



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

- Germany
- Poland

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

● 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

## 2023

- 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

## 2024

- Markaz's 50<sup>th</sup> 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

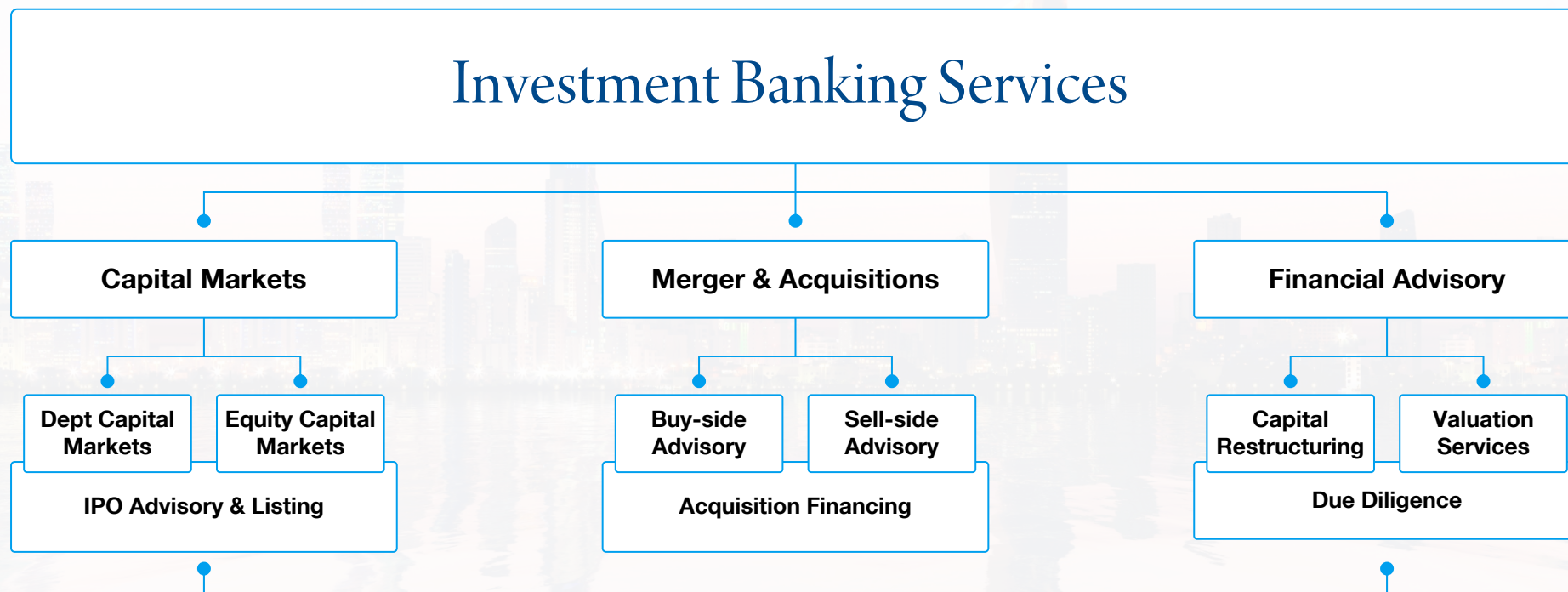
- Systems and technology are a key driver of the Markaz growth strategy

# 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 <sup>rd</sup> 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	<b>Opportunistic Portfolio</b> <b>Dividend Portfolio</b> <b>Plain Vanilla Portfolio</b> <b>GCC</b> <b>Momentum Fund</b>	<b>Markaz Fixed Income Fund</b> <b>Fixed Income Portfolios (Risk driven Strategies)</b>	<b>US &amp; Europe Development Program</b> <b>Markaz Real Estate Fund</b>	<b>Bespoke investment policy planning</b> <b>Asset manager selection via a rigorous DD process</b>

# 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**  
Vice Chairman



**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 Strategy & Transformation  
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  
Board Affairs & Legal



**Ali A. Al-Shamali**  
Executive Vice President  
Treasury, Operations and  
Corporate Services



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



**Pradeep Rajagopalan**  
Executive Vice President  
Internal Controls



**Kashish Tandon**  
Executive Vice President  
Global Investment Advisory

# Our Subsidiaries



**Sami Shabshab**  
Managing Director  
Mar-Gulf Management Inc.

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

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

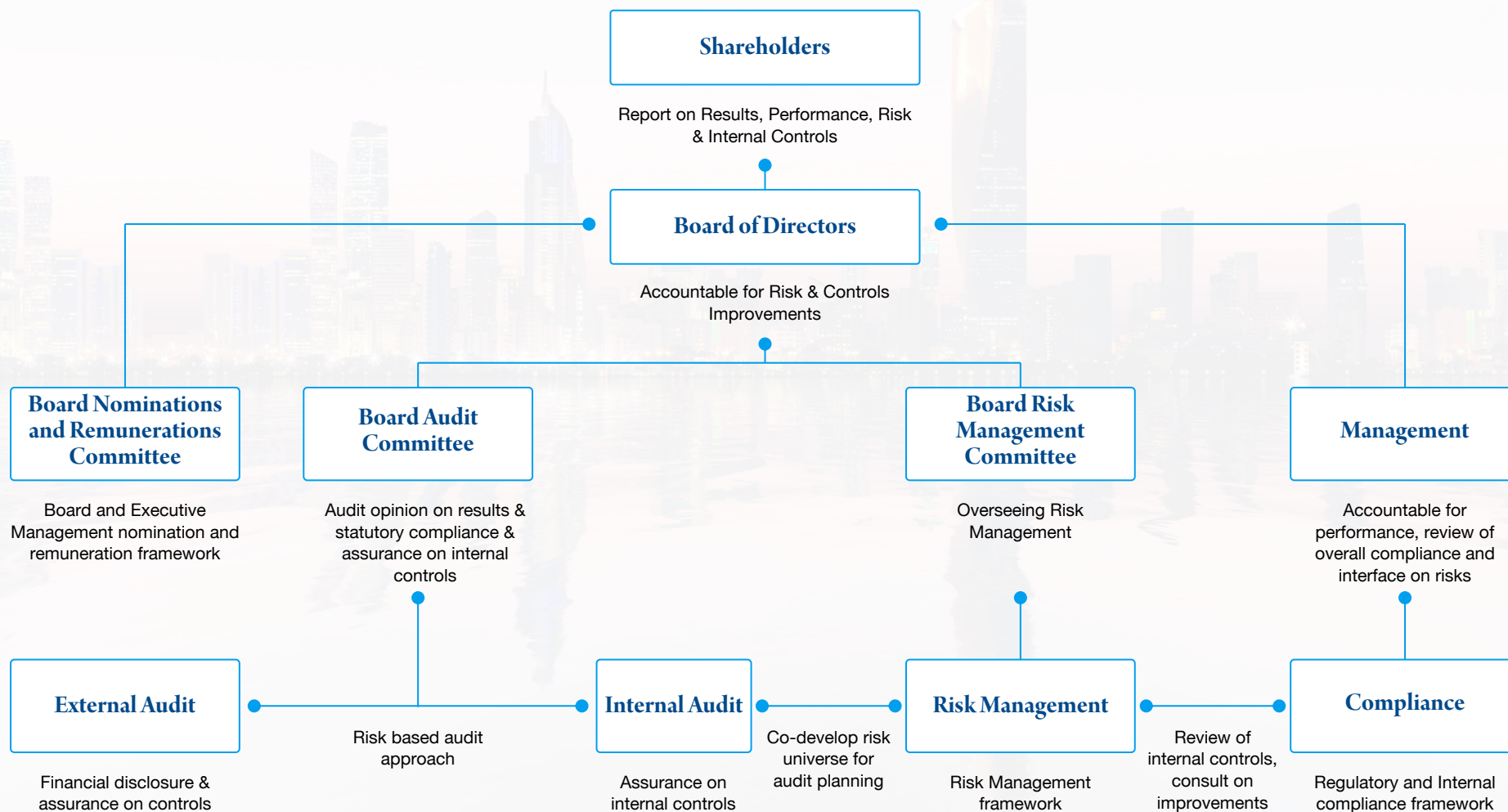
We believe that by contributing to the success and well-being of our communities, we contribute to our own success in the long-run.

**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

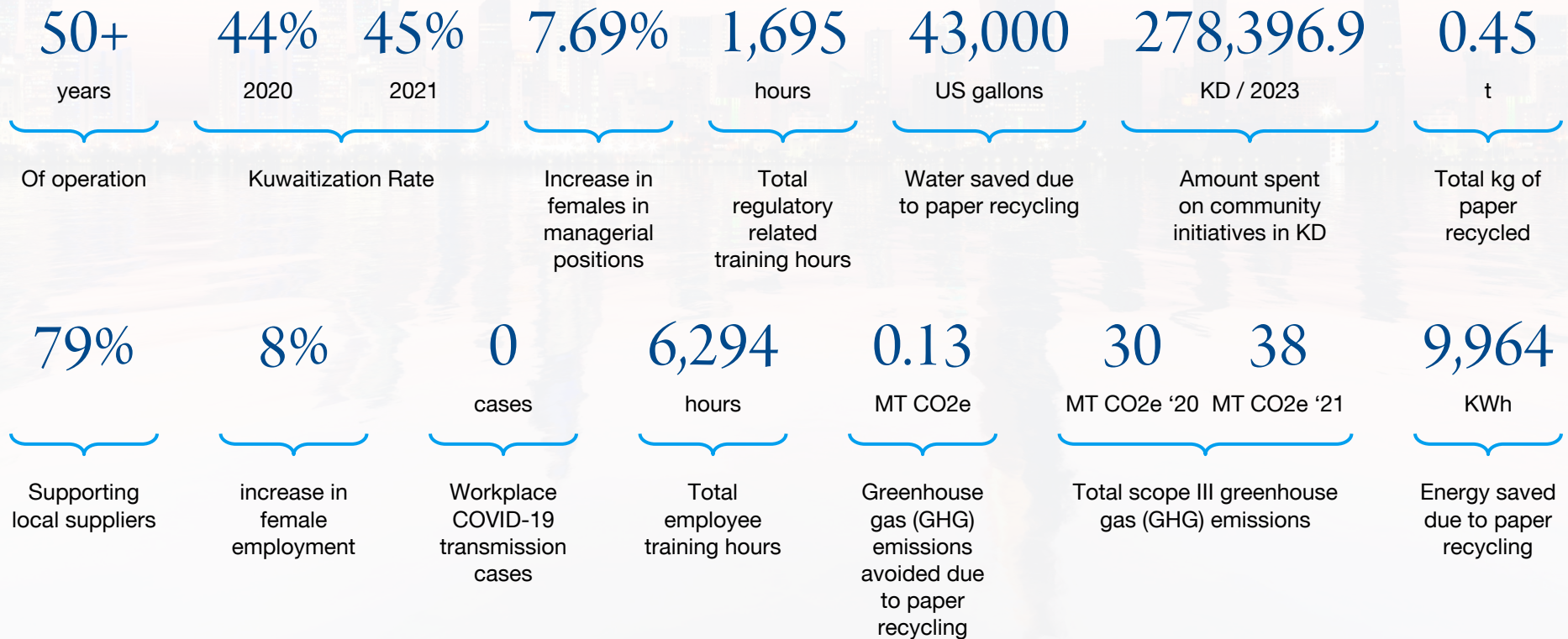
Our dynamic approach to conducting business combined with well entrenched business principles explains our sustainability through the past five decades since our inception, and our continuity in the future.



# 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

The information contained in this Company Profile is provided for informational purposes only and does not constitute investment advice, an offer, or a solicitation to buy or sell any financial instruments or services. Please note to refer to the product and service terms, risk factors and disclaimers in the official investment product documents while evaluating investment opportunities. Readers should consult qualified financial, legal, and tax advisors before making any investment decisions. Kuwait Financial Centre “Markaz” accepts no liability for any direct or indirect loss arising from the use of this information.

Thank you.

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