

## IVAN J. HOPKINS

**Date of Birth:** 27<sup>th</sup> August 1953

**Nationality:** British / Canadian

**Education:** B.A.Sc. (Mining), University of British Columbia, Canada  
M.B.A. (Finance & Marketing), University of British Columbia, Canada

**Professional:** Professional Engineer (Mining) Licensed in British Columbia, Canada.

**Employment Career:** Arab National Bank (Saudi Arabia) 2010-2017  
National Commercial Bank (Saudi Arabia) 2006-2009  
Emirates Bank (Dubai) 2006  
Abu Dhabi Commercial Bank (Abu Dhabi) 2005  
Saudi Investment Bank (Saudi Arabia) 1998-2004  
MUFG Bank (Canada) 1989-1998  
HSBC (Canada) 1984-1989  
Noranda Mines Ltd. (Canada) 1979-1982  
Ottawa Silica Company (USA) 1978-1979  
Occidental Petroleum Corporation (USA) 1975-1978

**Languages:** English (native)

### Experience:

Ivan is highly experienced in project finance as well as wholesale and commercial banking and has a successful track record in building and managing project finance and wholesale banking transaction teams in Saudi Arabia, the United Arab Emirates and Canada.

Ivan has garnered a wide range of successful project finance experience in Canada, the Middle East and South-East Asia and completed numerous iconic transactions working within both Sharia compliant and conventional transaction structures for projects in infrastructure, independent water and power plants (IWPPs), real estate, energy, mining, transportation and petrochemicals.

Ivan represented an important Saudi Bank on the SAMA Chief Credit Officers Committee for five years.

Ivan has proven expertise in identifying, recruiting and mentoring high-potential candidates for important positions within project finance teams.

As a leader of several of the major project finance and wholesale banking teams within several Saudi and regional banks Ivan was able to consistently design and execute highly successful business plans.

Ivan managed multibillion-dollar project loan portfolios.

Ivan was a member of the Credit Committee of an important Saudi Bank for six years. This role required a deep understanding of the risk of a full range of banking transactions.

Ivan led teams working on numerous high-profile project finance mega-transactions in Saudi Arabia including: (1.) the financing the multibillion-dollar development of one of the region's largest private ports; and (2.)

Madinah Airport: the first major Build-Transfer-Operate (BTO) airport concession in Saudi Arabia. Ivan's team provided bid support for the successful bidding consortium and then acted as one of the three underwriting banks for a US\$ 1.2-billion Islamic financing package for this iconic PPP project that won several prestigious Euromoney awards including Islamic Finance Award for best Project Finance Deal in 2012 and Middle East PPP Deal of the Year in 2012. The Madinah Airport is the first full PPP in Saudi Arabia and the largest infrastructure project in the region in 2012.

**Recommendation:**

Ivan was recognized and profiled by MEED magazine as one of the six influential project finance bankers in Saudi Arabia in 2011.

Ivan is a co-inventor of a US patent in process technology.

**Hobbies:**

Following current financial trends, managing his personal investment portfolio, reading, history, politics, travel, gym and other forms of physical exercise.

## **5 KEY AREAS OF STRENGTH FOR CONSULTANCY**

1. Business Strategy: prepare or review strategic business plans
2. Project Loan Structuring
3. Project Risk Analysis: provide independent assessment of project risk as well as supporting studies of risk elements.
4. Interim Executive Support for temporary senior level vacancies
5. Negotiating: terms of loans and loan restructuring