

Management team



Mahmoud Abdulhadi

Executive Director, Chief Executive Offer, UBS Saudi Arabia and Head of UBS Saudi Arabia Investment Bank

Mahmoud is responsible for the UBS Saudi Arabia office in his capacity as Chief Executive Officer in addition to his role as Head of Investment Banking.

Mahmoud joined UBS in January 2003 in London, within Equity Operations working on a variety of projects linked to the UBS Equities business. In 2005, Mahmoud moved to the UBS Investment Banking division in London and worked on a variety of transactions, including advising the Saudi Government on its railway privatization and expansion, structuring and financing of Istithmar's US\$2.0 billion investment to acquire a 2.4% stake in Time Warner; TECOM Investments' acquisition of a 60% stake of Maltacom plc and Cable and Wireless' disposal of its 20% stake in Batelco.

Mahmoud relocated to the UBS Dubai office in February 2007, and worked on several transactions, including International Petroleum Investment Company's (IPIC) 20% strategic investments in Cosmo Oil; the US\$400 million IPO of DEPA on the Nasdaq Dubai and Zain's (MTC Group) acquisition of mobile licences in Saudi Arabia and Iraq.

Mahmoud assumed the role of Head of Investment Banking for UBS Saudi Arabia in 2009, where he advised on a number of cross border acquisition situations including Saudi Agricultural and Livestock Investment Company's ("SALIC") US\$ 187 million investment to acquire a 19.95% stake in Minerva SA. Mahmoud assumed the role of the Chief Executive officer alongside his Investment Banking role in 2012.

Mahmoud is a Saudi national, and holds a Masters Degree in Manufacturing Engineering and Management from the University of Warwick.



Wael Al-Rasheed

Head of Compliance & Operational Risk Control and Money Laundering Reporting Officer

Wael Al-Rasheed holds an MBA from the University of Liverpool, United Kingdom. He is an experienced professional with over 23 years of solid experience in the Finance industry, 12+ years of which have been in the Audit & Financial Controls fields. Mr. Al-Rasheed is a holder of CMA (Certified Management Accountant-IMA USA), CAMS (Certified Anti-Money Laundering Specialist-ACAMS USA), CFE (Certified Fraud Examiner-ACFE USA) and CSCA (Certified in Strategy and Competitive Analysis-IMA USA) certifications.



Ghassan A Soufi

Wealth Management Head, UBS Saudi Arabia

Ghassan has more than 25 years of experience in the Saudi financial sector. Before joining UBS in September 2019, he was the Head of Private Banking - Western Region at SAMBA Financial Group for more than 13 years, focusing on high net worth Individuals (HNWI's) and institutions. He was promoting Samba Franchise and banking products, offering advises to HNWI's on leverage opportunities. Prior to Samba, Ghassan worked at the National Commercial Bank (NCB), where his last assignment was at the Risk Management Division at the National Commercial Bank (NCB) handling various responsibilities including Countrywide Head of Credit Control, Secretary of the Credit Committee, and Managing Credit Policies and Portfolio Management. Ghassan Holds a bachelor degree of Computer Science and an MBA from George Washington University, and has attended INSEAD Executive Leadership course and Frank Russel Executive Management.



Fady Fakhoury

Head Business Risk Organization

Mr Fakhoury has a masters in business administration (M.B.A.) from the Ecole des Hautes Etudes Commerciales (H.E.C.) in Canada. Mr Fakhoury has nine years of experience working in the field of Risk and Finance management in entities licensed by the Capital Market Authority in Saudi Arabia.

May Saleh AlRajeh,

Finance Manager

May AlRajeh joined UBS Saudi Arabia in April 2018 and her role includes regulatory, management and tax reporting.

Prior to joining UBS, May was the Financial Controller at Morgan Stanley Saudi Arabia. She started her career with Almarai and Airbus Defence & Space over 6 years ago in finance department.

May holds a Master degree with an International Accounting & Finance major from University of Liverpool. She also holds Bachelor of Administrative Science majoring in Accounting from King Saud University, Riyadh, Saudi Arabia.



Mazen Matraji

Client Advisor, Wealth Management

Mazen Matraji joined UBS in late Dec 2019 coming from Audi Capital and bringing in a 25 years of banking experience in Saudi Arabia.

In 1994, he started his career in SAMBA on the International Brokerage side and worked for 5 years before he moved to an online brokerage start up where he also worked for 5 years. He then joined SABB in 2004 and worked as a Brokerage Manager for International Equities for another 5 years before he decided to move to EFG Hermes as a Director for Coverage. At EFG Hermes, he worked for 6 years and due to its regional platform and wide offering, Mazen assumed a different role that added value to his expertise on the Client Relationship side. He also worked for Al Bilad Capital as the Head of Wealth Management.

Norah Binyousef

Client Advisor, Wealth Management

Norah joined UBS Saudi Arabia in September 2016. She has over 10 years' experience in the financial sector. Before joining UBS

Norah worked for 6 years at JPMorgan in Geneva, Switzerland as a Wealth Management Relationship Manager covering clients in Saudi and Kuwait. She also worked previously for more than 4 years with Saudi Hollandi Bank in Riyadh, Saudi Arabia as an Islamic Banking Product Manager.

Norah holds a bachelor degree in Business Administration from King Saudi University.

