



## **CI Capital signs Brokerage Services Agreement with Maybank Kim Eng**

The collaboration aims to offer global institutional investors access to Emerging and Frontier markets spanning from MENA to Asia.

**Cairo, 24 June 2017**

CI Capital, the leading diversified financial services group, announced today that it has signed a brokerage services agreement with Maybank Kim Eng, ASEAN's (Association of South East Asian Nations) leading regional investment bank to provide the latter's global institutional investors access to the new MENA platform covering a wide range of Emerging & Frontier Markets. Under the agreement, CI Capital will provide Maybank Kim Eng's clients streamlined solutions covering execution, research and corporate access for the MENA markets. CI Capital will offer investors strong reach and placement power through diverse channels, with a distinctive ability to manage and execute, large and complex transactions.

ASEAN, as a single entity, grew to become one of the most lucrative investment opportunities as it has the world 5th largest GDP, 3<sup>rd</sup> largest population, 3<sup>rd</sup> highest GDP growth rate, and one of the youngest demographics globally. As for the MENA markets, geopolitical and economic transformations have created strong buying opportunities.

In light of this, Karim Khadr, Managing Director & CI Capital's Head of Brokerage, noted that "this collaboration is the result of the continuous expansion efforts adopted by the team to transform a once Egypt-based franchise into a regional platform, which is now expanding into new international markets." He also added that "With this partnership, we will have access to the largest financial services network in ASEAN, including Malaysia, Singapore, Indonesia, Thailand, Vietnam and the Philippines as well as HK/China and India where Maybank Kim Eng also operates. Thus, we are allowing our investors to capitalize on the continuous rise of the Asian continent."

This extended network between CI Capital and Maybank Kim Eng will offer a comprehensive brokerage execution service and compelling opportunities across diverse industries as well as an in-depth understanding of the MENA & ASEAN markets via their research teams for Maybank Kim Eng's clients. CI Capital Research is among the high ranked research teams in MENA covering 100 stocks across 6 markets in the region, equivalent to 36% of the respective markets' market cap, through a team of lead analysts with strong track records and international backgrounds, boasting 125 years of combined research experience.

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## **About CI Capital**

CI Capital Holding (CICH) is a diversified financial services group and Egypt's leading provider of leasing, microfinance and investment banking products and services.

Through its headquarters in Cairo and presence in New York and Dubai, CI Capital offers a wide range of financial solutions to a diversified client base that include global and regional institutions and family offices, large corporates, SMEs, and high net worth and individual investors.

CI Capital leverages its full-fledged investment banking platform to provide market leading capital raising and M&A advisory, asset management, securities brokerage, custody and research. Through its subsidiary Corplease, CI Capital offers comprehensive leasing solutions, including finance and operating leases, and sale and leaseback, serving a wide range of corporate clients and SMEs. In addition, CI Capital offers microfinance lending through Egypt's first licensed MFI, Reefy.

The Group has over 1,700 employees, led by a team of professionals who are among the most experienced in the industry, with complementary backgrounds and skill sets and a deep understanding of local market dynamics.

## **About CI Capital Brokerage**

CI Capital's Brokerage division, one of Egypt's leading brokerage houses, currently ranked #2 with an overall market share of ~11% and more than 20% share of all institutional trading on the Egyptian Stock Exchange as of 1Q18. Backboned by an accomplished and adept sales and trading team, CI Capital's brokerage arm provides real-time insights to its clients, helping them execute their own strategy. The Brokerage team holds renowned investor conferences across three continents, giving buy-side global investors the chance to meet one-on-one with leading companies listed in the MENA region.

## **For further information, please contact:**

Marketing & PR department  
[media@cicapital.com](mailto:media@cicapital.com)

Nivine Nossy  
Head of Marketing & PR  
[nivine.nossy@cicapital.com](mailto:nivine.nossy@cicapital.com)

## **Important Notice**

This announcement contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of words and phrases like "according to estimates", "anticipates", "assumes", "believes", "could", "estimates", "expects", "intends", "is of the opinion", "may", "plans", "potential", "predicts", "projects", "should", "to the knowledge of", "will", "would", "annualized" or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding the Company's business and management, the Group's future growth or profitability and general economic and regulatory conditions and other matters affecting the Group.

Forward-looking statements reflect the current views of management of future events and are based on management's assumptions and involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Group to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause the actual financial condition and results of operations of the Group to differ materially from, or fail to meet expectations expressed or implied by, those forward-looking statements. The Company's business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations in the prices of energy, raw materials or employee costs required by the operations of the Group, its ability to retain the services of certain key



employees, its ability to compete successfully, changes in political, social, legal or economic conditions in Egypt, worldwide economic trends, global and regional trends in the industry, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and the ability of management to identify accurately and in a timely manner future risks to the business of the Group and manage the risks mentioned above. Accordingly, investors should not rely on the forward-looking statements in this announcement. None of the Group, its management or CI Capital gives any assurance regarding the future accuracy of the opinions set forth in this announcement or as to the actual occurrence of any predicted developments. After the date of this announcement, none of the Group or its management assumes, and each of the Group and its management expressly disclaim, any obligation, except as required by law and the listing rules of the EGX, to update any forward-looking.



