

2018 Account Planning
RM contribution

Relationship Name: Safanad
Banker Team: Stewart Oldfield
GCIS Number: 00000550996
Relationship Team:

ISG:
DPM:
KCP: Matt Glassman
Lending: Laura Farischo
Trust/Custody:
WPS:
Deposits: Charlie Burrows
Other:

Client Profile

Safanad Limited, a global principal investment firm in Geneva, was founded by Mr. Kamal Bahamdan with the backing of the Bahamdan Group. Now based in New York City and Dubai, the structure is described as a hybrid of a family office, asset manager and endowment and invests in real estate, private equity and public markets. Mr. Bahamdan is the main point of contact for this relationship as well as the main source of wealth. Mr. Bahamdan was also Co-Founder and Managing Partner of BV Group Ventures, LLC. He developed strategic alliances and joint venture, generated deal flow, and was deeply involved in direct and fund investments. He was a Co-Founder of Al-Khabeer Merchant Finance Corporation. He was a Managing Partner at BV Global Partners, L.P.

Mr. Bahamdan has significant international principal investment experience where he led and participated in investments in a broad range of industries in the United States, Europe, and the Gulf. He serves as a Vice Chairman of Sara Holding, as a Member of Advisory Board at Sapinda Holding B.V, serves as a Board Member of CEA Capital Partners and Manara Infrastructure Fund. This relationship was established by banker Stewart Oldfield in January 2017. There is monthly contact with this prospect.

Opportunities and Challenges

While we haven't traded with Safanad in the US yet, we have seen several opportunities and have a good relationship to work from.

Safanad is a direct investor that generally sources LP capital for each of its transactions. Their business focus in the US is real estate and private equity. Our opportunities to work with them, then, will either be as a lender or to introduce them to investment opportunities through the investment bank or KCP.

On the lending front, we looked at (and passed on) a pre-k education roll-up business. We know that Safanad buys data centers and does aviation finance, so will continue to pursue opportunities there.

We have shown Safanad a few real estate transactions including MCM and the Elara hotel.

The main challenge here is sourcing transactions that are interesting to Safanad

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