

APPOINTMENT - DRKM - 11/6/2009

التاريخ: ٢٠٠٩/ ٦ / ١٠

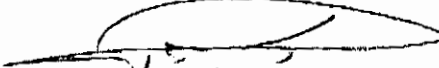
الرقم: D-COR-2009-838

السادة هيئة الأوراق المالية المحترمين  
دائرة الإفصاح

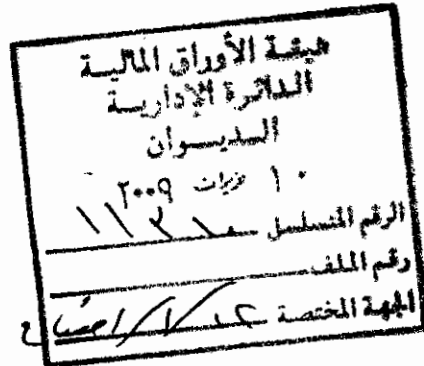
الموضوع: إفصاح

بالإشارة إلى تعليمات الإفصاح يرجى العلم بأنه وبنااريخ ٢٠٠٩/٦/٨ تم تعيين السيد بشار فتحي ذيب عيسى بمنصب مدير الاستثمار للشركة.

مع أطيب التحيات والتمنيات

  
وسيم وائل زعرب  
نائب رئيس مجلس الإدارة/ المدير العام

السيد عيسى  
البيور  
٦١١١



## **BASHAR ISSA**

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### **SKILLS**

- Investment Analysis, Research, Information Gathering, Portfolio Management, Financial Forecasting & Risk Assessment.
- Market Analysis, Brokerage, Syndicated Loans, Private Banking Credit Submission, Legal Documentation Credit Analysis & Rating.
- Excellent Financial Statements analysis, Client Relationship, Leadership, Motivational, Analytical, Presentation & Communication Skills.
- Ability to Work under Pressure, Excellent Planning, Training, and IT Skills: MS-Office & Basic Internet Usage.
- Participating in TV interviews to talk on GCC stock markets.

### **PROFESSIONAL EXPERIENCE**

**Sep '05 - Dec. '08 : Team Leader -- Investment & Research Unit,  
Diala Brokerage & Investment Holding Co., Qatar**

#### **Highlights:**

- Played a major role, as an integral part of the launch team, to establish the structure of the organization.
- Set up the procedure for and coordinated opening of accounts, the brokerage process and statutory documentation.
- Organized the soft launch of the company to present its activities to prospective clients.
- Acted as a key member in the training committee, Researched and prepared training material to build a core team of effective investment analysts, fund managers and relationship executives.
- Prepared the business plan for establishing Diala IT Company with total capital of QR 50m.
- Prepared the business plan for establishing Diala Real Estate Company with total capital of QR 50m.
- Prepared the Annual Investor Guide published by Diala Holding that covering Doha Securities Market in both Arabic & English.

#### **Responsibilities:**

- Conducting thorough scientific research and analysis by gathering information related to performance of MENA securities, studying their financial statements and reporting findings for the benefit of the companies' fund managers, account managers, representatives and investors.
- Preparing quarterly financial forecasts for the listed companies in Doha Securities Market, with good forecasting results.
- Undertaking responsibility for the preparation of Market Reports in Arabic & English and ensuring their publication in Qatari newspapers on a daily, weekly and monthly basis.
- Managing Diala Holding Portfolios and manage all Company's Investments.
- Participating in daily accounts managers meetings.
- Organizing training programs and presenting lectures for the benefit of staff posted at the company's call center and branches to keep them updated on current trends in local and G.C.C. financial markets.
- Working as Account Manager for some institutions' portfolios at Diala Brokerage.
- Acting as spokesperson for Al Jazeera Channel, CNBC Arabia, ABC Channel, Reuters, Bloomberg and Zawya.com to answer their daily inquiries and supplying them with market analysis and expectations.
- Preparing any requested reports for any listed companies in the GCC markets.

**Feb '04 - July '05 : Account Manager - Corporate Credit Department  
Ahli Bank - Head Office, Doha, Qatar**

#### **Highlight:**

Single handedly managed a portfolio of 42 credit facility accounts in the trading, contracting and real estate sectors, a full 5% of the bank's total credit portfolio.

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**Responsibilities:**

- Performing credit analysis, evaluated financial risk, prepared financial forecasts and supervised the management of credit of large institutional portfolios to develop and maintain client commitment and satisfaction.
- Preparing comprehensive financial statements and evaluated and updated the financial performance of client's portfolios, to assist the management in reviewing the credit rating of the clients.
- Assessing contractors' project finance requirements by developing a sound knowledge of market conditions while assigning credit disbursement against project payments.
- Developing client base by providing quality service to customers while undertaking risk assessment analysis of various types of lending proposals, from the straightforward to the very complex.
- Analyzing and reviewed clients' current and changing personal and financial data to deepen current, profitable client relationships by maintaining a balance between the clients' and the bank's best interests.
- Advising and recommending changes to policy and procedure by liaising with account managers and product specialists within the bank, to ensure that procedures comply with sector standards.

**May '00- Feb '04 - Credit Analyst (Head of Section) - Corporate Credit Department  
Bank of Jordan - Head Office, Jordan**

**Highlight:**

Managed a portfolio of 80 credit facility accounts for trading, services and real estate sectors in Jordan and Palestine, which equaled US\$ 70 million out of a total of US\$ 680 million of the bank's total credit portfolio.

**Responsibilities:**

- Studying applications for credit facilities analyzed the proposals and presented credit studies with recommendations for acceptance or rejection of the proposals.
- Conducting market analysis and evaluation for syndicated loans, prepared and analyzed balance sheet statements, cash flow, and income statement analysis and coordinated with other banks to guarantee the smooth functioning of the portfolios.
- Keeping abreast about the legal, compliance and market-risk-related issues involved in the approval of credit and ensured the completion of all legal formalities including the signing and acceptance of documents, contracts and other necessary papers.
- Developing and improving the quality of credit submissions by keeping up to date with issues that may affect quality of credit decisions taken by the management.

**EDUCATION**

**Aug '02: - The Arab Academy for Banking & Financial Sciences, Amman, Jordan  
Master's degree, Financial Markets (Awarded scholarship by the Bank of Jordan.)**

**Sep '01: - The Arab Academy for Banking & Financial Sciences, Amman, Jordan  
Higher Diploma in Banking (Awarded scholarship by the Bank of Jordan.)**

**Dec '99: - Philadelphia University, Amman, Jordan  
Bachelor's degree in Accounting**

**PERSONAL INFORMATION**

**Birth Date:** October 1st, 1977

**Gender:** Male

**Marital Status:** Single

**Languages:** English & Arabic

**MEMBERSHIPS**

<b>Organization</b>	<b>Membership/Role</b>	<b>Member Since</b>
Institute of Management Accountants (IMA)	Member	May 2003
The Institute of Certified Bankers (ICB) of ABA	Member	November 2003
The Arab Academy for Banking & Financial Sciences.	Member	January 2004