



MIDDLE EAST REAL ESTATE SUMMIT 2018



Natasha Hannoun

Director

Integrated Alternative Finance Ltd

Natasha is a Director at Integrated Alternative Finance Ltd (IAF), a wholly owned subsidiary and the principal debt investment platform of Abu Dhabi Financial Group. She also serves on the Board of Directors of the Abu Dhabi listed property developer Eshraq Properties Co. and Septech Holdings, a specialist water provider headquartered in Dubai.

At IAF, Natasha leads the investment team and is responsible for the origination, structuring and execution of ADFG's debt investments in the Middle East including last mile financing for property developers, acquisition financing for financial sponsors, mezzanine financing and subordinated debt. Natasha has structured over US\$7 billion in real estate financing, including last mile financing for Balqis Residences on the Palm Jumeirah and a GBP100 million listed Eurobond for the Broadway development in London.

Prior to joining ADFG in 2014, Natasha was part of the Corporate Finance and Debt Advisory team at Deloitte Corporate Finance Advisory in Dubai, where she had broad experience across a range of advisory services and sectors including education, logistics, energy and real estate. She advised GEMS Education on its equity disposal to Fajr Capital, Blackstone and Mumtalakat in 2014 as well as raising US\$265 million sale and lease backs and US\$200 million hybrid Sukuk offering in 2013. Natasha has also advised on a 100 percent debt financed acquisition of shipping assets through senior and mezzanine financing and assisted a US based marine renewable energy company on raising project finance for the development of its projects.

Natasha holds an MSc in Physics and Mathematics from the University of Bristol in the UK with a year at University of Bologna, Italy.

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