



المركز
MARKAZ

Profile

2026

‘Markaz’

Kuwait Financial Centre (K.P.S.C.)

Established in 1974, Markaz is a leader in asset management and investment banking with bespoke advisory services, diversified investment portfolios, a presence in 13 countries, and a total AUM of KD 1.45 billion (as of March 31, 2026).



‘Markaz’

Kuwait Financial Centre (K.P.S.C.)



Vision

Your partner in wealth creation.



Mission

Offer best-in-class investment opportunities and tailored solutions.

Our Principles

1

Client Focus

- Product offerings customized to the client’s needs
- Focus on risk diversification

2

Innovation

- Focus on quality of returns
- Regularly offering new investment channels

3

Controls

- Strict investment guidelines and controls
- Ethical dealings and objective reporting across the firm

‘Markaz’

Kuwait Financial Centre (K.P.S.C.)

With a wide range of products and services including:



Asset Management

Customized investment solutions across funds and portfolios



Investment Banking

Proven expertise across equity & debt issuance, listings, M&A, advisory, and others



Real Estate Investment

Income generating real estate properties and portfolios across MENA, the US, and Europe



Wealth Management

Top of the line solutions to protect and grow client's wealth



Research

Delivering insightful research reports and consulting services

Markaz At a Glance

Markaz by the Numbers



1974

Established



15+

Countries with Investments



160+

Employees



USD 4.74B

Assets Under Management
(As of March 31, 2026)

Awards & Recognitions



99+ Awards Won Since 1974



12 Times “Best Investment Bank Award”



MENA Excellence in Real Estate Investment



13 Times “Best Asset Manager In Kuwait”

Times “Best Investment Bank In Kuwait”



CSR Highly Regarded

Digital Solutions Highly Regarded

Diversity & Inclusion Notable Investment

Banking Market Leader

Banking Kuwait’s Best Securities House

Markaz Countries of Operations

- Equity
- Offices
- Fixed Income
- Banking Advisory
- MENA Real Estate Investments
- International Real Estate Investment

- Kuwait ●●●●●
- Qatar ●●●●●
- Bahrain ●●●●●
- Oman ●●●●●
- KSA ●●●●●
- UAE ●●●●●
- Egypt ●●●●●
- Lebanon ●●●●●

- Germany
- Turkey
- Poland

● USA ●●

● India ●

Timeline Part 1

The 70s

- Establishment of Kuwait Financial Centre
- Establishment of the first merchant bank in South Korea in partnership with Hyundai Engineering and Construction
- Launch of real estate investment activity in Los Angeles, USA
- Acquisition of a significant share in Lebanon and Kuwait Bank
- Establishment of the International Trade Finance Department

The 80s

- Overcoming the crisis of the unofficial stock market - (Almanakh)
- Launch of share and bond trading in Kuwait

The 90s

- Surviving the Iraqi Invasion of the State of Kuwait
- Public listing of Markaz on the Kuwait Stock Exchange
- Launch of Asset Management Function and Investment Banking Function
- Launched the International Private Equity Funds program
- Establishment of the first Kuwaiti money market fund known as the Markaz Idikhar Fund
- Establishment of the first equity fund known as Markaz Fund for Excellent Yields

2000-2005

- Launched the Markaz Hamilton Lane Technology Fund of Funds
- Establishment of the Markaz Investment & Development Fund
- Establishment of the Markaz Real Estate Fund which was the first REIT in the region
- Establishment of the Forsa Financial Fund, the first and only options market maker in the Middle East
- Establishment of the Risk Management and Compliance Department
- Establishment of the Markaz Islamic Fund
- Lead manager to first BOT-backed Bonds in Kuwait
- Lead manager to first high yield bonds in Kuwait
- Establishment of the Client Relations and Marketing Department
- Launch of the Atlas ETFs Portfolio, the first ETF product in Kuwait

2006-2009

- Establishment of published financial and economic research department
- Establishment of the Markaz Energy Fund
- Joint Lead Manager to First Sukuk issued by Kuwaiti Entity
- Launch of KSA real estate development
- Establishment of a representative office in Beirut, Lebanon
- Markaz completed a successful issuance of USD 100 million five-year bond.
- Launch of real estate activities in Lebanon and Jordan
- Launch of the GCC Fixed Income investment program

Timeline Part 2

10-2014

- Launch of UAE real estate development
- Establishment of Marmore MENA Intelligence incorporated in India as a majority-owned research subsidiary of Markaz
- Launch of the Markaz Fixed Income Fund
- Markaz completed a successful issuance of KD 22 million five-year bond
- Markaz manages part of the National Real Estate Portfolio, owned by the Kuwait Investment Authority, with a value up to KD 250 million
- Establishment of Markaz Gulf Real Estate Fund

15-2019

- Establishment of the Mawazeen ETF International Fund
- Markaz completed a successful issuance of KD 25 million five-year bond
- Markaz expanded its international real estate activities in Germany
- Launch of the Markaz Graduate Development Program
- Markaz expanded its international real estate activities in Poland
- Launch of the Dividend-yield and Opportunistic Portfolios

20-2021

- Launch of iMarkaz
- Markaz completed a successful issuance of KD 35 million five-year bond
- Markaz expanded its international real estate activities in the Netherlands
- Launch of the Market Maker and Margin Lending services
- Installation of electric vehicle charging stations in two of Markaz's residential real estate projects in Kuwait

2003

- Lead Manager & Structuring Advisor to First KD-Denominated Convertible Bonds Issued by Kuwaiti Entity
- Launch of Securities Lending & Borrowing Service
- Establishment of the GCC Momentum Fund

2004

- Markaz's 50th anniversary
- Launch of Private Credit

2025

- Launch of Private Real Assets

Awards & Recognitions



Excellence in Investment Advisory
2024, '25

MENA Investment Bank of the Year
2023

Excellence in Real Estate Investment
2023, '24, '25



Kuwait's Best Securities House
2025

Most Innovative Securities House in Kuwait
2024

Best for Digital Solutions in Kuwait
2024

Best Domestic Private Bank
2023

Best of Investment Research (Middle East)
2023



Best Investment Bank
2026

Best Momentum Fund Innovation
2024

Best Private Bank
2023

Best Investment Bank
2011, '12, '14, '15, '16, '17, '18, '19, '20, '21, '22

Most Innovative Investment Bank
2016

Best Asset Manager
2015



Best Local Investment Bank in Kuwait
2013, '14, '15, '16, '17, '18, '19, '20, '21, '22, '23, '24, '25

Best Asset Manager
2013, '14, '15, '16, '17, '18, '19, '20, '21, '22, '23, '24, '25

Best Equity House
2019

Most Innovative Financial Institution in Middle East
2018

CSR Award in the Middle East
2020



Kuwait Wealth Manager of the Year
2022

Best MENA Real Estate Asset Manager
2021



Best Wealth Manager in Kuwait
2022, '23



2023 Market Leaders (Digital Solutions, Diversity & Inclusion, CSR, and Investment Banking)
2022, '23



Best Equity Fund in Kuwait - MIDAF
2019

Kuwait Equity, Markaz Mumtaz Fund
2010, '16



Best Investment Bank
2013, '14



Markaz Arabian Fund
2010

Markaz Islamic Fund
2008, '10, '11, '12

Kuwait Equity - Markaz Mumtaz Fund
2007, '08, '10, '11, '12



Best Fund - Markaz Arabian Fund
2014



Markaz Islamic Fund
2013



Kuwait Asset Manager of the Year
2019

Research Firm of the Year
2018

Best Equities Manager
2015

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

Our Approach

A scalable and comprehensive approach with a proven track record supported by a well established and tested operating model.

Activities

Products

Bespoke investment products specifically designed to cater their precise needs and objectives.

Advisory

Advisory services that aid and assist our clients in navigating the sometimes turbulent market conditions.

Profiling

Detailed client profiling to best understand goals and aspirations and built the optimal solution.

Research

Comprehensive research and reports, both in-house and from the leading investment banks around the globe.

Access

Access to leading managers in emerging markets, across multiple asset classes and financial instruments.

Service Providers

Established network leading institutions.

Systems

Best in class solutions and infrastructure.

Markaz Brand

Strong market recognition and reputation.

Reporting & Controls

Strong monitoring mechanisms and quality reports.

50+ years of track record

Strong performance and experience in managing through various financial downturns.

Our Offering

Markaz offers a **single point of access** to the investment universe through its infrastructure, network and products

Access to Infrastructure

Clients will obtain access to a very well tested, experienced and recognized infrastructure that has been operational since 1974.

- Highly commended and reputable among key government institutions
- Recognized for its strong checks and balances mechanisms and globally benchmarked practices

Access to Products

Clients will obtain access to market leading products across various asset classes and markets.

- High performing products across various asset classes and geographies
- Award winning products, portfolio managers and teams from the most reputable financial bodies
- Innovative products with several “first of kind” products launched over the years

Access to Network

Clients will obtain access to an established network built over a 50 year-old history and a well tested know-how of structuring working relationships with leading financial institutions.

- Established strategic relationships with leading international asset managers and General Partners “GPs”
- Experience in structuring agreements and relationships across jurisdictions, geographies and asset classes

Our Infrastructure

Markaz has established strategic partnerships and has access to a vast network of leading managers, developers and service providers across various asset classes.

People

Experienced

- 51 years of track record, strong performance and experience in managing through various financial downturns
- Highly qualified professionals with a well-balanced mix of research-oriented, product-oriented and process-oriented team members

Innovative

- Markaz staff consists of team members that have successfully launched several products well ahead of time (market firsts) across various asset classes

Strategic

- Well rounded individuals that have a strategic focus and continuously adapt to the changing requirements of the industry
- Focused learning and development initiatives to continuously up-skill, re-skill and integrate learnings into continuously evaluating our strategies
- Markaz has research at its core and this mindset drives decision making across all aspects of our operations and staff members

Process

Stakeholder Centric

- Markaz makes sure that every that mandates are properly executed to meet the objectives and guidelines, continuously on track, and compliant in every aspect
- Established workflows that are very supportive and effective towards stakeholders
- Best in class controls and compliance tools embedded in day-to-day operations that are build around industry best practices and regulatory requirements

Efficient

- Highly efficient cross-department collaboration that ensures timely decision making driven by timely and accurate information

Decentralized

- Established policies and procedures that are built around collaboration and decentralized mechanism, while ensuring orderly and disciplined decision making
- Decentralized environment that instills accountability thought the organization and creates a mindset of ethics as a business decision

Systems

Differentiator

- Position technology and systems as a business differentiator and not solely as a business enabler
- Continuously assess and upgrade existing systems to ensure Markaz builds on its competitive edge

Integrated

- A fully integrated line-up of best-in-class systems ensuring a comprehensive overview of investments and operations

Integral

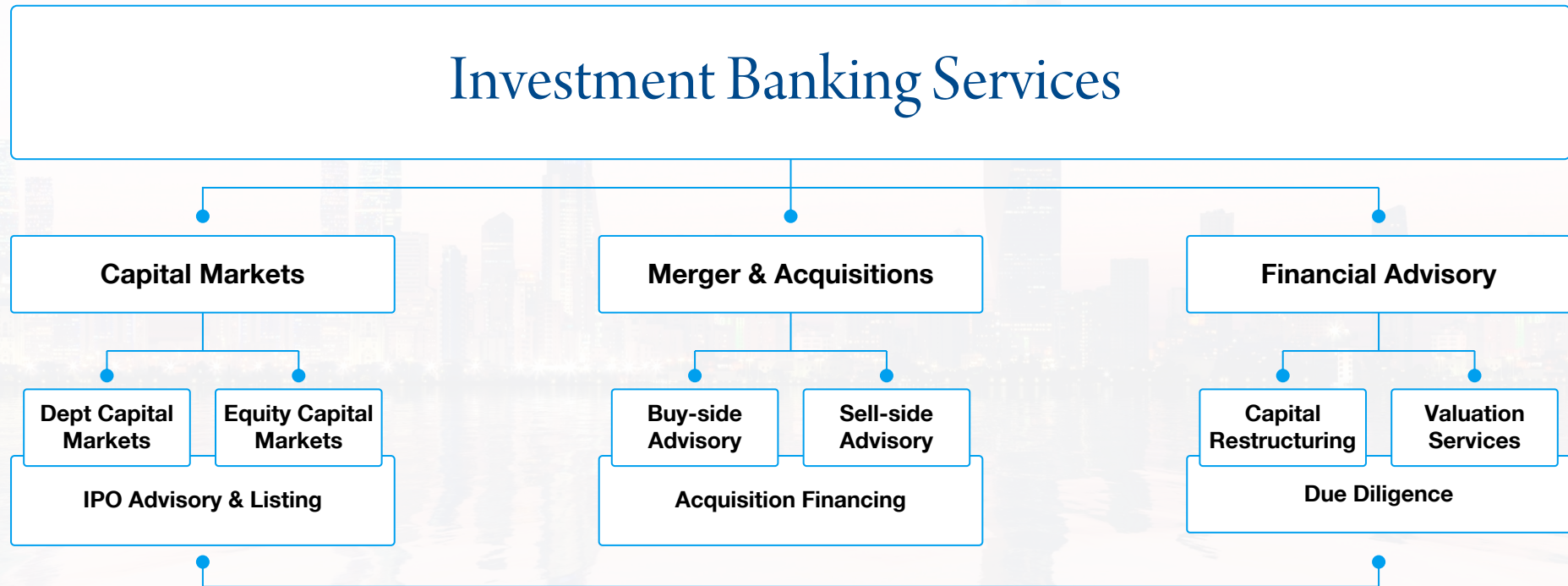
- Systems and technology are a key driver of the Markaz growth strategy

Our Products

A diverse pool of investment offerings with a proven track record across key asset classes and geographies.

	MENA Equities	Regional Fixed Income	Real Estate	International Advisory
Asset Manager	Markaz Managed Products	Markaz Managed Products	Markaz Managed Products	Leading 3 rd party Asset Managers
Key Geographies	GCC	GCC	GCC, USA + Europe	Global
Product Type	Mutual Funds + Portfolios	Mutual Funds + Portfolios	Mutual Funds + Portfolios	Asset Allocation + IPS
Track Record	+20 years	+10 years	+45 years	Almost 50 years
Markaz Edge	Innovative Products Performance	First fixed income trading desk	Experience Performance	Access/Network Single platform
Key Products	Opportunistic Portfolio Dividend Portfolio Plain Vanilla Portfolio GCC Momentum Fund	Markaz Fixed Income Fund Fixed Income Portfolios (Risk driven Strategies)	US & Europe Development Program Markaz Real Estate Fund	Bespoke investment policy planning Asset manager selection via a rigorous DD process

Our Services - Investment Banking



Executed over KWD 1.79B (equiv. USD 5.91B) in Investment Banking transactions and mandates

Through our IB team, Markaz was the first in Kuwait to launch:

Sukuk

High-yield bonds

Build Operate Transfer (BOT) - backed bonds

Convertible Bonds

Our Services - Investment Banking

Markaz's Investment Banking Team

- Consists of dedicated professionals with proven expertise across a wide spectrum of different industries such as financial services, real estate, light and medium manufacturing, retail, oil and gas, and logistics, among others.
- Is sector focused, with strong expertise in real estate, oil and gas, and the financial sector.
- Has extensive experience combined with technical execution capabilities and in-depth industry knowledge.
- Offers our clients world-class investment banking solutions with the focus on creating capital for our clients' business while acting as an agent or underwriter for each client - for which a consultative approach is adopted to formulate and advise optimal financing solutions.

Markaz's Advisory Team

- Provides a host of different services that aim to assist clients in maximizing shareholder value, ensuring sustainability of their operations, and presenting them with lucrative opportunities.

Investment Banking Services

- Equity issuance and financing
- Debt issuance
- Mergers and acquisitions
- Dispositions and financial restructuring Listings
- Credit rating advisory
- Other advisory transactions

Our Network

Markaz has established strategic partnerships and has access to a vast network of leading managers, developers and service providers across various asset classes.

International Markets - Public & Private



International Markets - Real Estate



Board of Directors



Mr. Diraar Y. Alghanim
Chairman



Mr. Faisal AbdulAziz Al-Jallal
Board Member



Mr. Ayman Abdulatif Alshaya
Board Member



Mr. Fahad Yaqoub Al-Jouan
Board Member



Mr. Adel M. Alghannam
Board Member



Mr. Omran Habib Hayat
Board Member



Mr. Mohammed Saad AlSaad
Board Member



Maha Abdulsalam Imad
Board Secretary

Executive Management



Ali H. Khalil
Chief Executive Officer



Abdullatif W. Al-Nusif
Deputy Chief Executive Officer



Ahmad Al-Falah
Managing Director
Investment Banking



Ghazi A. Al-Osaimi
Executive Vice President
Head of MENA Equities



Alex W. Salamoun
Managing Director
Head of Strategic Development and
Head of Custody



Raja F. Abrar
Executive Vice President and
Chief Financial Officer

Senior Management



Rasha A. Othman
Executive Vice President
Investment Banking
(Fixed Income & Capital Markets)



Milad A. Elia
Executive Vice President
MENA Real Estate



Maha A. Imad
Executive Vice President
Corporate Affairs



Ali A. Al-Shamali
Executive Vice President
Treasury, Operations and
Fund Administration



Deena Y. Al-Refai
Executive Vice President
Head of Wealth
Management and Business
Development



Pradeep Rajagopalan
Executive Vice President
Analytics and Internal Controls



Kashish Tandon
Executive Vice President
Investment Advisory

Our Subsidiaries



Sami Shabshab
Managing Director
Mar-Gulf Management MAR-GULF

Los Angeles, California-based Mar-Gulf has coordinated Markaz's real estate activities in the U.S. since 1998.

Markaz established a strong footprint in the US real estate market with its first syndicated transaction dating back to 1977. Since 1998, the company, has been conducting its transactions through Mar-Gulf Management, Inc. "Mar-Gulf", which includes a team of financial professionals offering, on average more than 30 years of experience in the acquisition, disposition, development, and management of real estate properties throughout the country.



M. R. Raghu
Chief Executive Officer Marmore MENA Intelligence
Marmore MENA Intelligence

Established in 2010, Marmore MENA Intelligence is a majority-owned subsidiary of Markaz providing in-depth research and analyses on GCC economies, markets and companies.

The services of Marmore Mena Intelligence can be split into three divisions namely: Consulting, Tailored/Customized research and Published research. Consulting services: Marmore provides research-based consulting solutions to help understand current market conditions, identify growth opportunities, assess supply/demand dynamics, and make informed business decisions.

Our Commitment

To Our Communities

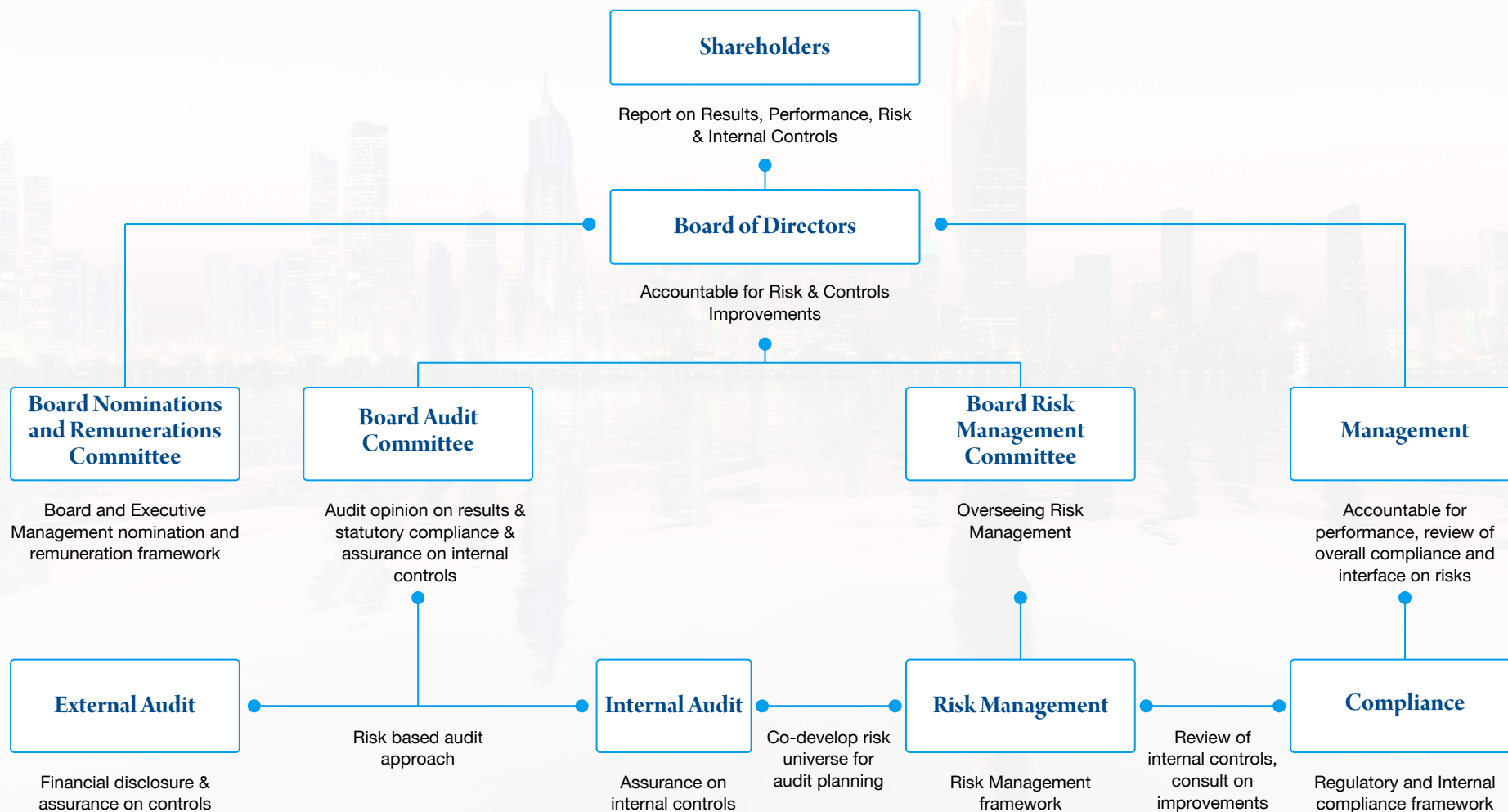
We believe that by contributing to the success and well-being of our communities, we contribute to our own success in the long-run.

We proudly support the following organizations: Lothan Youth Achievement Center (LOYAC), Kuwait Red Crescent Society, Kuwait Association for Care of Children in Hospitals (KACCH), Children Cancer Center of Lebanon, Indian English Academy School, Kuwait University, AC Milan Soccer Academy, and more.

To Our Shareholders & Clients

At Markaz, we strongly believe in leading by example. That's why we apply strict corporate governance and risk management guidelines that are beyond and above the regulatory requirements. Our compliance with prudent investment guidelines, and proper monitoring and management of risk enabled us to survive the current storm and to remain a fundamentally sound institution.

Our Commitment



Sustainability

Sustainability is embedded within our vision, mission, and values, driven by our commitment towards compliance, business ethics, and fair dealing.

The challenge

We realize that we operate in a challenging, dynamic, and fast changing business environment that requires us to continuously innovate and scout for investment opportunities and solutions suitable for our clients.

Markaz' Approach

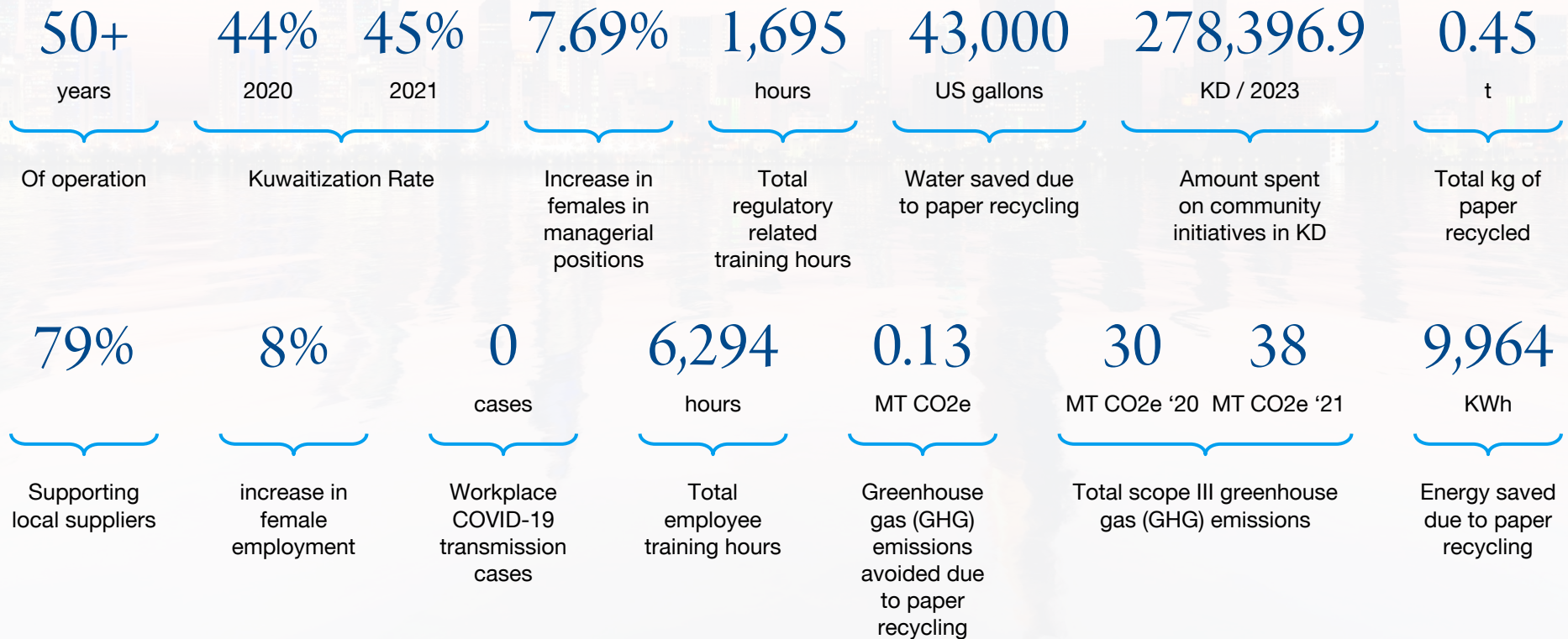
Our dynamic approach to conducting business combined with well entrenched business principles explains our sustainability through the past five decades since our inception, and our continuity in the future.



Sustainability

Sustainability is embedded within our vision, mission, and values, driven by our commitment towards compliance, business ethics, and fair dealing.

Key Sustainability Highlights



Disclaimer

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Thank you.

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