

INVESTMENT BANKING

Transaction Highlights



Kuwait Financial Centre K.P.S.C.

Overview

We at Markaz offer investment banking solutions to our clients in the areas of equity and debt financing, advisory services related to mergers and acquisitions, capital restructuring and disposition. We firmly believe that each of our clients has unique requirements, for which we apply a consultative approach to formulate and advise optimal solutions. Our success stems from our expertise and experience in the sectors we serve. Our team consists of dedicated professionals with proven expertise and long experience in a wide spectrum of areas in investment banking, corporate finance, advanced financial analysis and equity research across different industries such as financial services, real estate, light and medium manufacturing, retail, oil & gas and logistics.

Since 1997, we have successfully executed investment banking transactions over US\$ 3.66 billion (as of 30 June 2016) across the region, spanning across equity issuance, debt issuance, mergers and acquisitions, restructuring and other advisory transactions.

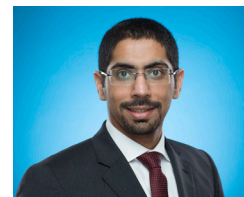
Investment Banking Leadership Team



Ali H. Khalil
Chief Operating Officer



Rasha A. Othman
Senior Vice President
Capital Markets & Fixed Income



Sohail F. Ladha
Vice President
Advisory



Most Innovative
Investment Bank
in the Middle East



Best Investment Bank
in Kuwait



Best Investment Bank
in Kuwait

Equity Listings



Advisory and Listing on
Kuwait Stock Exchange
2003



Advisory and Listing on
Kuwait Stock Exchange
2005



Advisory and Listing on
Kuwait Stock Exchange
2005



Advisory and Listing on
Kuwait Stock Exchange
2005



Advisory and Listing on
Kuwait Stock Exchange
2005



Advisory and Listing on
Kuwait Stock Exchange
2006



Advisory and Listing on
Kuwait Stock Exchange
2007



Advisory and Listing on
Kuwait Stock Exchange
2013



Listing on Advisory on
Kuwait Stock Exchange
2013



Listing on Advisory on
Kuwait Stock Exchange
2013

Debt Issuance



Bond Issue
KD 35 million
Lead Manager
1998



Bond Issue
KD 25 million
Co-Manager
2000



Bond Issue
KD 35 million
Lead Manager
2001



Islamic Financing
KD 10 million
Lead Manager
2003



Bond Issue
KD 10 million
Lead Manager
2003



Bond Issue
KD 6 million
Lead Manager
2003



Eurobond Issue
US \$ 60 million
2003



Sukuk Issue
US \$100 million
Lead Manager
2005



Ijara Sukuk Issue
USD 30 million
Structuring and Financing Advisor
Lead Manager
2006



Sukuk Issue
USD 50 million
Lead Arranger
Structuring and Financing
Advisor
2007

Debt Issuance



Bond Issue
KD 26.5 million
Lead Manager
Structuring and Financing
Advisor
2012



Murabaha Syndication
KD 100 million
Lead Manager
2012



KWD 22 million
Bond Issue
Co-Lead Manager
2011

Advisory Services



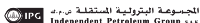
Kuwait Metal Canning

Advisory
1998 - 1999



Salt & Chlorine

Advisory
1999



Advisory
1999 - 2000



Advisory
2000



Kuwait Catalyst Company

Advisory
2001



BOT Advisory Project
2003



Al Waseet International
K.S.C (Closed)
Corporate Restructuring
Advisory
2006



Contracting and Marine
Service Company

Advisory
2006



Al Qurain Automotive
Trading Company

Transaction Advisory
2008



KREMENCO

Restructuring Advisory
2008



Transaction Advisory
2009



Transaction Advisory
2010



Petra Foods Manufacturing

Transaction Advisory
2010



Al Kout Industrial Projects
Company

Transaction Advisory
2010



Capital Restructuring &
M&A transaction advisory
services

2010



Valuation Advisory
2010



Corporate Restructuring
2010



International Investment
Group

Restructuring Advisory
2011



Transaction Advisory Services
2011



Arabi Enertech
Valuation and Transaction

Advisory
2011



Al Dorra Petroleum Services

Transaction Advisory
2011



Transaction Advisory
2011



United Projects Company
for Aviation Services

Valuation Advisory
2012



National Bank of Kuwait

Valuation Advisory
2014

Advisory Services



Blackrock

Transaction Advisory
2014



QVT

Transaction Advisory
2014



Agility

Valuation Advisory
2014



**Mobile Telecommunication
Company**

Offset Advisory
2015



**Ahmadiyah Contracting
and Trading Co.**

Transaction Advisory
2015



**Kuwait Company for
Process Plant Construction
& Contracting**

Transaction Advisory
2015



**Al Taameer Real Estate
Investment Company**

Transaction Advisory
2015



General Electric

Offset Advisory
2015



Emirates NBD

Advisory
2015



**Al-Ahelia
Insurance Company**

Transaction Advisory
2015



Al-Mulla Group

Advisory
2015



Gulf Bank Kuwait

Transaction Advisory
2015



Al Ahli Bank of Kuwait

Transaction Advisory
2015



Al-Sayer Group

Advisory
2015



Dasman Diabetes Institute

Offset Advisory
2016



**Al Kout Industrial
Projects Company**

Transaction Advisory
2015

Equity Issuance

Kuwait Building Materials Manufacturing (KBMMC)

Rights Issue
Lead Manager & Underwriter
1997



المجموعة البترولية المستقلة في د.ك.
Independent Petroleum Group S.A.K

Rights Issue
KD 9.0 million
Lead Manager & Underwriter
1998



Contracting & Marine Services Co.
Public Offering
KD 9.0 million
Lead Manager & Underwriter
1998



Rights Issue
KD 10.0 million
Lead Manager
2003



Rights Issue
KD 17.5 million
Lead Manager & Underwriter
2003



Rights Issue
KD 14.5 million
Lead Manager & Underwriter
2004



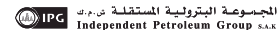
Rights Issue
Private Placement
KD 7.1 million
Lead Manager
2004



Private Placement
KD 12.7 million
Lead Manager
2004



Rights Issue
KD 14.5 million
Lead Manager
2007



Rights Issue
KD 17.4 million
Lead Manager & Underwriter
2005



Rights Issue
KD 21.7 million
Lead Manager & Underwriter
2005



Rights Issue
KD 42.0 million
Lead Manager
2006



Rights Issue
KD 10.2 million
Lead Manager
2010

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Kuwait Financial Centre K.P.S.C. | [Asset Management](#) | [Investment Banking](#)

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