

Hani Dannawi, ACCA, CMA, MCSI, ICVS

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EXECUTIVE BIO

Accomplished Chief Financial Officer and Deputy General Manager with over 25 years in the banking and financial services sector. Proven expertise in treasury, capital optimisation, IFRS/Basel compliance, performance management, valuations and digital transformation. Recognised for driving financial resilience, sustainable profitability and governance excellence in challenging markets, while acting as a trusted advisor for the boards and executive committees. Brings a strong record of aligning finance strategy with business growth, operational efficiency and technology driven transformation enhancing both performance and stakeholder confidence.

KEY ACHIEVEMENTS

- \$ 101M Capital Raised(Preferred Shares)
- 30% Revenue Uplift despite market headwinds
- 60% Improvement in NPL Recovery
- Oversight of Multi-Billion \$ Balance Sheet
- 10% Cost reduction via Restructuring & Efficiency initiative
- Completed two Mergers

AREAS OF EXPERTISE

- Strategic Financial Planning
- Treasury & Capital Adequacy (Basel III/IV, LCR/NSFR, ALM)
- Regulatory & Governance (IFRS 9, Central Bank frameworks, Stress Testing)
- Regulatory Reporting & Risk mitigation
- Financial Accounting
- M&A & Valuations (Cross-border deals, Debt/Equity structuring)
- Strategic Leadership (Deputy GM mandate, Board Reporting, Governance)
- Operational Efficiency Optimisation
- Performance & Business Management (Forecasting, KPIs, Cost Control)
- Corporate Finance
- Digital Finance & Transformation (ERP, BI Dashboards, Automation)
- Cross-functional Team Leadership

BOARD EXPERIENCE

USB Holding PLC | Cyprus

Board Member | 2020 – 2022

Represented BLCBank on the Board during a critical restructuring and divestment phase.

Directed the sale of USB Bank, Subsidiary of BLCBank, to AstroBank, ensuring compliance with European regulatory requirements and overseeing negotiations, due diligence and valuation alignment to safeguard shareholders' interests.

PROFESSIONAL EXPERIENCE

BLC Bank SAL | Lebanon

1999 – Present

Deputy General Manager & CFO | 2024 – Present

Lead high-impact initiatives to optimise profitability, long-term sustainability, and market share expansion. Enhance business growth, operational excellence, and competitive positioning through development and execution of enterprise-wide strategy. Improve governance frameworks, cost optimization, accelerate digital transformation, and enhance client experience through cross-functional collaboration.

- Fostered innovation and accountability through cultivation of a high-performance culture among senior leadership
- Directed balance sheet and capital structure optimisation, strengthening liquidity, solvency, and long-term resilience
- Enhanced governance frameworks and reinforced risk oversight, ensuring compliance with IFRS, Basel III/IV
- Optimised cost structure by achieving 10% expense reductions, boosting revenue streams by 30%, and safeguarding liquidity and solvency during periods of economic volatility.

Assistant General Manager & CFO | 2014 – 2024

Managed corporate finance operations, including treasury management, financial accounting, and management accounting functions. Enhanced organisational performance through robust cost control measures, risk mitigation strategies, and operational process optimisation. Supervised regulatory reporting in alignment with IFRS, Basel standards, and BDL/BCC Circulars.

- Achieved 7% cost reductions and notably improved recovery of outstanding debts by 60% through financial initiatives.
- Successfully structured and completed three preferred shares issuances totalling USD 101 million, strengthening the bank's capital base and supporting long term growth
- Led successfully many acquisitions and divesture transactions (USB Bank Cyprus, Lati Bank Lebanon), strengthening the bank's regional footprint and strategic positioning.

Finance Manager | 2008 – 2014

Established robust financial controls, key performance indicators, interactive dashboards, and budgeting frameworks. Provided insights for executive-level decision-making through execution of regulatory reporting and in-depth performance analysis.

- Administered Oracle financial analytical applications and contributed in ERP system deployment to enhance financial performance, process efficiency, and cross-functional integration.

Various Roles in Banking & Finance | 1999 – 2008

Executed financial analysis and reporting to support strategic planning and regulatory reporting. Evaluated credit applications and portfolio performance to mitigate risk and optimise asset quality. Facilitated capital markets transactions

EDUCATION & CREDENTIALS

Master's Degree Equivalent | ACCA UK, 2023 – 2025

Advanced Accounting and Strategic Finance

Prize Winner: Financial Reporting, Taxation, Strategic Business Reporting, Advanced Financial Management.

Executive Education | INSEAD, France, 2018

Strategic Management in Banking

BS in Banking and Finance | Lebanese American University (LAU), Lebanon

Physics Major | American University of Beirut (AUB), Lebanon

French Bacalaureate | Lycée Franco Libanais BAC C – Scientific Section

PROFESSIONAL QUALIFICATIONS & MEMBERSHIPS

Chartered Certified Accountant (ACCA-UK)

Certified Management Accountant (CMA) – IMA, USA

Advanced Diploma in Accounting and Business – ACCA, UK

Member of the Chartered Institute for Securities & Investment (MCSI), UK

International Certified Valuation Specialist (ICVS)

Certified in International Financial Reporting (CertIFR) – ACCA, UK

Central bank of Lebanon Qualifications (in collaboration with ESA): Investment & Risks, Securities, Financial Regulations

LANGUAGES

Arabic – Native | French & English – Fluent