



The Gulf Capital Institute

أكاديمية رأس المال الخليجي

— Dubai · Abu Dhabi · Riyadh —

**Begins July 1<sup>st</sup>, 2026**

# GCC Private Market Fundamentals

The Unwritten Rules of Raising Capital, Building Relationships & Understanding Private Markets in the Gulf.

## **For Professionals Across:**

Private Equity ◆ Venture Capital ◆ Family Offices ◆ Real Estate  
Investment Advisory ◆ Fund Management ◆ Growth-Stage Companies

[thegulfcapitalinstitute.com](http://thegulfcapitalinstitute.com)

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# An Insider Look Into The Gulf Private Markets Ecosystem

**\$4T+**

Managed collectively across 13 GCC sovereign wealth funds, among the largest pools of capital in the world.

**\$7.6B**

Projected size of the GCC private equity market by 2033, up from \$4.2B today.

**1,889**

International projects announced in the GCC in 2023 alone, valued at \$47 billion.

**1,000+**

International financial firms in DIFC alone, including 17 of the world's top 20 banks and leading global hedge funds and asset managers

Understand the relationships, institutions, and unwritten rules shaping the

## \$73 Billion Private Market Opportunity

Sovereign-Linked Institutions



### Asset Managers



### Family Offices



### Venture Capital



# GCC Private Market Fundamentals

## (Live Program)

The program transforms what is traditionally learned through expensive conferences, private investor events, closed-door meetings, capital raising processes, and advisory engagements into structured digital education.

Week 1 The GCC Private Markets Landscape

Week 2 Gulf Capital & Investor Psychology

Week 3 Fundraising & Market Entry

Week 4 Regional Alternative Investments

Week 5 Shari'a Principals & Islamic Finance

Week 6 The GCC Capital Playbook

## What's Included

| 6 weeks | Live + Recorded |

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Purpose-built for private market executives, investors, family offices, CIOs, GPs, developers, and growth-stage companies looking to access GCC private market opportunities.

- ◆ 6 Live Executive Sessions with Regional Industry Leaders
- ◆ Practical Frameworks, Resources & Templates
- ◆ Weekly Interactive Q&A
- ◆ Private GCC Member Network Access

Limited to 12 seats only | Applications close June 15th. 2026

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# Week 1: The GCC Private Markets

## Landscape

*Understand the Big Picture of How Private Markets Operate Across the Gulf.*

- ✓ Map the GCC capital stack (UHNWI, single family offices, multi-family offices, SWFs, pensions, insurers, banks, asset managers)
- ✓ How mandates are set and approved (investment committees, royal offices, boards, Shariah committees where applicable)
- ✓ Who influences allocations: gatekeepers, advisers, relationship brokers, placement agents, bank private wealth, and “credibility transfer”
- ✓ How capital is deployed across private equity, venture, real assets, infrastructure, private credit, and direct operating investments
- ✓ Typical check sizes, ticket construction (co-invest vs fund commitment), and what “institutional readiness” looks like

## Meet Your Hosts



**Rachel Zlatar**

Director, The Gulf Capital Institute



**Roy Connors**

Research Analyst, Knight Frank MENA

# Week 2: Gulf Capital Relationships & Investor Psychology

*Understand how investors think and insight into the region's cultural dynamics.*

- ✓ How trust is built in the GCC (signals, introductions, social proof, consistency, and "showing up" over time)
- ✓ Reputation mechanics: what is checked informally, what is checked formally, and how perception travels across networks
- ✓ Decision-making culture: who is in the room, who is not, and how consensus and hierarchy shape timelines
- ✓ Time horizon and pacing: why "speed" can reduce credibility, and how to run a process without pressure tactics
- ✓ Relationship capital playbook: referrals, follow-ups, hospitality norms, and how to maintain momentum without over-communicating
- ✓ What kills deals: misalignment, lack of discretion, overpromising, weak local context, bad intermediaries, and cultural misreads

## Meet Your Hosts



**Rachel Zlatar**

Director, The Gulf Capital Institute



**Guest Speaker**

To be announced...Stay tuned

# Week 3: Fundraising, Investor Readiness & Market Entry

*Understand what it takes to raise capital and enter the GCC market.*

- ✓ What allocators actually want: mandate fit, track record framing, risk controls, governance, and local relevance.
- ✓ Why cold outreach fails and what works instead: warm paths, credibility anchors, sequencing, and intro strategy
- ✓ Readiness checklist: DDQ preparation, data room structure, compliance posture, team depth, and operational infrastructure
- ✓ GCC-ready materials: deck narrative, one-pagers, track record presentation, case studies, and “institutional language”
- ✓ Meeting architecture: how to run first meetings, second meetings, and IC-style sessions, including who should attend
- ✓ Follow-up and timeline management: cadence, milestones, objections handling, and how commitments are secured (and why they stall)

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Director, The Gulf Capital Institute



**Guest Speaker**

To be announced...Stay tuned

# Week 4: Regional Alternative Investments

*Understand the major private market asset classes shaping the region.*

- ✓ Private Credit in the GCC: Direct lending, Sharia-compliant structures, private debt funds, and alternative financing solutions amid growing demand for non-bank capital.
- ✓ Private Equity & Venture Capital: Fundraising trends, sovereign-backed ecosystems, sector priorities, exits, and the evolution of the regional startup landscape.
- ✓ Secondaries & Liquidity Solutions: Continuation vehicles, GP-led transactions, fund restructurings, and new liquidity pathways for investors and fund managers.
- ✓ AI & Digital Infrastructure: Data centers, AI investment, cloud computing, cybersecurity, semiconductors, and digital infrastructure supporting economic growth.
- ✓ Real Estate & Hospitality: Mega-projects, tourism development, branded residences, destination creation, and institutional real estate.

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Director,  
The Gulf Capital Institute



**Guest Speaker**

To be announced...Stay tuned



**Guest Speaker**

To be announced...Stay tuned

# Week 5: Shari'a Compliance & Islamic Finance Fundamentals

*Understand the foundations of Shari'a Compliance and Islamic Finance.*

- ✓ Foundations and core principles of Islamic finance, including, risk-sharing, asset-backed investing, prohibition of riba (interest), gharar (excessive uncertainty), ethical investing, and how Islamic finance differs from conventional financial systems.
- ✓ Screening and investment vehicles (equity screening, Sukuk, Murabaha)
- ✓ The role of Shari'a Supervisory Boards, internal compliance functions, fatwa issuance, ongoing monitoring, and investor reporting requirements.
- ✓ How sovereign wealth funds, family offices, pension funds, banks, and Islamic financial institutions evaluate opportunities and integrate Shari'a considerations into investment decisions.
- ✓ Modern Applications of Islamic Finance: How Shari'a-compliant capital is deployed across private markets, technology, infrastructure, and emerging asset classes.

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**Rachel Zlatar**

Director, The Gulf Capital Institute



**Guest Speaker**

To be announced...Stay tuned

# Week 6: The GCC Capital Playbook

*Connect every framework into practical, deployable application.*

- ✓ Real-world case studies examining successful capital raises, market entries, partnerships, and transactions across the GCC.
- ✓ The most common fundraising, partnership, and market-entry mistakes international firms make—and what successful organizations do differently.
- ✓ Building Your GCC Strategy: Developing your personal market map, priority stakeholders, relationship-building plan, fundraising roadmap, partnership strategy, and market-entry objectives.
- ✓ Planning Your Regional Trip: How to maximize your time in the region, build a target meeting list, prepare for investor and partner meetings, structure follow-ups, and create momentum before, during, and after your visit.
- ✓ Ask Me Anything: Executive Q&A: An open discussion to address participant-specific opportunities, challenges, fundraising plans, and market-entry questions.

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**Rachel Zlatar**

Director, The Gulf Capital Institute



**(Extra Special) Guest Speaker**

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## What's Next?

The summer months are the ideal time to build your foundation before deal activity, conferences, fundraising discussions, and business travel accelerate across the Gulf.

## By the End of the Program, You Will Have...

- ✓ A clear understanding of key investors, institutions, and market participants
- ✓ A practical roadmap for entering, fundraising, or expanding in the region
- ✓ Greater confidence navigating cultural, commercial, and relationship dynamics
- ✓ A personalized strategy for business development, fundraising, and relationship building across the Gulf
- ✓ An established network of on-the-ground industry connections, including LPs, asset managers, advisors, developers, and private market professionals to support your next steps in the region

## • GCC Private Market Fundamentals •

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[Apply to Join Here](#)

[Contact Us](#)