



## Press Release

### **AMWAL SHOWCASES THE ROLE OF INVESTMENT BANKING FIRMS IN REAL ESTATE DURING THE REAL ESTATE DEVELOPMENT AND INVESTMENT FORUM**

*Sami Al Khairi highlighted the investment banking, legal and consultancy frameworks in the development and financing of real estate projects*

**Doha, 6 March 2008:** Amwal, the leading investment banking and asset management firm in Qatar, recently participated in The Real Estate Development and Investment Forum which was held in Doha from March 3<sup>rd</sup> till March 5<sup>th</sup>.

Sami Al Khairi, Assistant Vice President of Investment Banking in Amwal was a key speaker on the opening panel discussion, of the third day, which highlighted the role of investment banks in real estate finance.

Al Khairi's paper illustrated the role of investment banking companies in real estate projects and more specifically the involvement of Amwal's investment banking division in real estate financing through providing corporate finance services to clients where the financial advisor to the project owners is acting as the middle party between the project owners and debt lenders/equity investors.

Al Khairi also highlighted the investment banking framework that includes extensive due diligence on the project financials such as feasibility studies, business plans and others, in addition to the legal and corporate frameworks and the importance of the advisory process in the financial structuring and valuation of a project.

Sami Al Khairi said: "The conference had provided participants with shared views on real estate financing through the participation involving investment bankers, commercial banks and real estate developers. As an investment banker, it was important to show people the value added services that can be provided from investment banks on deal structuring to placement of funding requirements through debt or equity instruments".

Al Khairi stressed the importance of this advisory process in structuring the debt portion through conventional or Islamic financing, equity structuring through direct cash injection and/or in a form of establishing a fund such as a real estate fund/Mezzanine fund and finally the fund raising exercise through negotiations with debt lenders and road shows for equity investors.

Amwal's experience in real estate includes financial advisory to one of Qatar's largest privately-held real estate project, Al Waab City, over US\$ 2 billion real estate project, consists of different components such as residential palatial villas and apartments,



retail and commercial offices, a five star hotel, and a European style piazza, Barahat Al Waab.

As Assistant Vice President at Amwal, Sami Al Khairi brings to the team immense knowledge and expertise in consultancy and auditing across the real estate, hospitality, brokerage, and telecom sectors. His nine years of experience cover senior positions in leading institutions. Al Khairi was a Consultant at Deloitte & Touche in Qatar where he conducted the feasibility studies of many prestigious high-rise developments including premium hotels, towers, mixed use developemtns, hospitals, brokerage and financial firms. Prior to this, Al Khairi provided financial advisory to MobileCom and Jordan Telecom where he set up the business, marketing and product pricing plans. Al Khairi's audit experience covers a diversified group of companies in the financial and manufacturing sectors. Al Khairi holds a Bachelor Degree in Finance from Arizona State University.

**-The End-**

#### **About Amwal**

Founded in 1998, Amwal is the first investment company to be licensed by the Central Bank of Qatar operating in two lines of business; investment banking and asset management. The firm has launched the first investment portfolio and the first mutual fund investing in the Doha Securities Market and underwrote the first non-Qatari Initial Public Offering in the country. Amwal has one of the largest investment teams in Qatar, employing a growing team of talented professionals. The firm benefits from a strong shareholder base comprising of Shuaa Capital, Qatar Foundation, Qatar National Bank, Qatar Navigation and prominent Qatari individual shareholders.

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