



Markaz MENA Real Estate

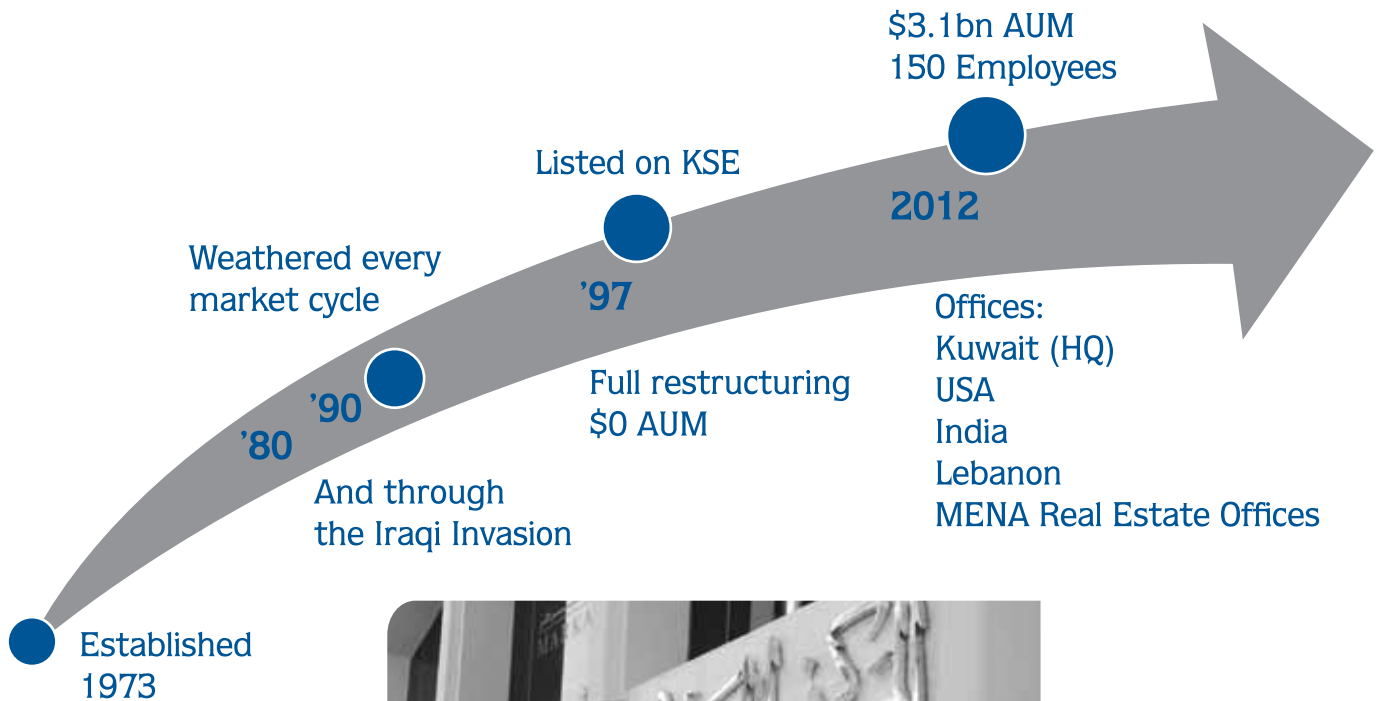
المرکز
MARKAZ

Contents

Markaz	2
MENA Real Estate	4
Our Footprint	6
Our Track Record	8
Added Value	11
Middle East & North Africa	12

Markaz

Leading Regional Financial Institution



INVESTMENT BANKING

Mergers and
acquisitions
advisory and
execution

Investment
management and
finance advisory

Capital markets

ASSET MANAGEMENT

Mutual funds

Alternative funds

Portfolio
management

REAL ESTATE

Middle East
and North Africa

International

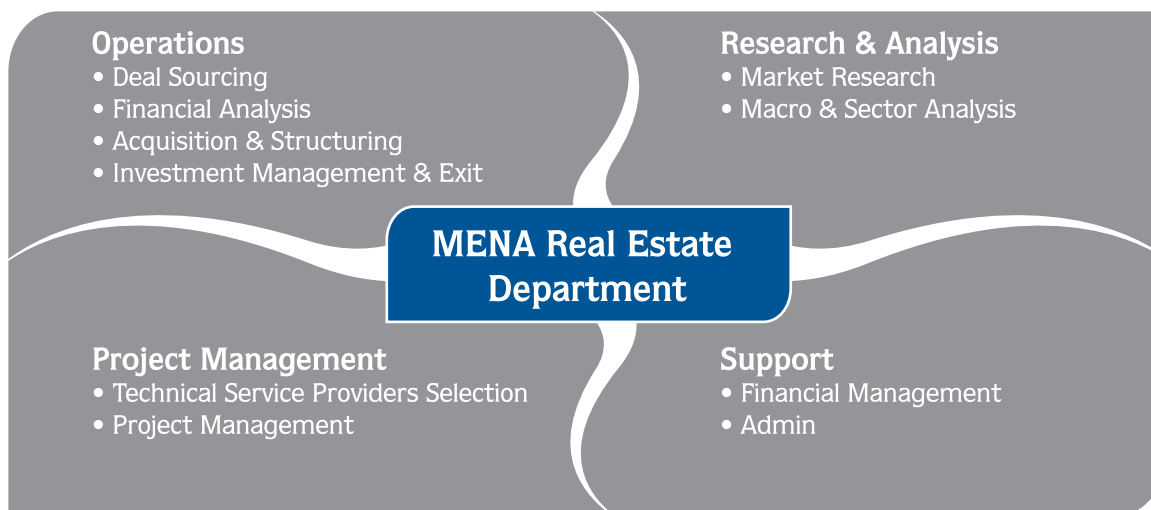
DIRECT INVESTMENTS

Oil and Gas

Buyouts

MENA Real Estate

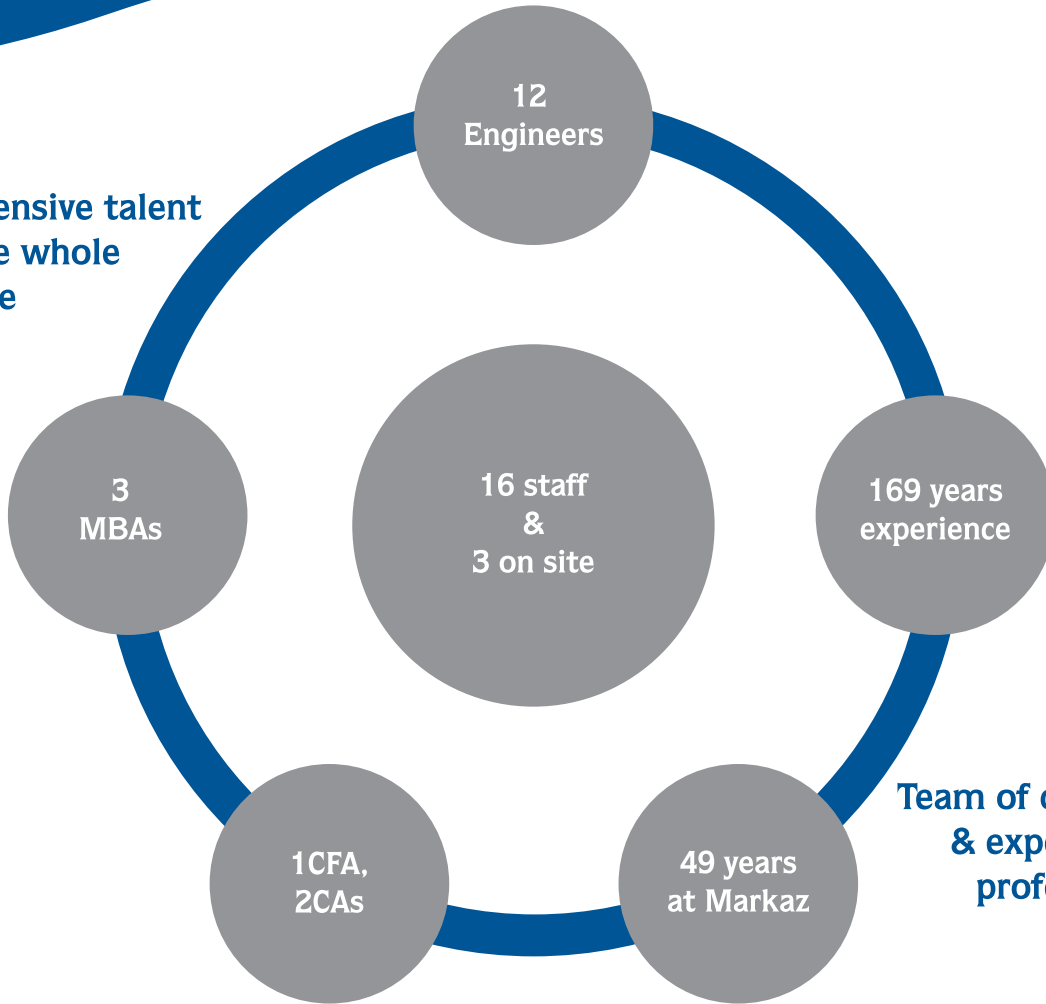
Structure



MENA Real Estate

The Team

**Comprehensive talent
across the whole
real estate
spectrum**

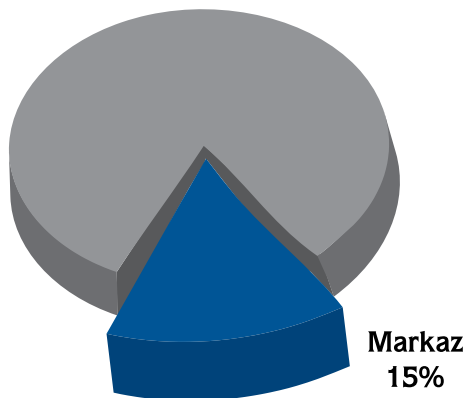


**Team of qualified
& experienced
professionals**

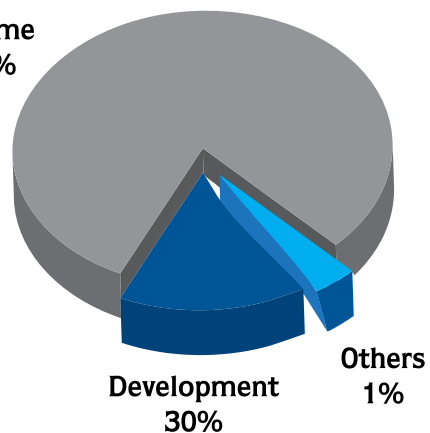
Our Footprint

Asset Allocation

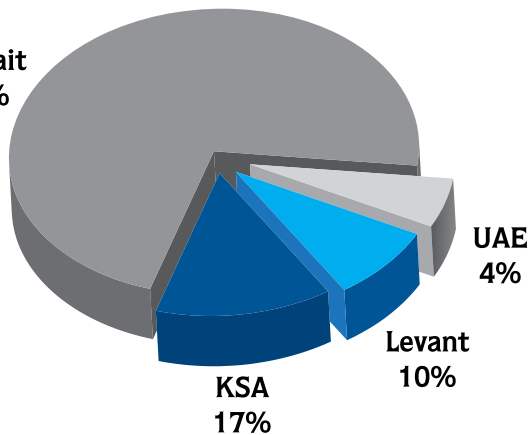
Clients
85%



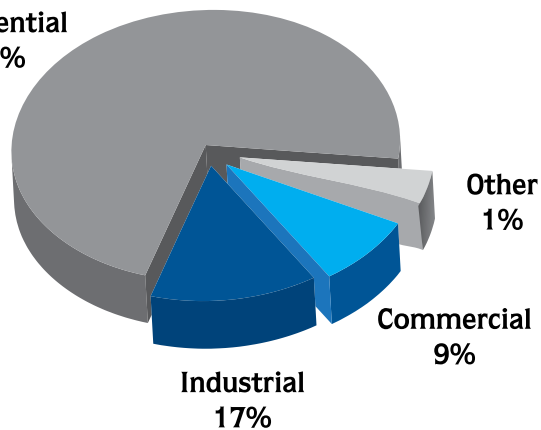
Income
69%



Kuwait
69%



Residential
73%



Others constitute investments in land plots and real estate funds and companies

Our Footprint

Our Products



Markaz Real Estate Fund (2002-...)

Income generating fund, Kuwait
Open ended, monthly dividends
CAGR +9.5% p.a. since inception



Markaz Real Estate **Opportunities** Fund

Markaz Real Estate Opportunities Fund (2007-2014)

Development fund
KSA, Lebanon, Jordan, Syria, UAE
Close ended, PE structure



ARADI Development (2008-2013)

Land development KSA
Close ended



Lusail Waterfront (2007-2011)

Land Development, Lusail Qatar
Through Masraf Al Rayan, Close ended,
Liquidated in 2011 at +20% return



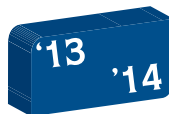
Durrat Al Nawras (2010-2013)

Villas Development, KSA
Close ended



KIA Portfolio (2013-...)

KIA mandate to invest KD 250 Mn
in Kuwait Real Estate



Future Products

Markaz Gulf Real Estate Fund
KSA Residential development Portfolio

Our Track Record

Kuwait Performance - MREF

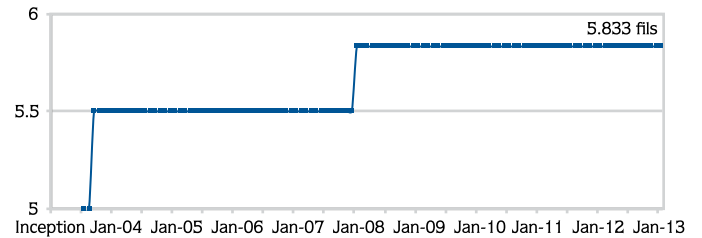
Kuwait Focused

Non Leveraged

Income Generating Fund

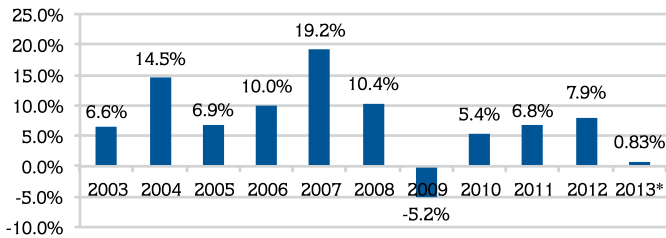
Operational since 2003

Monthly Distribution per unit (fils)



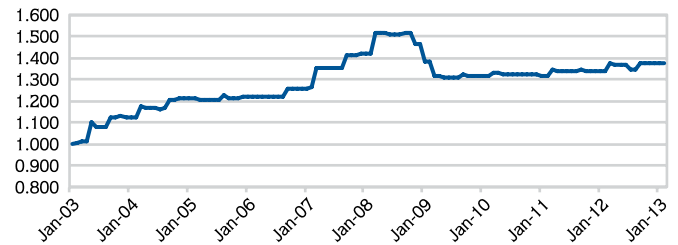
MREF Annual Return

CAGR 7.43%
Total Return 105%



NAV (KD)

February 2013
KD 1.375



Our Track Record

Current Development Portfolio



Clemenceau - Residential
54m USD
ROI 50%



Badaro - Residential
16m USD
ROI 49%



Amman - Commercial
10m USD
ROI 11%



Damascus - Commercial
25m USD
ROI 0%



Al Reem - Residential
15m USD
ROI 16%



Al Rawabi - Residential
13m USD
ROI 22%



Al Asdaf - Residential
13m USD
ROI 23%



Al Bandariah - Land Dev.
17m USD
ROI 15%



Al Nawras - Residential
16m USD
ROI 17%



Bneid El Gar - Residential
29m USD
ROI 18%



Dasman - Residential
48m USD
ROI 25%

Our Track Record

Previous Investments



Doha - Lusail Waterfront Investment Company
USD 27 Mn
ROI 14%



Riyadh - Al Falah Land Investment
USD 15 Mn
ROI 33%



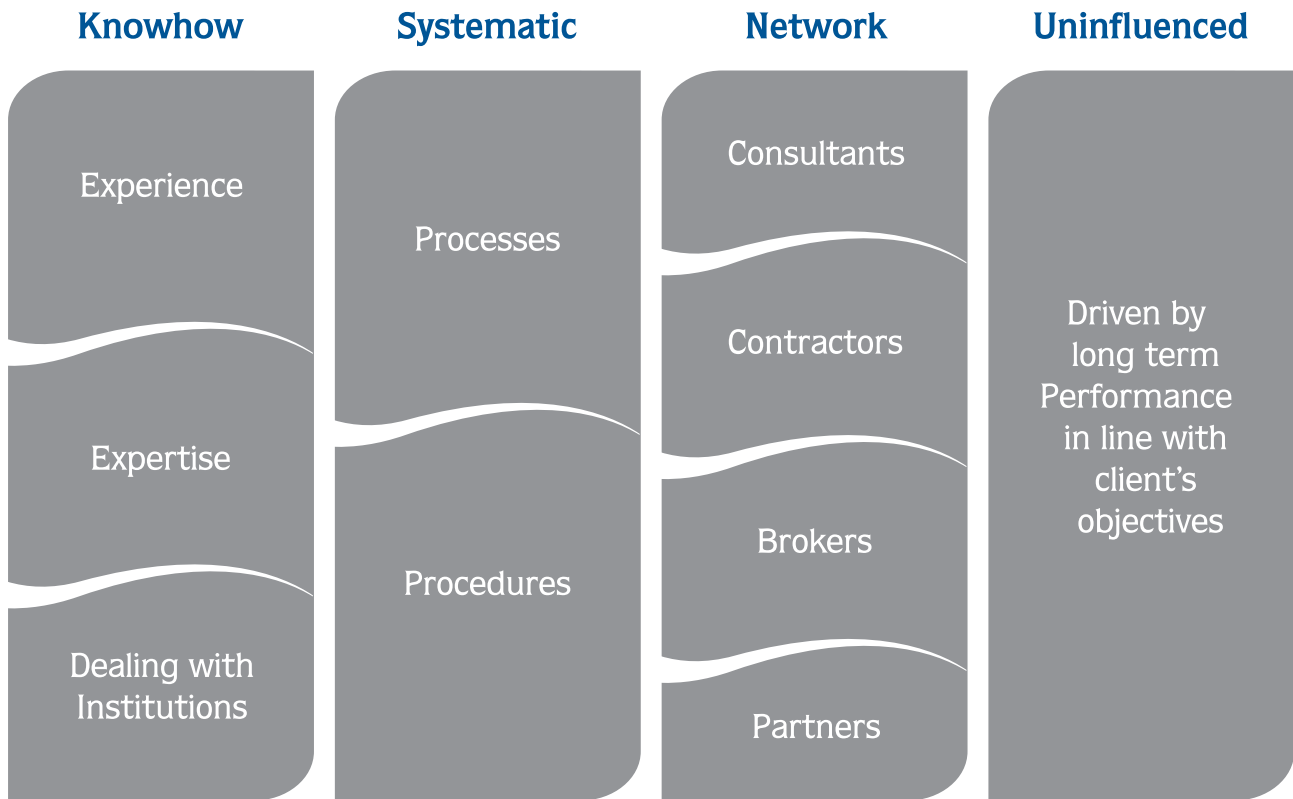
Al Khobar – Al Nimer Land Development
USD 6 Mn
ROI 21%



Jordan – Amman Residential Development
USD 2 Mn
ROI – Break Even

Added Value

Value Proposition



Middle East and North Africa

