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EMIRATESCAPITAL





Follow Your Dreams

The Emirates Capital Limited is a financial service provider specialising in investment management and corporate finance. We caught up with Chairman and CEO Erik Essiger to learn more about the firm and its service offering.

Headquartered in the Dubai International Financial Centre, Dubai, The Emirates Capital Limited is a DFSA regulated independent, prudent, Cat 3c financial service provider in the DIFC, Dubai, UAE. Founded back in 2007, the firm began its corporate finance business January 2008. Drawing on this vast market experience, it is able to offer a number of innovative solutions, as Erik explains.

"Here at Emirates Capital, we provide corporate finance advice, lead arrangement – as well as M&A services primarily on cross border transactions. In addition, we act as a sponsor to NASDAQ Dubai public offerings.

"With my background working with one of the big four transaction services firms the approach is to bring the same level of competence from multi-billion transactions to small and mid-size transactions. The key principle of our firm is to always deliver on promises, and to achieve this we are dedicated to developing creative solutions for complex tasks. With our team we have developed a captive private equity structure for a sovereign entity in the UAE, which is the first of its kind, and delivers a revolutionary solution to financial tasks of the group."

Shortly after the firm's inception the Lehman crisis started; however, despite this massive challenge Emirates Capital managed to survive and grow. As such the firm is experienced in overcoming economic issues, and is currently leveraging this knowledge to overcome the various issues it is currently seeing, as Erik discusses.

"Due to the financial crisis and a number of regulatory changes it is now more challenging for non-regulated entities to access funds. As such we need to identify interesting transactions and bring them to the right entities.

"Overall, my dream is to chair a growth focussed group possibly listed on a stock exchange in the UAE"

"In the energy sector we have seen a shift to reduced emission sources of energy. As a previous board member of a NYSE listed Uranium producer I have deep insights in this industry and know that the world still need all three sources of energy, hydrocarbons, nuclear and renewable in order to reduce carbon emissions. We draw upon this experience and knowledge to overcome these problems and continue to build upon our success."

Moving forward, Erik believes that renewable energy will be a key focus of the investment market in the Middle East, and as such the firm is currently preparing to launch a fund in this market to capitalise on this opportunity.

"Looking ahead, renewable energy will become a key focus for our industry, and as such we are now in the process of setting up a renewable energy fund focussing on impact investments in Middle East and Africa. The Renewable Energy Fund for Middle East Africa is supposed to become the largest impact investment fund, supporting the development of the urgently needed infrastructure development, in particular in Africa.

"Overall, my dream is to chair a growth focussed group possibly listed on a stock exchange in the UAE, and as such we are currently talking to some potential groups to become the right partner who can help us grow Emirates Capital and make this vision a reality."

