

CONCORD INTERNATIONAL INVESTMENTS: Strong-Performing Egyptian Funds for Sophisticated Global Investors

Based in New York, Concord International Investments is currently managing \$1.3 billion in international investments in Egyptian publicly listed securities and private equity through more than a dozen open- and closed-ended funds. Concord is focused almost exclusively on this market, providing sophisticated investors with world-class investment opportunities in one of the most investment-friendly emerging market economies.

This spring, Concord is taking its first step outside of Egypt with the launch of a Turkish fund. This open-ended fund has a target size of approximately \$50 million and will be supported by Concord's own in-house research staff—which consists of 11 professionals and almost 75 support staff—reflecting the firm's policy of only investing in securities that it

researches itself.

Concord's high standards were reflected in a 2010 Morningstar report on Egyptian funds, which awarded four of Concord's funds with a five-star ranking. "We deliver these results because we are focused, and because we do in-depth research," says Mohamed S. Younes, Concord's Chairman and Founder.

Founded in 1988, Concord provides investment strategy, corporate finance, strategic planning and asset management to qualified individuals and institutions, including the European Investment Fund; DEG, Germany's development finance institution; Kuwait's Public Institution for Social Security; several Abu Dhabi institutions; and Egypt Post.

The firm has \$1.018 billion in listed Egyptian securities; \$305 million in fixed income and equities in the U.S. and other countries; and another \$281 million in three Egyptian private equity funds, mostly invested in industrial firms, as well as in one real estate fund focused largely on commercial real



Mr Mohamed S. Younes, Chairman and Founder, Concord International Investments

estate and tourism projects.

Younes cites other ways the firm has supported the Egyptian market: his two terms on the board of the Central Bank, and the firm's managing director's tenure as Chairman of the Egyptian Exchange.

"We've done a lot beyond just manage money," he says. ■