

# CORPORATE PROFILE

RASAMEEL INVESTMENT COMPANY

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# OUR STORY

## PROSPERITY THROUGH INNOVATION

At Rasameel, we believe that investment is no longer a luxury but rather a necessity. From this perspective springs our aim of helping clients navigate their financial journey through uniquely diversified investments armed with innovative strategies to build a better future for themselves and generations to come.

We transcend uncertainty by leaving no room for speculation; but rather rely on substantive data and precision to safeguard our clients' interest and welfare. Turning challenges into opportunities for growth is our mastery.

As we reach for new heights, we take pride in our ethical and transparent nature of investment plans that attract both clients; those who seek conventional and shariah-compliant solutions. We are strengthened by our local presence that serves as a gateway to international markets.

Our dedicated financial experts, innovative strategies and state-of-the-art technology set us apart in a fast-changing digital era and equip us to be a pioneer provider of investment solutions whilst upholding international standards.

We do not shy away from challenging the status quo; as we believe our entrepreneurial spirit is a catalyst for innovation. Our supreme cause is driven by achieving our client's prosperity and financial transformation.

With Rasameel, your wealth journey is as much a way as it is a destination.

*Evolve and prosper with us...*





# COMPANY OVERVIEW

Rasameel is a leading investment company in Kuwait, offering clients a host of investment solutions. It is regulated by the Capital Markets Authority. Our main business pillars consist of **Wealth Management, Capital Markets and Alternative Investments**. Proud of our professional investment team, technological infrastructure and strong track record at Rasameel, we are well positioned within the ever-growing regional Sharia - compliant investment management field.

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## OUR VISION

An Investment Company Aligned With The needs of the future

## OUR MISSION

To create wealth for investors by empowering them to take charge of their financial future





# WEALTH MANAGEMENT

The Wealth Management Department at Rasameel has extensive years of experience developed from different sectors of the financial world. The team provides their services through a client-centric approach that focuses on understanding each client's risk appetite, financial goals and future needs. Through this understanding our wealth managers match clients with the right investment solution fit with a holistic approach towards their financial goals, that aims to develop a long lasting and prosperous relationship.

## Who do we serve:

- ✓ High net worth individuals & Affluents
- ✓ Family offices
- ✓ Corporations and Institutions
- ✓ Sovereign Wealth Funds



# WEALTH MANAGEMENT OFFERINGS

## FUNDS AND PORTFOLIOS

Access to Rasameel's capital markets strategies and funds.

## GLOBAL REAL ESTATE OPPORTUNITIES

Diverse and unique opportunities in our target geographies; US, UK and Euro zone.

## CUSTOMIZED INVESTMENT PORTFOLIOS

Portfolios based on your financial needs, objectives, and risk appetite.

## INVESTMENT ADVISORY

Designed to support your investment teams, we have a suite of services that can be customized to help you tackle your most complex financial needs.

## PRIVATE EQUITY AND VENTURE CAPITAL

We focus on adding value to private companies of all sizes. We provide financial solutions to these companies from fund-raising to restructuring and trading.

# CAPITAL MARKETS

The Capital Markets team provides investment solutions to clients through segregated managed accounts and funds, offering clients access to multiple strategies. We also design tailor made portfolios around their specific needs. The team comprises of investment professionals that undertake detailed sector and macro research. Our global approach helps us to spot trends early and we apply a well-developed valuation methodology to our screening process. Our objective is to generate long-term capital appreciation and strong, best in class, risk adjusted returns over a full cycle.

## Thematic Strategies

## Customized Strategies

### Kuwait & GCC Strategies

Provides clients with exposure to Sharia compliant equities and sukuks in the Kuwait and the GCC region. The Strategies objective is to invest in businesses that display a robust balance sheet and are positioned to capitalize on the economic growth materializing in the region.

### Global Equity Strategy

Our top stock ideas that are expected to generate strong gains against the market. The Strategy seeks long term superior performance by investing in above average quality companies when their valuations are not reflective of their expected earnings potential.

### Multi Asset Balanced Strategy

The Strategy allocates across multiple asset classes, including Equities, Sukuk and Precious metals. The Strategy is designed to generate strong risk adjusted, returns through tactical asset allocation and effective sukuk and equity selection.

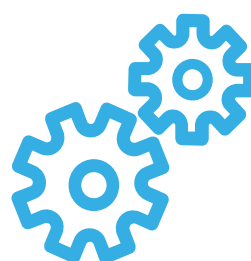
### Disruptive Technologies

The objective of the strategy is to invest in companies that are developing technologies that will disrupt the status quo, in areas such as retail, healthcare, data storage and networks, Artificial Intelligence and autonomous vehicles.

### Customized Portfolios

Your experience starts with your Wealth Advisor, who will help assess your personal goals and risk tolerance. A customized product will be tailored to meet your investment objectives and ensure long-term wealth creation and capital preservation.

# RASAMEEL'S EDGE IN CAPITAL MARKETS



## Well defined process

Our investment process is driven by a mixture of bottom-up research, with a top-down macro-overlay. We undertake detailed macro and valuation analysis to gain an understanding of potential asset class returns and risks, as well as expected asset class performance in the macro environment. Our Bottom-up fundamental research leverages proprietary screening and modelling tools to identify opportunities at the company level.



## Global focus across all asset classes

We analyze and assess the major global markets - equities, bonds, sukuk, precious metals - as well as all the key indicators in our search for opportunities. This helps us identify trends in early stages.



## Experienced team

The team is led by Robert Aspin, CFA who has over 25 years of experience investing through volatile markets. He is supported by a team of research analysts who focus on sector, regional and global research.



## Proven track record

At Rasameel, we manage a host of different strategies which have generally outperformed their benchmarks, both on an absolute and risk adjusted basis.



# CAPITAL MARKETS: INVESTMENT PROCESS

The department uses a three-stage investment process in identifying opportunities. First, we conduct an in-depth macro research, which defines our big picture outlook, and then assess the opportunity set across the various asset classes and sectors. Lastly, we use proprietary screening and modelling tools, to identify opportunities at the company level. The process is valuation driven, with a bias to value overgrowth at a reasonable price. We constantly monitor risk to check potential variances in the portfolio's investment returns and where appropriate, adjust the allocation made in accordance with our outlook for the market.





# ALTERNATIVE INVESTMENTS

Alternative Investments Department (AID) plays an essential role at Rasameel in providing deal flow of investment products. AID is divided into three main divisions.



## INTERNATIONAL REAL ESTATE

The team at Rasameel are pioneers in the International Real Estate market. Our primary focus is to offer our clients diverse and unique opportunities in our target geographies; US, UK and Euro zone. We aim to structure these opportunities to extract the maximum value and to mitigate the risks associated with them to yield the highest returns. Our strategies comprise of income-generating assets and value-add transactions structured in the most efficient manner that fit with global market trends and future needs.



## KUWAIT & GCC REAL ESTATE

Real estate investment in Kuwait and the GCC countries provides significant investment opportunities to enhance returns for our clients. The Alternative Investment Department provides in this sector a variety of comprehensive investment services and solutions in addition to integrated real estate products that aim to maximize returns.



## VENTURE CAPITAL & PRIVATE EQUITY

We focus on adding value to private companies of all sizes. We provide financial solutions to these companies from fund-raising to restructuring and trading. We also believe that the technology related SMEs in Kuwait and the region are shaping the future of doing business. We tap into this market through our Venture Capital (VC) funds and direct transactions. We offer our clients investment vehicles that give them access to this private and exclusive market with proper diversification, quality selection and attractive valuations.



# RASAMEEL BOARD OF DIRECTORS



**Mr. Samir Abdulmohsen Al-Gharaballi**  
Chairman



**Mr. Gerard Snabian**  
Vice Chairman



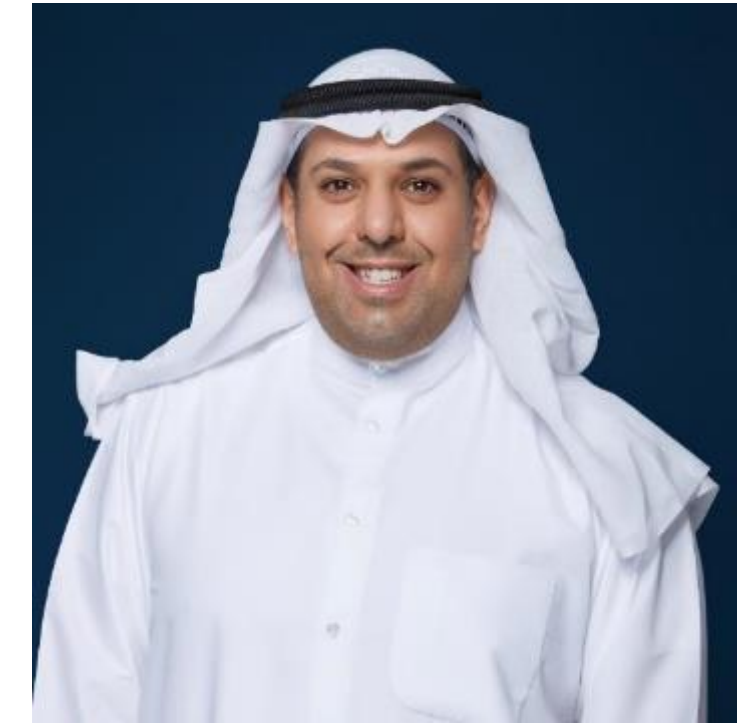
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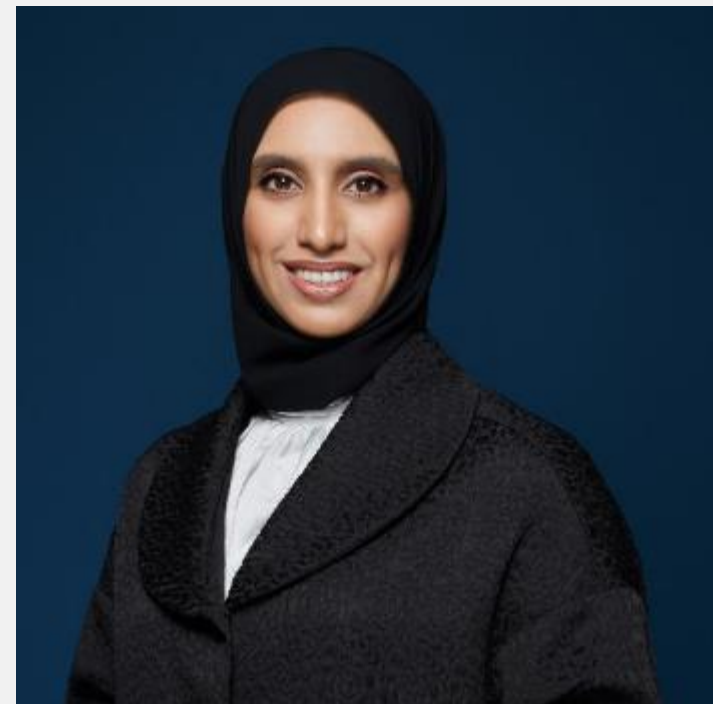
**Mr. Haitham S H Al-Khaled**  
Board member



**Mr. Mohammad Tawfeeq Sultan**  
Board member



**Mr. Abdulaziz Mohammad Al-Anjeri**  
Board member



**Zainab Al Failakwi**  
Board member



**Mr. Fahad AlJarallah**  
Board member



**Mohamad Al Fares**  
Board member

## MEET THE TEAM



### **Dakhil Abdullah Al-Dakhil, CFA**

CEO - Rasameel

As CEO of Rasameel Dakhil enriches the company with extensive years of experience in Alternative Investments. He started his career in early 2004 in Private Equity at the Industrial and Financial Investments Company in Kuwait. Over the years, Dakhil was also exposed to Real Estate, locally, GCC and internationally. He managed to close multiple real estate transactions across different sectors and difference jurisdictions of a value over 500 million US dollars. Mr. Al Dakhil was a founding executive member at Dimah Capital after serving a substantial period of time at Al Aman Investment Company where he managed to close several private equity deals; notably, a \$100 million private equity Asian fund, Al Fayez. With a background of Industrial Engineering from the Pennsylvania State University, Dakhil is a Chartered Financial Analyst (CFA) from the CFA institute since 2008.



### **Ali Al-Fulaij, CWM**

COO - Rasameel

Mr. Al-Fulaij has over 23 years of experience in local and Arab markets, where he has held senior leadership positions in financial institutions, including Global Investment House and Gulf Bank. He also served as a board member of several companies and investment funds in Kuwait, Saudi Arabia and Jordan. Al-Fulaij has an extensive experience in the regional markets as well as a strong understanding of the local market. A graduate of Leeds University, UK, and a Chartered Wealth Manager from the American Academy for Financial Management, he has spent nearly 15 years overseeing wealth management of corporate and institutional clients in Kuwait and Saudi Arabia. He also served as Acting Chief Executive Officer of Global Investment House - Saudi Arabia. Ali Al-Fulaij is currently COO at Rasameel Investment Company



## MEET THE TEAM



### **Robert Aspin, CFA**

Head – Capital Market

Robert Aspin brings with him over two decades of investment experience across the global markets. He has held various senior leadership positions and was on the Investment committees of both Investcorp and Standard Chartered. He started his career at JP Morgan Asset Management in London in 1995, covering both the European and Asian markets. He then joined Deutsche Bank Securities in London as co-head of the GEM Telecom Research team, later moving to the Middle East to join Investcorp as Principal and co-manager of the Hedge Equity strategy and a member of the senior HF leadership team. Having an interest to live and work in Asia, he later joined Standard Chartered in 2011 as Head of Equity Strategy. Mr. Aspin holds a Masters degree in Economics and is a CFA Charter holder.



### **Mohammed Tareq Al-Thaqeb**

SVP – Head of International Real Estate (Investment)

Mr. Mohammad Tareq Al-Thaqeb has more than 17 years' experience in Kuwait, GCC and international real estate markets with Assets Under Management in excess of +\$1.5 Billions, starting from setting the investment criteria and strategies, sourcing investment opportunities, structuring the investments and funds/portfolios, managing real estate investments to implementing exit strategies of the investments. After receiving his bachelor degree in Finance and Financial Institutions from Kuwait University, Mr. Al Thaqeb started his career at Kuwait Finance House (KFH) in 2006 in the International Real Estate Department in the Investment Sector. In 2013, Al-Thaqeb moved to KFH Real Estate Company and then to KFH Capital Investment Company in 2015 to manage the real estate investments and has held many positions in the real estate investment sector. Mr. Al-Thaqeb has held several Board and Committee positions in real estate and investment companies in Kuwait such as Abyaar Qatar for Real Estate Company and Aref Investment Group. Mohammad Al-Thaqeb is currently the Head of International Real Estate and SVP of Investment Team at Rasameel Investment Company. (edited)

## MEET THE TEAM



### **Dana Mansour AlNassar**

Head – Wealth Management

Dana Mansour Al Nassar is the Head of Wealth Management at Rasameel Investment Company. Joined Rasameel in 2020 and has over 18 years of experience. Prior to joining Rasameel Al Nassar worked in various reputable financial institutions, including NBK Capital investment services department and Global Investment House. During this time, she honed her expertise in the brokerage department as business development and eventually transitioned to the wealth management department. Al Nassar hold a bachelor degree from Kuwait University and competed Kuwait Investment Authority Training program.



### **Abdulmohsen Al-Gharaballi**

VP – Capital Markets

Abdulmohsen Al Gharaballi joined Rasameel as part of the initial staff to set-up the Asset Management department in 2015. Abdulmohsen is the portfolio manager responsible for Local and GCC strategies within the department. He is also part of the team managing the global equity mandate and is the lead analyst within the global healthcare sector. Previously, Abdulmehsen served as a portfolio manager at Dimah Capital from 2012-2015. Having worked his way up from analyst to portfolio manager, he was responsible for the out-of-index picks that proved to add alpha to the mandate.





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