

## Dimitri Sayegh, CPA (inactive)

An expert on mergers and acquisitions, value creation, organizational design, restructurings and reorganizations. Dimitri has led a wide range of transactions including buy-side and sell-side mergers, acquisitions, divestitures, recapitalizations, and raising public/private-equity funds aggregating over \$10 billion. Fluent in French and Arabic, Dimitri has planned and executed outbound and inbound transactions with Europe, Japan, Asia, Australia and Latin America.

## Credentials & Expertise

### Expertise

- ◆ Cross-discipline M&A planning
- ◆ M&A integration
- ◆ Financial/accounting due diligence
- ◆ Pre/post letters of intent
- ◆ Non-U.S. accounting principles
- ◆ Commercial transactions
- ◆ Strategy evaluation
- ◆ Market research
- ◆ Quantitative decision support
- ◆ Cost analyses
- ◆ Profitability projections
- ◆ Cash flow projections
- ◆ Valuations

### Industries

- ◆ Technology/software
- ◆ Aerospace and defense
- ◆ Asset management
- ◆ Engineering and construction
- ◆ Healthcare advisory
- ◆ Hospitality
- ◆ Real estate
- ◆ Luxury consumer products
- ◆ Manufacturing and distribution
- ◆ Media and entertainment

### Achievements

- ◆ Led a wide range of transactions aggregating to more than \$10 billion. Transactions included mergers, acquisitions, divestitures, recapitalizations and raising public and private equity funds.
- ◆ Planned and executed outbound and inbound transactions with Europe, Japan, Asia, Australia and Latin America.
- ◆ Adopted and deployed IT finance systems; upgraded capabilities of finance teams.

### Highlights

- ◆ **China Construction America** - As vice president led the pursuit of multibillion dollar engagements, advised on investment opportunities and established a transaction lead management program with multiple investment banking houses, among other responsibilities. As a member of the board and interim chief financial officer oversaw financial operations and developed a five-year strategic business plan, among other responsibilities.
- ◆ **EY** - As partner for transaction advisory services led a \$15 million revenue practice that focused on buy- and sell-side diligence, managed global multi-discipline diligence engagements and advised serial acquirers, among other responsibilities. As partner and independence leader in the national office developed global policies regarding the impact of transaction advisory services on auditor independence, among other responsibilities.

### Associations & Certifications

- ◆ Certified Public Accountant – licensed in California (inactive)
- ◆ Senior Technician (Cycle II), College of the Sacred Heart, Beirut, Lebanon – 1977 to 1978

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.

## Dimitri Sayegh, CPA (inactive)

### Credentials & Expertise



#### Education

- ◆ Bachelor of Business Administration with a concentration in Accounting, University of Southern California at Los Angeles

### Experience

M&A Advisor ◆ 2016 to Present

- ◆ Counseled enterprises on how to carry out growth plans through mergers and acquisitions.
- ◆ Helped clients overcome the financial and operational challenges associated with periods of rapid transformation resulting from market forces or internal initiatives such as acquisitions, mergers, divestitures, profitability volatility, liquidity constraints, leverage negotiations, reorganizations, restructurings, etc.



China Construction America

◆ Vice President – 2015 to 2016, Board Member and  
Interim Chief Financial Officer, CCA Civil – 2015 to 2016

China Construction America (CCA) is a subsidiary of China State Construction Engineering Corp. Ltd. (one of the world's largest investment and construction groups) with operations in North and South America. CCA's family of companies includes CCA Civil, CCA South America, CCA Panama Corporation, Plaza Construction Company and Strategic Capital.

#### As Vice President, China Construction America:

- ◆ Led the pursuit of engagements that included multibillion dollar revenue targets as well as smaller private and public companies.
- ◆ Advised fellow C-suite members on the pros and cons of investment opportunities in the construction space.
- ◆ Established a transaction lead management program with multiple investment banking houses.
- ◆ Coached other CCA executives on transactional matters.
- ◆ Coordinated the progress and priorities of all professional transaction advisors including investment bankers, lawyers, accountants, actuaries, engineers, etc.
- ◆ Organized and led debriefing sessions to identify operational and transactional risks, establish priorities and develop action plans to resolve the risks.
- ◆ Drafted, reviewed and collaborated with other executives to produce term sheets, letters of intent and contractual closing documents.

CCA Civil is one of the family of China Construction America companies. It is involved in projects focused on infrastructure improvements in New York and New Jersey.

#### As a Member of the Board and Interim Chief Financial Officer, CCA Civil:

- ◆ Developed a five-year strategic business plan and designed an operational project turnaround proposal.
- ◆ Streamlined, relocated and reassembled a lean finance team to maintain control over day-to-day operations and fulfill periodic financial reporting requirements.
- ◆ Participated in steering the deployment of a fully integrated management information system.
- ◆ Strategized with operations and legal department colleagues on how best to document, present and pursue large construction claims against project owners.

## Dimitri Sayegh, CPA (inactive)

### Experience

- ◆ Presented at project review meetings concerning views related to organizational, procedural and project control improvements.
- ◆ Developed and implemented a cash flow projection process to improve short-term and longer term visibility over available liquidity and cash/debt reporting to the parent company.
- ◆ Served as point person to pilot the completion of stale and overdue audits of the parent company's consolidated financial statements.



EY ◆ Various Positions in New York, New Jersey and California – 1985 to 2015

#### As Partner – Transaction Advisory Services – Engineering and Construction Sector Leader, New York Office – 2011 to 2015 (retired)

- ◆ Led a revenue practice of more than \$15 million (20 full-time equivalents) focused on buy-side and sell-side financial, accounting and tax diligence as well as deal structuring, integration and restructuring services for engineering and construction (E&C) companies in the Americas.
- ◆ Advised on the strategy and execution of transformative initiatives and out-bound global M&A transactions of leading E&C companies including the negotiation of key deal terms and conditions.
- ◆ Advanced leading practices to analyze the operations and performance of E&C businesses.
- ◆ Led and managed domestic and global multi-discipline, multi-location complex diligence engagements for large transactions, as well as limited scope engagements for tactical tuck-in transactions.
- ◆ Advised serial acquirers (private equity and corporations) on the development of successful corporate development teams.
- ◆ E&C companies served included Fluor, Jacobs Engineering, AECOM, CH2M Hill, Tetra Tech, Parsons Corporation, China Construction America and McDermott.
- ◆ Established and developed relationships with Greenfield and existing mid-market accounts unrelated to E&C based in the northeast U.S. including healthcare consulting/advisory, consumer electronics and general Industrials.

#### As Partner – Independence Leader, New York and New Jersey – National Office – 2007 to 2011

- ◆ Advised and coached global transaction advisory teams on how to conform client services with recently enacted rules regarding auditor independence in the U.S.
- ◆ Developed global policies regarding the impact of transaction advisory services on auditor independence.
- ◆ Participated in the development of new transaction service offerings.
- ◆ Streamlined the process for articulating and presenting the value proposition, service methodology and policies for core and innovative professional services.
- ◆ Supported the integration of emerging/acquired professional services businesses (primarily restructuring and infrastructure) by reshaping/resequencing their service offerings; reengineering service delivery means and methods; and training professionals on quality programs, policies and procedures.
- ◆ Trained non-U.S. risk management personnel on U.S. auditor independence rules and related EY policies.

#### As Partner – Transaction Advisory Services, Los Angeles Office – 1998 to 2007; Regional Leader – Quality and Risk Management, Los Angeles Office – 2002 to 2007; Senior Manager – Transaction Advisory Services, Los Angeles Office – 1995 to 1998

- ◆ Led the initial penetration of the corporate transaction market in Southern California by establishing relationships with corporate development officers, chief financial officers and corporate controllers of leading public and private companies in Los Angeles, Orange County and San Diego; and by advancing the EY brand at functions sponsored by local business organizations

## Dimitri Sayegh, CPA (inactive)

### Experience

- ◆ Managed in-bound transaction flow into the U.S. from France and other French-speaking countries.
- ◆ Led the deployment of people initiatives in the firm's Southern California transaction advisory services practice.
- ◆ Advised and coached two candidates who made partner.
- ◆ Led recruiting activities with outside recruiters and transfers from other service lines; participated in on-campus recruiting programs.
- ◆ Developed and led transaction diligence education programs.
- ◆ Promoted consistent application of transaction analysis processes.
- ◆ Led the early development and application of quality and risk management guidelines and methods.
- ◆ Served a variety of private equity and corporate clients.
- ◆ Promoted transaction services internally and externally.
- ◆ Private equity clients included Platinum Equity, Knowledge Universe, DLJ, Colony Capital, Oryx Capital, Gryphon Investors, HRG, etc.
- ◆ Corporate clients included Fluor Corporation, Jacobs Engineering, Tetra Tech, Disney, LVMH, Zodiac, EDF, Triumph Group, etc.

**As Senior Manager – Audit and Assurance Services, Orange County Office – 1990 to 1995; Manager (Arthur Young predecessor to EY) – Audit and Assurance Services, Orange County Office – 1987 to 1990; Senior (Arthur Young predecessor to EY) – Audit and Assurance Services, Orange County Office – 1985 to 1987**

- ◆ Audit clients served consisted principally of E&C, software, technology, healthcare products/services and restaurant companies.
- ◆ Worked on special projects including initial public offerings, accounting irregularity investigations, restatements, project analyses, due diligence and financial model reviews.
- ◆ Served diverse entities that applied fund-type accounting such as benefit plans, governmental entities, private foundations, schools and nonprofit organizations.

### Earlier Experience

#### Arthur Young International Company was the predecessor to EY.

- ◆ Senior – Audit and Assurance Services, Al Khobar, Saudi Arabia – 1978 to 1982
- ◆ Clients served consisted principally of companies in the oil and gas services, construction, engineering services, manufacturing, and trucking/logistics industries.

#### Russell & Company Company was the predecessor to Arthur Young International.

- ◆ Staff – Audit and Assurance Services, Beirut, Lebanon – 1977 to 1978
- ◆ Clients served consisted principally of banking and insurance companies.

### Contact Us

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Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

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