

GIBL takes a different tack on INVESTMENT BANKING



Global Investment Bank Limited (GIBL) is carving out a niche in the financial industry because of its ability to transform perceived challenges into real opportunities, says CEO Reza Dari.



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Most people may find it difficult to see a silver lining to the global financial crisis, but Reza Dari, Chief Executive Officer of Global Investment Bank Limited, says he has always viewed it in a positive light.

“The crisis paved the way for the evolution of the banking industry towards higher transparency and ethical best practices,” he comments. “It also created an opportunity for new market entrants to provide fresh views, ideas, and strategies that bring into focus a more human-centric approach to investment banking.”

Incorporated in the Dubai International Financial Centre (DIFC) in 2010, GIBL – in a short space of time – has managed to make a mark in the regional and global financial scene. Its innovative strategies and thought leadership for greater client centricity has also been recognised by industry observers such as the UK-based Corporate LiveWire, which named it the “Investment Bank of the Year” in 2014.

THINKING OUTSIDE THE BOX

Dari says the key advantage of being a dynamic boutique investment banking firm, especially in a high-potential target market such as the Middle East and Africa (MEA),

is the willingness to transcend boundaries through creative strategies and alternative solutions.

“There are over 100,000 high-net-worth individuals (HNWIs) in the GCC and approximately 7,000 ultra-HNWIs in MEA with a combined net worth of over US\$1 trillion. These figures highlight a great opportunity for regional wealth managers. However, given the projected growth in the collective net worth of regional family businesses we see an even greater opportunity in wealth creation,” he says.

Advocating for involvement of the regional family office sector, the firm plans to launch in Q1 2016 the Guardian Multi-Family Office Platform in partnership with leading global financial institutions, to provide wealth management and family support-related services under a single structure, a first come-to-market offering in the GCC.

“With a minimum subscription of US\$5 million, the Guardian aims at breaking through a major industry barrier, which currently stands at US\$100 million of investable assets. Operational efficiency through economies of scale will encourage new market entrants into the family office domain, which has been long reserved exclusively for the ultra-rich,” Dari explains.

Another product to whet investors’ appetite this year is the International Film Fund (IFF), which will focus on equity financing of premium high-budget feature films in strategic partnership with Hollywood producers, artists, and industry experts. The fund seeks to apprehend value in long-term revenues generated from the ancillary markets (i.e. DVD/Blu Ray distribution, syndication, etc.) in addition to the US and international box office sales.

US\$2BN AUM IN FIVE YEARS

Through the planned launch of various niche asset management products over the next five years, GIBL is targeting US\$2 billion of assets under management (AUM), according to Dari.

“We are convinced that the historic cookie-cutter approach to banking and wealth management is becoming obsolete. Our success is ultimately defined by the real social and economic value we add through active participation,” he says.

GIBL is a company limited by shares incorporated in the Dubai International Financial Centre and is regulated by the DFSA. GIBL only provides services to Professional Clients as defined under the DFSA COB Module. 