

Asset Management

Products & Projects Highlights



Overview

We at Kuwait Financial Centre "Markaz" offer Asset Management services to our clients in the areas of Investment Advisory services, and GCC & International Investments. Our offerings include diverse proprietary as well as customized investment solutions.

With exceptional track record, stringent investment guidelines and long term approach to investments, client satisfaction is our utmost objective.

Markaz investment process focuses on stock selection and is backed by quantitative and qualita-

tive analysis undertaken by a professional team of experts which provide unbiased opinions that are critical to a successful investment strategy.

Markaz Assets Under Management (AUM) totalled over KWD 979 million (USD 3.23 billion) by the 31st of December 2020.

Asset Management Leadership Team



Bassam N. Al-Othman
Managing Director
MENA Real Estate



Amani I. Al-Omani
Managing Director
MENA Equities



Rasha A. Othman
Executive Vice President
Fixed Income



Milad Elia
Executive Vice President
MENA Real Estate



Sadon Al-Sabt
Vice President
International Real Estate

Latest Awards



MENA Fund Manager: Mumtaz
2010, '16



Best Asset Manager
2015



Best Asset Manager
2013, '14, '15, '16, '17, '18, '19, '20



Best Fund:
Markaz Arabian Fund
2014



Best Asset Manager
2010, '11, '12, '13, '14
Best Equities Manager
2015

Fixed Income

On-Going Products:

Fixed Income Portfolio Management

Target Clients: High Net worth individuals and Institutions

Objective: Offers a window to invest in bonds and sukuk issued by entities in the MENA countries and emerging markets

Portfolio types:

- Discretionary portfolios
- Non-discretionary portfolios
- Custody portfolios

Markaz Fixed Income Fund (MFIF)

Target Clients: Retail Investors - Institutions

Objective: Provides investors with steady returns and by investing in high quality bonds and sukuk issued/ guaranteed by sovereigns, quasi-sovereign institutions and corporations in the Gulf Cooperation Council (GCC) and other Middle East and North Africa (MENA) countries

Inception: 2011, Licensed and regulated by CMA.

Type: Open-Ended

Past Products:

Markaz Fixed Income Program

Target Clients: High Net worth individuals and Institutions

Objective: Invested in bonds and Sukuk issued by GCC entities, which are trading at a discount in comparison to their risk-profile

Returns: The Program achieved returns above the targeted IRR of 12.0% p.a. with zero defaults

Investment period: 2009 - 2011

MENA Equities



Markaz Mumtaz Fund

Fund Objective: To achieve long term capital appreciation through investing in blue-chip companies listed on the Boursa Kuwait

Net Assets: KWD 71.429 Million (As of 30/9/2020)

Type: Open-ended

Fund Manager: Kuwait Financial Centre "Markaz"

Fund Inception: December 1999

Management Fees: 1.50% p.a.

Subscription/ Redemption Fees: 0.25%

Minimum Subscription: 100 units

Subscription/ Redemption: Weekly

Fund Valuation: Weekly



Forsa Financial Fund

Fund Objective: To achieve stable returns with low volatility by investing in the shares of companies listed on Boursa Kuwait, issuing and selling derivative instruments (Call Options) on Boursa Kuwait listed stocks

Net Assets: KWD 46.521 Million (As of 30/9/2020)

Type: Open-ended

Fund Manager: Kuwait Financial Centre "Markaz"

Fund Inception: June 2004

Management Fees: 1.625% p.a.

Subscription/ Redemption Fees: 0.50%

Minimum Subscription: 100 units

Subscription/ Redemption: Monthly



Markaz Midaf Fund

Fund Objective: To achieve long term growth by investing in companies listed on the Boursa Kuwait

Net Assets: KWD 85.461 Million (As of 30/9/2020)

Type: Open-ended

Fund Manager: Kuwait Financial Centre "Markaz"

Fund Inception: July 2001

Management Fees: 1.75% p.a.

Subscription/ Redemption Fees: 0.50%

Minimum Subscription: 100 units

Subscription/ Redemption: Weekly

Fund Valuation: Weekly



Markaz Islamic Fund

Fund Objective: To obtain returns through investments in Islamic Sharia Equities (Quoted & Unquoted) in Boursa Kuwait

Net Assets: KWD 18.563 Million (As of 30/9/2020)

Type: Open-ended

Fund Manager: Kuwait Financial Centre "Markaz"

Fund Inception: October 2003

Management Fees: 1.50% p.a.

Subscription/ Redemption Fees: 0.50%

Minimum Subscription: 100 units

Subscription/ Redemption: Weekly

Fund Valuation: Weekly

MENA Real Estate

In 1998, Markaz established a dedicated Real Estate division. Markaz MENA Real Estate team of 24 professionals currently manages approximately KD 300 million in assets in Kuwait, UAE, KSA & Levant. Additionally, we operate regional offices in Riyadh, Khobar, Dubai and Abu Dhabi.



Kuwait Portfolios Management

Markaz is managing part of National real estate portfolio, owned by Kuwait Investment Authority, with a max. value of KD 250 Million.

Markaz Real Estate Fund (MREF)

Fund Objective: To generate stable and recurring returns, in compliance with the Islamic Sharia, by investing in a portfolio of real estate properties within the state of Kuwait During the life of the fund

Total Assets: KWD 70 Million

Type: Open-ended

Fund Inception: February 2003

Subscription/ Redemption: Monthly/ Bi-annually

Distribution: Monthly



KSA Presence

Markaz started its operations in the KSA in 2006. It currently has offices in Riyadh and in Khobar run by investment managers and engineers.

Income Generating Properties:

- 1 residential compound in Riyadh with a total of 147 Units
- 1 commercial building in Riyadh consisting of 44 units, offices and shops
- 1 commercial building in Dammam of 52 units, offices and shops
- 1 residential building in Khobar of 81 units



UAE Presence

Markaz started its operations in the UAE in 2010. It currently has offices in Dubai and in Abu Dhabi run by investment managers and engineers.

Income Generating Properties:

- 2 residential buildings in Abu Dhabi with a total of 165 units
- 1 residential building under development in Dubai with 149 units
- 58 units in Al Reem island Abu Dhabi
- 35 unit residential building in Al Reef Abu Dhabi
- 1 beachfront residential building in Al Reem island (35 units)

International Real Estate

Since 1988, Markaz has been conducting real estate transactions in the US through Mar-Gulf Management, Markaz's real estate arm in the United States. Mar-Gulf is located in Los Angeles, California. Over the past twenty nine years, Markaz and Mar-Gulf have been involved in the ownership and development of almost 114 properties for a total development / acquisition cost of over USD 1.4 Billion. This includes approximately 7,200,000 sf of industrial warehouse space, 3,500,000 sf of retail, 1,350,000 sf of office, and almost 3,050 apartment units.

Markaz currently manages approximately USD 326 million of real estate assets across multiple products.

In addition to the above, Markaz also manages USD 29.54 million across two projects in Europe.

Past Products:

Markaz U.S. Industrial Realty Fund - I

Underlying investments: 12 warehousing properties (4,237,601 sf) located across 7 states

Inception: 2002

Exited: 2011

Type: Close-ended

Distribution: Monthly

Markaz BBK U.S. Retail Fund - II

Underlying investments: 7 retail mall properties (1,492,104 sf) located across 6 states

Inception: 2003

Exited: 2006

Type: Close-ended

Distribution: Monthly

Markaz BBK U.S. Retail Fund - III

Underlying investments: 13 grocery-anchored centers (1,633,885 sf) located across 5 states

Inception: 2004

Exited: 2014

Type: Close-ended

Distribution: Monthly

Markaz BBK U.S. Multifamily Fund - IV

Underlying investments: 3 apartment projects (796 units) located across 3 states.

Inception: 2007

Exited: 2014

Type: Close-ended

Distribution: Semi-Annually for Class A Units

On-Going Products:

Markaz U.S Distressed Debt Program

Underlying investments: 14 commercial whole loan mortgages – representing 407,053 sf of office, industrial, and retail space - located across 3 states

Inception: May 2010

Type: Close-ended (80% liquidated)

Distribution: Non-Cash Yielding

Markaz U.S Development Program - VI

Underlying investments: 15 commercial development transactions – representing 600,000 sf of office, 1,000,000 sf of industrial, 185,000 sf of self-storage facilities, and a 230-unit multifamily development - located across 5 states. We have already exited 11 of the 15 investments

Inception: April 2013

Type: Close-ended

Distribution: Non-Cash Yielding

Markaz U.S Value Add Program - VII

Underlying investments: 3 value-add apartment transactions in Austin, Chicago and Kansas city with a total of 947 units

Inception: February 2017

Type: Individual close-ended projects

Distribution: Quarterly Distributions

Europe Core + Program

Underlying investments: 19,260 sqm office building located in Dusseldorf, Germany

Inception: January 2017

Type: Close-ended

Distribution: Quarterly Distribution

Europe Commercial Development Program

Underlying investments: development of a 45,611 sqm industrial (warehouse / distribution) building located in Wroclaw, Poland

Inception: August 2018

Type: close-ended

Distribution: Non-cash yielding

Turkey Residential Development Program

Underlying investments: development of 33 units located in Istanbul, Turkey (under-construction)

Inception: April 2013

Type: close-ended

Distribution: Non-cash yielding

For more information:

Kuwait Financial Centre "Markaz"

Working Hours:

Sundays - Thursdays from 08:00 - 15:30 +3 UTC

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