



United Nations Global Compact Communication of Progress

Al Masah Capital Limited

August 2018



Company Introduction

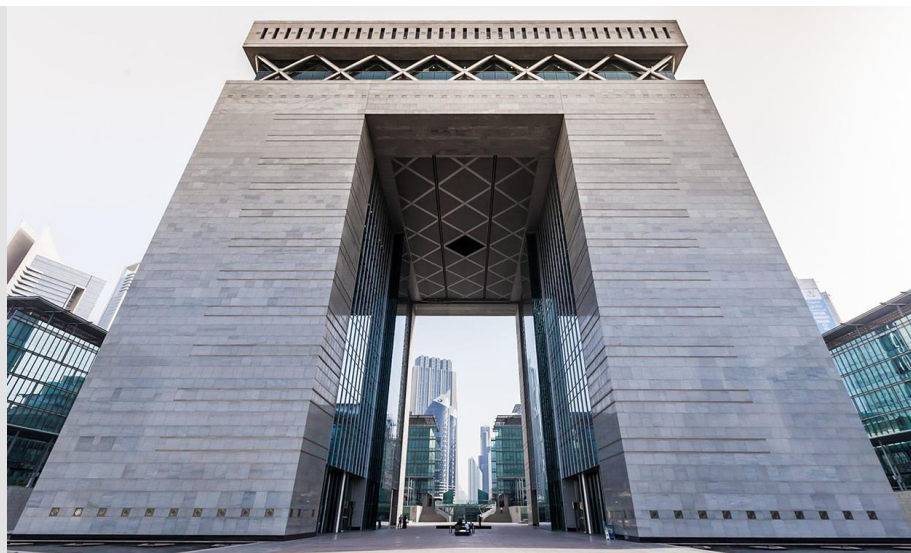
Overview

Al Masah Capital, founded in **2010** is one of the **leading independent advisory and asset management firms** in the GCC with a global reach, that provides an array of investment offerings and advisory solutions tailored to the needs of our broad client base.

Al Masah Capital is domiciled in the Cayman Islands with offices in **Dubai** and **Abu Dhabi** in United Arab Emirates.

We focus on providing in-depth expertise, and fostering an environment that constantly seeks to enhance our society.

Amongst many accolades, we have been recently voted as '**Best MENA Asset Manager 2017**' with our **Founder Shailesh Dash** consistently ranked amongst the **top 50 most influential people** in the regional financial services industry.



Key Highlights

Al Masah Capital's Highlights

US\$ 1.75bn

TOTAL FUNDS RAISED

40+

NUMBER OF
EMPLOYEES

400+

CLIENTS

US\$ 1.2bn

CORPORATE/ M&A
MANDATES ADVISED

2010

FOUNDED IN

8

PRIVATE EQUITY
ADVSIORY CLIENTS

Letter from our Chairman

Statement of Continued Support to UNGC



Al Masah Capital Limited became a signatory to the United Nations Global Compact in 2017, and I am pleased to reaffirm our support to upholding its Ten Principles on Human Rights, Labor the Environment and Anti-Corruption.

In our first annual Communication on Progress, we describe our actions to integrate the Global Compact and its principles into our business strategy, culture and daily operations.

As one of the leading advisory and asset management firms in the Emerging Markets, we recognize our potential to finding solutions, to innovate and collaborate to help tackle the world's toughest challenges. Al Masah Capital seeks to spearhead these developments through its subsidiaries and partnerships.

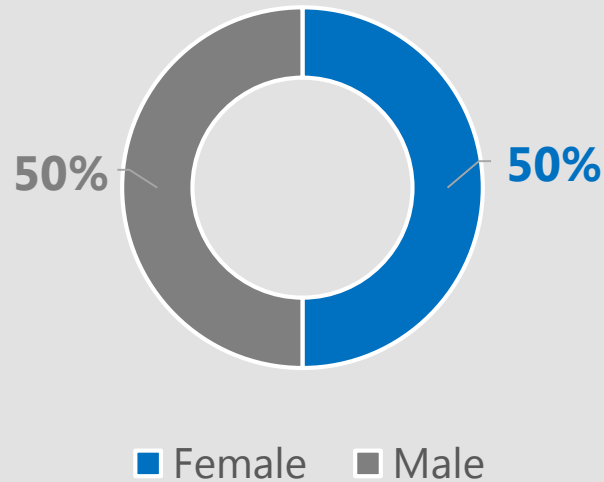


Najjad Zeenni
Chairman
Al Masah Capital

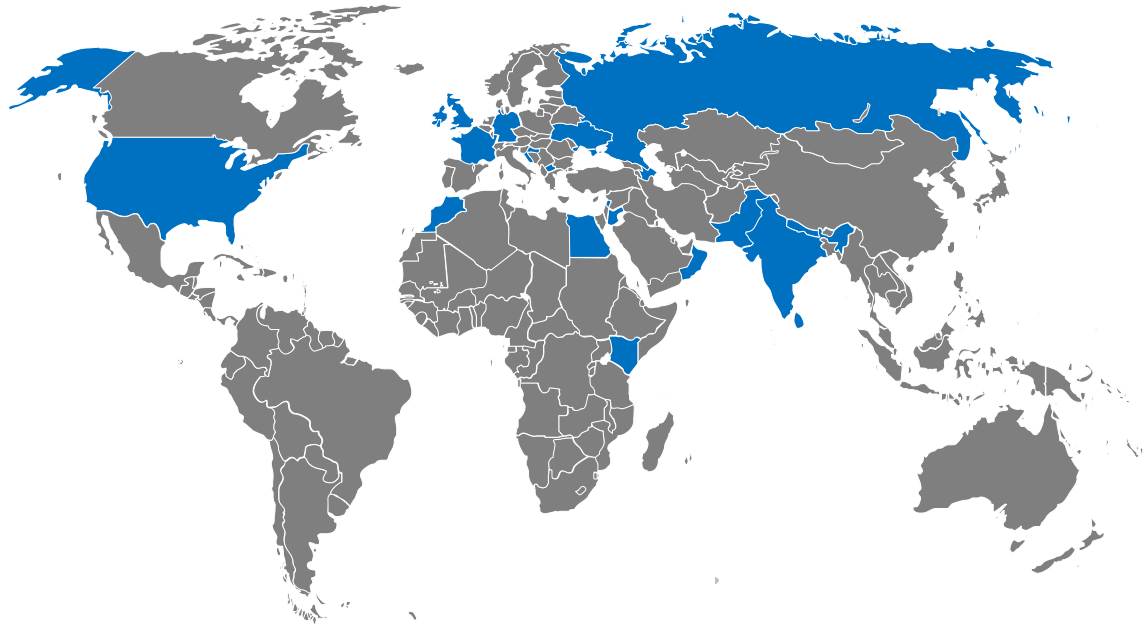
Our Responsibility as an Employer

A Diverse Workforce and Provider of Equal Opportunities

Female to Male Employees



Today employs people from 19 different countries



>70% Of our employees are from **Growth Markets**

Our Responsibility as an Employer

Strong Corporate Governance

Our approach to corporate governance is to drive long term shareholder value whilst prudently managing risk and meet our broader responsibility to shareholders, investors and our communities that we operate in.

Independence

- › Al Masah's independent Board members are highly successful businessmen who built significant regional institutions.
- › The Independent Board members have no relationships with the company and can safely express opinions on the soundness of any related party transaction.

Effectiveness

- › The Board of Directors represent the appropriate balance of skills, experience, independence and knowledge.
- › Al Masah Capital holds quarterly board meetings to evaluate and shape the company's strategy effectively.

Accountability

- › Al Masah Capital maintains sound risk management and internal control systems through the framework of its board committees. The members ensure internal and external audits and risk reviews are conducted periodically.
- › The Group is regulated in various jurisdictions which include:

Dubai Financial Services
Authority

Emirates Securities and
Commodities Authority

BOARD MEMBER COMMITTEE

Risk
Committee

Remuneration
Committee

Audit
Committee



Executive Management Committee

Strategy

- › Al Masah Capital's board members ensure the Company's strategies are frequently evaluated & implemented appropriately.
- › Our Board represents a pool of skilled individuals with expertise in the following respective fields:

Corporate
Finance

Fund
management

Logistics

Food &
Beverage

Healthcare

Real
Estate

Investment
Banking

Consulting

Legal

Debt
Finance

Compliance

Energy

Integrity

- › We have external and internal procedures that control all transactions; and rely on global professional service firms to mitigate any conflicts of interest.

Transparency

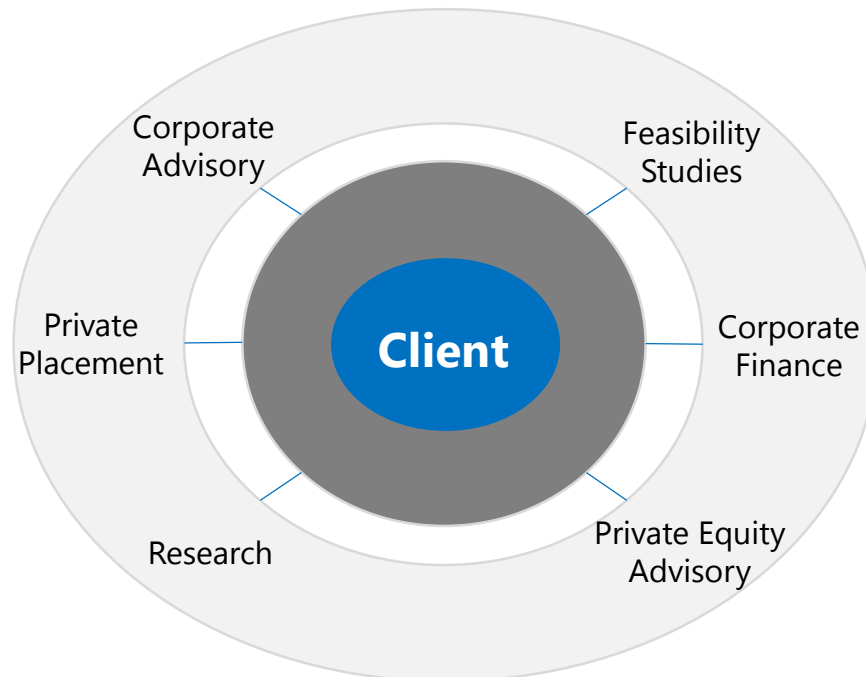
- › We communicate periodically with our stakeholders and encourage their participation to ensure a mutual understanding of the company's objectives.
- › Our Compliance team implements control procedures to ensure all regulatory requirements are met and best practices are followed.

Funding Growth

Accelerating an Entrepreneurial Ecosystem

Al Masah Capital provides a variety of avenues for small to medium sized enterprises, start-ups, and entrepreneurs to raise capital from venture capital firms, angel investors, and private equity firms.

Bespoke Solutions



Supporting an Array of Clients



Sustainable Development Goals

Addressing the Sustainable Development Challenges

The role of the private sector has become an intrinsic part of sustainable development, and as an Emerging Markets specialist in the financial services industry we recognize our potential to help address the challenges.

UAE's National Agenda

United Nations 17 Goals for Sustainable Development



Digital Banking Client

Eradah Capital – Embracing Innovation through Technology



Location

UAE

Key Objective

To Launch a Digital Banking Platform

Al Masah Capital

Through its subsidiaries raised capital of over **US\$ 100m**

Eradah Capital's Plans for Growth

- › Develop a sustainable, resilient infrastructure to cater to the MENA region
- › Invest in world class IT systems that is conjoined with the bank's processes creating efficiency and reducing risks
- › Partner with leading fintech companies
- › To create up to 50 new jobs across the Digital Bank
- › Provide seamless online banking

Supporting UNGC 17 Goals

<i>Initiatives</i>	<i>Goal Number</i>
✓ Supporting start-ups through various avenues of capital raising	8,9
✓ Creating a sustainable infrastructure to support economic development	8,9,11
✓ To create up to 50 new jobs	1,2,3,8,
✓ Building a strong institution with efficient mechanisms in place to reduce risk	16
✓ Incorporating good governance standards and processes	16
✓ Increase access of small-scale enterprises to financial services	9
✓ To adopt environmentally clean sound technologies	7,11,9
✓ One of the key verticals of the Digital Bank will be Trade Finance	8,9

Healthcare Client

Quality Healthcare Provider for the Low Income Population



Location

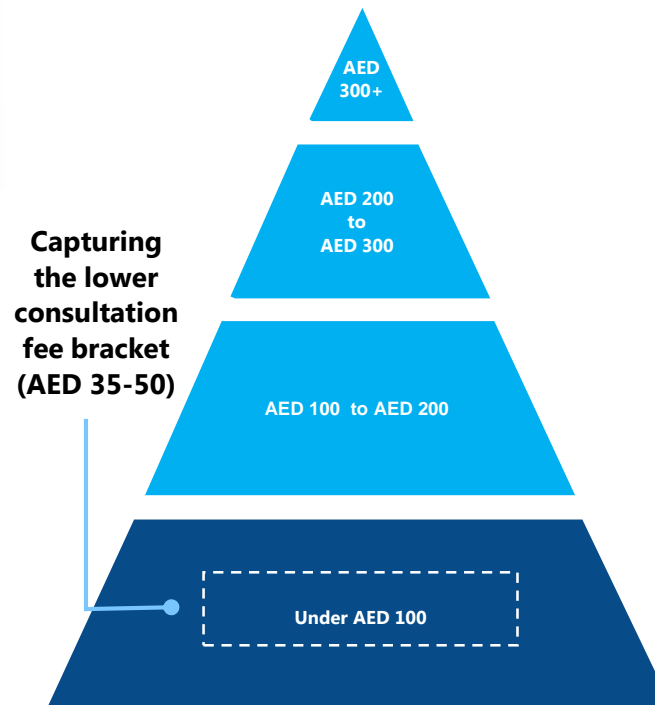
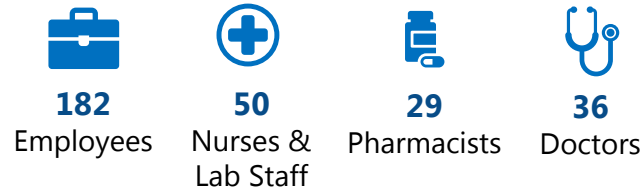
UAE

Key Objective

Providing access to quality healthcare for low wage workers

Al Masah Capital

Advised the Owner (Doctor) of a chain of 24 medical assets who wanted to grow the business by improving accessibility, affordable healthcare and best practices by bringing in an institution.



- › Primarily caters to blue collar workers residing in labour accommodations; limited skilled workers & handymen comprising c.80% of the overall UAE workforce
- › Mandatory health insurance will make healthcare more accessible, especially for the low income segments, resulting in higher propensity to seek medical services, hence improving volume uptake for clinics
- › Strong footprint in high density worker accommodation areas across Dubai and Northern Emirates

Healthcare Client

Quality Healthcare Provider for the Low Income Population



Supporting UNGC 17 Goals

Initiatives	Goal Number
✓ Our client is providing affordable treatment for more than 300,000 patients annually	3
✓ By bringing in an Institution our client will be able to improve the quality of healthcare provided	3
✓ The clinics are strategically placed in labour accommodations to allow ease of access and mobility with further expansion plans	3,8
✓ Supporting an Entrepreneur (Doctor) with his plans to expand and continue to provide affordable healthcare in a cost efficient manner	3,8,9
✓ Incorporating good governance standards and operational processes	16
✓ Mandatory health insurance will make healthcare more accessible, especially for the low income segments, resulting in higher propensity to seek medical services, hence improving volume uptake for clinics	1,3,10
✓ Bringing in an institution allows our client to introduce new technology in healthcare services	9
✓ The consultation fees are in the lowest range enabling patients to frequently go for medical check ups	3
✓ An experienced team of 36 doctors supported by a capable team of medical and non-medical staff Over 50% of the doctors have more than 15 years of total experience, hence a strong infrastructure in place	9

Mezzanine Financing Client

Tadeem Capital – Bridging the Funding Gap for SMEs



Target Geography

MENA & South East Asia

Key Objective

To provide an alternative source of financing for SMEs facing difficulty accessing capital

Al Masah Capital

Through its subsidiaries will be identifying strategic investors and educating prospective clients on the value proposition of private capital

Supporting UNGC 17 Goals

Initiatives	Goal Number
✓ Bridging the funding gap for SMEs in the Emerging Markets	8,9
✓ Prioritizing SMEs in diverse sectors such as healthcare, education, logistics, and innovative sectors such as fintech	8,9,3,4
✓ Stimulating business growth in the region	8
✓ Assisting entrepreneurs in sustainable growth of their businesses	9,11
✓ Encouraging Private Capital investing in Emerging Markets where it is less prevalent, and where small-scale enterprises struggle to access bank funding	8

Tadeem Capital's Plans for Growth

- › With a projected size of US\$ 920bn of the SME sector in the Gulf region by 2023, an increasing number of these companies are seeking capital due a shortage of efficient credit provided by banks in this market segment.
- › Tadeem plans to bridge this funding gap and offer solutions in the interest of the entrepreneurs and align the financial and business needs of these businesses.

Facilities Management Client

Al Maha Integrated Services – Supporting Small Businesses



Location

UAE

Key Objective

Supporting businesses that focus on a niche segment of facilities management

Al Masah Capital

Through its subsidiaries is advising Al Maha on its growth plans to become a leader in facilities management & to operate its assets efficiently



80+
Employees

Supporting UNGC 17 Goals

Initiatives	Goal Number
✓ Encouraging the development of smart buildings and sustainable communities	9,10
✓ Planning to create new jobs in soft services such as cleaning, waste management, and security services	8
✓ Stimulating business growth in the region	8
✓ Assisting entrepreneurs in sustainable growth of their businesses	9,11
✓ Incorporated Corporate Governance, a board has been established, and will be establishing audit, risk, and remuneration committees	16

Al Maha's Plans for Growth

- › To become a mid size company with plans to expand in the Gulf, Oman and Saudi Arabia
- › Create good corporate governance structures
- › Plans to invest in smart buildings, security systems that generate useful data for businesses. With the emergence of more urban communities, the company recognizes the need for connected smart homes.

The Ten Principles of the UN Global Compact

The Ten Principles of the UN Global Compact		Implementation at Al Masah Capital
Human Rights		
Principle 1	Businesses should support and respect the protection of internationally proclaimed human rights; and	✓ We follow international proclaimed human rights across our company and the clients we advise
Principle 2	make sure that they are not complicit in human rights abuses.	✓ Policies, procedures and guidelines are in place in our corporate governance framework
Labor		
Principle 3	Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;	✓ Employees have direct access to senior management to freely discuss any issues at work in order to reach agreements that are jointly acceptable ✓ Policies and procedures have been put in place by our HR department in the interest of both the employer and employees
Principle 4	the elimination of all forms of forced and compulsory labor;	✓ We follow international and UAE labor rights
Principle 5	the effective abolition of child labor; and	✓ Al Masah Capital does not engage with any party directly or indirectly that is involved in child labor ✓ Stringent risk and due diligence analysis are conducted when dealing with any party directly or indirectly
Principle 6	the elimination of discrimination in respect of employment and occupation.	✓ Employs a diverse workforce ✓ Currently employs a workforce of 19 different nationalities ✓ Has an equal ratio of female to male employees ✓ Barrier-free access ✓ Over 70% of our employees are from Growth Markets
Environment		
Principle 7	Businesses should support a precautionary approach to environmental challenges	✓ We advise our clients to follow a socially responsible investment philosophy
Principle 8	undertake initiatives to promote greater environmental responsibility; and	✓ We advise our clients to follow a socially responsible investment philosophy ✓ Partnerships with Environmental agencies that collect our recyclable paper and plastic water bottles
Principle 9	encourage the development and diffusion of environmentally friendly technologies.	✓ Developments in IT and digital technology to encourage use of resources in a sustainable manner
Anti-Corruption		
Principle 10	Businesses should work against corruption in all its forms, including extortion and bribery	✓ Regular internal training held for employees ✓ Compliance training held regularly on AML procedures, ethics & good conduct ✓ Oversight by Compliance & Risk and Corporate Governance committees

Disclaimer

The information contained in this presentation is provided solely for informational purposes and the users and readers are advised to cross check before acting upon the presentation. Neither this document nor any of the information contained herein may be reproduced or disclosed under any circumstances without the express written permission of Al Masah Capital Limited ("Company"). Although reasonable efforts have been made to ensure the accuracy of the information contained in this document, it may include certain inaccuracies or typographical errors which may be changed or updated later, at the discretion of the Company. In no event, shall the Company be liable for any direct, indirect, incidental or consequential damages arising out of or in any way connected with the use of this document, whether based on contract, tort, negligence, strict liability or otherwise.

Contact Us



AL MASAH CAPITAL LIMITED

Walkers Corporate Limited
Cayman Corporate Centre
27, Hospital Road George Town,
Grand Cayman KY1-9008,
Cayman Islands
Email: ir@almasahcapital.com
Web: www.almasahcapital.com

AL MASAH CAPITAL MANAGEMENT LIMITED

Emirates Financial Towers
North Tower, Level 6
Dubai International Financial Center
P.O. Box 506838
Dubai, UAE
Email: ir@almasahcapital.com
Web: www.almasahcapital.com

AL ETIHAD FINANCIAL ADVISORS LLC

S/o Jassim Darwish Building
1st Floor, Office 103, Khalidiya,
P.O. Box 37794
Abu Dhabi, UAE
Tel: +971 2 633 0080
Fax: +971 2 633 0090
Web: www.aletihadad.com

