



For immediate release

**Guidance Investments commences operations in Kuala Lumpur
with the launch of a unique Middle East Equipment Leasing Fund, anchored by
cornerstone investor, Lembaga Tabung Haji**

Kuala Lumpur, 22 May 2013 – Guidance Investments formally launched its operations in Kuala Lumpur today with the launch of a unique Shariah-compliant equipment leasing fund. Guidance Investments, part of Guidance Financial Group, is an international investment firm specialising in Shariah-compliant investment management and advisory services. The event also comprised a signing ceremony between Guidance Investments and Lembaga Tabung Haji for the newly launched equipment leasing fund, Guidance ATEL GCC Leasing Income Financing Fund.

Dr. Hasnita Hashim, Chief Executive Officer of Guidance Investments Sdn Bhd said, “Guidance Investments was established to bring new expertise to Malaysia in Shariah-compliant alternative investments, focusing on the private equity, real estate and fixed income sectors. Its role includes creating and managing investment funds, advising institutions and corporations on structuring Shariah-compliant investment products and helping corporations raise capital from the financial markets.

“We chose Kuala Lumpur for our head office because of Malaysia’s strength as a centre of Islamic finance, and its dynamic economy, accessibility and investor network. Our investment program is international, but focused primarily on South East Asia and the Middle East - hence Malaysia is an attractive choice. Our Group has been instrumental in the creation of numerous Shariah-compliant investment products for which we have raised close to USD1 billion from Middle Eastern and Southeast Asian investors. We have a history of attracting Middle East capital into Asia, and vice versa, and we intend to continue this success with Guidance Investments.”

The latest fund to be managed by Guidance Investments is the Guidance ATEL GCC Leasing Income Financing Fund, the first of its kind to be introduced in Saudi Arabia and the Middle East region. This is a Shariah-compliant fund created to invest in a portfolio of operating leases of industrial equipment in the Middle East, with a focus on Saudi Arabia. The fund couples the unmatched equipment leasing experience of ATEL Capital Group, a U.S. company, with the investment and operating experience in the Middle East of Guidance Financial Group, the parent company of Guidance Investments.



The fund has attracted the participation of a significant and respected Islamic institutional investor, Lembaga Tabung Haji of Malaysia, which has committed to the leasing program as a cornerstone investor. Dr. Mohamad Hammour, Chairman of Guidance Financial Group, said, “This partnership between Guidance Investments and Lembaga Tabung Haji creates significant value in terms of scale, ideas and collaboration in the creation of new Islamic investment product. Our partnership brings a commonality of interest and commitment in the development of the equipment financing arena that can be extended to other asset classes. Lembaga Tabung Haji is a visionary institution and, as a dedicated Shariah investor, its participation in the fund is an excellent indication of the direction in which equipment financing, and the Islamic financial services industry in general, is heading.”

The product provides Tabung Haji a unique Shariah-compliant investment opportunity in equipment leasing within the Middle East region. YBhg. Dato’ Paduka Ismee Ismail, Group Managing Director and Chief Executive Officer, Lembaga Tabung Haji said, “Our partnership with Guidance Investments will diversify our investment portfolio in Saudi Arabia and increase generation of Saudi Riyal income to match our yearly obligation of Hajj operations expenses”.

Guidance Investments has been approved for an Islamic Fund Management license by the Securities Commission of Malaysia, and is the only such firm focused exclusively on Shariah-compliant alternative investment products.

Guidance Investments

Guidance Investments is an international investment management firm specialising in Shariah-compliant investment management and advisory services in alternative investments, focusing on the private equity, real estate and fixed income sectors. The company is a subsidiary of Guidance Financial Group.

As part of its debt capital markets advisory services, Guidance Investments recently advised Al Bayan Group Holding Company on the establishment of a RM 1.0 billion sukuk programme and on a first issuance of RM200 million Sukuk Wakalah under the programme. The issuance was granted a rating of ‘AA3’ by RAM Ratings Malaysia and marked the first transaction of its kind, where a Saudi-based issuer successfully established a Malaysian ringgit sukuk programme and issued a ringgit-denominated sukuk. Guidance Investments’ team coordinated and managed on behalf of Al Bayan the entire credit rating process, the selection of lead banks and the structuring of the sukuk.

Guidance Financial Group

Guidance Financial Group is a leading international Islamic financial services firm that provides investment management services, debt capital markets solutions, financial advisory services, and consumer finance to a broad range of clients in the Middle East, Southeast Asia and North America.



Lembaga Tabung Haji

Lembaga Tabung Haji (**TH**) is the premier Islamic financial institution in Malaysia. Established in 1963, **TH** has 50 years of experience in deposits, Hajj services and operations and investments. Being the country's largest Islamic fund manager with more than RM40 billion funds, **TH** endeavours to strengthen the economy of the Malaysian Muslims by capitalizing on its available funds and resources.

TH focuses on providing excellent hajj services to Malaysian pilgrims and its consistent track records gained world recognition as well as a role model of innovative hajj management and Islamic financial services by most Islamic countries in the world.

TH continues to establish its presence in marketplace, both domestically and internationally by venturing into several investment sectors in accordance with Islamic principles such as plantation, real estate, Islamic Finance, information technology, oil and gas, travel services and halal food. With a net profit of more than RM2 billion, **TH** is capable of giving back competitive returns to its stakeholders annually. **TH** gains competitive advantage through its innovative services and attractive saving schemes designed to encourage savings and investments.

Today, **TH** has more than 8 million depositors and a network of 119 branches with more than 6,000 touch points nationwide. **TH** also makes its presence globally by operating an office in Jeddah, Kingdom of Saudi Arabia.

For more information please contact:

Guidance Investments

Dr. Hasnita Hashim
Chief Executive Officer
Tel : +60-3-2858 3007
Fax: +60-3-2858 3001
Email: hasnita.hashim@guidancefinancial.com
Suite 19-09, Level 19
GTower, 199, Jalan Tun Razak
50400 Kuala Lumpur
Malaysia

Or

H2S Consulting Sdn Bhd

Hazlina Hashim, PR consultant, tel: +603 6211 1101, mobile: +60112345 7383 or email:
hazlina.hashim@h2sconsulting.com