

some of the greatest potential

GENEVA: Barclays is targeting millionaires in emerging markets and squeezing more revenue from super-rich clients with at least 50 million pounds (\$79.3 million) of investable assets.

Average revenue per client at the super-rich unit increased 41 per cent last year, said Stefanie Drews, European head of key clients and family offices at the London-based bank. Barclays has 1,800 so-called key clients in Europe, the Middle East and Africa, Drews said, declining to give further details on revenue earned or assets under management.

Barclays' wealth business is in the middle of a five-year 350 million-pound investment programme as it tries to close the gap on HSBC Holdings and Credit Suisse Group. Barclays, which gets almost a third of its assets from UK customers,



EXPANSION MODE: Barclays, which gets almost a third of its assets from UK customers, said the super-rich in the Middle East, Africa and Russia offer some of the greatest potential. — Bloomberg News

said the super-rich in the Middle East, Africa and Russia offer some of the greatest potential.

"The Middle East has probably been the biggest area of growth," Drews said in an interview at the firm's London offices, citing oil wealth and political turmoil as key drivers. "Africa is a huge area of opportunity."

Drews said she returned from a trip to South Africa last week with a list of 50 new client prospects, including entrepreneurs outside the

mining and oil industries such as a clothing chain owner and the founder of a water bottle company.

Investment club

Barclays, which has a controlling stake in Absa Group, the South African lender with more than 12 million customers, is targeting Africans joining the middle class, Drews said. Barclays Chief Executive Officer Robert Diamond said on February 10 the firm is continuing to invest in its wealth unit and in Africa.

Wealth creation in the Middle East and Africa was 8.6 per cent above the global average, Boston Consulting Group said in a report last May.

Key clients, most of whom have more than \$250 million, can join Barclays's so-called investment club, which offers access to hedge funds, private-equity funds and off-market transactions. Examples include clients seeking to sell an information-technology company and land in Brazil, Drews said. — Bloomberg News

Milipol Qatar 2012 expo announces dates for October

MUSCAT: The region's most influential trade exhibition dedicated to internal State security — has announced that its 9th International Exhibition of Internal-State Security will take place between October 8 and 10, 2012, at the Doha Exhibition Centre

Madi International launches largest showroom in region

DUBAI: The opening was inaugurated by Sheikha Hind Al Qasbi, Chairperson of the UAE Business Women Council and Soraya Madani, President of the Diplomatic Ladies in Dubai. Company unveils new brand identity aimed at revitalising market leadership in Middle East. Madi International announced the opening of its largest showroom in the region in Dubai. The new showroom, spread across a whopping 9,000-plus square feet, is strategically located in Deira business district. — Times News Service

PEIE INITIATIVE



GOODWILL VISIT: The Polish delegation also familiarised itself with incentives and facilities rendered by Public Establishment for Industrial Estates for investors in the Sultanate. — Supplied picture

Polish delegation seeks business tie-up in Oman

Times News Service

MUSCAT: A Polish delegation visited yesterday Oman's flagship Rusayl Industrial Estate, affiliated to the Public Establishment for Industrial Estates (PEIE).

During the visit, the delegation was briefed on PEIE in general and Al Rusayl Industrial Estate in particular through tracking the development stages it went through since 1983.

Range of industries

A wide range of industries exist in Rusayl Industrial Estate, including chemicals, batteries, electrical and building materials, fibre optic cables, foodstuff, textiles, garments to stationery and paints, said a press release.

The delegates were received by Mohsin bin Zahran Al Hinai, Director General of Rusayl Industrial Estate, who introduced PEIE, indicating that the establishment was formed in 1993, and the development march continued and it is running various industrial estates in Oman namely; Sohar, Raysut, Nizwa, Sur, Buraimi, Rusayl, Samal Industrial Estates, Knowledge Oasis Muscat (KOM) and Al Mazunah Free Zone.

The delegation watched a documentary on PEIE highlighting its experience and objectives, in addition to its active role in availing offers for tenants from all parts of the world.

The Polish delegation also familiarised itself with incentives and facilities rendered by Public Establishment for Industrial Estates for investors in the Sultanate.

Afterwards, the delegation visited Naseej Oman within Rusayl Industrial Estate, where they were

A wide range of industries exist in Rusayl Industrial Estate, including chemicals, batteries, electrical and building materials, fibre optic cables, foodstuff, textiles, garments to stationery and paints, said a press release

introduced to the company's history and track record.

Subsequently, the delegates visited Oman's technology park, Knowledge Oasis Muscat (KOM), where they were received by Mohammed bin Hamad Al Maskari, Director General of the Knowledge Oasis Muscat.

They were informed on the main services and facilities offered by KOM for the companies operating in the ICT sector, and the educational institutions functioning within KOM.

The Polish delegation discussed with the officials on the Sultanate's investment opportunities, and hailed the Oman's experience in the industrial sector and its role in achieving the country's sustainable development.

SAMENA COUNCIL

'Harmonised national ICT policies essential'

Times News Service

MUSCAT: While the development and growth of the telecommunications and ICT industry has been tremendous over the years, the emergence of next generation technologies and new ICT policies has resulted in a number of discussions revolving around the need for harmonised national ICT policies in the Samena region.

Against the backdrop of this need for policies that will help with the ICT industry's development and progress in the region, Samena Telecommunications Council, the tri-regional telecommunications consortium will convene some of the industry leading CEO's, experts and decision makers at its annual "Beyond Connectivity 2012" conference from April 3-4 in Muscat, Oman.

Highlighting the theme "Harmonised Policy — An Enabler for Digital Economy Growth?" for this year's conference, Thomas Wilson, CEO and Executive Director of Samena Telecommunications Council said, "Harmonised national ICT policies are fast becoming a major issue in the Samena region, and will be a major component in its continued development and growth. A delicate balance is needed between such policies and the changing trends in the convergent world, which we hope will enable a competitive business environment among operators and service providers."

Bocar A. Ba, President of Samena Telecommunications Council further added, "We strongly believe that there is a need for a collaborative approach on numerous issues such as Spectrum Harmonisation, DD (Digital Dividends), Infrastructure Sharing, Local Loop Unbundling (LLU), Public Private Partnership (PPP) and International Roaming Rates, which advocate that region-wide harmonised ICT policies and ITRs be devised and implemented to help further boost industry growth."

The two day event begins with a discussion on International Telecommunication Regulations (ITRs) and the need for unified ICT policies, along with how policies and regulations can be a major tool to boost broadband proliferation.

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Investment Manager	VISION REAL ECONOMY GCC FUND	VISION Emerging GCC Fund	VISION Emerging Oman Fund
NAV Date	21/03/2012	21/03/2012	25/03/2012
NAV per Unit	1.147	0.832	1.03
Adjusted NAV Per Unit**	1.197	1.533	1.03
Inception Date	14/04/2010	19/05/2005	06/08/200
Dividends paid	5%	16%	
Bonus Shares	-	60%	
YTD Performance	7.00%	11.68%	3.08%
Adjusted YTD Performance	11.66%	11.68%	3.08%

* Adjusted for 50 baiza dividend per unit as at record date 07/03/2012 in Vision Real Economy GCC Fund
** Adjusted for bonus & dividends, assuming dividends are reinvested

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صندوق التوازن الاستثماري
Investment Stabilization Fund
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INVITATION

Notice to attend the Annual General Meeting for Investment Stabilization Fund

The Investors Committee of the Investment Stabilization Fund is pleased to invite all the Unit holders to attend the Annual General Meeting scheduled to take place at 5 pm on Saturday corresponding to 31/3/2012 in "Nisnas Hall" in Majan Continental Hotel to consider the following Agenda:

Annual General Meeting Agenda

- 1) To consider and approve the report of the Fund Investors Committee ended on 31 December 2011
- 2) To consider and approve the corporate governance and management report of the Fund for the year ended 31 December 2011
- 3) To consider and approve the Auditors' Report, and approve the Financial Statements and Profit and Loss Account for the year ended 31 December 2011
- 4) To ratify the sitting fees for the investment committee members for the year ended on 31 December 2011 (as attached) and determine the sitting fees for the financial year which ends on 31 December 2012
- 5) To approve grant of remuneration to the Investors Committee members which amount to R.O. 38,000 for the financial year ended on 31 December 2011
- 6) To approve the related party transactions which took place during the financial year ended on 31 December 2011 (as per the attachment)
- 7) To approve the appointment of the External & Internal Auditors for the financial year ended on 31 December 2012 and determine their fees

Pursuant to the provisions of the Articles of Association of the Fund each unit holder may authorize any other person to attend the meeting and vote on his behalf provided that the authorization is on the authorization card issued by Muscat Depositories and Clearance Department enclosed with the invitation. In relation to the natural person the ID copies of the adults or the passport copies of the women and minors who do not have ID card, and resident card or passport copy for non Omanis must be enclosed with the authorization. For juristic entity the authorization card must be signed by an authorized signatory and authorized by the Company stamp along with copies of the Commercial Registration documents.

Please contact Mr. Houssam Kharbotli on Tel: 24523505 or Fax: 24523501 if an authorization is required.

Chairman Investors Committee Legal Advisor Auditor s