SANBAN

BUSINESS COMMERCIAL

INVESTMENTS

CORPORATE PROFILE

THE ART
OF NOTHING
IMPOSSIBLE
EXPO
2020
DUBAI
UAE
الإمـــارات
THE EMIRATES

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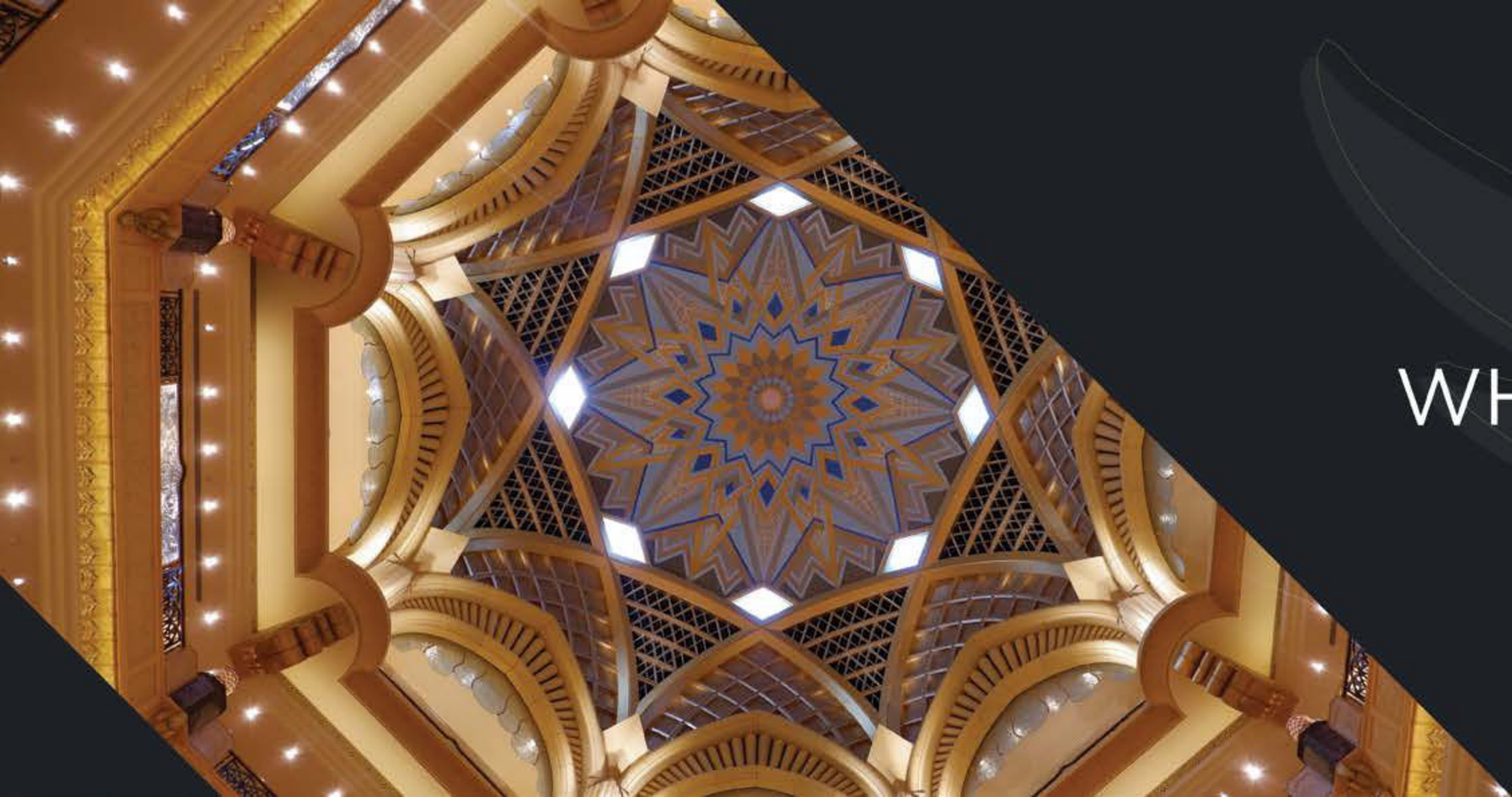

WHO WE ARE

WHO WE ARE

In SANBAN we believe that thinking big is not just an idea, it is not just a theory.
We remind ourselves regularly that we have to be better than we think we are.
The size of our success is determined by the size of our belief.

VISION & METHOD

NETWORK

We respect the capacity and desire for personal growth, as well as the talents and beliefs of our partners, colleagues, alumni, recruits and all other people. We meet in the course of our work. Regardless of position or title, we treat people with due diligence.

We value ideas on their merit, not on the tenure of their source.
We recognize that respect requires both truthfulness and empathy.
We deal with one another in an open and honest way.
We encourage constructive criticism.
We reward performance and contribution consistent with our values.
We utilized and implemented transparent decision making processes.
We lead by example.
We recognize that our investments are a challenge but respect is out of question for us.

NETWORK

At SANBAN, we strive for a diverse workplace.

It is fundamental to our success that we accept, value and incorporate the contributions of people from a wide variety of backgrounds.

Diversity of thought, knowledge, expertise, experience, and background is crucial to creating an environment where creative tensions exist and new ideas emerge.

VISION

We anticipate our success by our investment success.

We make all our resources available to our partners and commit ourselves wholeheartedly to success. We want to identify our real needs and cover them by long term and successful investments.

Vision without limit comes as a priority when the real chance emerges.

VALUES

We are committed to invest to people.

They create value for our investments that is highly recognized.

We deliver tangible positive change, not simply presentations ideas.

We set our standard for value creation extremely high.

At SANBAN value creations requires that we must enhance our partner's capabilities and deliver competitive advantage and bottom-line impact.

THE PERSPECTIVE

We seek competitive advantage for our investments.
Our approach is to consider business in whole; the competitive system, and its dynamics.
We identify market positions and capabilities that enable them to deliver superior results in a sustainable manner. Valid ideas, rigorous analyses, external perspectives, root causes, and explicit logic serve as foundations for objectives decision-making.
Strategy matters in all business endeavors. We seek to identify advantage in all of our efforts.

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PARTNERSHIP

A partnership perspective guides SANBAN relations both internally and with our partners.

We take a long-term view in our relationships.
We seek to build bonds founded on respect, caring, honesty, mutual support.
We work together in a manner that is team-oriented, constructive, and challenging.
Internally, we believe that a collegial environment fosters continuous learning.
We know that teamwork and cooperation are essentials to our success both as a company and as individuals.

We aspire to a lifelong bond with those who have joined.
We respect our partners and fully appreciate the challenges they face.
We challenge our partners and we seek to be challenged by them.
We work at all levels of the organizations to drive lasting change.
We feel privileged to share in their achievements.
We appreciate our partners knowledge and experience.
We want to strengthen their capabilities rather than substitute for management.

SOCIAL IMPACT

We seek to have a positive and lasting impact beyond the business domain. We believe we can make the world a better place both directly through our investments work and through our voluntary efforts.
We seek to pursue progressive policies in every culture where we provide services. We donate a portion of our time and resources to community and global institutions.
A world population and markets continue to grow, ensuring the stability and sustainability of our economies is a fundamental responsibility of all institutions and individuals.
At SANBAN, we will share our intellectual capital on sustainability openly, work with partners to support their sustainability efforts, and take steps as a company to minimize our own impact on the environment.

We are committed to invest in people.

STRATEGY

STRATEGY

Strategy matters. The success of any enterprise depends on knowing what business you are in (or should be in), understanding the current and future sources advantages in that business, and capturing and maintaining an unassailable advantage.

When SANBAN AMBASSADOR walks through your door, he or she will be thinking about new and innovative ways for you to compete.
Working in partnership with your company, we closely assess all relevant aspects of our investments, design strategies to unlock new sources of advantage, and support in bringing them to life.

STRATEGY

This is because our capabilities come from the expertise in five specific areas:

- **Vision and Mission.** Identifying and defining the organization's mission, as well as shared vision of the future, to inform strategy and guide actions.

- **Corporate Strategy and Portfolio Management.** Assessing the corporate portfolio of business units and developing strategies to maximized advantage, growth and value creation.

- **Business Unit Strategy.** Defining the path to sustainable advantage for a specific business unit.
Strategic Planning. Fine-tuning, supplementing, or entirely redesigning planning approaches for greater effectiveness and agility and tighter linkages with business and financial plans.

- **future of Strategy.** Applying new lenses, tools and frameworks.

MERGERS & ACQUISITIONS

Despite research showing that mergers and acquisitions (M&A) most times fail to create the wanted value, they remain an important part of any company's long term value-creation strategy. They are several key questions companies should think about as they define their approach to M&A.

- **What levers can I pull to create value from the acquisitions I pursue?**
- **How can I take advantage of the current market conditions through M&A transactions?**
- **How can I identify untapped opportunities in developing markets?**
- **How can I manage the execution of the deals I pursue?**

SANABAN can help ensure that an investment in an M&A plan is the result of a carefully developed corporate strategy. Our approach is strategy driven, not deal driven, and we reserve the freedom to say no to a deal.

COMPETENCIES

COMPETENCIES

SANBAN works with these organizations in a board variety of ways, including the following:

- **Supporting the development of portfolio strategies as the basis for deciding strategic focus and selecting projects with the highest impact.**
- **Measuring the impact of their work and understanding the key drivers of the social return on their investment.**
- **Supporting initiatives designed to increase social impact by ensuring focus and attention on the drivers of the impact.**
- **Designing their organizations to ensure the effective use of resources with strong 16 management and board governance systems.**
- **Improving their funding and collaboration strategies, including decisions about their financial models and strategies around potential endowment levels.**

IMPACT COMPETENCIES

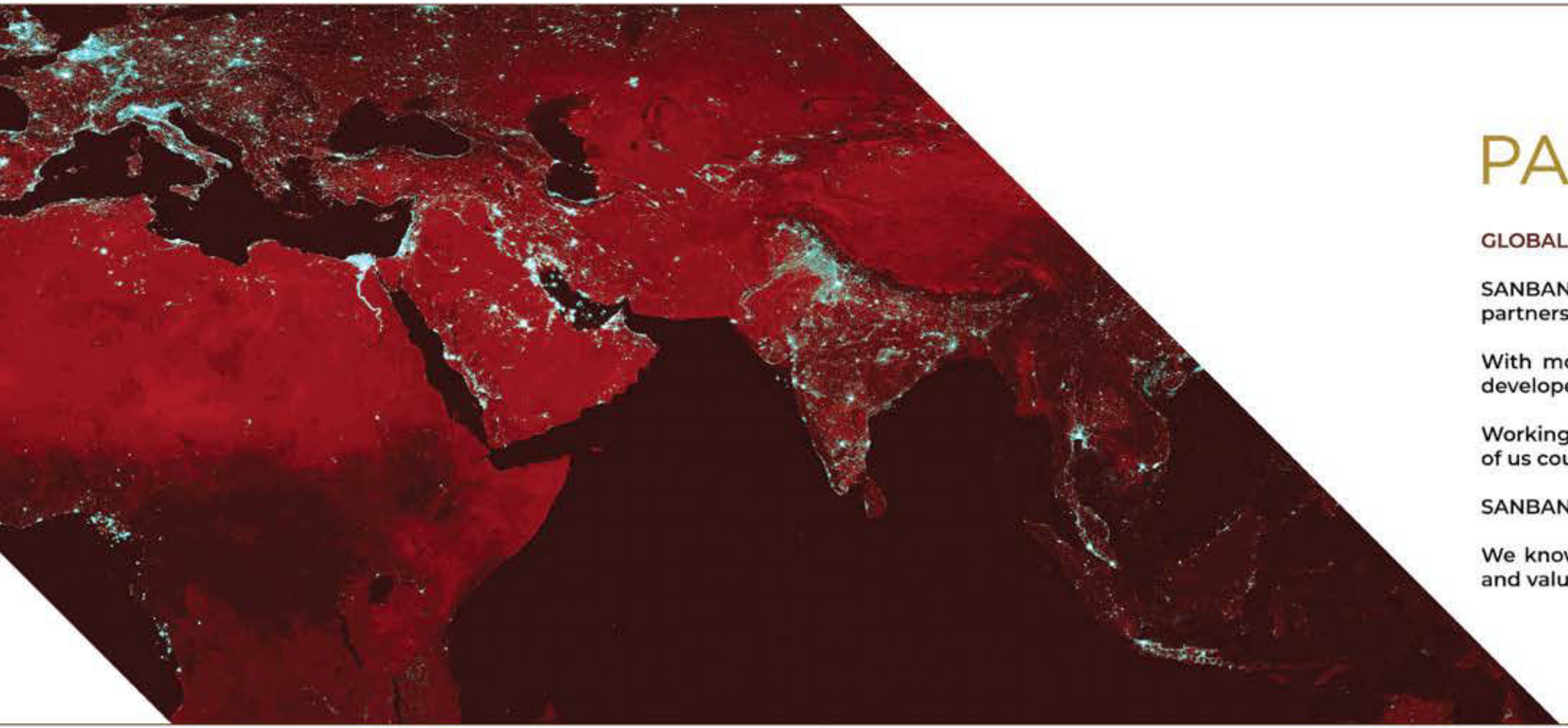
The secure dominations from individuals, corporations, foundations, and governments. non-profits are increasingly expected to show the efficiency and effectiveness of their work. Donors demand greater transparency and accountability and wish to see social return to their investments in order to ensure that their funds are creating maximum impact. The greater focus on ensuring a social return has triggered innovation in the way donor grants are structured. Social impact bonds, for example, enable donors to have greater control over results, and in some forms can even provide a financial return while also contributing a social change.

IMPACT COMPETENCIES

To be as effective as possible in meeting donor's needs, a social-sector organization must answer a number of critical questions:

- **How should we measure and tract the social impact generated by our interventions on an ongoing basis?**
- **How can we assess different types of potential interventions to determine which would have the greatest impact?**
- **How do we make the difficult decisions of choosing which needs to serve, so that our efforts remain as focused as possible?**
- **How can we convince donors that our efforts are indeed significantly improving people's lives and reaching the largest numbers of beneficiaries?**
- **How can operations on the ground make the most effective use of our limited resources?**
- **How can we encourage and support social investment-the use of private finances to deliver social good? beneficiaries?**

PARTNERS



PARTNERS

GLOBAL EXPERTISE, DEEP PARTNERSHIPS

SANBAN brings deep industry and functional expertise to the challenges our partners face.

With more than 25 years of experience in making change happen, we have developed approaches for investments that are unique, practical, and proven.

Working hard together with our partners, we create better outcomes than either of us could alone.

SANBAN does not stay in standard industry answers SANBAN moves forward.

We know that tailor-made solutions yield the greatest competitive advantage and value for our partners.

PARTNERS

We customize each solution in how our partners organization actually works and in the investments unique position in the marketplace. In collaboration with our partner, we develop new insights about the business, mobilize the organization to act, drive tangible bottom-line results, and make the investments a success.

SANABAN is uniquely positioned to contribute ideas and insights that can help generate practical solutions to problems that affect the entire world-even as it evolves more quickly than ever.

Having a "seat at the table" with our global partners enables SANBAN to make the differences in transforming the world. Our relationship position us as the partner of choice when it matters most for today's most relevant ambitious organizations.

COMMITMENT TO HIGH STANDARD

The effective management of risk across the whole enterprise is an absolute priority in today's environment. This applies not only to our co-investors organizations but also within SANBAN.

More than ever before, our stakeholders- our co-investors and staff, the business community, regulations and the general public-expect professional behaviors to demonstrate strong professional ethics. We have a responsibility to maintain the highest of professional standards-t o demonstrate that we are doing so.

SANBAN's organization includes a dedicated team of experts responsible for the oversight of risk management and professional standards worldwide.

With this structure in place, we can be specific in our expectations and explicit in putting our values into practice through our professional standards, even in the most challenging environments.

UNIQUE TALENTS FROM DIVERSE BACKGROUNDS

Our investment talents come from a wide variety of exceptional backgrounds.

They hold diplomas across a full range of disciplines.

We value and utilize the unique talents that each individual offers.

Our teams often consist of graduates with inquiring minds working alongside seasoned specialists with years of industry and functional expertise.

Although they deep knowledge in particular industries and functions, they remain generalists at heart, curious about all business issues and open to sharing their ideas and expertise. Regardless of their tenure or focus, SANBAN ambassadors share a deep commitment to your investments and the passion for change.

Working hard together with our partners we create better outcomes than either of us could alone.

SAN INTERNATIONAL
PETROLEUM

SAN INTERNATIONAL
REPRESENTATIVE OFFICE

SAN BENCHMARK INC.

ELITE EMIRATES
PETROLEUM

SAN FINANCIAL
BROKERAGE

TSAB CO

RAK NATIONAL
PETROLEUM

United Nations

17 PARTNERSHIPS FOR THE GOALS

ROLAND GUMPERT

AIWAYS

VALLE TTA fc

VVIP

VALCO
PROPERTIES BROKER L.L.C.

RIRA
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IIMSAM

PM
MINING

PARTNERS

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