



Mr. Shah Jamal Hashmi & Mr. Naiel Oberoi Ikram Assume Roles as Co-Heads, BMA Financial Services.....

KARACHI: 10 June, 2015 –Mr. Shah Jamal Hashmi & Mr. Naiel Oberoi Ikram assume roles as Co-Heads of BMA Financial Services, a division of BMA Capital Management Limited and Pakistan’s first independent financial products distribution division. BMA Capital introduced BMA Financial Services in 2008 to pioneer a single distribution solution of equities, mutual funds, SMAs (Separately Managed Accounts), debt instruments (TFCs, T-Bills, PIBs) and other financial products. This was done to facilitate our clients reach an educated investment decision from a one stop shop for various investment options.

Mr. Hashmi and Mr. Ikram share more than 12 years of industry experience in financial product distribution. They have already been playing significant roles as investment facilitators in BMA Financial since its inception. In this new role they will be responsible for developing and leading a unified sales strategy across a full range of financial products present in Pakistan’s financial markets. They will also be looking forward to strengthening BMA Financial sales team with an excellent and capable sales force.

Commenting on their promotion in this new role, Mr. Moazzam M. Malik Chairman & CEO, BMA Capital Management Limited said, "We are delighted to welcome Shah Jamal and Naiel to this commendable new role. BMA Capital has the norm to nurture industry’s top talents. We are Insha Allah confident that their extensive industry experience will drive growth and further enhance our ability to serve our clients across the full spectrum of financial products and solutions”

“We are grateful to the senior management of BMA Capital for laying this trust on us and would like to take this opportunity to thank our clients whose trust has been the cornerstone of our success. Insha Allah in times ahead, equities, mutual funds and fixed income products will continue to see huge growth as investors value specialized yet comprehensive financial advisory services. We greatly look forward to taking on this new responsibility as we continue the growth of our dynamic firm to greater horizons.” said Mr. Ikram and Hashmi together.

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 firm 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 Services distribution. We have successfully managed and completed transactions in excess of USD 9 Billion including some of the most pioneering and landmark transactions in the history of Pakistan. These include as Joint Lead Manager on the \$813 million GDR Offering of 10% of 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. In 2014, BMA Capital has successfully closed the secondary public offering of Pakistan Petroleum Limited (PPL) of US\$ 153 million and the first ever unsecured sukuk of Al-Baraka Bank Limited. We are currently mandated for the privatisation of IESCO and LESCO. 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.