans in a variety of investments, including advising on the valuation of the businesses and subsequent exposure risk to creditors. Presenting to lenders the extent of increased risk to their portfolio following an analysis of the businesses trading and forecast expectations. Advised across a broad range of sectors including specialty retail, healthcare and construction.

- Provided valuation insights for IPO readiness, strategic fundraising and divestment programmes involving large multinationals and emerging-market businesses.

SEP 1997 - FEB 2004

PRICEWATERHOUSECOOPERS LLP, UNITED KINGDOM
Consultant - Valuations & Strategy

Provided valuation and strategic advisory services across a range of market sectors including automotive, healthcare, consumer goods, logistics, manufacturing and industrials. Delivered project-based consulting to boards, lenders and international clients seeking actionable financial insights for investment, restructuring and strategic planning.

- Prepared equity valuation reports for one of the UK’s largest automotive and logistics groups to assist lenders in assessing corporate risk and to support internal shareholder transaction pricing.
- Advised clients on disputed acquisition valuations, delivering competitor analysis, financial modelling and market research to challenge opposing positions and inform board-level decisions.
- Undertook valuation engagements for overseas clients, advising on subsidiary restructuring and cross-border market risk.
- Delivered strategic consulting to clients evaluating international investment strategies, including fiscal structuring, regulatory alignment and commercial planning.