

Guidance investments announces first closure of logistics real estate investment fund targeting GCC investors

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- First closure of fund at USD 100 million
- Fund focused on Logistics and Industrial sectors in Malaysia, Singapore, Thailand and Indonesia
- Fund managed by Pius Ho, Managing Director of the Real Estate Investment Program

KSA - Guidance Investments today announced the first closure of its Logistics Real Estate Investment Fund, South East Asia's first Fund focused on the logistics and industrial sectors, at USD 100 million.

A leading Malaysian financial organization is the anchor investor of the landmark Fund. Other investors include pension funds, a supra-national institution, endowment funds and family offices from the GCC and the Middle East.

The first close puts the Fund in a strong position to hit its target of USD 400 million with a number of additional closings planned over the next 18 months. Guidance Investments, through Capital Guidance, has over 25 years of investment and fund management experience, across five real estate operating platforms with a total of USD 5 billion investments in 110 properties in North America, the Middle East, North African and Asia.

Dr. Hasnita Hashim, Chief Executive Officer of Guidance Investments said: "We have a very clear strategy for our Fund with a focus on high-growth opportunities in the logistics and warehouse property sector in four countries, Malaysia, Singapore, Thailand and Indonesia. We believe the Fund will capture strong capital and rental growth in a sector that is expected to mature substantially over the coming years."

She added: "Backed by a dynamic team that has considerable real estate, fund management and deal sourcing experience in the logistics and Industrial sector, we are confident that the Fund will achieve substantial growth. Our Kuala Lumpur-based Real Estate division has built excellent relationships with stakeholders in both the real estate and investment communities across Asean and GCC markets, which provides our clients with high quality support based on international best practice and deep local knowledge."

The company has built specialty teams in real estate to capitalize on opportunities for institutional investor clients. Overall to date, Guidance has launched nine Shariah-compliant international investment funds in the fields of private equity, real estate, and fixed income, working independently and in partnership with leading international strategic partners. This latest closing creates a specific platform for leveraging the company's deep logistics real estate experience specifically to the Asean markets.

Amer Hammour, Chairman of Capital Guidance Real Estate Business, said: "Our extensive experience, expertise and understanding of key market indicators guide our approach to real estate investments. Over the past two decades, we have successfully built our global real estate capabilities which today have seen our real estate business reach USD 5 Billion in investments in Asia, Middle East and North America. We strongly believe in the fund's potential to deliver strong yields to investors whilst contributing to the growth in these markets."

The Logistics Real Estate Investment Fund is managed by Pius Ho. With over 25 years of international experience in real estate investing and fund management, Mr. Ho is responsible for managing the day-to-day operations of the business unit, raising capital, and ensuring the Fund is invested and generating attractive risk-adjusted returns. Prior to joining Guidance Investments, Mr. Ho had been the Co-Head of Real Estate, Asia for the Abu Dhabi Investment Authority. In addition, he led the investment team as the Chief Investment Officer for Citi Property Investors and managed a US\$1.3 billion Pan-Asian real estate investment fund.

Under Mr. Ho's leadership, the Fund has secured 3 transactions to-date, with a steady pipeline in active negotiations.