



# Corporate Presentation of

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*Regulus Capital*

April-2018



# Overview of Regulus Capital (1/3)

*A prominent Investment Advisor in the MENASEA Region*

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**2015**

*Founded in late*

**\$850m**

*Value of Assets Advised*

**101**

*Number of Advised Assets*

**18**

*Investment & Advisory Professionals*

**5**

*Specialty Sectors*

**2**

*Offices*

***“Regulus Capital is a leading private equity advisory firm operating in the UAE and Singapore.”***

# Overview of Regulus Capital (2/3)

A Socially Responsible Investment Advisor

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## Sector Coverage

**5** Sectors



Healthcare



Education



Logistics



Food & Beverage



Real Estate Services

## MENA Coverage

**12** Countries of the MENA Market



KSA



UAE



Kuwait



Oman



Bahrain



Qatar



Egypt



Jordan



Kuwait



Algeria



Tunisia



Lebanon

## South East Asia Coverage

**10** South East Asia Markets



Brunei



Cambodia



Indonesia



Lao PDR



Malaysia



Myanmar



Philippines



Singapore



Thailand



Vietnam

***"We promote socially responsible investments in 5 core sectors across rapidly growing markets."***

# Overview of Regulus Capital (3/3)

*Our Services Are Essential for the Growth of Private Companies*

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## Services

### Private Equity Fund Management

- *Manage on behalf of our clients sector-specific funds*
- *We are specialized in healthcare, education, food & beverage, logistics and real estate services*

### Management Consultancy

- *Work with managements to explore shareholder value creation and eliminate inefficiency*
- *Advise on long-term strategic plans including expansion, M&A and exit prospects*

### Feasibility Studies

- *Assist clients with the economic viability of their proposed plan*
- *Includes a market research, financial viability, operational and project timeline feasibilities*

### Commercial Information Services

- *Provide reports & recommendations to help our clients with their day-to-day dealings with their existing business associates*
- *Assist companies in identifying and targeting new business relationships and undertake better informed decisions*

### Human Resources Consultancy

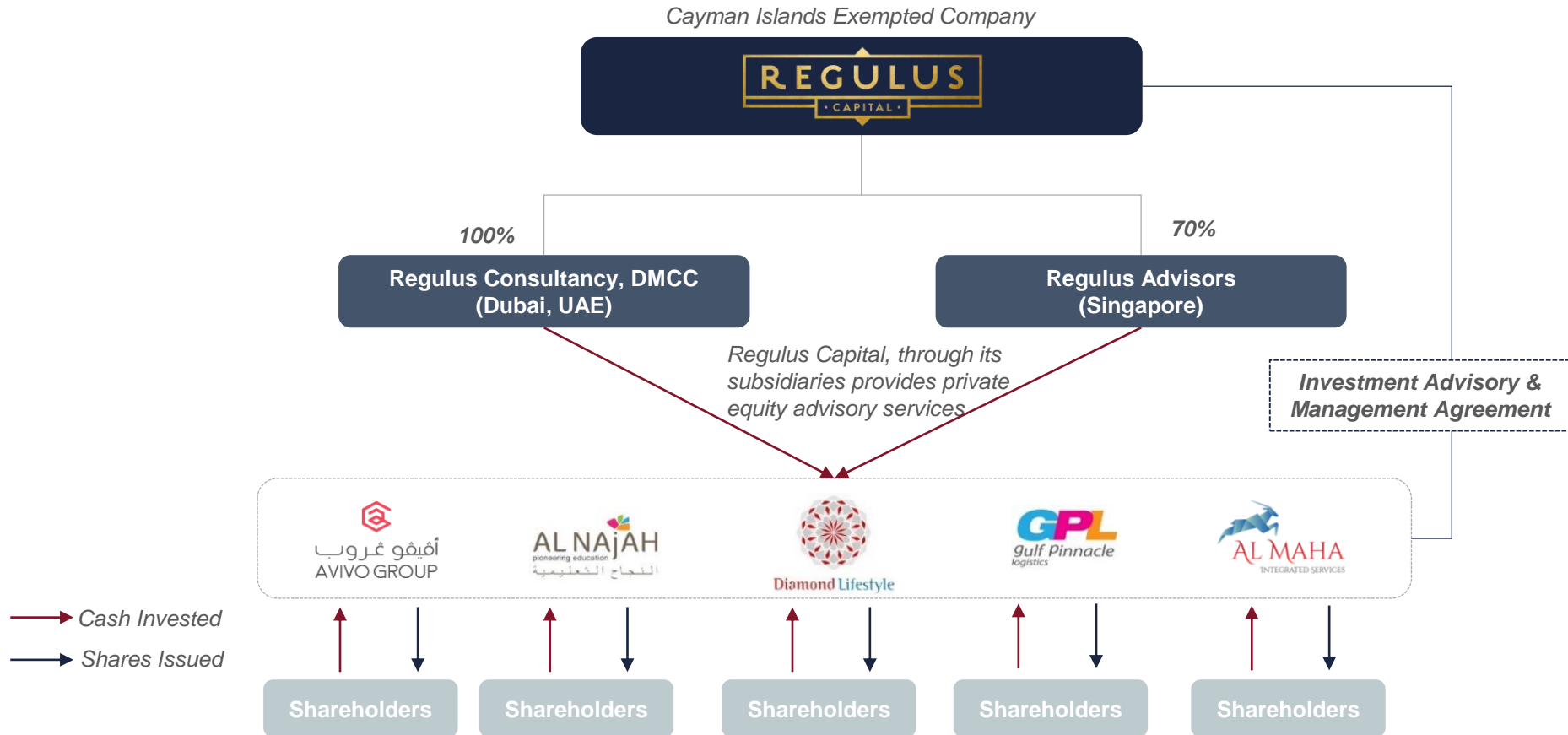
- *Work with senior management and the board to identify reputable and seasoned key personnel who will be instrumental in driving the business forward*

### Project Development Consultancy

- *Work alongside the management to implement projects*
- *Ensure that the project is done at the lowest cost and shortest timeframe*
- *Oversee the implementation of our recommendations*

***“We advise managements on their growth plans, M&A activity, and operations to enhance shareholder value”***

# Corporate Structure



# Our Portfolio of Clients (1/2)

We have advised a diverse client base across different sectors, specialties and geographies

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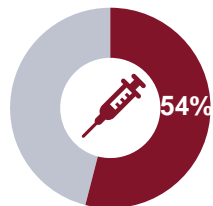
## Our Portfolio of Clients (2/2)

We have advised a diverse client base across different sectors, specialties and geographies

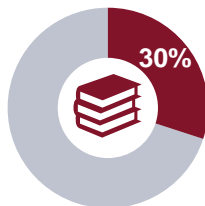
7

### AUMs Advised – By Sector

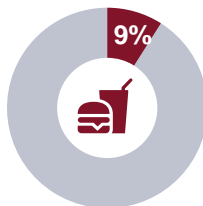
#### Healthcare



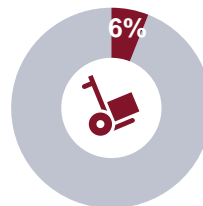
#### Education



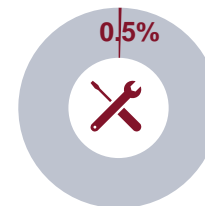
#### Food & Beverage



#### Logistics



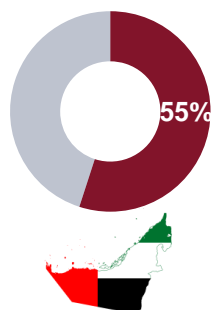
#### Real Estate Services



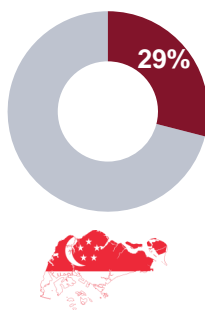
We advise clients to invest in sectors that are defensive, underserved, and benefiting from strong growth potential. Our healthcare advisory portfolio is by far the largest compared to other portfolios as it is the most mature.

### Investments Advised – By Country<sup>1</sup>

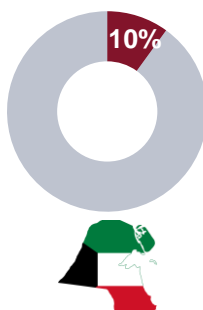
#### UAE



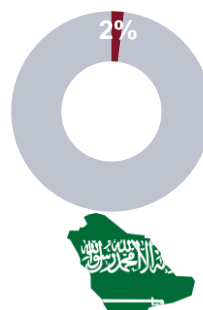
#### Singapore



#### Kuwait



#### KSA



#### Others<sup>2</sup>



The UAE and Singapore are two of the most promising markets in the MENA & SEA region. Hence, more than 84% of our clients' investments are concentrated in the UAE and Singapore.

Source: Company data

1. Based on the number of assets in each geography.

2. Includes Oman, Lebanon & Qatar.

# Our Portfolio of Clients

## Healthcare



**47 Assets**

AVIVO Group was established in 2011 and today is the 2nd largest clinical chain in the GCC with 47 healthcare facilities, covering 1m+ patients and 20 specialties

**1m+  
Patients**

## Education



**48 Assets**

Al Najah Education, established in Mar-2012, owns 48 education facilities, having a capacity of 16,000 students across the UAE, Oman and Singapore

**16,000  
Student Capacity**

## Food & Beverage



**1 Asset**

Diamond Lifestyle became operational in Dec-2014 and today owns 19 outlets (14 diners, 2 Express and 3 food trucks) in the UAE under the brand name Johnny Rockets; an American fast-food burger chain

**19  
Owned Outlets**

## Logistics



**4 Assets**

Established in May-2014, GPL owns 2 logistics facilities, covering a warehouse area of 18K sqft in Jebel Ali, UAE; a student bus transportation company servicing 5,700 students and a courier company delivering 260K shipments per annum

**5,700  
Transported  
Students**

## Real Estate Services



**1 Asset**

Established in 2017 Al Maha Integrated Services offers a diverse range of quality real estate support services in the GCC & Southeast Asian markets. The company owns MAB International Services, a leading building security installation and maintenance provider

**100  
Employees**



# Advised Healthcare Portfolio

Avivo Group

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AVIVO Group was established in 2011 and today is the 2nd largest clinical chain in the GCC with 47 healthcare facilities, covering 1m+ patients and 20 specialties

## Portfolio Composition



## Shareholder Return

### Dividend Return

7-9% dividend return for 4 consecutive years

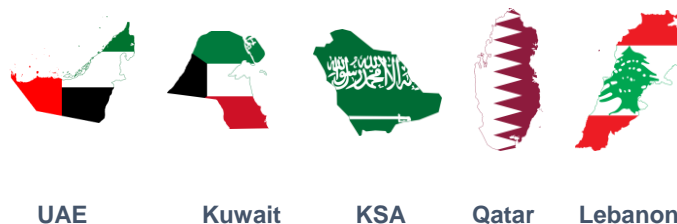
### Price Appreciation

150% capital gain since inception

17% IRR for investors since 2011

2.4x cash on cash return since 2011

## Portfolio Presence



# Advised Education Portfolio

Al Najah Education

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Al Najah Education, established in Mar-2012, owns 48 education facilities, having a capacity of 16,000 students across the UAE, Oman and Singapore

## Portfolio Composition



## Shareholder Return

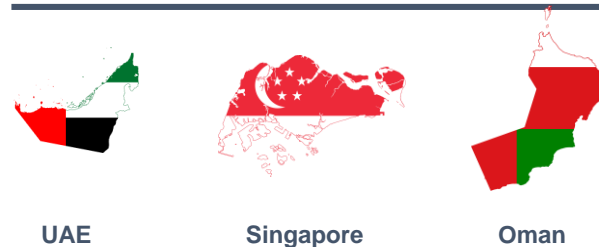
### Dividend Return

**8-9%** dividend return for 4 consecutive years

### Price Appreciation

**105%** capital gain since inception

## Portfolio Presence



# Advised Logistics Portfolio

## Gulf Pinnacle Logistics

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Established in May-2014, GPL owns 2 logistics facilities, covering a warehouse area of 18K sqft in Jebel Ali, UAE; a student bus transportation company servicing 5,700 students and a courier company delivering 260K shipments per annum

### Portfolio Composition



### Shareholder Return

#### Dividend Return

**4-6%** dividend return for 4 consecutive years

#### Price Appreciation

**27%** capital gain since inception

### Portfolio Presence



# Advised F&B Portfolio

## Diamond Lifestyle

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Diamond Lifestyle became operational in Dec-2014 and today owns 19 outlets (14 diners, 2 Express and 3 food trucks) in the UAE under the brand name Johnny Rockets; an American fast-food burger chain

### Portfolio Composition



### Shareholder Return

#### Dividend Return

8% stock dividend in 2015

#### Price Appreciation

19% capital gain since inception

### Portfolio Presence



UAE



Oman (Through Sub-franchises)



# Advised Real Estate Services Portfolio

*Al Maha Integrated Services*

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Established in 2017, Al Maha offers a diverse range of quality real estate support services in the GCC & Southeast Asian markets. The company owns MAB International Services, a leading building security installation and maintenance provider

## Portfolio Composition



## Company Clients



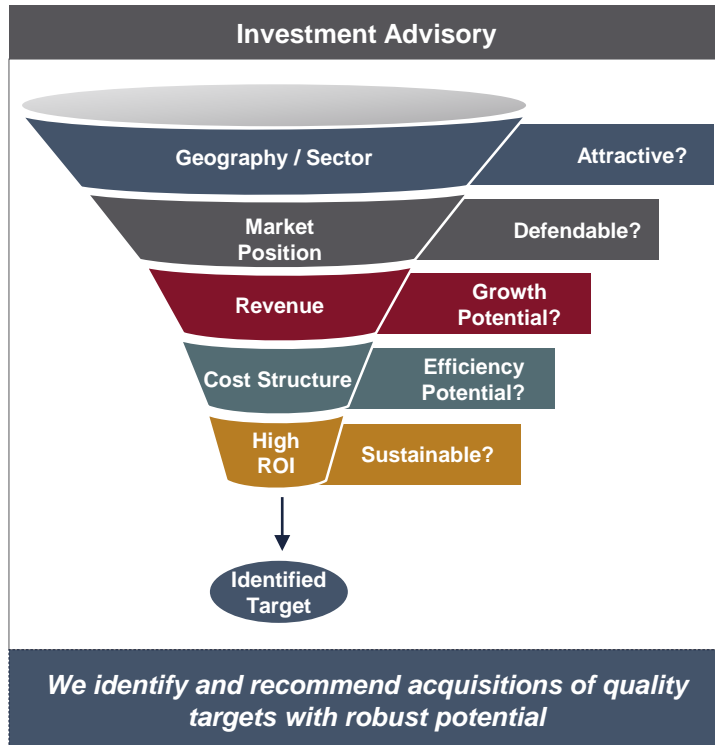
## Portfolio Presence



UAE

# Our Approach to Value Creation

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## Client Focus



Providing our clients with a consistently high quality service and placing their interest ahead of ours will ensure that those clients become recurring utilizers of our services over the long term

## Reputation



We acknowledge the effort needed to build and maintain a reputation overtime. There is no reward high enough that would justify risking our reputation. We simply won't gamble when our reputation is at stake

## Employees



Only by hiring the best professionals in the industry and retaining them will we ensure that our clients receive the best service

## Diversity



We recognize the fact that a diversity in skill, thought, background, and experience through teamwork provide far superior results than individuality

## Responsibility



A great deal of our personal successes are due to the support of our local communities. We are dedicated to serving our society to the highest standards, making the world a better place

***"Those values form the core of the Regulus Capital Culture and we go to a great extent to instill this philosophy across everyone of our team members."***



**Shailesh Dash**

*Founder, CEO & Board Member*

## Briefing

- Over 23 years experience in Alternative Investments
- More than 90 transactions executed with total transaction value of over US\$ 1.7 billion
- Founder of several financial services companies including Al Masah Capital, Regulus Capital and Regulus Asset Management Limited
- Recognized amongst the top 100 Influential People in Dubai 2016-2017 by Arabian Business
- Recognized amongst top 100 Indian Leaders in the Arab World 2016-2017 by Forbes Magazine
- Awarded Global Visionary CEO of the year 2014 – Leaders Magazine International Malaysia and the Federation of GCC Chambers

## Highlights

**23+**  
Years of experience

**90+**  
Executed  
Transactions

**\$1.7bn**  
Value of  
Transactions

**19**  
Exits  
(14 IPOs;  
5 Trade Sale)

## Recognition Awards





# Our Board of Directors

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**Najjad Zeenni**  
Chairman

- Former CEO of NPCC Abu Dhabi
- President, Valentine Maritime NAZCO Marine and Al Maha Productions
- Chairman, Horizon Survey & Horizon Geotechnical



**Hamad Jassim Al Darwish**  
Vice-Chairman

- CEO, Al Hail Holding
- Chairman, Global Development Group



**Sheikh Khalid Al Mashani**  
Board Member

- Chairman, Bank Muscat
- Vice Chairman, Al Salam Bank
- Chairman, Dhofar International Development
- Deputy Chairman, Al Omaniya Financial Services



**Sheikh Saqer Abdulla Al Qassimi**  
Board Member

- Board member & Head of Audit Committee, Julphar Pharmaceuticals
- Former Chairman & Head of Remuneration Committee, Planet Pharmacy
- Former Board Member of RAK Petroleum Company



**Mohammed AlShaiba Al Mazrouei**  
Board Member

- Vice Chairman, Habib Exchange Company
- Director, Al Hail Holding
- General Manager, Al Towaissa



**Jassem Zainal**  
Board Member

- Chairman, Bank Muscat
- Vice Chairman, Al Salam Bank
- Chairman, Dhofar International Development
- Deputy Chairman, Al Omaniya Financial Services



**Sadek Ahmed El Sewedy**  
Board Member

- Chairman and CEO, El Sewedy Industries
- Chairman and CEO El Sewedy Cement Co
- Chairman El Sewedy Electric Co



**Dipti Dhingra**  
Board Member

- 11 years of experience at JP Morgan, London, from where she resigned as Executive Director

The Board also includes the Founder & CEO of Regulus Capital, Shailesh Dash. Please refer to his Bio in the previous page.

## Partners



**Title:** Founder & CEO  
**23 Years of Experience**

Previous Career:  
*Entrepreneur founding various ventures. Please refer to page 4*

**Shailesh  
Dash, CFA**

M: +971 (0)50 708 0305  
E: shaileshdash@regulus-capital.com



**Title:** Partner  
**21 Years of Experience**

Previous Career:  
*Global Capital Management, KPMG and E&Y*

**Nrupaditya  
Singhdeo**

M: +971 (0)55 899 1721  
E: nrupadityasinghdeo@regulus-capital.com



**Title:** Partner  
**19 Years of Experience**

Previous Career:  
*Global Capital Management, IRCA & Philips*

**Amitava  
Ghosal**

M: +971 (0)55 899 1722  
E: amitavaghosal@regulus-capital.com

## Senior Management



**Title:** Executive Director  
**13 Years of Experience**

Previous Career:  
*Global Capital Management and Cap Vista Private Ltd*

**Don  
Lim**

M: +971 (0)55 958 3272  
E: donlim@regulus-capital.com



**Title:** CEO of Regulus Advisors & Senior Director of Regulus Capital  
**18 Years of Experience**

Previous Career:  
*CIMB Private Equity, CIMB Bank*

**Farid  
Rosli**

M: +971 (0)55 958 3274  
E: faridrosli@regulus-capital.com



**Title:** Executive Director  
**19 Years of Experience**

Previous Career:  
*ADNOC Distribution, Bin Hindi*

**George  
Kunnappally**

M: +971 (0)55 983 7094  
E: georgekunnappally@regulus-capital.com



**Title:** Senior Director  
**16 Years of Experience**

Previous Career:  
*Kanz Capital, E&Y, NUQUL Group, JordInvest*

**Nizar  
Darwish**

M: +971 (0)55 733 7323  
E: nizardarwish@regulus-capital.com



**Title:** Senior Director  
**15 Years of Experience**

Previous Career:  
*Havenvest / HSBC Private Equity, Gulf International Bank, E&Y*

**Adolf  
Kabban**

M: +971 (0)50 571 1945  
E: adolfkabban@regulus-capital.com



**Title:** Senior Director  
**14 Years of Experience**

Previous Career:  
*BNP Paribas and Ernst & Young*

**Sachin  
Gupta**

M: +971 (0)55 958 3262  
E: sachingupta@regulus-capital.com

# Selected Awards

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## Awards Won By Al Najah in the Education Sector



 **Best  
New Business  
2013**

By



 **Investment  
Platform of the  
Year 2013**

By



## Awards won By Avivo Group in the Healthcare Sector



 **Best  
Private Equity Fund  
2015**

By



 **Best  
Private Equity Fund  
2014**

By



 **Best  
Private Equity Fund  
2013**

By



 **Star of  
Business Award  
2013**

by



 **Corporate  
Governance  
2013**

by



 **Health and  
Wellness  
2013**

by



# Corporate Social Responsibility

*Regulus Capital is a signatory to UNGC on labor, human rights, anti-corruption and the environment. We work with UNGC to achieve their 17 noble Goals.*



*“We Can’t Do Well Without Doing Good”*

## Cayman Islands

### Regulus Capital Limited

*c/o Walkers Corporate Limited,  
27 Hospital Road, George Town,  
Grand Cayman KY1-9008,  
Cayman Islands  
Email: [ir@regulus-capital.com](mailto:ir@regulus-capital.com)  
Web: [www.regulus-capital.com](http://www.regulus-capital.com)*

## UAE

### Regulus Consultancy DMCC

*Reef Tower, Cluster O  
Level 5, Office No. 504  
Jumeirah Lakes Towers  
P.O. Box 336707, Dubai, UAE  
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Fax: +971 4 5136 880  
Email: [ir@regulus-capital.com](mailto:ir@regulus-capital.com)  
Web: [www.regulus-capital.com](http://www.regulus-capital.com)*

## Singapore

### Regulus Advisors PTE Ltd.

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