

بسم الله الرحمن الرحيم



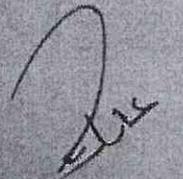
الرقم: ١١٦٨ / ٣ / ١٧
التاريخ: ١٤٤٣ / ٠٦ / ٠٩ هـ
الموافق: ٢٠٢١ / ٠١ / ١٢ م

السادة شركة الشرق الأوسط للتأمين

بالإشارة إلى بريدكم الإلكتروني الوارد إلينا بتاريخ ٢٠٢٢/٠١/١١ والمتضمن كتابكم رقم ٥٣/١/٦/٣/١٠٥ تاريخ ٢٠٢٢/٠١/١٠ وما سبقه من مراسلات، وموضوعه إعلامنا بترشيح السيد فارس التلهوني لإشغال عضوية مجلس إدارة شركتكم خلفاً للعضو المستقيل بموجب كتابكم رقم ١٠٢٨/١/٦/٣/١٠٥ تاريخ ٢٠٢١/١٢/٠٥ السيد واصف يعقوب عازر.

وبعد دراسة كتبكم والبريد الإلكتروني المشار إليه أعلاه ومرفقاتهم، نعلمكم بالموافقة على تعيين السيد فارس التلهوني لإشغال عضوية مجلس إدارة شركتكم، وذلك عملاً بأحكام الفقرة (ج) من المادة (١٨) من قانون تنظيم أعمال التأمين رقم (١٢) لسنة ٢٠٢١.

وتفضلوا بقبول الاحترام.


المحافظ
د. عادل الشركس

Faris O. Al Talhouni

Faris Al Talhouni is the COO of the Talhouni Group, a group of companies with vested interests in investments, real estate development, corporate uniforms, food products and IoT solutions. He manages Knight Kapital, an investment and development firm specializing in real estate. He is also the COO of FORM / Corporate Couture a leading hospitality and image wear supplies company in the MENA region. A graduate of Columbia University with a Master's degree in Real Estate Development. He holds a BA in International Relations from Florida International University. Trilingual, he is fluent in English, Arabic and French. He has served on the board of EICO one of the leading Jordanian firms with a market capitalization of over \$1 billion. He currently serves on the board of Spectrum, a company that focuses on renewable energy and operates at a regional level.

EDUCATION

Columbia University– New York, New York	May 2013
▪ M.S Real Estate Development	
▪ Concentration: Real Estate Finance, Financial Modeling, Capital Markets, Hotel Development, Private Equity, Capital Raising and Real Estate Law	
Florida International University – Miami, Florida	August 2009
▪ BA International Relations - Graduated with Honors "Dean's List" (GPA 3.8/4.0)	

PROFESSIONAL EXPERIENCE

FORM / Corporate Couture (Talhouni Group)– Amman, Jordan COO	January 2015 – Present
▪ Relocated the company's offices to Al Abdali with state-of-the-art design showcasing the full creative capabilities of the company. Designed and oversaw the new manufacturing facility in Al Muqabulain fully fitted to tackled the new demands of the b2c and b2b markets.	
▪ Implemented Microsoft Dynamics ERP system to fully automate our accounting and manufacturing modules to help scale the company	
▪ Responsible for rebranding the company for its 30 th anniversary, spearheaded the complete restructuring of the company, hiring of new staff and growth strategies	
▪ Introduced a new innovative performance suit line (breathable, stretch and wrinkle free) that is tailored to tackle the everyday needs of the corporate world	
▪ Increased brand presence and sales in the GCC (Saudi, Qatar and Kuwait)	
▪ Created a new b2c line and online store to increase the company's reach globally and capitalize on the ever growing b2c chef's market	
Knight Kapital (Talhouni Group) – Amman, Jordan CEO	June 2014 – Present
▪ Design and development of the Talhouni Group's new 1000 sqm offices in Abdali	
▪ Prepared the financial model for a \$7million four villa boutique compound in an upscale neighborhood in Amman, Jordan	
▪ Responsible for underwriting the financial model for a \$3.3million renovation of a 33-room boutique hotel and creating the overall concept of the hotel	
▪ Prepared the financial model and market analysis of a \$2.1 million mid-income residential project in East Amman, Jordan	
▪ Responsible for the fit out, interior design and rental of offices in the DIFC district of Dubai, UAE	
Consultant, Miami, Florida	August 2013 – May 2014
▪ Assisted in underwriting and the financial analysis of a \$190 million hotel acquisition project in Tampa, FL	
▪ Worked with a developer to locate land to develop a \$15 million 3-star hotel project and helped with underwriting and due diligence	
Gemini Real Estate Advisors– New York, New York Intern, Acquisitions and Development Department	February 2013 –May 2013
▪ Assisted in conducting due diligence for acquisition and development opportunities, including asset inspections as well as market research, zoning, environmental, and title reviews	
▪ Prepared financial models for acquisition and development analysis purposes in the form of revenue growth, valuation and returns, debt sizing, and joint venture waterfalls	
▪ Transaction and Development Experience	
▪ Acquisition of hotel portfolio with a total of 830 keys in North East region - Project Value: \$125 million	
▪ Conversion of a commercial building into residential condominiums in New York, NY- Project Value: \$10-\$30million	
▪ Acquisition and redevelopment of a commercial building into a townhouse in New York, NY - Project Value: \$14 million	
▪ Acquisition of hotel with 60 keys in the Hamptons, NY - Project Value \$11 million	
▪ Acquisition of hotel with 225 keys in Miami, FL – Project Value \$83 million	
▪ Development of a proprietary loyalty program for Gemini's hotel portfolio; (Includes CRM and PMS integration, developing the program's scope and benefits)	
Oussoul Investments – Amman, Jordan Development Analyst	May 2011 – May 2012
▪ Worked directly with the CEO in buying and selling of land, researching and analyzing of potential land developments and negotiating land prices	
▪ Part of team that underwrote, researched and surveyed the development of a \$15 million commercial project in Aqaba, Jordan; plans are to develop the land into commercial retail and office space, recommended securing a big supermarket as an anchor tenant	
▪ Researched, surveyed and supervised a middle-income residential development in South Amman, Jordan; responsible for overseeing the main design of the building; established pre-qualification requirements for contractors and budgeted the cost of the building	

Fares O. Al Talhouni

Grand Flour Mills of Zarqa – Zarqa, Jordan
Business Development and Operations Manager

February 2011 – May 2012

- Conducted general management of a family-owned commodities company comprised of 100 employees
- Took charge of a corporate restructuring campaign that resulted in the hiring of new employees, delegating new job descriptions for both current and new employees, and setting a comprehensive maintenance schedule; reduced overtime costs by 55%
- Increased sales by 20% by attracting new customers and hiring new sales personal on a commission basis while improving daily optimization through a rigorous maintenance schedule

Modern Fashion Design – Amman, Jordan
Business Development and Sales Manager

June 2009– May 2012

- Responsible for business development, sales and general management in this family-owned hotel supplies company
- Spearheaded penetration of new markets in Saudi Arabia and Libya that increased sales by 30% from 2009
- Launched new costumes division that generated \$150,000 in revenue since June 2010