BMA Capital Conducts a Road Show in Hong Kong

KARACHI: 30 October, 2014 – BMA Capital Management Limited, Pakistan’s premier financial services group concluded a four day Road Show in Hong Kong today.

BMA team, led by the CEO, Moazzam M. Malik, met with more than fifteen Tier 1 Global Investors and International Brokers to raise awareness about the Pakistan Opportunity, Recent Developments, Macroeconomic Outlook, Privatization Program and Capital Market Strategy.

Peaceful progress through the recent political turmoil, pace of economic revival and the privatization program remained the key areas of interest for international investors. "Now that the sit-ins and protests have cooled down, International Investment community appears to have a greater conviction on the strength of Pakistan’s institutions. They now do not see a possibility of major political shake-ups as much as they did ten years ago," said Azfer Naseem, CFA, Director Research & Business Development at BMA. "Fund Managers like the Banking and Oil sectors and are now beginning to develop interest in the Manufacturing and Consumer Cyclicals to capitalize on the revival of economic growth," he added.

Bilal Athar, Head of Equities was optimistic about investor appetite in the upcoming secondary offerings by the government. "Large funds want to take positions with minimal impact cost and the upcoming GDRs of OGDC and HBL offer an ideal opportunity for such fund managers. They are actually looking forward to it." Omair Chaghtai, Head of International Sales at BMA Capital added that execution with a minimal impact cost has recently become a major challenge in trades by foreign funds. "That's the reason why block trades have become popular with foreign institutions as well."

Moazzam M. Malik, CEO of BMA Capital considers Road Shows and Corporate Access Events to have played a major role in Pakistan’s return to international markets. "Pakistan is a country of headlines and bottom lines. Unfortunately, we have had a larger share of negative headlines in the last five years which made Pakistan a weak top down case. You had to go out and take the investment case to an investor's table. But now, things are changing and funds are more focused on the positives on ground."
ABOUT BMA CAPITAL MANAGEMENT LIMITED: BMA Capital, is a Corporate Member of the Karachi Stock Exchange and is one of the leading securities brokerage, asset management & investment banking firms in Pakistan, established since 1992. The principal activities of BMA Capital include all aspects of the capital markets covering Equities, Fixed Income, Treasury (Money Markets & Foreign Exchange), Commodities, Asset Management, Corporate Finance & Advisory, Research, Investment Advisory and Financial Products distribution. We have successfully managed and completed transactions in excess of USD 12 Billion including some of the most pioneering and landmark transactions in the history of Pakistan. These include the US$ 813 million GDR Offering of 10% stake in OGDCL on the London Stock Exchange in 2007, advising UAE’s Etisalat on their successful acquisition of a 26% strategic stake in Pakistan Telecommunications Company Limited (PTCL) for US$ 2.6 billion in 2005, the largest M&A transaction and foreign direct investment in Pakistan, advising the GOP on its US$ 1.58 billion disinvestment of a 26% strategic stake in Kot Addu Thermal Power Plant (KAPCO) in 1996 and advising the GOP on the US$ 898 million GDR issue of PTCL on the Luxembourg Stock Exchange in 1996. BMA Capital is the recipient of many awards & recognitions including the Best Investment Bank in 2010 by Euromoney, FT’s The Banker “Deal of The Year” for Asia Pacific in 2009 & 2010 (2nd Prize), Asia Money Brokers Poll 2009 (Rank 3rd), Hedge Funds World Middle East 2009 nomination for “Best Hedge Fund Manager” to name a few. This is supported by a very strong and independent research capability, which is quoted regularly in both local and international media.