

MIDEAST GROUP OF COMPANIES

CORPORATE PROFILE



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CORPORATE OFFICE

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MIDEAST GROUP OF COMPANIES

MIDEAST GROUP OF COMPANIES is engaged in providing total investment services to Individuals and Corporates across the world since 1986. Each group company is professionally managed and has been registered with the relevant Authorities like SEBI, Stock Exchanges, RBI, AMFI, IRDA etc. to offer various financial products, services and solutions.

The services of Mideast Group can be categorized in the following areas:

1. Individual NRI Investment Services:

Mideast Group offers Portfolio Management Services (PMS), Stock Broking, Initial Public Offering (IPO) Investments, Mutual Fund Investments, Insurance and Real Estate Investment services to its clients.

2. Corporate Investment Services:

Mideast Group offers Issue Management (Merchant Banking), Private Placement of equity shares, Project Funding and Advisory services to its corporate clients. Project Funding may be sourced through Indian or International investors via ECB, FCCB, FDI, PE investment or other appropriate route. Mideast Group also offers advisory and project funding services in Renewable energy especially Wind power.

The contents of this Corporate Profile are as under:

- (1) Promoters Profile
- (2) Portfolio Management Services
- (3) Capital Market Service
- (4) Broking Service
- (5) Property service
- (6) Corporate Finance Service
- (7) Mideast SVS Partnership
- (8) Green Energy - Advisory & Funding Service
- (9) Registrations obtained from various authorities

PROMOTER OF MIDEAST GROUP OF COMPANIES

The group of companies is promoted by Mr. Kishor A. Shah and his Associates.

Mr. Shah is now well assisted by his daughters Ms. Poonam Shah and Ms. Nidhi Shah.

Mr. Kishor A. Shah, 63, is a professionally qualified Cost Accountant and First Rank holder in Masters of Commerce from Mumbai University. Mr. Shah has more than 40 years of experience in finance field. He has been successfully managing Mideast group of companies for past 25 years.

Ms. Poonam Shah, 28, an MBA - Finance from Zicklin School of Business, Baruch College, City University of New York, USA, has four years experience in NRI retail services with Mideast Portfolio Management Ltd. She has a master's degree in family business management from Narsee Monjee Institute of Management Studies (NMIMS), Mumbai. She currently works as an Executive Director for International Project Finance Division.

Ms. Nidhi Shah, 25, an MBA - Finance from Zicklin School of Business, Baruch College, City University of New York, USA, has been managing the Real Estate division for more than two years. She has been a rank holder in the state of Maharashtra for the Higher Secondary Certificate exam. She has also pursued Advance Course in French language from Alliance Francais de Bombay after graduating in Management from the Mumbai's prestigious Narsee Mongee commerce college.

BOARD OF DIRECTORS OF MIDEAST GROUP

Shri	Kishor A. Shah	-	Chairman & Managing Director
Smt.	Jyoti Kishor Shah	-	Director
Ms.	Poonam Kishor Shah	-	Executive Director (MBA Finance, USA)
Ms.	Nidhi Kishor Shah	-	Director (MBA Finance, USA)
Shri.	Dilip S. Shah	-	Director (Businessman)
Shri.	Harish Kotian	-	Director (Businessman)
Shri.	Urvish Shah	-	Director (IT Professional)
Shri.	Vincent Mascarenhas	-	Director - NRI (USA)
Shri.	Pratap Chudasama	-	Director - NRI (USA)

MIDEAST PORTFOLIO MANAGEMENT LIMITED (MPML)



MPML is a Public Limited Finance Company registered with SEBI as Portfolio Manager. It has a paid up Capital of Rs. 5.00 crores (approx. USD 11 million). The Company floated its IPO in the year 1993 and its equity shares are listed on the Bombay Stock Exchange. It has more than 3000 shareholders.

INDIVIDUAL NRI INVESTMENT SERVICES

Mideast provides “TOTAL INVESTMENT” Services to NRIs. The Services are organized into the following modules to enable NRIs to avail various services at any time.

- Portfolio Management Services – Discretionary / Advisory Schemes
- IPO - Providing Forms / applying on behalf of the clients
- Stock broking services / Online Trading Facilities
- Demat services - with / without Power of Attorney
- Investment in Mutual Fund - Investment/Disinvestment / Evaluation.
- Insurance – Life Insurance Policies from ICICI Prudential and LIC of India
- General Insurance/ Travel Insurance/ Health Insurance from ICICI Lombard
- PAN Card application, I-T returns, etc

NRI CLIENT BASE

Mideast has built a strong client base in the Middle East and other countries over the last 25 years:

- Its clients are spread in more than 100 cities over 22 countries.
- It has strong base in the UAE, Saudi Arabia, Oman, Kuwait, etc.
- It is known to more than 10,000 NRI clients
- Mideast group has more than 3,000 NRI equity shareholders in its group companies.
- Mideast is holding Power of Attorney from more than 600 NRIs to operate their Bank accounts and Demat accounts for their investment in India.

OUR COMMUNICATION SYSTEM WITH NRIs

- Recommendations: Regular circulars to all NRI clients on investment opportunities through emails and posting on the company’s website.

Corporate Profile – **MIDEAST Group**

- Trading: Live chat for prompt placing of buy/sell transactions
- Personal meeting: Office Visits by clients during their India trips and our visits to the clients' city
- Reporting: Login User Id & Password for registered members to review own trading account, PMS, MF, Demat, and Bank Statement.

Thus, the communication with investor is instant & online at any time.

CAPITAL MARKET SERVICES

1. MERCHANT BANKING

Mideast Portfolio Management Limited enjoyed SEBI accredited Category I (One) Merchant Banker status from 1995 to 1998. During this period, it has successfully managed few IPOs in the capacity of Book Running Lead Managers or Co-lead Managers or Advisors.

The following is the list OF IPOs managed by Mideast:

- Sweatamber Steels Limited
- Zenith Computers Limited
- Mcdowell and Company
- ABN Granites Limited
- East – West Airlines

The Company has plans to renew its Merchant Banking registration with SEBI in near future to expand its capital market services.

2. PLACEMENT OF EQUITY SHARES

Mideast has arranged placement of equity shares of more than 200 companies to NRIs before and during IPOs in India. It was one of the largest NRI fund procurer in India and recognized name in Merchant Banking circle. It was very active in NRI Firm Allotment in 1990s and had mobilized fund of more than Rs.61.75 crores (approx. USD 14 million) was from NRIs in Firm Allotment for more than 84 companies.

Corporate Profile – MIDEAST Group

At present, Mideast has more than 600 NRI Power of Attorneys to operate clients NRO / NRE Bank accounts and make investment in IPOs and NRI firm allotments on their behalf. Since the clients have complete trust in the company's capabilities, even during depressed market condition, it was able to maintain these accounts.

The following are some of the Firm Allotments and Bond Issues done by Mideast:

PAST ISSUES (TO NRI ONLY)

Sr. No.	YEAR	ISSUES	AMOUNT MOBILISED
1.	1990	SBI US \$ BOND	US \$ 2.5 Million
2.	1991	SBI US \$ BOND	US \$ 5.5 Million
3.	1992	SBI – India Development Bond (IDB)	US \$ 11.4 Million

MAJOR ISSUES (NRI QUOTA ONLY)

Sr. No.	ISSUES	AMOUNT MOBILISED
1.	CORE PARENTALS	Rs. 95 Lakhs
2.	TIMEX WATCHES	Rs. 78 Lakhs
3.	HIMANCHAL TELEMATICS	Rs. 50 Lakhs
4.	KOTAK MAHINDRA FINANCE	Rs. 56 Lakhs
5.	OSWAL SUGARDS	Rs. 68 Lakhs
6.	TAMIL NADU PETRO	Rs. 29 Lakhs
7.	JINDAL IRON	Rs. 55 Lakhs
8.	PENNAR ALUMINUM	Rs. 27 Lakhs
9.	HANIL ERA TEXTILES	Rs. 33 Lakhs
10.	SUPREME PETROCHEM	Rs. 38 Lakhs

PERFORMANCE RANKING BY PRIME PUBLIC ISSUE MONITOR - NRI QUOTAS

Sr. No.	ISSUE NAME	RANK IN NRI QUOTA	PERCENTAGE
1.	HOT LINE GLASS	I	0.04
2.	TIMEX WATCHES	II	0.23
3.	OSWAL SUGAR	II	0.15
4.	HIMANCHAL TELEMATICS	IV	0.15
5.	SRIMAN ORGANICS	IV	0.12
6.	HANIL ERA	III	0.07

MIDEAST SECURITIES PRIVATE LIMITED

Member: Bombay Stock Exchange Limited



It is a Private Limited Company engaged in share and stock broking activities. It is a SEBI registered Main Broker on Bombay Stock Exchange. It offers trading in cash and derivatives segment of the BSE. The company has plans to open 50 stock trading centers in India and Abroad in next one year.

KISHOR A. SHAH

Member: Inter-Connected Stock Exchange of (I) Limited



This is a Proprietary Firm engaged in stock broking business. The Firm is SEBI Registered member of Inter-Connected Stock Exchange of (India) Ltd. Being a member of this exchange, this firm can operate as a sub broker of the National Stock Exchange in cash and derivatives segments.

It is also SEBI registered sub broker for the BSE Operations. It has live trading terminal – BOLT in its corporate office and more than 18 Online Trading terminals abroad. This enables us to provide to our clients the stock trading facilities of both NSE and BSE.

MIDEAST PROPERTIES PRIVATE LIMITED (MPPL)



MPPL is engaged in providing Real Estate Investment services such as Investments in Residential and Commercial properties, Land plots etc. to the NRIs and Resident Indians. The prospective investor may get in touch with the company executive to give his requirement for buying / selling the property in order to enable the company to identify opportunities for him.

The prospect may also identify suitable property from MPPL website which contains data of more than 500 properties all over Mumbai & Navi Mumbai. The company plans to post properties from other cities of India in the near future.

ONLINE PROPERTY AVAILABILITY- Especially For NRIs

Mideast Properties has setup website which displays “Projects On Hand” in Mumbai and Navi Mumbai. This helps NRI to select and invest in right Property, at right price and of their choice sitting at his residence anywhere outside India.

Mideast has established contacts with developers in Mumbai and Navi Mumbai, who provide up-to-date information on their projects.

Mideast has team of specialists not only compiling data of best properties but also maintaining cordial relations with developers. This will help NRIs to complete property acquisition smoothly.

The Investor gets TOTAL SERVICES under one roof.

1. PROPERTY INVESTMENT SERVICES

- **Marketing real estate projects all over India**

Providing database of new/under Construction Projects for sale in structured manner to enable members to get quickly required information from more than 500 projects in Mumbai & Navi Mumbai, at the moment. The company plans to expand to other major cities like Pune, Ahmedabad, Delhi etc.

Corporate Profile – MIDEAST Group

- **Buy/Sell Ready (under possession) properties**

Members are given facilities like classified advertisements to buy/sell ready properties through Mideast.

- **Renting Properties**

The company will to rent-out properties of its member clients to corporate/ others in India.

- **Land Bank**

The company can create opportunities to organize purchase /sale of land in India.

- **Marketing Exclusive Projects**

The company can arrange exclusive projects from reputed developers **ONLY**; for its member clients. It can arrange for projects with good discounted rates for Mideast Clients. This will enable the client to make good profits.

2. OTHER SERVICES

- Arranging Home Loans
- Stamp duty payment
- Registration of Properties
- Property price trends in major cities
- Advise on Vastu Shastra
- Arrange for site visits with client / his relative / his friend

3. NEWS & PROPERTY RATES

- Important articles on property developments in Mumbai & Navi Mumbai
- Last 14 years' property rates in Mumbai & Navi Mumbai

SUPRA PACIFIC MANAGEMENT CONSULTANCY LIMITED



Supra Pacific Management Consultancy Ltd is a Public Limited Company registered with RBI as a Non-Banking Finance Company (NBFC). It has a paid up capital of Rs. 4.32 crores (approx. USD 1 million). The Company floated its IPO in 1997. Since then its equity shares are listed on Pune Stock Exchange. It has more than 2000 shareholders.

CORPORATE FINANCIAL SERVICES

The Company has established personal contacts with other Consultants, Chartered Accountant firms and several Managing Directors all over India, which enables Mideast to get regular flow of proposals for corporate funding and services.

▪ INTERNATIONAL FUNDING

Mideast group has excellent contacts abroad with Lenders/ Banks/ Financial Institutions through our Directors / Associates. It has organized USD funds under External Commercial Borrowing (ECB) scheme as per RBI Guidelines for reputed Indian Companies. It can also arrange subscription of FCCBs. The contacts are well established for raising funds through Stand-By Letter Of Credit (SBLC), Prime Bank Guarantees, Asset Financing, ECBs. Mideast can also raise private equity through its partners.

▪ INDIAN FUNDING

Mideast has developed expertise for debt restructuring and preparation of project report and presentation for Indian funding. Mideast has excellent contacts with banks/ institutions for term loan/ working capital for Indian Corporates. It has successfully completed several proposals.

▪ SEZ INVESTMENT IN INDIA:

Mideast offers services for setting up Special Economic Zones (SEZ) in India in collaboration with a Singapore Company. The services included scouting of suitable land along with due-diligence, application for setting up SEZ with the concerned State Government and Central Government departments along with possible

Corporate Profile – **MIDEAST Group**

arrangements of financially and technically strong Internationally acclaimed Joint-venture partners, Architect for master plan and design and Project management consultants and related logistics to kick start projects, marketing of space and availability with suitable clients and partners.

SCOPE OF CORPORATE FINANCIAL SERVICES:

Mideast group provides financial advisory / consultancy services to Indian Corporates / Project Owners / Developers and International funders to identify suitable Partners. It arranges funding for Indian corporate from its various sources. It also advises and manages formation of appropriate outfits (JVs / SPVs, etc) to execute projects successfully.

Briefly, Mideast does the following:

- Sourcing Of Proposals (Greenfield / Expansion) Through Its Vast Network Of Associates
- Identification Of International Partner / Associate
- Formation Of Strategic Partnership / Association / Joint Venture / SPVs With International Partner
- Bringing PE / FDI Investment From USA / Europe
- Debt Funding / Asset Financing

The company has associations with Mr. Raj Lakha and Mr. Vincent Mascarenhas based out of the UK. Another such tie up is with the SVS Securities, London, UK.

MIDEAST - SVS PARTNERSHIP:

Mideast has recently signed an MOU with the UK based SVS Securities. SVS Securities is a specialist stockbroker located in the City of London providing services to private, corporate and institutional clients in a number of areas. These include trading in stocks, CFDs, carbon credits, foreign exchange, etc.

SVS Securities PLC is an FX Broker authorized and regulated by the Financial Services Authority (FSA) and member of the London Stock Exchange and BlueNext.

Corporate Profile – **MIDEAST Group**

SVS has a dynamic team of experienced corporate finance professionals who can provide expert advice on the entire range of issues that affect both public and private small to medium sized companies, including:

- **Venture Capital:**

SVS has strong relationships with **UK-based private equity houses** and can raise finance for growth, development capital, MBOs and MBIs.

- **Pre-IPO Financing:**

SVS has strong relationships with **Specialised** funds that invest in companies which are 6-12 months away from floating on the London Stock Exchange.

- **Flotation:**

SVS has an excellent track record of advising companies through the admission process onto the **AIM and PLUS Markets**. It has an outstanding record of successfully raising finance for companies on flotation and once listed.

- **Public Company Advisory:**

SVS acts as financial adviser, corporate adviser and corporate broker on the AIM and PLUS Markets. It believes in maintaining close relationships with our corporate clients in order to provide innovative solutions to the strategic, financial and regulatory issues that our clients face.

- **Mergers and Acquisitions:**

SVS adopts a proactive approach to mergers & acquisitions, identifying and targeting suitable companies on behalf of clients who wish to pursue a dynamic growth strategy. SVS uses its relationships to procure debt and equity financing.

- **Corporate Broking:**

SVS focuses on assisting fast-growing companies in the sub-£50m sector where the corporate broking team is responsible for raising the capital at AIMs/PLUS markets.

COMPANY SELECTION

A stringent selection criterion set by SVS Securities ensures that only the companies with strongest growth opportunities are presented to its network of Investors. The companies to be funded must be well-placed in a high-growth market and be looking to raise money for a specific purpose. The primary focus of SVS is on companies with revenue generating businesses and experienced management. Thus, SVS is looking to fund quality companies.

FUND RAISING

SVS has an extensive UK institutional network which includes AIM, VCT & EIS fund managers, as well as Private Client Stockbrokers. Its market distribution and close relationships give us key institutional placing power during both flotations and secondary fund raisings.

Mideast Group was approached by the following individuals / corporates to raise funding:

Sr. No.	Name of Client	City	Date
1	Mr. Maushik Patel	Mumbai	22/07/2008 - Supra
2	Mahavir Builder	Navi Mumbai	22/07/2008 - Supra
3	Creative Infrastructure	Chennai	14/02/2009
4	Raghunath Spintech Private Limited	Hyderabad	11/05/2010
5	Best Express Shipping Transport Pvt. Ltd	Mumbai	08/11/2010
6	Mighty Group	Mumbai	27/11/2010
7	Servewell Printers	Mumbai	17/01/2011
8	Shubhkamna Buildtech Pvt. Ltd.	Noida	07/03/2011
9	Global Towers Ltd	Mumbai	10/03/2011
10	Sagar Developers	Navi Mumbai	15/04/2011- MPPL
11	Rudra Buildwell Projects Private Limited	Noida	30/04/2011

Corporate Profile – **MIDEAST Group**

Mideast Group has taken Mandates from the following Corporates:

Sr. No.	Name of Client	City	Date
1	Trimurti Trade Linkers & Promoters (P) Ltd.	Varanasi	10/02/2009
2	Dunnimaa Engineers & Divers Enterprises Pvt. Ltd.	Navi Mumbai	29/03/2010
3	PBG Mall Management Pvt. Ltd. (Lakhani Builders)	Navi Mumbai	29/03/2010
4	Sarkar Estate Pvt. Ltd	Mumbai	18/10/2010- MPPL
5	Axis Structural Pvt. Ltd.	Hyderabad	2012/2010
6	Eshwari Textile Processing Pvt. Ltd.	Bangalore	17/01/2011
7	Fusion Buildtech Pvt. Ltd	Noida	17/01/2011
8	Sparta Cement & Infrastructure Ltd.	Ahmedabad	03/05/2011

MIDEAST ENERGY LIMITED



(Formally **Montage Securities Limited**) is a Public Limited Company. It has a paid up capital of Rs. 2.09 Crores (approx. USD 500,000). The Company has changed its business profile from Stock Broking to Renewable Energy. It has planned to set up Solar Power Project in the year 2012.

MIDEAST WINDFARMS PRIVATE LIMITED



The Wind farm related business of group is being transferred in this company with approval of SEBI, Stock Exchange, ROC, Shareholders, Lenders, TNEB and relevant authorities. The company has obtained approval from its shareholders to expand the wind power generating capacity up to 350 MW. The funding is being tied up with international lenders. The project is expected to commence in the year 2012.

WIND FARM - OWN PROJECT



Mideast has a rich experience of owning and operating a Wind farm since 1996. This project is located at Village - Veerapatti, Taluka - Palladam, District -Coimbatore, State - Tamil Nadu. The state of Tamil Nadu is the highest producer of wind energy in India. Mideast is planning to expand the project by setting up by additional windmill at the same location. The expansion will be minimum 20 MW to maximum 100 MW.

RENEWABLE ENERGY PROJECT FUNDING SERVICES

Mideast group can arrange funding for green energy projects through its associations in India and abroad at a very low interest rate (LIBOR + 300 bps) OR in INR; it will be less than 5% per annum. The company offers advisory services to prepare DPR and presentation required to be given to the prospective investors. It can also guide on the

initial documentation for availing the Carbon Credits from UNFCCC and can also find buyers of such instruments through power exchanges.

WINDFARM – TURNKEY PROJECT ADVISORY SERVICES

Mideast offers following services:

1. Total Project Commencement / Management to:

- Survey and identify most suitable land at reasonable cost
- Ensure registration of land ownership documents
- Identify supplier of wind turbine generator
- Supervision of Erection & Commissioning of windmill
- Ensure Government NOC documents
- Ensure Power Purchase Agreement
- Ensure Annual Maintenance contract
- Obtain proper Insurance policy
- Open Bank account to receive monthly payments from TNEB
- Registration of the project with MNES for incentives.

The Project management fee (one time) is 2% of the Cost of the project Plus any Out of pocket expenses.

2. Annual Project Maintenance to:

- Ensure raising invoice for power generation
- Ensure weekly reading of power generation
- Collect funds & deposit money in clients account
- Remittance of money abroad for payment to the sponsor
- Ensure Annual Maintenance & Insurance policy
- Maintain the books of accounts as per the Indian law
- Ensure to avail Tax benefits like Depreciation, tax free income etc
- File income tax returns to ensure “No tax for first 10 years”
- Any other services related to this project
- Ensure documentation for Carbon Credits

The annual service charge is 3 % of the Net revenue per annum.

OUR SERVICES & CORRESPONDING REGISTRATIONS

1. INDIVIDUAL NRI INVESTMENT SERVICES

- ♣ Offered by Mideast Portfolio Management Limited
SEBI Registration No. for Portfolio Manager INP000001405

2. CAPITAL MARKET SERVICES

- ♣ Merchant Banking, Placement of Equity shares

3. STOCK BROKING SERVICES – MEMBER OF STOCK EXCHANGE

- ♣ Member Bombay Stock Exchange Ltd- SEBI Registration No. - INB011417434
- ♣ Member Stock Exchange Inter-Connected Stock Exchange of India Ltd.
SEBI Registration No. – INB240554312

4. STOCK BROKING SERVICES – SUBBROKER

- ♣ Offered by Kishor A. Shah – BSE Cash and Derivatives segment –
Sub Broker - BSE SEBI Registration No. – INS011686917/ 01-07277

5. MUTUAL FUND SERVICES

- ♣ Offered by Kishor A Shah-AMFI Registration No. - ARN 12196

6. INSURANCE SERVICES

(a) LIFE INSURANCE POLICIES

- ♣ ICICI Prudential Life Insurance Company Limited
Offered by Ms Poonam K Shah - License No. ICI 174707
- ♣ Life Insurance Corporation of India
Offered by Ms Nidhi K Shah-License No. 5818999

(b) GENERAL INSURANCE POLICIES

- ♣ ICICI Lombard General Insurance Company Limited
Offered by Ms Poonam K Shah - License No. 376174707

7. REAL ESTATE SERVICES

- ♣ Offered by Mideast Properties Private Limited

8. CORPORATE FINANCIAL SERVICES

- ♣ Project Funding and Advisory services
- ♣ Offered by Supra Pacific Management Consultancy Limited, a Non Banking Finance Company (NBFC) registered with the Reserve Bank of India – RBI Registration No.13.01238

9. RENEWABLE ENERGY ADVISORY AND PROJECT FUNDING

- ♣ Experience of owning and operating a Wind farm Project.
- ♣ Project Funding for Wind Power and Solar Power projects