



Souheil Ali Hassan

Investment Director
Al Ghurair Group

Company Profile:
Single Family Office

Attendee Brief Bio:
Souheil Ali Hassan brings over 10 years of specialized experience in financial services, particularly in Family Office and portfolio management. With a proven track record, Souheil has successfully sourced, executed, and overseen diverse investment portfolios for three large Family Offices, encompassing public equity, private equity, venture capital, real estate, and fixed income investments, both through funds and direct investments. Currently, Souheil leads the establishment of the Al Ghurair Family Office, where his responsibilities include shaping the investment strategy, establishing strong governance frameworks, and making effective investment decisions to enhance portfolio performance.

Please list your organization's primary function:
Family Conglomerate

What is your main function within the company:
Managing the private wealth of the family.

Are you responsible for hiring investment managers?
Yes

Total Assets Under Management:
\$1B+

What percentage of the total funds are allocated to alternatives?
50%

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Please indicate the range or size of allocations you make:

Responsible for overseeing the whole public and private market portfolio - tickets size \$5 to \$20m

In your own words, please tell us specifically what types of investments you are looking for:

I am looking for fund managers with a track record covering asset classes like Private equity, private credit and real estate.

Have you invested in first time funds in the past?

No

What is your IRR target and over what duration?

For the overall portfolio we look for c. 8% IRR over the long term.

In what geographical regions and specific subregions or countries are you looking for future investments?

- Global

Please specify if you have any restrictions to invest in a specific asset classes or strategies or regions:

No

Products planning to invest within the next 3 to 6 months:

- Credit Funds
- Equity Products
- Fixed Income and Money Market
- Hedge Funds
- Infrastructure
- Private Debt
- Private Equity
- Real Estate and Property Investments