



GROUP PROFILE

December 2023

OUR MISSION IS TO CREATE SUSTAINABLE VALUE FOR CLIENTS, SHAREHOLDERS AND EMPLOYEES BY ENGINEERING INNOVATIVE INVESTMENT SOLUTIONS AND DIFFERENTIATED PRODUCT OFFERINGS



43 Years

of creating value and delivering sustainable returns



Strong Network

facilitating deal flow between key markets



Supported

by healthy balance sheet and solid fundamentals



Solid Value

drivers for continued and resilient growth



Strong Presence

across multiple regions



Established Expertise

across alternative investments and investment banking



TRUSTED ADVISOR WITH AN UNRELENTING COMMITMENT TO DELIVERING CLIENT SERVICE



20+ year
track record



USD 5 billion+
transactions
advised¹



20
investment
professionals



USD 3 billion+
annual traded
volume

Our Services

We pride ourselves on our innovative approach to structuring solutions for complex situations and above all the quality of work we deliver. We operate as an integrated investment bank across our advisory and capital markets platform which allows us to respond to factors affecting value and funding risks for our clients.



Advisory

Full range of advisory services to financial sponsors, corporate institutions and family offices covering M&A, restructuring and capital markets.



Markets (Sales & Trading)

Equities and fixed income trading desk providing access to international and Middle East markets as well as access to market commentary and analysis.



Investment Management

Regulated platform allowing clients to consolidate all their regional and international investments under one account to trade seamlessly across multiple markets and asset classes.

Our Recent Transactions

Anghami



Listing on Nasdaq
via a SPAC merger
USD 257,689,670

February 2022

Dubai Parks & Resorts



Debt buyout and
de-listing
USD 1,170,000,000

January 2021

IHC



Reverse merger with
Pal Cooling
USD 700,000,000

May 2019

GFH Financial Group



Senior unsecured
Sukuk listed on LSE
USD 300,000,000

January 2020

The First Group



Senior secured
Sukuk listed on LSE
USD 135,000,000

August 2019

Jabal Omar



Sukuk offering
unsecured notes
USD 135,000,000

November 2018

¹ In the last 5 years

PIONEERING INNOVATIVE INVESTMENT STRATEGIES IN THE REGION



20+ year
track record



USD 3 billion+
deployed²



50+
investments made



9
active funds and DPMs



USD 1.7 billion
current AuM

Our Services

Our platform provides several solutions (such as funds, co-investment vehicles and discretionary portfolios) for investing in public and private markets with a value investing framework and a focus on special situations investing.



Public Markets

Differentiated and unique investments in public equities and debt in UAE, GCC and global markets via our managed funds and discretionary portfolios.



Private Markets

Investments in private companies across venture, growth, buyout, special situations and credit.



Crossover Strategies

A blend of public and private market investment opportunities through our permanent capital vehicles that deploy long term patient capital in strong cash flow generating and often relatively less-liquid investments

Funds

GOLDILOCKS

USD 680M³

2015

Constructive activism crossover fund

ICC FUNDS

USD 330M³

2020

Regional and global mandates for equity, debt and multi-asset funds

DPMs

USD 141M³

2020

Customized discretionary mandates across equity and fixed income investments



USD 71M³

2014

Middle East focused cross over fund

THALASSA

USD 483M³

2020

Private equity fund invested globally in offshore support vessels

Select portfolio



² In the last 8 years, ³ AuM as of Q2-23

NICHE EXPERTISE IN ASSET BACKED AND ALTERNATIVE FINANCE



10+ year
track record



USD 530 million+
deployed⁴



19
investments made



15.6%
realized IRR



USD 400 million
distributed

Our Services

Our platform provides alternative finance solutions across multiple private debt strategies and sectors to regional corporates and asset owners through our Shari'a compliant funds and discretionary mandates.



Real Estate and Asset Backed Financing

Capital solutions for performing and distressed real estate companies and projects, both under construction and completed.



Venture Debt

Non-dilutive capital, tailor-made for founders looking to fuel expansion and scale-up in the GCC region.



Alternative Lending

Solutions for borrowers undergoing turnaround situations, in need of capital for expansion or experiencing financial distress; including secondary loan purchases from financial institutions and banks

Select portfolio

Pure Harvest



Venture Debt
Sukuk

USD 50,000,000

Villamar



Secured bridge
finance

USD 25,000,000

FIVE Hospitality

FIVE

Mezzanine project
finance

USD 20,000,000

Balqis Residences



Senior secured
project finance

USD 22,000,000

Bonnington Hotel



Dividend
recapitalization

USD 12,000,000

Taj Hotel



Mezzanine last mile
financing

USD 14,000,000

⁴ In the last 10 years

GLOBAL LEADER IN SUSTAINABLE REAL ESTATE AND WELLBEING



30+ year
track record



USD 3 billion+
gross development value



18
delivered &
managed projects



1.8 million+
square feet built



3 locations
UK | UAE | KSA

Our Services

Our platform funds, creates and manages diverse portfolios of global projects centered around sustainability, health and wellbeing for people to live, work, learn and play.



Investment Management

Managing all stages of project investment, from deal origination and execution to management, value creation and successful exit.



Development Management

Developing sustainable and wellbeing focused projects, from concept creation, design and construction management, to development and redevelopment.



Asset Management

Asset repositioning, operational management, financial management and real estate advisory.

Current Portfolio

NORTHACRE

TERRA
REAL ESTATE INVESTMENTS LLC

B
THE BROADWAY
WESTMINSTER

OCEAN HOUSE

B V L G A R I



Ocean House



The Broadway at Orchard Place

STRONG AND DIVERSIFIED INDEPENDENT BOARD OF DIRECTORS



Fadel Al Ali
Chairman

Fadel Al Ali is the Chairman of the Dubai Financial Services Authority and is a board member of Commercial International Bank (Egypt) and is the Vice Chairman of WIO Bank. He is also the Chairman of Imkan Waterfront (Morocco) and MIRA Bank (Serbia).

His last position was with First Abu Dhabi Bank (FAB) as Deputy Group CEO and Group COO.

Mr. Al Ali holds a BSc in Industrial and System Engineering from the University of Southern California and a degree in High Performance Boards, from the International Institute of Management Development, Lausanne.



Badr Al-Olama
Vice Chairman

Badr Al-Olama is a senior executive with extensive experience in transformational impact-driven investments.

During his tenure with Mubadala, he was responsible for the UAE Clusters portfolio which included a diverse set of businesses spanning across aerospace, technology, and healthcare.

Mr. Al-Olama is the Chairman of Emirates Post Group and currently serves on the board of Al Yah Satellite Communications Company (Yahsat), SHUAA Capital, Yas Holding, and various automotive joint ventures.

Mr. Al-Olama began his career as a lawyer and holds an LL.M from Harvard Law School.



André Sayegh
Director

André Sayegh is a senior executive with over three decades of experience in banking and financial services.

Mr. Sayegh served as Board Member of First Abu Dhabi Bank (FAB) from 2021 to 2023, having served as FAB Group Chief Executive Officer until January 2021.

He played a pivotal role in the merger of First Gulf Bank (FGB) and National Bank of Abu Dhabi (NBAD) to form FAB. Sayegh's previous experience also includes senior positions with leading international financial institutions such as Citibank.

Mr. Sayegh holds a BBA in Finance and an MBA in Corporate Finance and Banking from the American University of Beirut.



Ahmed Alahmadi, CFA
Director

Ahmed Alahmadi is the CEO of Albaher Real Estate. He is a Board Member of Dana Gas and an independent member of the Audit and Risk Committee for ADX-listed Presight AI Holdings. He is also a Trustee for the American Community School of Abu Dhabi.

Mr. Alahmadi's professional career has spanned time at Mubadala, Rothschild & Co, and most recently in the CEO Office of ADQ, where he supported government initiatives and maintained strategic partnerships.

Mr. Alahmadi is a CFA charter holder. He holds a First-Class Bachelor in Chemical Engineering from University College London and a Master's degree in Risk Management and Financial Engineering from Imperial College London.



Hamda Eid AlMheiri
Director

Hamda Eid AlMheiri heads the Government Affairs function for ADQ, an Abu Dhabi-based investment and holding company.

Ms. AlMheiri is currently a member of Board of Directors of Presight, her professional track record includes roles with the Abu Dhabi Executive Office as a Project Manager in charge of financial policy and efficiency and the General Secretariat of the Executive Council of Abu Dhabi as a Financial Policy and Efficiency Specialist.

Previously, she served as Manager Commercial Analyst for Strategy and Planning at Etihad Airways.

Ms. AlMheiri is a holder of Corporate Director Certificate from Harvard Business School and a Georgetown Leadership Seminar alumni.

EXPERIENCED MANAGEMENT TEAM WITH A SUCCESSFUL TRACK RECORD WORKING TOGETHER



Wafik Ben Mansour
Acting Chief Executive Officer

Wafik is the Acting Chief Executive Officer at SHUAA Capital psc.

He joined the Group in May 2023 from Credit Suisse, where he was a Managing Director in charge of Investment Banking and Capital Markets across the Middle East and North Africa region.

Wafik advised on high-profile transactions in the region across M&A and ECM, including Omantel's USD 2.2 billion acquisition of a stake in Zain Group, ADQ's USD 740 million acquisition of Amoun Pharmaceutical, Noon's USD 335 million acquisition of Namshi, Careem's USD 500 million private placement, Aramco USD 29.4 billion IPO, etc.

Wafik holds a Master's Degree in Finance from ESCP Europe, Paris.



Bachir Nawar
Group Chief Legal & Compliance Officer

Bachir is the Group Chief Legal & Compliance Officer and manages the multijurisdictional legal and compliance requirements of the business.

With over 18 years of experience, Bachir focuses on transactional cross border work, strategic distressed opportunities and contentious matters.

He is known for his expertise in the area of shareholder activism, he specializes in governance improvement while implementing portfolio turn-around strategies.

Bachir holds an LLB from Saint Joseph University, Beirut, Lebanon.



Ajit Joshi
MD, Head of Public & Private Markets

Ajit Joshi is the MD, Head of Public & Private Markets. Ajit is also the investment manager of Goldilocks Investment Company Limited.

Ajit serves on the board of Dana Gas, Eshraq Investments and other private companies.

Ajit has over 16 years of experience in technology consulting, equity research, investment banking and management.

Ajit holds an MBA from the Indian Institute of Management Lucknow.



Natasha Hannoun
Head of Debt

Natasha Hannoun is the Head of Debt Investments with a focus to expand SHUAA's existing alternative finance platform across senior and mezzanine direct lending, distressed and non-performing loans, acquisition finance and venture debt.

Prior to joining the Group in 2014, Natasha was part of the corporate finance and debt advisory team at Deloitte Corporate Finance Advisory in Dubai.

Natasha holds a MSc in Physics and Mathematics from the University of Bristol.

EXPERIENCED MANAGEMENT TEAM WITH A SUCCESSFUL TRACK RECORD WORKING TOGETHER



Otto Dreyer

Head of Real Estate Development

Otto is the Head of Real Estate Development. He hosts a wealth of experience in managing and leading development projects internationally throughout their entire lifecycle.

Otto has a range of leadership skills, placing trust as a key value by which to lead and aiming to bring about the best in people and the communities within which we operate. He built a career in real estate investment and development across asset classes and multiple jurisdictions.

With a Real Estate and Finance background, Otto achieved an MBA from the Graduate School of Business in Cape Town.



Gunshyam Kripa

Finance Director

Gunshyam is the Finance Director of the Group and also serves on the Audit Committee of SHUAA Capital Saudi Arabia.

Gunshyam joined the Group in October 2016 and has over 17 years of professional experience in financial reporting and audit.

Prior to joining the Group, Gunshyam worked with Deloitte and mainly focused on financial services clients, including banks and private equity firms.

He holds a bachelor's degree in Accounting with Finance from University of Mauritius and is a fellow member of the Association of Certified Chartered Accountants ("ACCA").

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