



Capital
Management
House

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

REiTS

- REiTS vs Public Traded Real Estate Company
- Public vs Private
- REiT IPOs

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Real Estate Cycles

- Contractual Agreements and market functions
- Demand Adjustments
- Permits and regulations
- Capital Cycle

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Asset Allocation

Retail Properties

- Strip retail centers
- Community retail centers
- Power centers
- Regional mall

Warehouse & Industrial Properties

- Heavy manufacturing
- Light assembly
- Bulk warehouse

Office Properties

- Central business districts Class A, B, C.

Multi Family

- Suburban garden apartments
- Mid rise apartments
- High rise apartments

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Asset Allocation

Hotels

- Extended stay hotels

Others

- Timberland
- Hospitals
- Municipal owned properties

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Valuation

- Cap rate
- EBITDA multiple
- Replacement cost

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Risk and Opportunities

- Operating cost
- Vacancy
- Natural disaster
- Leasing
- Liquidity

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Leases

- Rent
- Marketing Budget
- Utility, insurance and property tax
- Heating and A/C
- Security and property maintenance
- Tenant improvement
- Free rent
- Capital cost
- Net rent
- Non-economic terms
- Signage

International Islamic Financial Market



CMH is an Islamic investment banking and wealth management firm providing creative and unique solutions to clients' financial requirements, through a collaborative process based on ethics, understanding and trust.

We listen to deliver

Kamal M. Quadir
Head of Structured Finance

Leases – cont...

- Going dark
- Hours and days of operations
- Length of lease
- Usage restrictions
- Sublet rights
- Tenant mix
- Parking
- Resource and security deposit
- Common space

السلامة والشفافية والحوكمة
التي هي أساس نجاح الأعمال
والتجارة في عالمنا الحديث
والمتغير باستمرار



Capital
Management
House