

# Rassanah Capital

## Company Profile

August 2023

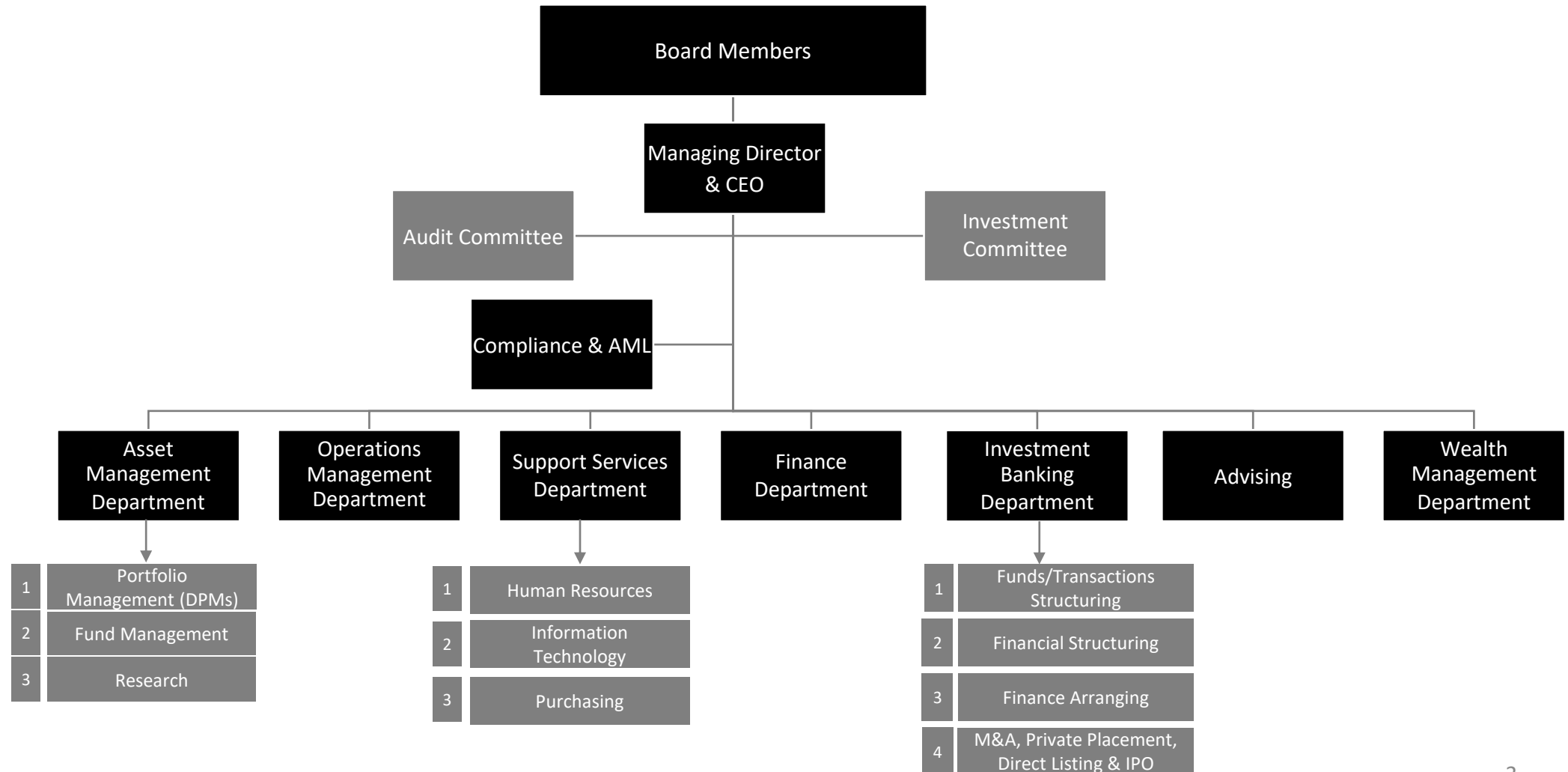
## WHO ARE WE

- **Rassanah Capital (“Rassanah”)** is a Saudi based financial institution (closed joint stock – CR No. 1010778311) with a paid up capital of 20,000,000 Saudi Riyals and headquartered in the city of Riyadh. Rassanah operates in accordance with the rules and regulations issued by the Capital Market Authority (“CMA”) in the Kingdom of Saudi Arabia.
- **Rassanah** obtained its CMA license No. (21235-32) on 25/04/1443H (corresponding to 30/11/2021) and started its operations from 19/09/1443H corresponding to 21/04/2022; with three main activities managing investments and operating funds, arranging securities, and providing advice on securities Finance.
- **Rassanah** provides a variety of integrated financial and investment services designed precisely to match the financial goals of its both individuals and institutions clients. Rassanah is engaged in asset management, arranging, corporate finance & M&A, PE & Real Estate, and financial advisory.
- We aim to be a leading financial institution that provides innovative and high-quality financial and investment solutions that are compatible with Shariah standards for investment through a professional team specialized in investment banking, asset management, alternative investments, and financial advisory services.

## OUR PRESENCE

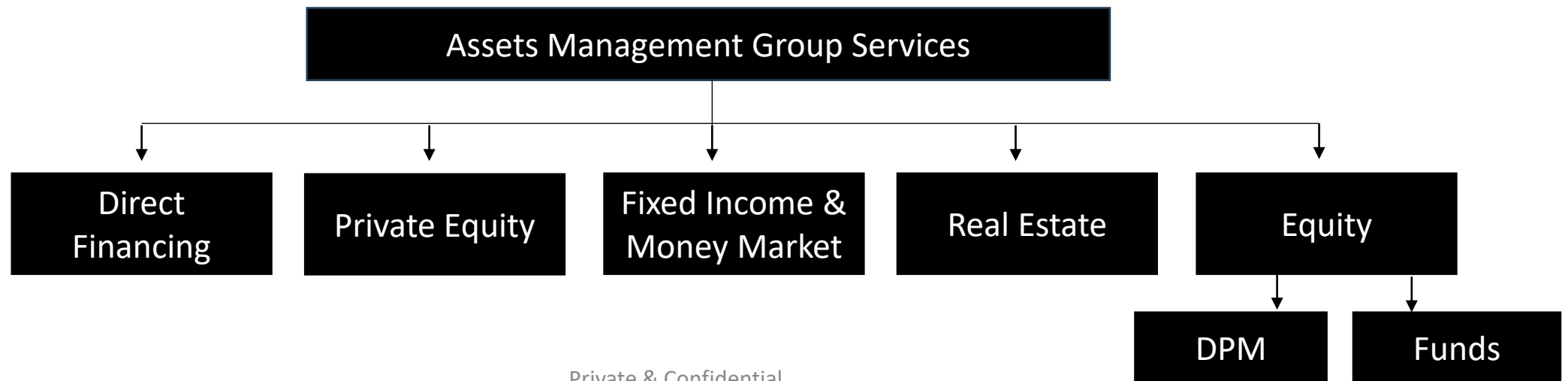


# Organization Structure



## Asset Management Department

- The Asset Management Department at Rassanah Capital provides various fund management related to private portfolios (DPMs) and private and public investment funds.
- The Asset Management Department also seeks to serve its investors and clients to achieve their investment and financial goals by providing innovative and detailed fund/DPM management solutions that are compatible with Shariah standards for investing in public stocks through private portfolios (DPMs) and public equity funds, in addition managing its closed ended funds that are pre-structured by the Investment Department and then managed by the Asset Management (AM).
- In Asset Management Department (AM) at Rassanah Capital we count on the fundamentals of financial analysis along with commitment and professional discipline, which are the main pillars of our investment methodology, in order to ensure the achievement of stable and superior results.



   **Asset Management Department (“AM”)**   

Private Funds (i.e. Private Equity, Real Estate and Venture Investments).

- **Funds Under Operation:**
  1. Alhilal Riviera Income Generating Fund.
  2. Darco Real Estate Development Fund.
  3. Rassanah Basic Materials Fund
- **Funds under Structuring (Investment Banking Department):**
- (10) Private funds – under structuring – to be managed by Asset Management after the completion of their structuring by Investment Banking Department.

Listed/Public Saudi Equity Fund

- Rassanah Flexible Saudi Equity Fund.
- Rassanah Murabaha Fund.

Private Portfolio Management (DPMs)

- Managing a number of portfolios (“DPM”)
- Managing a number of portfolios (“Non-DPM”)

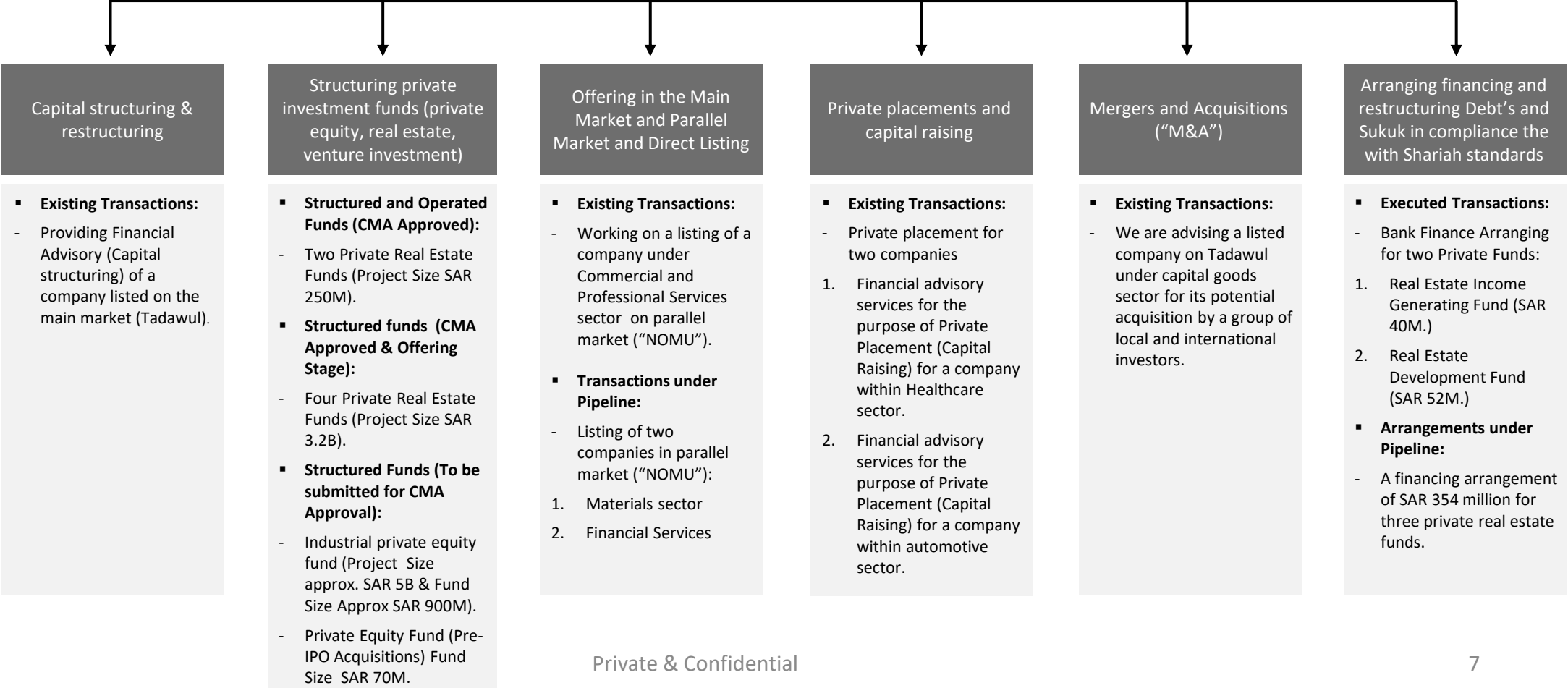
## Investment Banking Department

- The Investment Banking “IB” responsible for providing diverse services covering Funds/Transactions Structuring, Financial Structuring, Finance Arranging, M&A, Private Placement, and Direct Listing & IPO. The Investment Banking in Rassanah Capital relies on its strategy; through which; it combines accumulated and diversified investment experiences, professional discipline and commitment with the aim of being among the best financial services providers in the Kingdom of Saudi Arabia.
- The primary role of the Investment Banking Department is to build a strategic and successful investment relationship between investors (providers of capital) and institutions and family offices (operators of capital) within the framework of best practices of governance and in line with economic cycles and sustainable development.
- The Investment Banking Department is acute to provide investment opportunities that are compatible and in accordance with the Shariah standards to meet the financial and investment needs of investors and its clientele.

### **The Investment Banking Department provides several financial and advisory services, including:**

- Capital Structuring & Restructuring.
- Structuring private investment funds (private equity, real estate, venture investment, etc.)
- Initial public offering in the main market (“**Tadawul**”).
- Offering and Direct Listing in the parallel market for qualified investors (“**Nomu**”).
- Private Placement and Capital Raising services.
- Mergers and Acquisitions (“**M&A**”).
- Arranging financing and restructuring Debt’s and Sukuk in compliance with the Shariah standards.

**Investment Banking Department**



## Wealth Management (“WM”)

- The **Wealth Management Team** at Rassanah Capital provides services to a wide array of clients ranging from ultra-high-net-worth-individuals (UHNWIs), family offices, financial institutions and institutional investors.
- Our discipline which incorporates structuring and planning wealth to assist in growing, preserving, and protecting the wealth of our clients and stakeholders.

### **The Wealth Management Department provides services including:**

- Wealth management and distribution planning services.
- Investment placement services:
  1. Private placement (capital raising) distribution.
  2. Funds raising for private and public funds.
- Advising clients and stakeholders on financial products and services based on their risk & investment appetite.
- Meeting clients and serving them during all phases of investment starting from Know-Your-Customer (“KYC”), opening investment accounts, and ending with periodic follow-up and performance reports.



## Our Business Team



## ABDULLAH AL REBDI

**Chief Executive Officer (CEO)**

**Email:** a.alrebdi@rassanah.com.sa

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- Mr. Abdullah is the Managing Director and Chief Executive Officer at Rasanah Capital
- Mr. Abdullah Al Rebdi has more than 23 years of experience in the financial markets, financial services sector, asset management and directorship.
- During his career; He held a number of tasks in well-known banks as Arab National Bank and financial companies as MEFIC and ANB Capital and other major Conglomerate companies as Alothaim Holding and others, and his main tasks were: preparing and implementing investment strategies, product development, marketing and sales work related to investment products and services, risk management, managing the investments of high net worth individuals and institutional investors.
- He holds a diploma degree in Electronics Engineering, Postgraduate Diploma in Business Administration from the University of Cumbria and Master Degree in Global Management from the University of Salford Business School (Manchester, UK).
- He is a board member in many public and private companies.



## FAHAD BUSHAGER

**Chief Investment Officer (CIO)**

**Email:** f.bushager@rassanah.com.sa

- Fahad Bushager is the Chief Investment Officer (CIO) at Rassanah Capital and is responsible for the Investment Banking transactions and activities. Prior to joining Rassanah Capital, Mr. Fahad Bushager held several Directorship positions as Chairman of the Board of Directors and a member of the Boards of Directors in several companies in the private sector in the countries of the Gulf Cooperation Council, Middle East and North Africa regions.
- Mr. Fahad Bushager has over 19 years of international and regional experience in Investment Banking, Corporate Finance, and deal structuring & execution, having successfully completed fundraising, advisory and investment transactions totaling \$4 billion in the GCC, UK, SE Asia and USA.
- He has previously held several positions as Director & Head of GCC Markets at Greenstone Equity Partners (UAE), Head of Investment at INOVEST a CBB licensed and listed investment company (Kingdom of Bahrain), Executive Director of Investment Coverage at Anfaal Capital (Saudi Arabia), Acting Head of Business Development & Investment Placement at Rasd Investment Bank (Malaysia), beside other roles with Investate Real Estate Investment Company (Kingdom of Bahrain), Al Hilal Bank, Ajman Bank (UAE) and National Bank of Bahrain (Kingdom of Bahrain).
- Mr. Fahad is a Certified Islamic Banker (CIB) and he holds an Executive Master in Islamic Finance both from the General Council of Islamic Financial Institutions (CIBAFI) in the Kingdom of Bahrain and Bachelors in Accounting from the American University of Sharjah (AUS), United Arab Emirates.



## THAMER FAHAD AL SAEED

**Executive Director of Asset Management**

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- Thamer is the Chief Executive Asset Management at Rasanah Capital.
- He has more than 20 years of experience in the banking, investment sector and directorship in the Kingdom of Saudi Arabia, during which he worked with regional and local financial institutions such as Mad'a Investment, MaCeen Capital, MEFIC and Emirates NBD.
- He started his career in cash management, then managing research and advice for institutional and individual clients, moving to asset management as a manager of client portfolios, and then as a manager of investment funds with various types of assets, including stocks, fixed income instruments, private equity and bold investment. And in his investment record a series of positive return year.
- He Holds a Bachelor's Degree in Business Administration from the Arab Open University and Diploma in Programming.



## BASIL OTHMAN

**Director, Wealth Management**

**Email:** [b.othman@rassanah.com.sa](mailto:b.othman@rassanah.com.sa)

- Basil is currently working as a Wealth Management Director at Rassanah Capital.
- He possesses over 21 years of experience in Banking and Investment business within the region.
- Prior to joining Rassanah Capital, he held variety of senior positions in multi-national financial institutions such as HSBC Capital, SABB Bank, Emirates NBD, and the Arab National Bank. He started in Corporate and Commercial Banking and is experienced in Institutional, Investment, and Private Banking. His latest focus was managing wealth/investments of high to ultra-High net-worth individuals, institutional clients, and family offices.
- Mr. Basil holds a bachelor's degree in industrial engineering from King Saud University and is a registered person with Saudi Capital Market Authority. He is as well certified as Retail banking and Credit advising professional by the Financial Academy.



## KHALED IBRAHIM

**Chief Financial Officer (CFO)**

**Email:** [cfo@rassanah.com.sa](mailto:cfo@rassanah.com.sa)

- Khaled joined Rassanah Capital in March 2022 as a Chief Financial Officer (CFO).
- He has more than 12 years of experience in the field of accounting and finance, prior to joining Rassanah capital he has worked with Miyar Investment Company, Mulkia Investment Company, Dar Almustawred trading Group Company and Compaq Accounting and Tax Experts Company in Egypt.
- Khaled holds a bachelor's degree in accounting from Helwan University, Certification in International Financial Reporting Standards (“IFRS”) & International Auditing from Association of Chartered Certified Accountants (ACCA).
- Khaled is a registered person with Capital Market Authority having General Securities Qualification Certificate (CME-1) from Capital Market Authority (CMA) and Certified Finance Manager from Global Association for Quality Management (GAQM).



## Reem Al-Ayish

**Senior Manager, Wealth Management Department**

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- Reem is a Senior Manager in the Wealth Management Department.
- She has over 8 years of cumulative experience in multiple roles within the financial and investment industry. Experience encompasses Asset Management, Placements, and Marketing & Client Relations.
- Established a network of relationships across the Saudi investor base including HNWI and Institutional Investors, Investment Firms, and Capital Market Entities including Investment Banking, Asset Management, and Wealth Management.
- Prior to joining Rassanah Capital as a Senior Wealth Manager, Reem occupied several roles as, Financial Advisor at The Family Office Company, Regional Manager of the Eastern Province at ANB Capital, and Assistant Discretionary Portfolio Management Manager at ANB Capital.
- She has a master's degree in international business from Florida International University in Miami, USA, a bachelor's in business management From the University Of Tunis Carthage, and is a registered person with Saudi Capital Market Authority.



## MUHAMMAD ASAD FAROOQ

**Manager, Investment Banking Department**

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- Asad Farooq is Manager – Investment Banking Department at Rassanah Capital and is responsible for the execution of transactions, which includes Real estate modelling, Financial Modelling, advising clients on the Investment Banking deals prior to joining Rassanah he has worked for EY and KPMG in Deal Advisory service.
- Asad has worked as a Senior associate in EY and has worked on multiple M & A and IPO related transactions. He has experience of more than 6 years working in the consulting industry with two of the Big4 firms in KSA and Pakistan.
- He has been involved in transactions covering various industries including Advertising, Real Estate, Car rental, Power, Banking, Services, Courier & logistics, Education, Cement, NBFC's and Manufacturing industry.
- He is well versed with financial modelling, preparation of pre-feasibility studies, due diligence, and financial reporting & analysis. He is responsible for day-to-day management of transactions, including client interactions, preparing financial models, information request lists, due diligence reports, proposals, project deliverables, status updates and reviewing and supporting work performed by other team members.
- He has Masters in Business Administration from Institute of Business Management and a Bachelors in Commerce from the University of Karachi and is a registered person with Saudi Capital Market Authority having General Securities Qualification Certificate (CME-1) and Corporate Finance Technical Foundations Certificate (CME-5) from the CISI.





# ABDULAZIZ AL SHUQAIR

Real Estate Funds Manager, Real Estate Investment Department

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- Abdulaziz is the Real Estate funds manager at Rassanah Capital.
- He has over 4 years of practical experience in the real estate funds management. He started his career in Real Estate Investment at Osool & Bakheet investment company. Later, he moved to Blominvest.
- He contributed to launch and managed more than 16 real estate funds with AUM more than 5 billions Saudi Riyals with different types of funds such as Infrastructure funds, Development Funds, Income generating Funds and REITs.
- Abdulaziz Holds a Bachelor's degree in Finance from King Saud University in Saudi Arabia and has several professional certificates and licenses, and possesses advanced skills in Financial Analysis and Financial Modeling.



## ABDULAZIZ AL KHALAF

Senior Financial Analyst, Investment Banking Department

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- Abdulaziz has more than five years of experience in the field of finance. He has experience in Financial Analysis, evaluating companies, Preparing Research reports related to sectors, Preparation of Prospectuses, preparing the Files necessary for the Direct Listing or Offering in the Parallel Market "Nomu", which is submitted and followed up with the "Capital Market Authority" and "Saudi Tadawul", as well as Raising Capital and Structuring Private Real Estate Funds and Private Equity Funds.
- He is currently working as a Senior Financial Analyst in Investment Banking Department at "Rassanah Capital Company". Prior to joining Rassanah Capital, Abdulaziz has worked in "Marifa Capital" as a Senior Investment Banking Analyst in Investment Banking Department, and before that in "Bayt Alnomow Capital (BNC)" as a financial analyst in their Research Department in Asset Management, and he has also worked in Bank Al-Bilad as a customer service representative
- Abdulaziz holds a "Bachelor of Finance and Investment" from Imam Muhammad bin Saud Islamic University (IMSIU), and he also holds a "Diploma in Computer Applications" the same university. He has participated in multiple Training Programs. He has attained a number of certifications, most notably: Retail Banking Professional Foundation Certificate, General Securities Qualification Certificate (CME-1), Compliance and AML / CTF Certificate (CME-2), Broker-dealer Qualification Certificate (CME-3) from The Financial Academy, International Certificate in Wealth & Investment Management Certificate (ICWIM) (CME-4), Corporate Finance Technical Foundations Certificate (CME-5) from the CISI, The International Certified Corporate Governance Officer (ICCGO) from (AGRC) and (LGCA) and he has Accredited Certificate in Board & Committees' Secretary.

## Disclaimer

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Thank You

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