



شركة شرق للإستثمار ش.م.ك (مقفلة)  
SHARQ INVESTMENT Co. (K.S.C.C.)

# Company Profile

2023



شركة شرق للإستثمار ش.م.ك (مقفلة)  
SHARQ INVESTMENT Co. (K.S.C.C.)

# نستمر معكم وبثقتكم



**INTERNATIONAL FINANCE Awards 2022**  
**Fastest Growing Investment**  
**Portfolio Management Company - Kuwait**

**GLOBAL Awards 2022**  
**Fastest Growing Investment**  
**Management Company - Kuwait**

**GLOBAL Economics Awards 2023**  
**Fastest Growing Investment Portfolio**  
**Management Company - Kuwait**



شركة شرق للإستثمار ش.م.ك (مقفلة)  
SHARQ INVESTMENT Co. (K.S.C.C.)

Sharq Investment Company (SIC) is Kuwaiti Shareholding Company registered in Kuwait in the year 2005 and Licensed under Capital market Authority (CMA).SIC registered location is KBT Tower-37th Floor-Sharq Area, Kuwait City-Kuwait.

### **Mission**

It is the mission of SIC to add value and to grow our investment portfolio through active strategies, financial engineering and leveraging our corporate brand, business promotion capabilities, network of relationships, and financial resources.

### **Vision**

Our vision is to be the 'Top in Quality by delivering superior management performance and services from which investors can benefit. It is an integral part of this vision to deliver superior returns to our shareholders and clients year after year, consistent with the pre-defined risk profile and comparable to similar best in class corporations in the world.

SIC has adopted a framework of Corporate Governance guidelines, designed to enable the Company undertake its business in alignment with the interests of its shareholders. It also serves to strengthen the protection of the Company's shareholders, clients, customers, investors and other stakeholders.

*SIC specializes in various investment activities independently and also through its fully owned subsidiaries:*

- Danat Capital Management & Economic Consulting Company.
- Derby Company for Sale & Purchase of Land & Real Estate.
- Sharq International Real Estate Co.
- Diyar National Real Estate Co.
- Al-Masah Real Estate Co
- Afaq Real Estate Co

### **Major activities of SIC are as follows:**

- Investing in real estate, agriculture& industrial sectors and investing in other economical sectors by participating in incorporation of specialized companies or purchasing shares and bonds of such companies in different sectors.
- Investment portfolio manager.
- Dealing and trading in the foreign currency market as well as the precious metals market both inside Kuwait and abroad provided that such transaction will be only in the account of the company.
- Securities broker not registered with an exchange



**We are pleased to have an award-winning team across the full range of our services.**

**Awards & Accolades:**

- **Fastest Growing Investment Portfolio Management Company – Kuwait 2023 (The Global Economics)**
- **Fastest Growing Investment Management Company – Kuwait 2022 (The Global Business Outlook)**
- **Fastest Growing Investment Portfolio Management Company – Kuwait 2022 (International Finance Awards)**

Sharq Investment Company was awarded with the fastest growing investment company Award and the fastest portfolio management in the State of Kuwait for the year of 2022 & 2023 on row Award , From the Global Business Outlook , International Finance Magazine & The Global Economics classifications and evaluations, These International Associations are one of the most well-known institutions specialized in focusing on emerging global markets.

Sharq Investment Company affirms with winning the awards the company's leadership in the local market, and aspiration to maintain this level of performance and even surpassing it in the future for more outstanding achievements.

Sharq Investment company continues to provide its services to all its customers and provide the highest level of professional engagement , development and innovation in many investments aspects and categories, maintaining the great reputation that the company obtained through experience in the Kuwaiti investment sector.





**SIC is governed by Board of Directors and managed by its key employees. SIC also has control units to monitor and review the controls adopted by the management.**

***Board of Directors of Sharq Investment Company's***

Chairman	Mr. Adel Al Nakas
Chief Executive Officer & Board Member	Mr. Khaled Awad
Vice Chairman	Mr. Abdulmalik Al Awadhi
Board Member	Mr. Fahad Al Mulla
Board Member (Individual)	Mr. Abdullah Al Baghli

***Key Management of Sharq Investment Company's***

Key Employee	Position	Education	Experience
Mr. Khaled Awad	Chief Executive Officer	Master	19
Mr. Ahmed Al-Jeraway	Chief Investment Officer	Bachelor	15
Mr. Abdou Bassiouni	Chief Financial Officer	Bachelor	32
Mr. Hani Abdelhalim	Vice President - Asset Management	Bachelor	16



***Other key positions which supports Sharq Investment Company in having controls and monitors investment of clients and company are:***

Key Employee	Position	Department
Mr. Khaled Al Hadrab	Compliance Manager	Compliance Department
Mr. Sojan Thomas	Risk Officer	Risk Management Department
Mr. Saleh Al Kholy	Internal Audit Manager	Internal Audit Department

**All the 3 positions are independent and reports to their respective committees.**

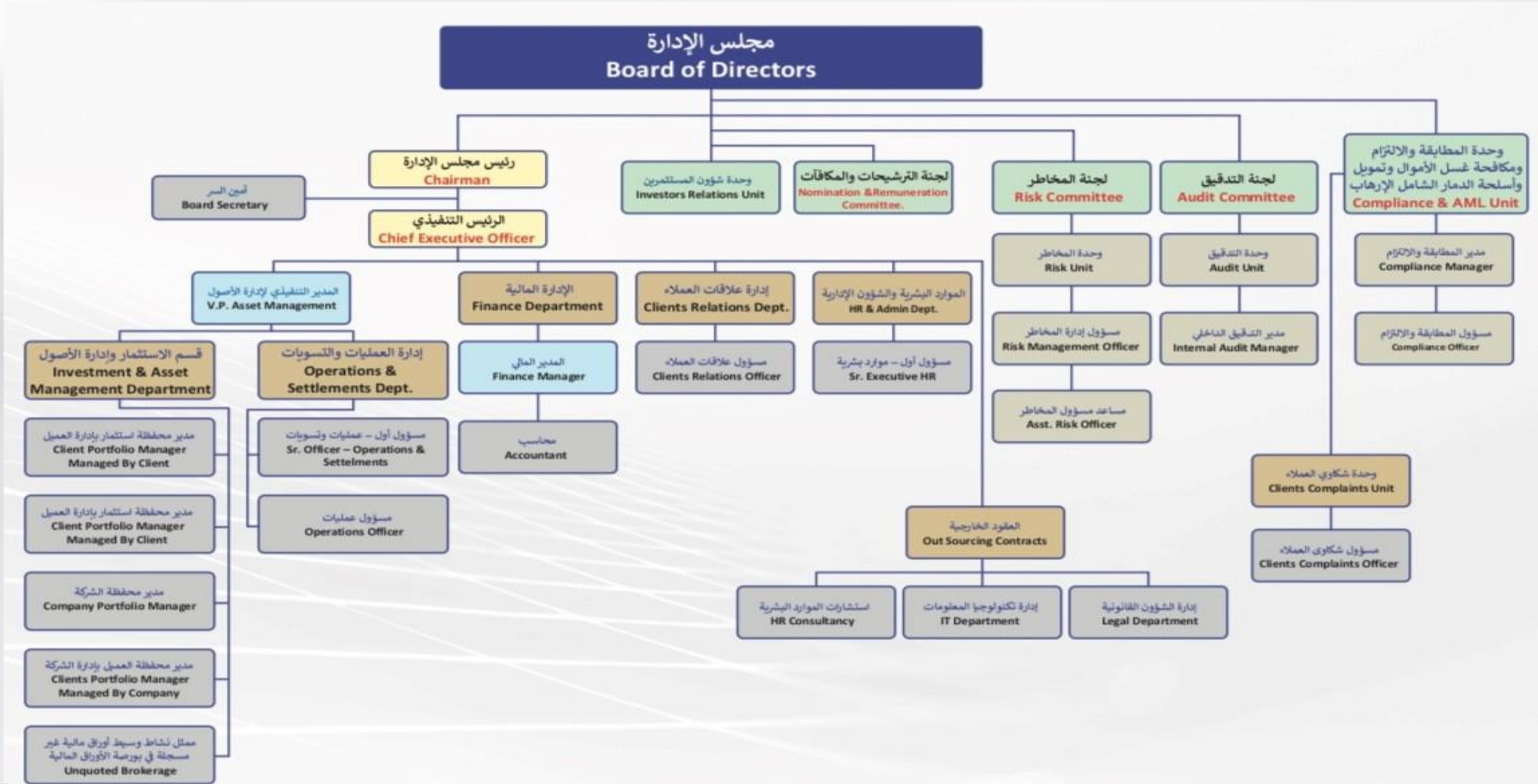
Compliance directly reports to the Board whereas Internal Audit unit reports to its Audit Committee and Risk Officer reports directly to its Risk Committee. Direct reporting to their respective department and board members supports independency of these departments.

**SIC makes investment for company and clients through Asset department which is supported by:**

- Operation Department
- Client Relations
- Finance Department
- Human Resource



## Organization Chart





### ***Top 3 Shareholders of SIC as on 31` December 2023***

Name	Of Ownership %
Al Tafawook Holding Co.	43 %
Zummorodah Holding Co.	13 %
United Medical Services Co.	7 %





## ***Annual revenue for the last 5 years & contribution of each line business***

Year	2019	2020	2021	2022	2023
Total revenues	1,762,308	2,038,100	3,419,353	4,146,608	5,683,092
Contribution of	-	-	-	-	-
Management fee	30.60%	25%	21%	18%	14%
Brokerage income	13.00%	25%	5%	14%	4%
Consultancy income	-	26%	3%	15%	1%
Income from capital MKT	60.80%	37%	54%	24%	43%
Income from real state	-12.30%	-23%	13%	22%	26%
Other Income	7.70%	17%	4%	2%	3%

## ***Contribution of each subsidiary to the total revenue for the year 2023***

Name	Contribution%	Revenue
Danat Capital	49%	2,779,111
Derby Real State	15%	851,767
SHARQ INTERNATIONAL	9%	489,816
A2 COMPANY	1%	65,529
DYAR NATIONAL REAL ESTATE	8%	479,373
Sharq Investment Company	18%	1,017,496
<b>Total</b>		<b>5,683,092</b>



## Operational Details:

### ***Auditors:***

Company Auditors: Moore Stephens

Internal Auditors: Grant Thornton

### ***Corporate Governance:***

SIC has corporate governance policy which is approved by the Board of Directors. Compliance department is responsible for the review and makes sure that the said policy is abiding as per the regulations set by Capital Market Authority.

### ***Business continuity plan***

SIC has both long term and short term business continuity plan which guides management and its key staff during the unforeseen crisis such as pandemic, etc. Business continuity plan is reviewed and approved by the Board of Directors periodically.

### ***5 features distinguishing SIC's its investment approach from its competitors.***

1. Limited/ selected clients to give undivided attention to clients.
2. Experienced and well qualified staff.
3. We develop tools and equipment's supporting skilled staff for fast execution.
4. Local staff stays abreast of market developments and culture.
5. Independent Research analyst and Investment Consultant for client's portfolio are on board.

Highlights of SIC business plan for the next five years.

- Focus on sustainable earning for consistent growth.
- Focus on buying quality assets for client portfolio as per their risk appetite.
- Adopt diversification in Income revenue.
- Diversifying Proprietary portfolio.
- Focus on asset allocation to absorb market volatility.
- Expand Client base.



## ***Flow Chart of Managing Equity Portfolio***





**Equity Approach & Research Time spent by portfolio managers is mentioned in the below table:-**

Departments	%
Administrative	10%
Client Contact	20%
Research	40%
Trading	20%
Others	5%

***SIC has ranked the following in terms of their importance (5=most important; 1= least important) to the equity decision-making process.***

Criteria	Ranking
Economic Forecasts	5
Sector Rotation	3
Sector Diversification	2
Technical Analysis	1

Process adopted by SIC of ensuring portfolios include an element of dynamism Through active monitoring of market and individual portfolio companies, SIC continuously rebalance' s portfolios to keep it closer to the client's risks and return objectives.



## Portfolio Performance Relative to A Share Market Index 2023

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
All share index	-0.20%	-0.45%	-2.67%	1.30%	-4.84%	3.43%	3.19%	-3.42%	-1.70%	-5.15%	1.87%	2.46%	-6.51%
SIC	-0.80%	-1.98%	-0.89%	3.62%	-4.29%	6.73%	3.91%	-2.55%	-2.23%	-5.19%	0.28%	2.62%	-1.47%
Diff. %	-0.59%	-1.53%	1.78%	2.32%	0.55%	3.30%	0.73%	0.87%	-0.53%	-0.04%	-1.59%	0.16%	5.04%

## Total Number of Opened New Portfolios/ Closed Portfolios During Last 3 Years:

Year	New Portfolios		Closed Portfolios	
	No. of Clients	KD Million	No. of Clients	KD Million
2021	20	24.00	40	15.30
2022	11	13.80	8	0.78
2023	10	11.8	3	0.58





***Total number of Clients as on December 2022***

Local Equity Only	92
-------------------	----

***Total number of Clients as on December 2022***

Asset Under Management	345,245,094
------------------------	-------------

# نستمر معكم وبثقتكم



**INTERNATIONAL FINANCE Awards 2022**  
**Fastest Growing Investment**  
**Portfolio Management Company - Kuwait**

**GLOBAL Awards 2022**  
**Fastest Growing Investment**  
**Management Company - Kuwait**

**GLOBAL Economics Awards 2023**  
**Fastest Growing Investment Portfolio**  
**Management Company - Kuwait**

**Clients Relations Officer T: 22916651 / 81/ F: 22916787E: [ClientsService@Sharqinv.com](mailto:ClientsService@Sharqinv.com)**  
**[www.sharqinv.com](http://www.sharqinv.com)**

**Address: KBT Tower - 37th Floor - Sharq Area, Kuwait City - Kuwait.**