

Istithmar Senior Management Undergo Sophisticated Training in Negotiations

Dubai, 29 October, 2007: As part of its ongoing commitment to world-class investment deals, Istithmar conducted an exclusive executive education session for its senior management titled: "Strategic Negotiations: The Art of Influence."

The training session, organized by MindSight – the Middle East's premier customized executive education provider – enhanced the expertise and negotiations skill-set of Istithmar's management team. David Grunfeld, Managing Partner of MindSight said, "MindSight is delighted to partner with Istithmar, one of the region's foremost private equity, an organization that is increasingly grabbing the global business community's attention."

The Strategic Negotiations course was conducted on October 28 and 29 at Grosvenor House Hotel by Mr. Haroon Ullah, from Harvard University and the S.A.B. Negotiation Group, one of the exclusive business education partners of MindSight Executive Education and Consultancy.

David Jackson, Chief Executive Officer of Istithmar said, "Our human resources are at the forefront of our corporate values and investment philosophy. An investment house can only be as good as the people who work for it. We refuse to compromise when it comes to our employees. That's why we're thrilled to work with MindSight and Haroon Ullah."

Haroon Ullah is currently on the Faculty at Harvard's Kennedy School of Government, where he is a fellow at Belfer Center for Science and International Affairs through the Dubai Initiative. He is particularly adept in private equity and cross-cultural negotiations and issues of leadership and management.

Patrick Hidalgo, Managing Partner of MindSight said, "Through its strategic partnership with S.A.B., MindSight represents a unique offering in the Middle East market. Unlike pure negotiation academics, Mr. Ullah teaches what works, based on his and the S.A.B. Group's experience consulting on over \$16 billion dollars of real negotiations to date worldwide."

MindSight specializes in providing customized, high-impact education courses and consultancy services to leading companies and organizations in the Middle East. MindSight links the world's top minds from globally recognized business



schools including Harvard, MIT, Wharton, Stanford and Yale to contribute to developing the region's current and future business leaders. They specialize in delivering both customized, in-house and large-scale public programs on a wide range of management topics, including leadership, strategy, marketing and advanced finance topics.

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About Istithmar:

Istithmar is a private equity and alternative investment house headquartered in Dubai, the United Arab Emirates, with offices in Shanghai and New York. Established in 2003, it is 100% owned by Dubai World which in turn is wholly owned by the Government of Dubai. In the three years since its inception, Istithmar has invested in over 35 companies in three sectors -- consumer, industrial and financial services --- deploying in excess of \$3 billion of capital. Istithmar's 'I' Investment Philosophy is based around three core principles -- Ideas, Inquiry and Integrity -- and is the foundation on which the firm has established a broad portfolio of highly successful investments in the markets from North America and Europe to Asia and the Middle East. www.istithmar.ae

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