

## Press Release

### Dubai SME and SHUAA sign MoU for Valuation Advisory Services

**Dubai, 7 Aug 2012:** Dubai SME, the agency of the Department of Economic Development mandated to develop the small and medium enterprise (SME) sector, and SHUAA Capital, a leading provider of corporate finance advisory services in the United Arab Emirates, have signed a memorandum of understanding (MoU) to offer a new Valuation Advisory Services to a select number of Dubai SME 100 companies.

HH Sheikh Maktoum Hasher Al Maktoum, Executive Chairman of SHUAA Capital, commented: "Access to capital remains a perennial challenge for many SMEs, including successful and well managed companies. In the current corporate environment, in which small and medium-sized enterprises are facing enormous challenges but also big disadvantages, our aim is to provide entrepreneurs with competent and applicable knowledge that will help them achieve future business success."

According to data from Dubai SME, the small and medium enterprises are around 95% of registered businesses in Dubai and contribute over 40% to Dubai's GDP and accounts for 42% of employment, but represents only 4% of bank lending. For banks and financial institutions, SME financing involves important strategic decisions as it underpins the growth potential of the company, whatever its stage of development.

Dubai SME 100 is a premier ranking of the 100 top performing SMEs in Dubai, aimed to recognise excellence and help SMEs access capital as well as new markets.

The Valuation Advisory Service will help Dubai SME100 companies understand the underlying value of their businesses. Based on pre-defined corporate finance valuation methods and robust advice, it will help business owners and their management teams understand the drivers that define business value. The Valuation Advisory Service will also identify gaps that require management's attention and highlight important changes that businesses need to make in order to enhance access to capital from banks and other sources, such as equity and debt capital markets

Abdul Baset Al Janahi, Chief Executive Officer of Dubai SME remarked: "We are delighted to partner with SHUAA Capital, who have an excellent track record of raising capital and experience in providing corporate finance advisory services to UAE companies. This is a major milestone in our Dubai SME 100 ranking initiative and I am confident that SMEs will stand to benefit tremendously as they ponder about their future growth and investment potential once they discover the underlying value of their business, how to create more value and explore new avenues of funding."

The Valuation Advisory Service is designed to help SMEs understand better and improve their business and achieve their growth plans. With the Valuation Advisory Service, Dubai SME aims to support dynamic and growth-oriented SME100 companies broaden their horizon. The service will give SMEs the tools to institutionalise their companies and, ultimately, help them get bigger and better.



The Valuation Advisory Service is now an integral part of the support programme that Dubai SME has put in place to help CEOs of Dubai SME 100 companies advance their company's capabilities and professionalism.

More information on Dubai SME100 and the companies ranked under the initiative are available on the website [www.dubaisme100.ae](http://www.dubaisme100.ae).

**-Ends-**

**About Dubai SME:**

Dubai SME, an agency of the Department of Economic Development (DED), Government of Dubai, aims to foster an entrepreneurial culture and develop a competitive SME sector for the Emirate of Dubai. The key strategies adopted by Dubai SME are: advocate a pro-business environment for developing entrepreneurship and SMEs, seed innovative start-ups and groom promising SMEs. Dubai SME's vision is to make Dubai the centre for innovative SMEs to start, grow and expand their businesses thus adding greater value to the economy of Dubai.

**For further information, please contact:**

Nafisa Elmarzouky  
Marketing & Communications division  
Department of Economic Development  
Tel: (971 4) 3613067  
Email: [nafisa.elmarzouky@dubaided.gov.ae](mailto:nafisa.elmarzouky@dubaided.gov.ae)

**About SHUAA Capital psc:**

Since 1979, SHUAA Capital has played a prominent role in shaping the financial services landscape of the GCC and will continue to be at the vanguard of regional integration into global financial markets. SHUAA Capital maintains a leadership position in Investment Banking, Asset Management, Brokerage, Private Equity, and Lending. Headquartered in Dubai, in the United Arab Emirates, SHUAA Capital has a regional presence with offices in Abu Dhabi, Riyadh, Jeddah, and Doha. Embedded in the dynamic economic environment of the Gulf Cooperation Council, SHUAA Capital provides a broad range of financial services to corporations, governments, institutional clients, and high net worth individuals. [www.shuaacapital.com](http://www.shuaacapital.com)

**For further information, please contact:**

Oliver Schutzmann  
Head of Investors Relations & Corporate Communications  
Tel: + 971 4 319 9872  
Mobile: +971 50 640 5722  
[oschutzmann@shuaacapital.com](mailto:oschutzmann@shuaacapital.com)