# Investing Professionally in the Middle East

# Shariah Compliant Funds

March 2024







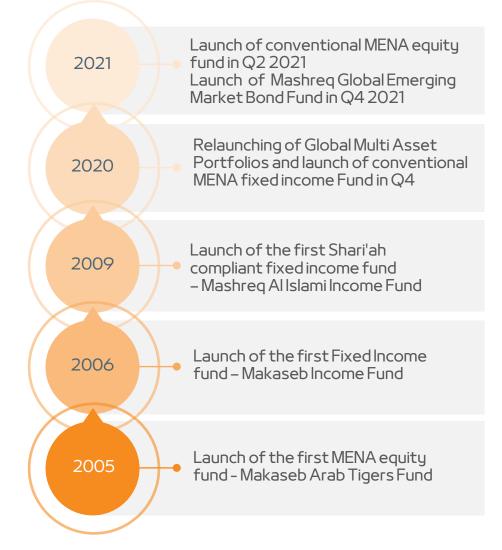
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# 1. Overview of Mashreq Capital



### 1.1 About Mashreq Capital

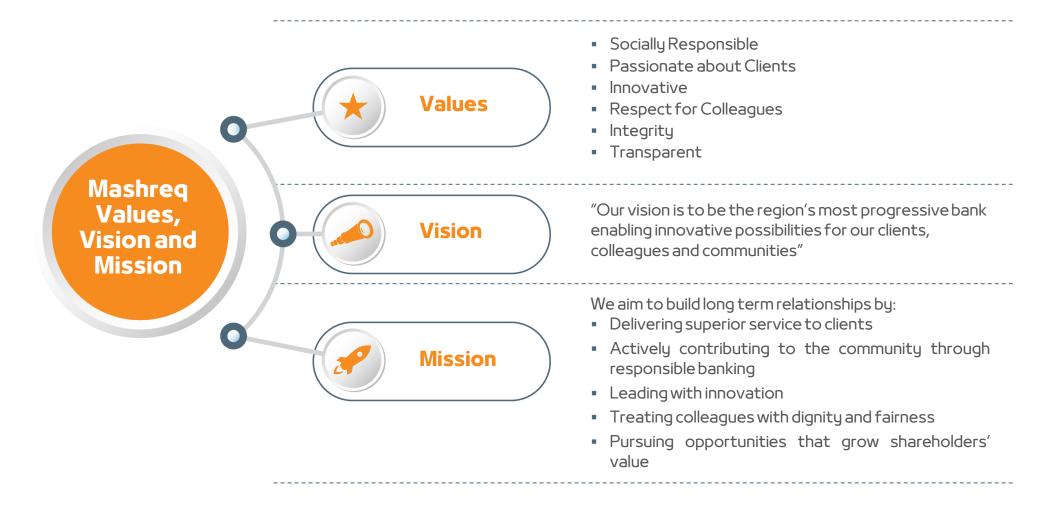


### Mashreq Capital (DIFC) Ltd (Mashreq Capital):

- Mashreq Bank PSC's Asset Management business was established in 2004
- Mashreq Capital is an 100%-owned asset management subsidiary of Mashreq Bank PSC ('Mashreq') and was established in 2006 in order to scale Mashreq's Asset Management business
- Mashreq Capital has unlimited support and backing by Mashreq Bank PSC
- Regulated by the Dubai Financial Service Authority (DFSA) with a category 2 license
- Currently managing seven public funds and a number of Discretionary Portfolios for institutional investors and Ultra High Net Worth Individuals
- Long track record in managing MENA equity and fixed income funds
- State of the art infrastructure in portfolio management and reporting
- Strong ability in customizing portfolios to client needs



### 1.2 Mashreq Values, Vision and Mission

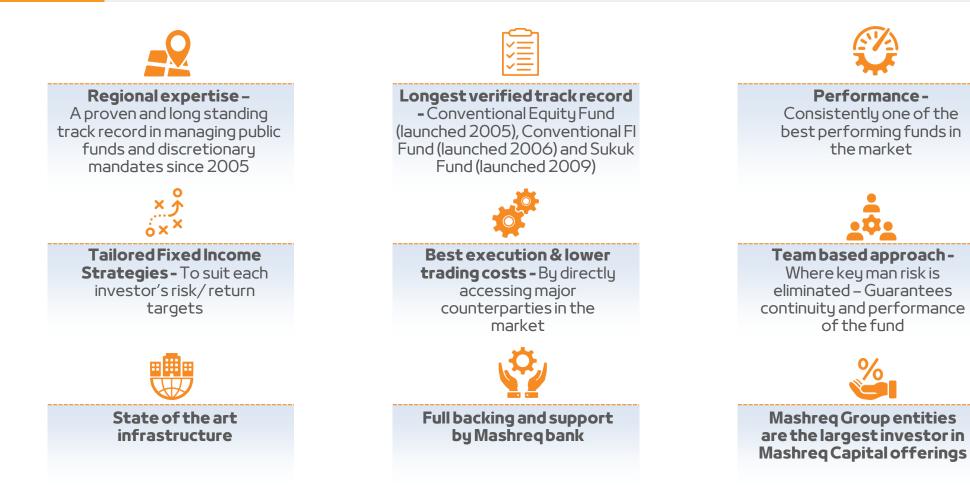




### 1.3 Why Invest with Mashreq Capital?



### MASHREQ CAPITAL WAS RANKED IN FORBES TOP 30 BIGGEST ASSET MANAGERS IN THE MIDDLE EAST IN 2021





### 1.4 Breakdown of Assets under Management by Client Type & Strategy

#### 1.72% \_1.08% 2.10% 2.90% 2.03% 5.60% 6.22% 6.80% 9.88% 9.90% 49.59% 29.49% 72.70% Insurance Company Bank Fixed Income Conventional Equity Conventional Pension Fund HNW/UHNW Establishment NA-DA's Fixed Income Islamic Balanced Financial Institution Fixed Maturity Plans Fund of Funds

By Strategy

- Total AuM of over 1.46 BN USD distributed over investment strategies throughout the global markets with emphasis in the MENA region
- The total AUM of GCC equities is over 145.30 MM USD and of Fixed income bonds, Conventional and Islamic is over 1.20 BN USD
- The total AUM of balanced strategy is over 81.80 MM USD.

**By Client Type** 

Shariah compliant products constitute around 50% of our total Fixed Income AuMs

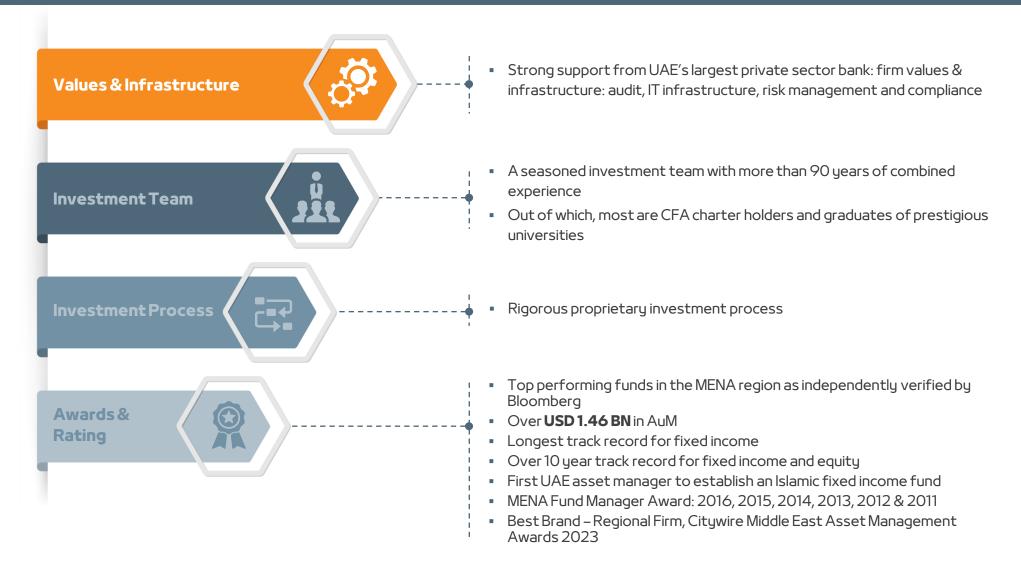
#### Note: AUM numbers are as of March 29, 2024.

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# 2. Value Proposition to Our Clients

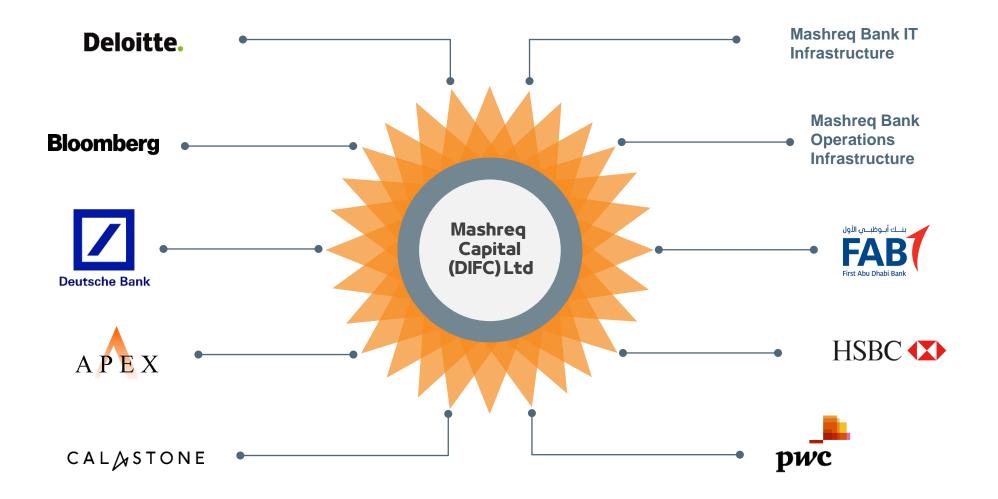


### 2.1 Values & Infrastructure





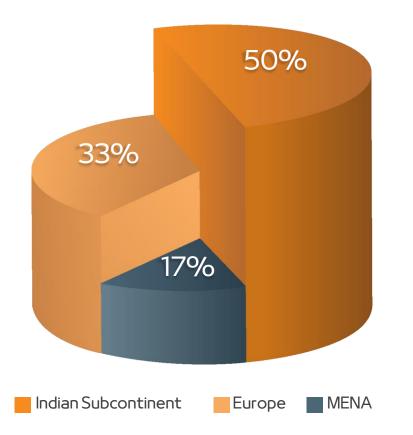
### 2.1.1 State of the Art Infrastructure





### 2.2 Experienced & Diverse Investment Team

### **Team Diversity**



16.5 years of experience on average

## **CFA Status**

CFA charter holders:

66%



### 2.3.1 Investment Philosophy



Risk management is an *integral part* of the investment process, as it helps to *provide diversification* across active strategies, a constant *trading discipline* and downside protection at both trade and portfolio levels **evaluating** a large set of viewpoints as well as constantly questioning "consensus views" is essential to be one step ahead of the crowd and deliver **superior risk-adjusted returns** 



### 2.3.2 Investment Process - Overview

#### Investment Analysis

- Fundamentals: top-down & bottom-up research
- Sentiment: liquidity, supply & demand
- Valuation: risk/return profile, size of risk premia
- Quant models

#### **Risk Management**

- Trade-&portfolio-level stops
- Compliance checks
- Internal guidelines and limits
- System infrastructure & business continuity plan



#### **Portfolio Construction**

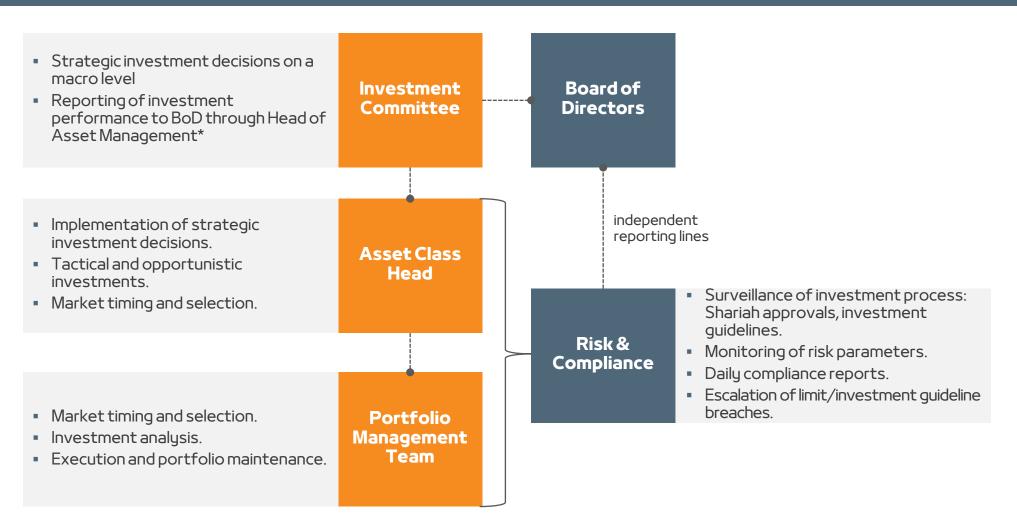
- Build portfolio with strategies
- Attune strategy to client objectives
- Risk budgeting methodology
- Best execution

#### **Ongoing Monitoring**

- Measure, monitor and control portfolio's risk level
- Monitor investment thesis & strategy parameters
- Performance attribution
- Feedback into scenario analysis



### 2.3.3 Investment Process - Responsibilities

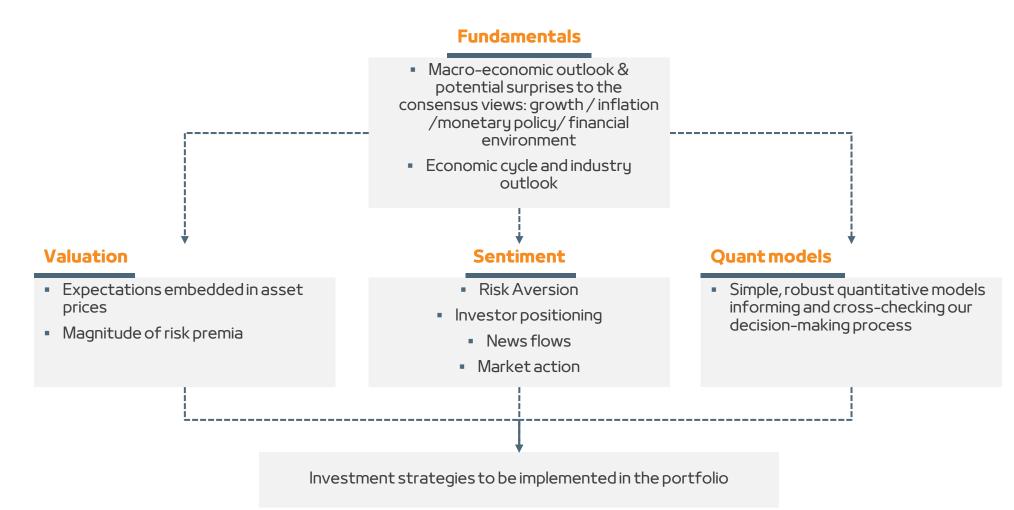


\*The board of directors is not involved in day to day investment decisions but receives regular business updates about all client mandates with target returns and actual returns. Any positive/negative deviation is also explained. The board would take action if investment performance shows weaknesses.

**Classification: Public** 

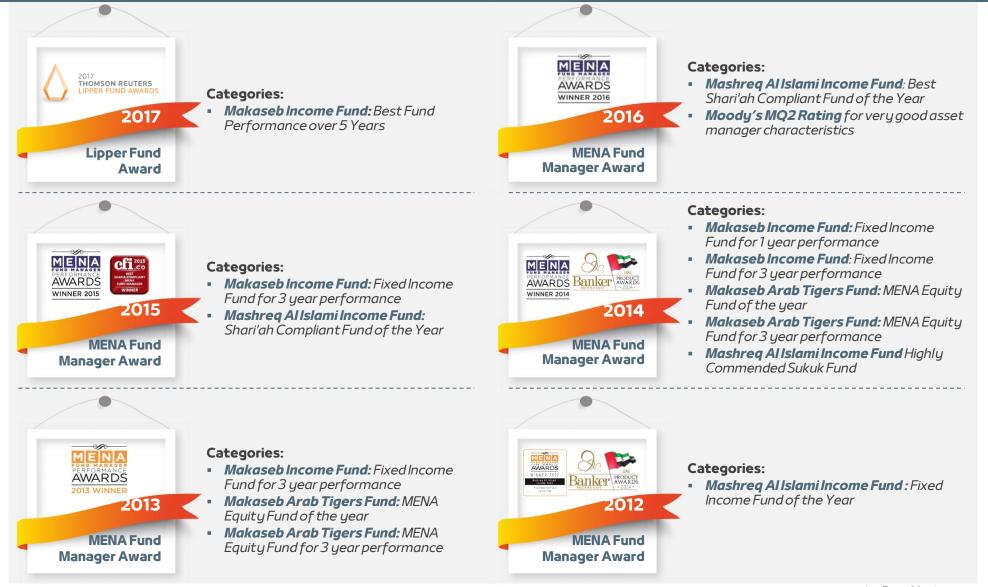


### 2.3.4 Investment Strategy - Overview





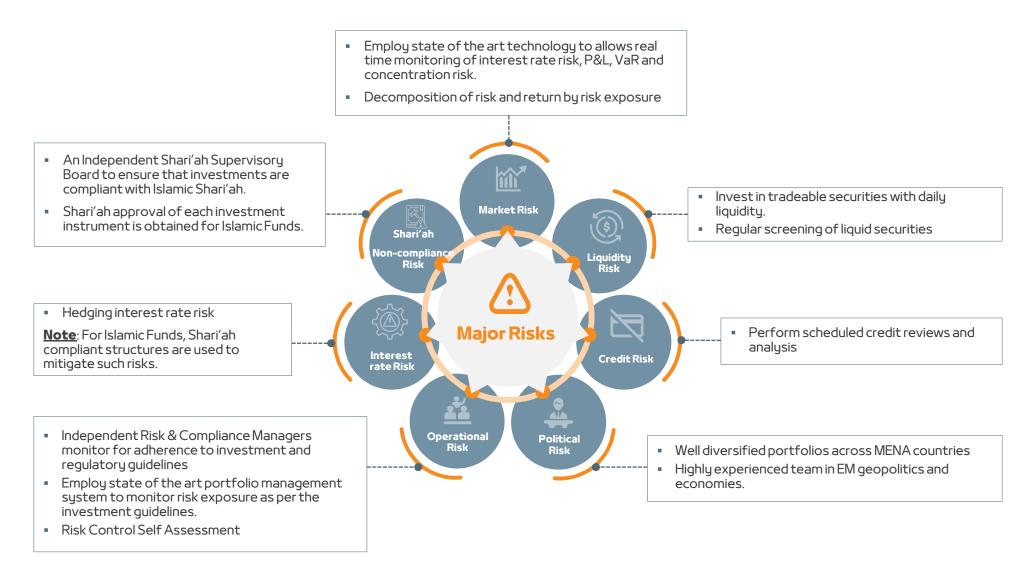
### 2.4 Awards and Ratings



# 3. Risk Management Process



### 3.1 Risk Management Process



# 4. Mashreq Al Islami Income Fund



NAV at Mar 29, 2024

### Mashreq Al Islami Income Fund (MAIIF)

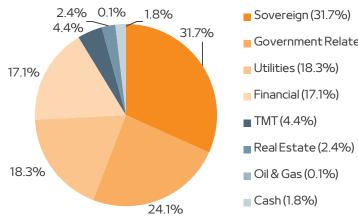


#### **Fund Objective:**

The investment objective of the Mashreq Al-Islami Income Fund (Sukuk Fund) is to provide Shareholders with Shariah compliant Smooth returns. The Fund will only invest in Shariah compliant fixed income securities approved by the Shariah Supervisory Board. The Fund's return objective will be to achieve annual net returns above the market return as represented by a generally accepted index (e.g. JP Morgan Middle East Sukuk Index) over the life of the Fund.

#### Industry & Regional Allocation

#### Industry Allocation

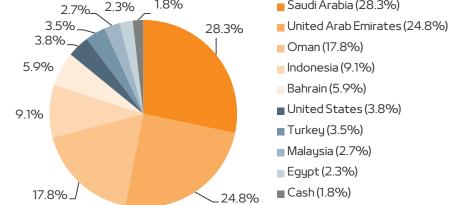


Government Related Entity (24.1%)

<b>B</b> Shares	DIShares	DA Shares	DI AED Shares	DA AED Shares	C Shares
18.04	7.97	11.57	7.84	9.28	9.26

Top Holdings	
GreenSaifPipelines	10.2%
Saudi Electricity Company	8.1%
Kingdom of Bahrain	5.9%
DP World Sukuk	5.9%
Mazoon Assets Company	5.8%

#### **Regional Allocation** 1.8% Saudi Arabia (28.3%)



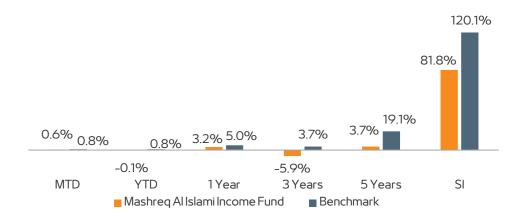
#### \*Data represented as of March 29, 2024

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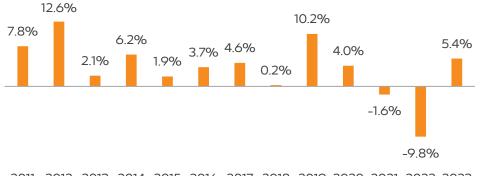


### Mashreq Al Islami Income Fund (MAIIF)

#### Track Record: Short-Term Returns (B Shares)



#### Track Record: Calendar Year Returns (B Shares)



2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 Mashreq Al Islami Income Fund

Fund Statistics	
Average Coupon	5.7
Average Credit Rating	BBB
AverageMaturity	8.5
Average Yield	5.8
Modified Duration	5.8

Volatility & Ratios	B Shares
Volatility1Year	8.3%
Volatility 3 Years	9.7%
Sharpe Ratio – 1 Year	-0.1
Sharpe Ratio – 3 Years	-1.0

#### **Fund Highlights**

- Global Islamic Fund
- NAV each business day
- Track record 10+ years
- Recipient of MENA Fund Manager Award in 2011, 2012, 2014, 2015 & 2016

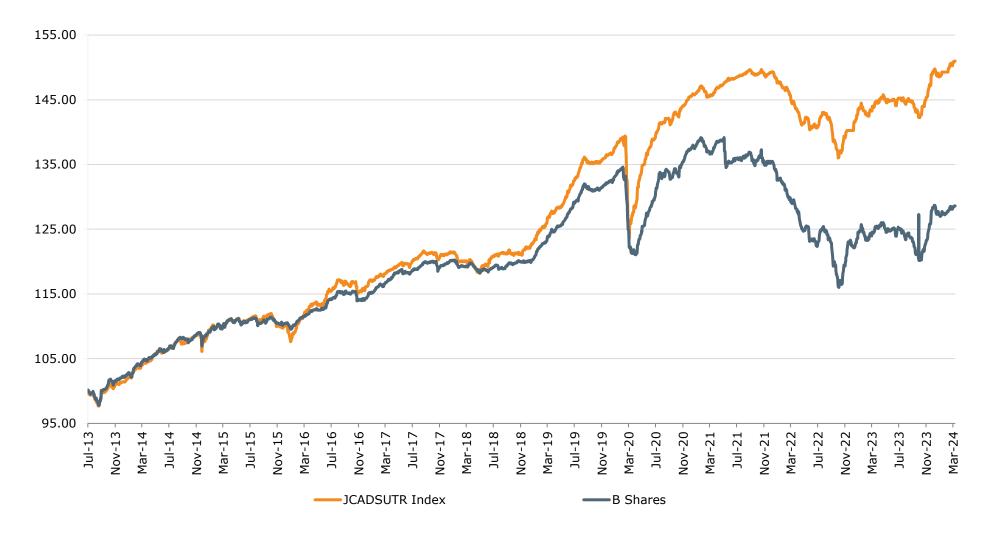
Income Distribution - DI Share Class			
Үеаг	Quarter	Target Payout**	
2022	Q1 to Q4	4.50%	
2023	Q1 to Q4	4.50%	
	Q1	1.25%	
2024	Q2	1.25%	
2024	Q3	1.25%	
	Q4	1.25%	
**Future payouts are targets			

#### \*Data represented as of March 29, 2024

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### Mashreq Al Islami Income Fund Vs. Index



Fund performance has been rebased as of 21st July 2013. The fund's benchmark effective January 2018 is JP Morgan Middle East Sukuk Index (BB TICKER: JCADSUTR). All historical benchmark performances have been replaced to that effect. **Source**: Mashreq Capital

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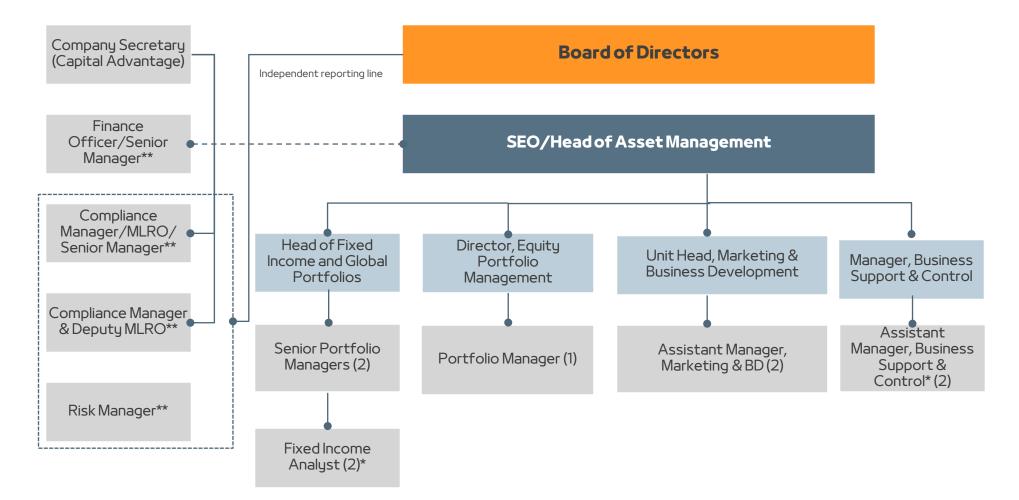
### **Fund Details**

	Mashreq Al Islami Income Fund
Fund Size	USD 85.13 Million
Fund Type	Shari'ah Compliant Open-Ended Fund
InceptionDate	Jun 09, 2009
Domicile	DIFC, Dubai
Currency	USD
Benchmark	JP Morgan Middle East Sukuk Index
Fund Manager	Mashreq Capital (DIFC) Ltd.
Administrator & Transfer Agent	Apex Fund Services (Dubai) Ltd.
Custodian	Deutsche Bank
Auditor	Deloitte & Touche, Dubai
ValuationDay	Each Business Day
DealingDay (Subscription/Redemption)	Each Business Day
ISIN	AEDFXA1T6467 in respect of Class "B" Shares AEDFXA1T6475 in respect of Class "C" Shares AEDFXA1T6483 in respect of Class "D" Income Shares AEDFXA1W2ZD7 in respect of Class "D" Accumulation Shares AEDFXA03C018 in respect of Class "D" AED Income Shares AEDFXA03C000 in respect of Class "D" AED Accumulation Shares
Min. Subscription Amount	The minimum initial subscription and holding amount is • USD 500,000 in respect of the Class "B". Additional subscriptions may be made in increments of USD 100,000. • USD 1 in respect of the Class "C". Additional subscriptions may be made in increments of USD 1. • USD 1 in respect of the Class "D Accumulation" and Class "D Income" Share. Additional subscriptions may be made in increments of USD 1. • AED 1,000 in respect of the Class "D AED Accumulation" and Class "D AED Income" Share. Additional subscriptions may be made in increments of USD 1.
SubscriptionFee	Up to 2.0% in respect of Class "B" and "C" Shares $ $ Up to 5.0% in respect of Class "D" and "D AED" Shares
ManagementFee	0.75% p.a. in respect of Class "B" Shares   0.70% p.a. in respect of Class "C" Shares   1.00% p.a. in respect of Class "D" and "D AED" Shares
DistributionFee	0.5% p.a. in respect of Class "D" and "D AED" Shares
NoticePeriods	2 Business Days Each For Subscriptions And Redemptions
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# 5. Appendix A: Organizational Chart & Board Of Directors



### **Organizational Chart**



Additional functions like Sharia Supervisory Board, Internal Audit, IT, HR, Back Office etc. are being serviced through Service Level Agreements with Mashreq bank/Third parties.

\*These roles are dedicated to providing services to Mashreq Capital on behalf their employer Mashreq Global Services Private Limited, a service provider of Mashreq Bank. \*\*Staff perform dual responsibilities being employees of Mashreq bank and Mashreq Capital.

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### **Board of Directors**



### Hammad Naqvi

#### Chairman

Mr. Hammad Naqvi joined Mashreq in 1996 after having spent 7 years with Bank of America in various leadership roles in Corporate Finance and Treasury. He is a member of Mashreqbank' s Senior Management forum and currently heads the Treasury and Capital Markets division. During his tenure in Mashreq, he was responsible for running the FX and derivatives flow, trading business, and the proprietary Investment portfolio of the bank. He holds a MBA from the Institute of Business Administration in Karachi.

# 6. Appendix B: Shari'ah Supervisory Board Approval



### Shari'ah Supervisory Board for the Fund



Sheikh Abdullah Bin Sulaiman Al-Maneea Chairman

- Sheikh Al-Maneea is a member of the Saudi Forum of Senior Shariah Scholars which advises the government of the Kingdom of Saudi Arabia and Saudi public on all Islamic issues.
- He is also a member of the Shariah board for the Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI) which is the most acclaimed body globally for issuing Shariah & Accounting standards.
- In addition, Sheikh Al-Maneea served as the President of the courts of Makkah Al Mukarramah and a member of the Supreme Judiciary Council of Saudi Arabia. He serves as an advisor to several Islamic Financial Institutions including Riyadh Bank, Saudi Investment Bank, SABB Takaful Company and Bank AlBilad.



Sheikh Dr Nizam Mohammed Saleh Yaqubi Executive Member

- Sheikh Dr. Yaqubi is one of the most influential figures in the Islamic finance industry.
- He sits on the Islamic supervisor boards of more than 40 financial institutions including HSBC, Standard Chartered, AI Baraka Bank Bahrain, Barclays, BNP Paribas, Citi and Dow Jones Islamic Index and Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI).
- Sheikh Dr. Yaqubi has earned a Ph.D. in Islamic Law from University of Wales. He also holds a BA in Economics and Comparative Religion from McGill University in Canada.



**Dr Mohamed Ali Elgari** Executive Member

- Dr. Elgari is an active member of the international Figh Academy.
- He sits on the Shariah Boards of more than 40 financial institutions including Dow Jones, HSBC, Citi Islamic Investment Bank, Merrill Lynch and Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI).
- Dr. Elgari is a professor of Islamic Economics at King Abdul Aziz University in Saudi Arabia and the former Director of its Centre for Research in Islamic Economics.
- Dr. Elgari has earned a Ph.D. in Economics from University of California.



### Shari'ah Supervisory Board Approval



بسوالله الرجعن الرجيع الحمد لله رب العالمين والصلاة والسلام على سيدنا محمد وعلى آله وصحبه أجمعين، ويعد ،،،

**Mashreq** Capital Shari'ah Supervisory Board Resolution Extract Subject: Mashreq Al-Islami Shari'ah

المشرق كابتال قسرار هينة الرقابة الشرعية الموضوع : [ صندوق الدخل-المشرق الإسلامي ]

اجتمعت هيئة الرقابة الشرعية للمشرق كابتال في الخامس والعشرين The Shari'ah Supervisory Board of Mashreq من مارس للعام 2008 م، الموافق للسابع عشر من ربيع الأول من Capital met on 25 March 2008 corresponding to العام الهجري 1429 H in Dubai, United Arab العام المجري بالإمارات العربية المتحدة، وقامت Rabee'ulAwwal 1429 H in Dubai, United Arab بمناقشة هيكل صندوق الدخل-المشرق الإسلامي و المستندات Emirates, and discussed the legal documents and the structure of Mashreq Al-Islami Income Fund.

**Compliant Income Fund** 

الرسمية ذات الصلة به

الأن؛ وتحت ضوء العرض المغصل لهذا الصندوق ، مع هيكله Now, therefore, in light of the detailed الداخلي والمستندات ذات الصلة به؛ قررت هيئة الرقابة الشرعية الشرعية presentation of the fund along with its underlying structure and documentation the Shari'ah المشرق كابتال ، بعد مراجعة دقيقة للقضية كما قدمت؛ منح الموافقة Supervisory Board of Mashreq Capital, after carefully reviewing the case as presented has approved the Mashreq Al-Islami Income Fund via Resolution No (56).

على صندوق دخل بنك المشرق الإسلامي تحت قرار رقم (56).

The fund is bound under the following documents:

و يتقيد صندوق المال بالمستندات التالية:

خلقه سيدنا محمد وأله وصحبه وسلم

31

1	Prospectus	نشرة إعلامية	.1	
	Subscription Agreement	عقد الاشتراك		
	Redemption Form	استمارة الإلغاء	.3	

وهذه الموافقة متيدة بالتزام المعاملة المالية السابقة تمام الالتزام This approval is subject to the implementation of the transaction in strict compliance with the above بالهيكل الموضح أعلاه والمستندات ذات الصلة به، كما تم بيانه بالهيكل الموضح أعلاه والمستندات approved structure and documentation as للمينة explained to us.

وفق الله تعالى الجميع لما يحب ويرضى، وصلى الله تعالى على خير May Allah help us all and prayer and peace be upon Rasulullah and his family and companions.

110 Sheikh Abdullah Al Manee Sheikh Dr. Mohammed Elgari Member Chairman Sheikh Nizam Yaquby Member

Islamic Banking Division of Mashreqbank PSC Head Office: Post Box 1250, Dubai, UAE Telephone 04-424 4411 Facsimile 04-207 7760 www.mashregalislami.com

قسم الخدمات المصرفية الإسلامية في بنك المشرق ش.م.ع اللكتب الرئيسي: صندوق البريد - ١٢٥، دبي، إ.ع.م الهاتف ٤٤١١ ٤٤٤ ٢٤-٤ • الفاكس • ٧٧٨ ٧-٢-٤

المروف سابقاً بإسم بدر الإسلامي، قسم الخدمات للصرفية الإسلامية في بتك الشرق ش م ع 👘 Formerly Lesion of Barbrechards pic 👘 م

# 7. Appendix C: Investment Committee



### Investment Committee



### **Robert Hahm, CFA** <u>CEO and Head of Asset Management</u>



### Amol Shitole, CFA

Head of Fixed Income



#### Ibrahim Masood

Head of Equities



#### Kojagiri Bhoir, CFA, FRM

Senior Portfolio Manager, Fixed Income Portfolio Management

# 8. Appendix C: Investment Team Profiles



### Head of Asset Management



Robert Hahm, CFA CEO Head of the Asset Management

- Robert has more than 20 years of experience in the investment making business.
- He is heading Mashreq Capital as CEO and Head of Asset Management since 2017 and has been with the firm since 2011. As chairman of the Investment Committee he is steering the investment process, monitors investment activities and is managing dynamic active strategies.
- He is also serving on the board of directors of the Gulf Bond and Sukuk Association.
- Robert started his career at the treasury of Dresdner Bank Latainamerica AG managing EMD investments and subsequently held various roles in market risk management for financial start-ups.
- Robert holds a Master's Degree in Economics from University of Hamburg and is a CFA charter holder.
- In 2020 Robert completed a post-graduate program from Columbia Engineering in Machine Learning and Al.

### **Equity Team Profile**



**Ibrahim Masood** Director, Head of Equities

- Ibrahim has over 28 years of investment experience across emerging and frontier markets. He has been the lead manager for various funds awarded by industry organizations.
- He has amongst the longest manager track records in the region.
- As a member of the Investment Committee he advises on sectors and geographies.
- Ibrahim holds an MBA from the Institute of Business Administration, Karachi. And is a CFA charter holder.



### Fixed Income Team Profile

Amol Shitole, CFA Head of Fixed Income	<ul> <li>Amol is responsible for the research coverage, investment strategies and portfolio management for both MENA &amp; emerging market bond investments with a successful track record.</li> <li>He is the lead portfolio manager of award-winning Mashreq MENA Fixed Income Fund and Mashreq Global Emerging Markets Bond Fund.</li> <li>Amol has been with Mashreq Capital since 2017. He started his career in 2007 as a Credit Rating Analyst with S&amp;P's Indian office. He built on that experience by working on both Buy side and Sell side research roles focusing on global emerging market credits at HSBC, Societe Generale, and SJS Markets.</li> <li>He is a CFA Charter holder and holds a master's degree in Finance from Indian Institute of Finance, Delhi. He is also a Chemical Engineer by graduation from the University of Pune.</li> </ul>
Kojagiri Bhoir, CFA FRM Senior Portfolio Manage	decade, she has developed strong experience analyzing and covering Regional Markets. Prior to joining Mashreq Capital, she was heading
Sahil Huria* Analyst	<ul> <li>Sahil is an experienced Fixed Income Analyst with over 8 years of expertise, focusing on emerging market credits across CEEMEA, LATAM, and ASIA.</li> <li>Prior to joining Mashreq Capital in 2021, Sahil served as a Fixed-Income Analyst at Societe Generale for over 3 years, where he strengthened his skills in High Yield (HY) credit analysis.</li> <li>He began his career by constructing credit models for one of the largest US-based endowment funds.</li> <li>Sahil holds an MBA in Finance from Lal Bahadur Shastri Institute of Management in Delhi, India, and has a background in computer engineering. Sahil completed CFA Level - II in May 2023.</li> </ul>
Shahrukh Saleem, CFA* Analyst	<ul> <li>Shahrukh has been a global emerging market fixed income analyst providing services to Mashreq Capital since 2022.</li> <li>He has six years' experience as an equity research analyst covering a wide range of companies on Pakistan's stock market.</li> <li>Before Mashreq Capital, Shahrukh was an equity research analyst at AKD Securities Ltd. and he began his career performing financial modeling and analysis for shares listed at PSX.</li> <li>He graduated in 2016 with a BBA (finance major) from Institute of Business Administration, Karachi and is also a CFA charter holder.</li> </ul>
Jack Norbury,         Portfolio Manager	<ul> <li>Jack Norbury, Fixed Income Portfolio Manager at Mashreq Capital.</li> <li>Jack started his career at Neuberger Berman in London, where he worked within portfolio analytics primarily covering Global Investment Grade Credit and European High Yield. During his time, he worked with some of the world's largest Sovereign Wealth, and Pension Funds, developing custom attribution models and reports.</li> <li>More recently, Jack was a Fixed Income analyst as a Dubai-based Asset Manager where he was responsible for building out the firm's fixed income capabilities and trade idea generation.</li> <li>Jack holds a Chartered Financial Analyst (CFA 2) certificate. Additionally, he has a master's degree in 'International Securities, Investment, and Banking' from the ICMA Centre at Henley Business School.</li> </ul>

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#### Disclaimer:

This document has been prepared based on the sources believed to be reliable solely for information purposes by Mashreq Capital (DIFC) Limited ("MC") in its capacity as the Fund Manager of the Fund. MC is incorporated in the Dubai International Financial Center ("DIFC") and regulated by the Dubai Financial Services Authority ("DFSA"). This document does not constitute investment advice, solicitation, any offer or personal recommendation by MC or any related MC entity (which includes for the purpose of this disclaimer, any employee, director, officer or representative of any MC entity), to buy or sell any security, product, service or investment, or to engage in or refrain from engaging in any transaction, including any jurisdiction where any such investment advice, solicitation, offer and/or personal recommendation would be contrary to any law or regulation in that jurisdiction. Certain assumptions may have been made in the analysis that resulted in any information, projection, results and/or returns detailed in this document.

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Prospective investors in the Fund must obtain and carefully read the Fund's most recent Prospectus as well as seek separate independent financial advice and prior to making an investment in the Fund to assess the suitability, lawfulness and risks involved. Prospective investors should be aware that investment in the Fund carries a significant degree of risk. The value of the investment and the income from it can fall as well as rise as the Fund are subject to investment risks, including the possible loss of the principal amount invested.

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المشرق المشرق المشرق ALISLAMI دمصالح

### Contact Us:

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Website	: www.mashreqcapital.ae