



Ubhar Capital

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PARTNERING FOR SUCCESS

Introducing Ubhar Capital SAOC

A full service investment company regulated by the Capital Market Authority, Oman.

Founded by Ominvest, Arab Bank (Switzerland) and Oman Investment Fund.

With a team of qualified investment professionals and expertise in structuring tailor-made investment solutions, we ensure that diverse client requirements are met.

Our range of investment services includes **Asset & Fund Management, Brokerage, Corporate Finance & Advisory, Custody and Research.**

To know more about us, visit
www.u-capital.net



MENA Markets Trading

Asset Classes:	Equity, Fixed Income
Listed Securities – Markets Covered:	Oman UAE (DFM & ADX) Saudi Arabia Qatar Bahrain Kuwait Jordan Palestine Lebanon Egypt
OTC Instruments:	RegS fixed income instruments from MENA based issuers
Research Coverage:	<ul style="list-style-type: none"> ▪ Equities Research: Provides up-to-date and comprehensive bottom-up coverage of regional equities across GCC. ▪ Macro and Strategy Research: Our team analyses GCC economies, providing context and top-down macro expectations for the region and take an overall view on the market and provide indispensable analysis on key equity themes and markets performance in both Arabic & English languages. ▪ Index: Three indices (UC OMAN 20, UC GCC 50 & Uc MENA 200) structured and managed in-house used as benchmarks. ▪ Technical Research: The technical research offers analysis of virtually all actively traded companies across GCC.
Other Details:	<ul style="list-style-type: none"> ▪ Brokerage team comprises of 6 professional brokers supported by the relationship management and customer services teams. ▪ Ubhar Capital is ranked No. 1 broker on the Muscat Securities Market ('MSM') for 2017 in terms of market share. ▪ Orders can be placed via Bloomberg EMSX. ▪ Online trading for Omani Equities. ▪ Online portfolio viewer access. ▪ Provide access to regional IPO's. ▪ Licensed to offer client Margin Trading on selected MSM listed stocks.

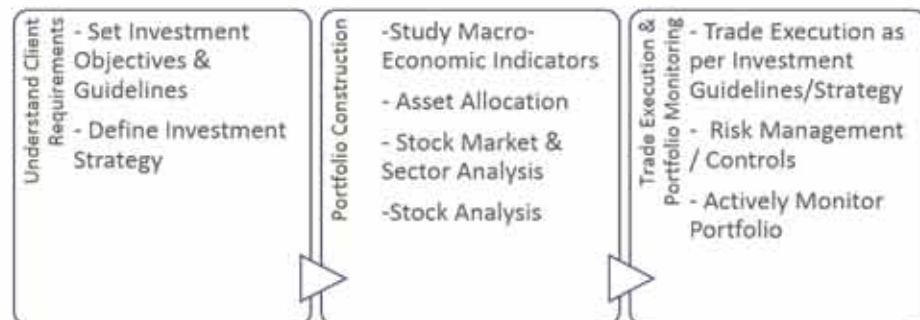
Discretionary Portfolio Management

Types of Mandates: GCC – Country Specific Equities
 GCC/MENA – Regional Equities
 GCC – Fixed Income
 Thematic – Sharia'h Compliant / Growth or Value / Balanced / Dividend Yield focussed, etc.

Investment Strategy: The Asset Management team at U Capital has a highly disciplined approach to investing. The primary focus of this approach remains at managing risk. Portfolios are typically structured in segments identified by their risk/return profile rather than economic sectors. This unique segment identification permits better management of risk and risk adjusted returns. Portfolios comprise of three main segments:

- Core: Forms bulk of the positions & will comprise of major listed companies with consistent policy of dividend, sound business model and are at the right phase of growth. Hold medium to long term with the aim to generate consistent cash through dividend income.
- Opportunistic: Very clear about the holding period and 'trigger' that would prompt liquidating the position whether in loss or profit. This segment carries highest risk.
- Trading: These positions will be either in the core companies or in companies that are have high market correlation and are fundamentally sound. The risk from this segment is expected to be minimal.

Investment Process:



Other Details:

- Asset Management team comprises of 6 professionals supported directly/indirectly by other U Capital divisions for relationship management, operations and research.
- Clients include Government Pension Funds, Sovereign Funds, Banks, Central Banks, Public Listed Companies and HNW individuals.
- Apart from several discretionary mandates, the team also manages two investment funds.
- Fee Structure includes a fixed management fee and a performance based fee which is based on the size of the portfolio.

Corporate Finance & Advisory

- Services:** U Capital team has managed some of the land mark and most successful issues in Oman. Our Services include:
- Corporate Finance:
- Initial Public Offerings
 - Right Issue Management
- Transaction Services:
- M&A
 - Private Equity
 - Private Placement
- Financial Consultancy:
- Feasibility Studies
 - Business Plans
 - Valuations
 - Due Diligence

Track record*:	Raised over US\$ 6.6 Billion Across various transactions	Strong Fund Raising Capabilities with consistent 10x + over-subscription for IPO's managed	Successfully managed 17 IPO's & 23 Secondary Issues
	U Capital team has more than 100 years of combined experience	Experience of managing large issues (US\$ 100 Mio +)	Advised approx. 60 transactions across sectors including Banking, Mining, Construction, Power, Industrial, Food and others

- Other Details*:**
- **Private Placements:** U Capital advises companies at various stages of the business lifecycle and advises/manages the private sale of both debt instruments and equity securities to qualified investors or institutions. U Capital has raised funds for various companies across sectors and has been successful in structuring unique solutions to meet the diverse funding requirements. Some of the recent and ongoing private placement transactions include subordinated debt, local currency denominated perpetual bond, Sukuk issuance and equity stakes in various companies.
 - **IPO's:** U Capital team a strong track record and has managed 37 primary and secondary issuances. Some of the IPOs managed by us include Bank Nizwa, Bank Sohar, Galfar, A'Saffa Foods and Voltamp. U Capital is currently mandated as Issue Manager for several IPO's within Oman.

Custody, Administration & Customer Service

Custody Services:	<p>U Capital is licensed by the CMA to offer custodian services as per the following:</p> <ul style="list-style-type: none"> • Hold or arrange to hold in safe custody client’s financial instruments; • Maintaining separate accounts with details of the assets held under custody; • Arrange settlement for the sale or purchase of any securities; • Daily monitoring of corporate actions and client notification; • Calculation and Collection of income from securities held and monitor any disparities; • Provide information on the underlying companies and the Interim/Annual General Meetings; • Sending detailed account statements and portfolio reports on a regular basis as per agreement; • Act as a proxy/Deal with proxy forms subject to the specifications laid down by the Client; • Manage transactions by closely monitoring cash positions and facilitate foreign exchange transactions, if required.
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Fund Administration Services:	<p>U Capital offers comprehensive fund administration services including:</p> <ul style="list-style-type: none"> • Administer the issue of Fund Units. • Maintain accounts of the Fund and arrange for the annual accounts to be audited. • Dispatch all circulars, notices of meetings, reports, financial statements and other written material. • Handle all communications relating to the Fund & Administrator's functions. • Determine the NAV of the Fund and the NAV per Unit. • Make details of the NAV available to the Investment Committee and the Capital Market Authority. • Calculate fees payable to the Administrator and other service providers. • Provide all information that may be required as per the rules and regulations of the Muscat Securities Market and the Capital Market Authority. • Preparing and maintain all statutory returns and records required to be kept under Omani law.
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Hallmarks of U Capital’s Custody & Fund Administration Services



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Ubhar Capital S.A.O.C

شركة اوبار للاستثمارات المالية ش.م.ع.م

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