

AMLAK FINANCE PJSC

Investor Relations Quarterly Information Pack Half Year 2015

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Sections

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FINANCIAL HIGHLIGHTS

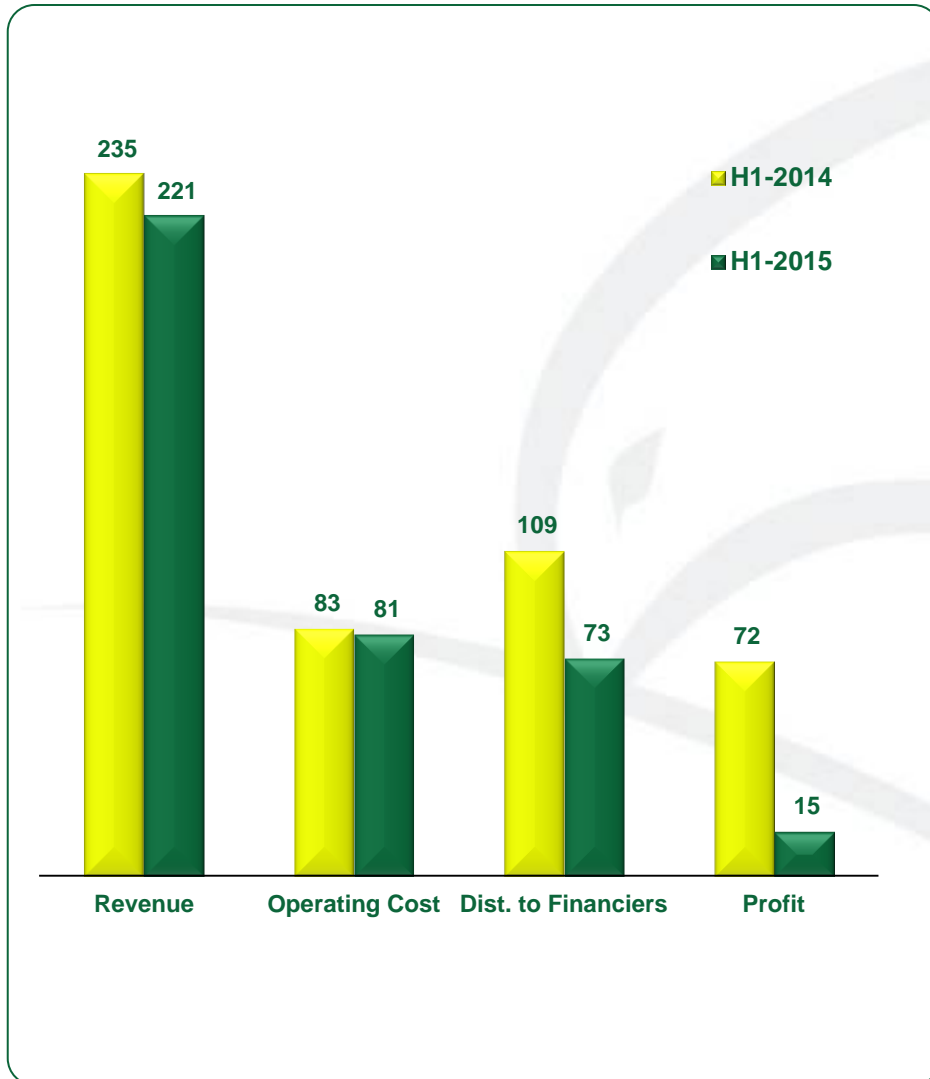
Group Performance Highlights – 2nd Quarter

Description	Q2 2015	Q2 2014	Q1 2015	Q4 2014	Q3 2014	Q2 2014
	AED (M)		AED (M)			
Income from financing and Investing assets	67	101	81	89	91	95
Rental Income	10	7	11	10	10	7
Fair value loss on investment properties	-	-	-	(2,115)	-	-
Share of results of associate	5	6	6	8	5	4
Sale of real estate	21	-	-	-	-	-
Other Income	13	7	7	1	3	7
Total Income	116	122	105	108	109	113
Impairment (reversals)	(24)	43	(28)	1,953	7	43
Operating Expenses	(46)	(45)	(35)	(64)	(34)	(45)
Profit / (loss) before distribution to financiers / investors	46	111	42	(118)	82	111
Distribution to financiers / investors	(37)	(55)	(36)	(48)	(75)	(55)
Profit / (loss) for the period	9	56	6	(166)	7	56

- ❑ Revenue and Group Profit in line with management expectations.
- ❑ Rental and Other Income and Share of Results from Associates improved.
- ❑ Amlak is confident that it can meet full year profitability expectations as at the year end.

Group Income Statement Trend Analysis

AED in Million

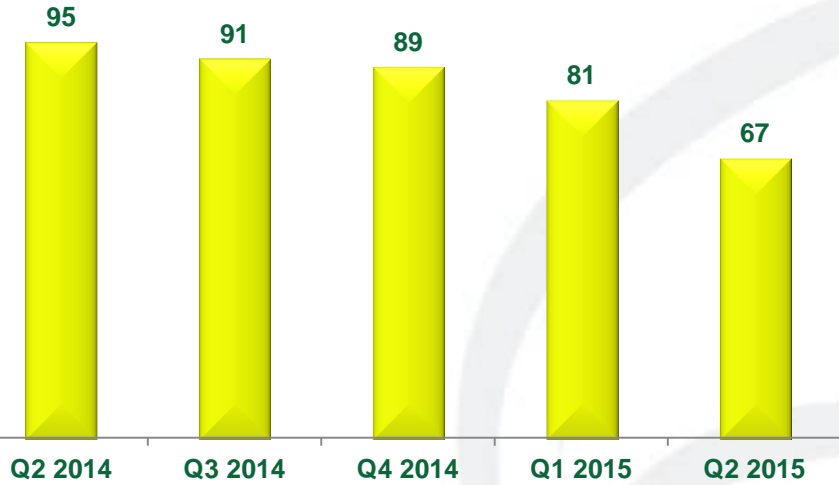


- ❑ Amlak's Total Revenue reached AED 221 million and revenue from finance business activity was AED 147 million representing a 6% and 25% fall respectively from the same period last year due to decreasing real estate portfolio.
- ❑ Rental and Other Income improved to AED 41.3 million up by almost 41% compared to the same period last year.
- ❑ Operating Costs, excluding AED13.8 million recorded as development costs of Nad Al Hamar land in Q2, decreased by 23% to AED 67.3 million from AED 83.3 million.
- ❑ Profit distributable to financiers decreased from AED 108 million to AED 73.4 million in half year 2015. This is the result of cash repayments of almost AED 2.7 billion made to the Financiers during the period between June 2014 - June 2015 and issuance of AED1.3 billion Mudaraba Instrument to the Financiers, in lieu of a portion of their facilities.

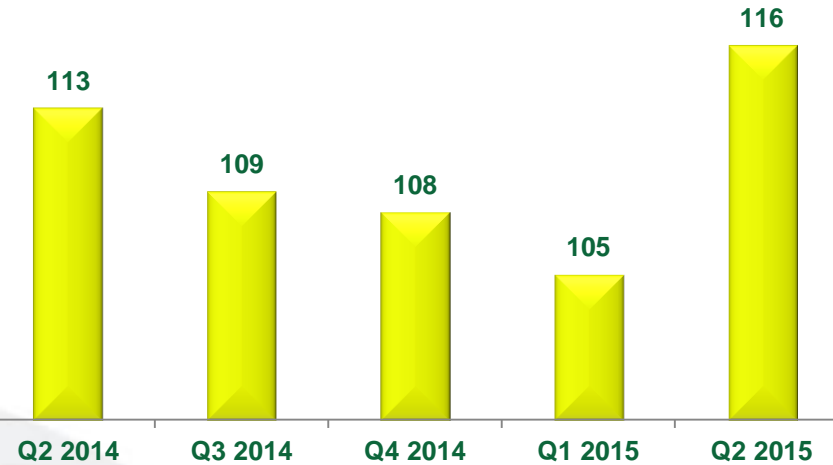
Group Performance - Trends

AED in Million

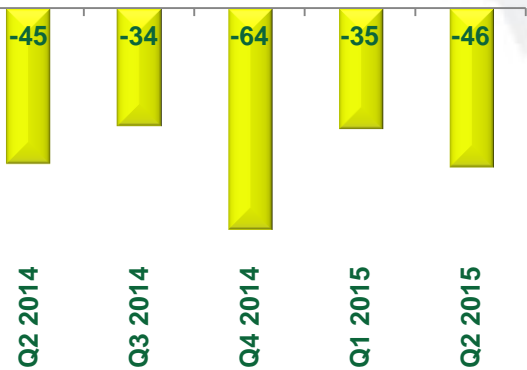
Income from financing and Investing assets



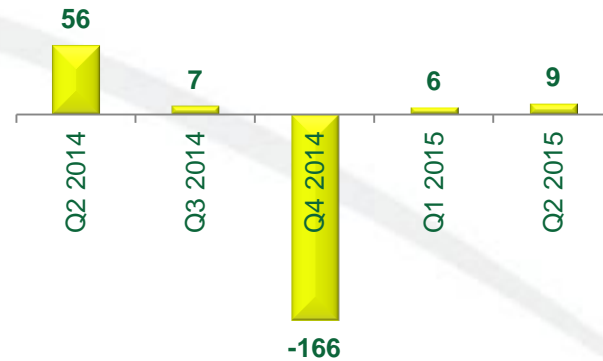
Total Income



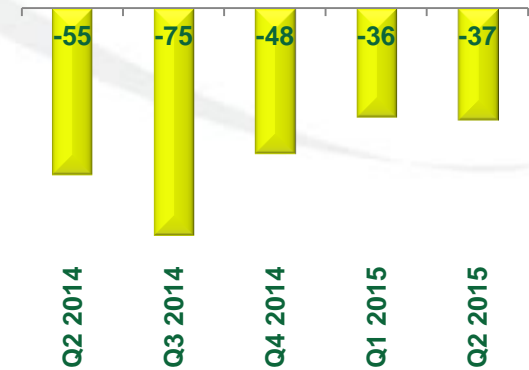
Operating Expenses



Profit / (loss) for the period



Distribution to financiers / investors



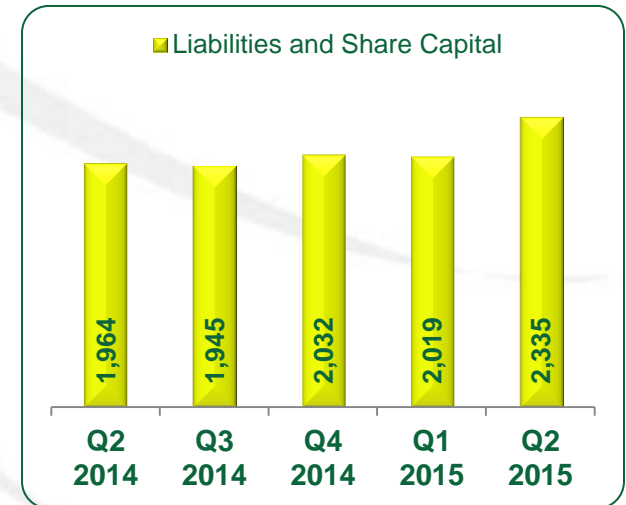
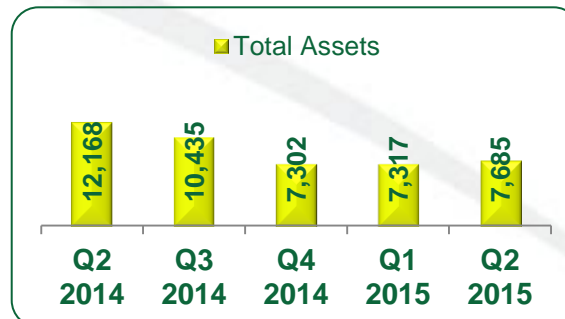
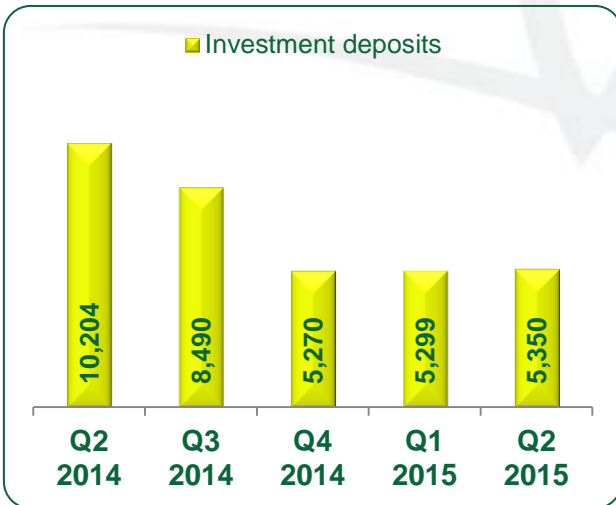
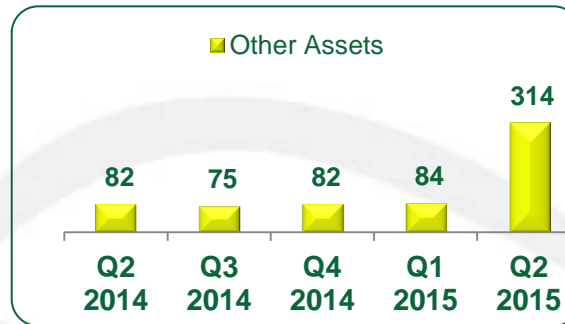
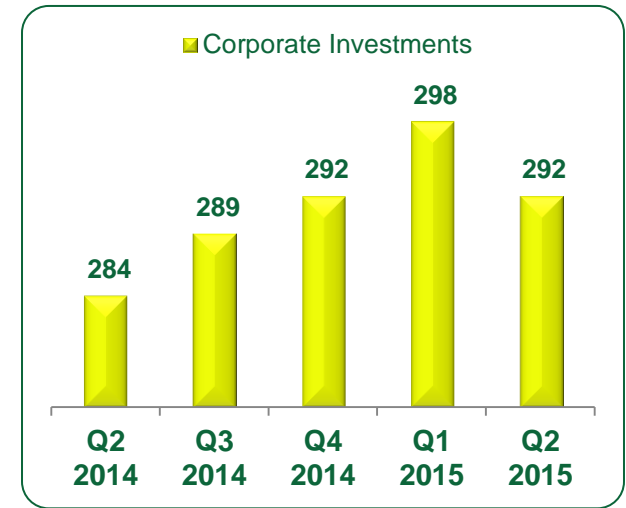
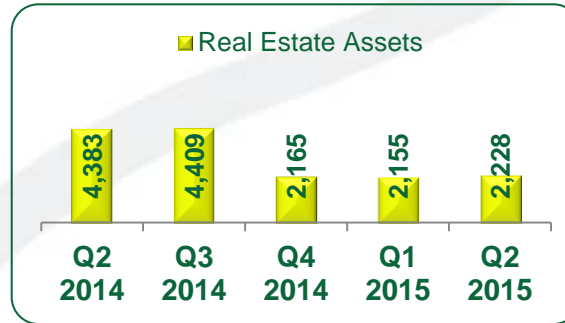
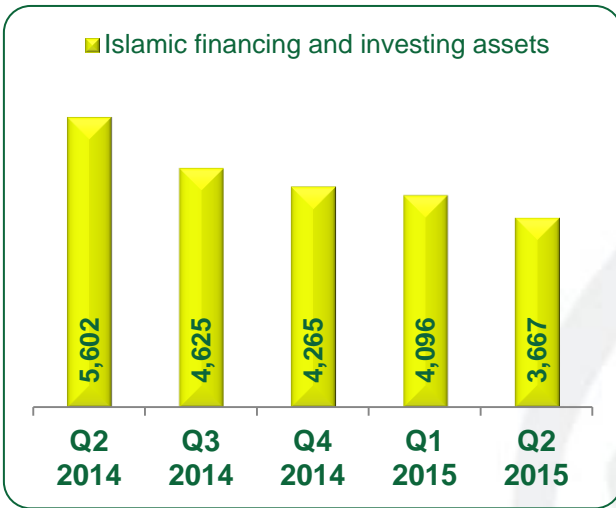
Consolidated Statement of Financial Position

Description	30-Jun-15	31-Mar-15	31-Mar-15	31-Dec-14	30-Sep-14	30-Jun-14
	AED (M)		AED (M)			
Cash and balances with banks	1,184	685	685	498	1,037	1,817
Islamic financing and investing assets	3,667	4,096	4,096	4,265	4,625	5,602
Available-for-sale investments	24	24	24	24	29	29
Real Estate Assets	2,228	2,155	2,155	2,165	4,409	4,383
Investment in Associate	268	274	274	268	260	255
Other Assets	314	84	84	82	75	82
Total Assets	7,685	7,318	7,318	7,302	10,435	12,168
Investment deposits	5,350	5,299	5,299	5,270	8,490	10,204
Other liabilities (incl non-controlling interest)	654	339	339	332	493	513
Equity	1,681	1,680	1,680	1,700	1,452	1,451
Total Equity & Liabilities	7,685	7,318	7,318	7,302	10,435	12,168

- ❑ Balance sheet remains steady after restructuring in November 2014.
- ❑ Total assets increased by 5% in half year 2015.
- ❑ Surplus cash after operating and working capital requirements is paid to Financiers in bi-annual “cash sweep”.

Financial Position - Trends

AED in Million



A large, light gray, stylized graphic of a bird or wing shape, composed of several curved lines, positioned behind the text.

STRATEGY

2015 +

Amlak pursues the following key strategies in short to medium and long term:

- ❑ Adhere to the terms, and complete the financial restructuring period (2026) successfully
- ❑ Re-align our medium to long term strategies and business plans in line with market dynamics with the view to grow business volumes and profitability, focusing on our target investor customer segments and wholesale property financing
- ❑ Differentiate from other mortgage providers and look to develop and launch products and services according to customers' needs and demands
- ❑ Generate value from development of land parcels/investments before sale at target prices to repay Financiers
- ❑ Develop and establish a sustainable long term innovative funding model to grow business volumes and revenue

AMLAK AT A GLANCE

- ❑ Amlak Finance was established in 2000 as a leading specialized real estate financier under the regulation of UAE Central Bank.
- ❑ Amlak became a listed company in 2004 on the Dubai Financial Market (DFM) under the regulation of Securities and Commodities Authority (SCA) and UAE Central Bank.
- ❑ Amlak became a Sharia Compliant Finance Company in 2004.
- ❑ Amlak operates in UAE and Egypt with affiliation in Saudi Arabia.
- ❑ In the UAE, Amlak's focus is on Dubai property market, in both freehold and leasehold areas.
- ❑ Amlak provides innovative, Shari'a-compliant property financing products and solutions for end-users and investors for both ready and off-plan/under-construction properties.

To learn more about Amlak Finance, please visit our website: <http://www.amlakfinance.com>

Our Vision *(What we aim to become?)*

“To be a premier and specialized real estate financing institution in the region”

Our Mission *(What is our purpose?)*

“To provide innovative financial solutions and quality services to our customers while maximizing shareholders’ value and nurturing our employees”

Business Segments

Real Estate Finance

- ❑ Retail Customers Ready & U/C Financing
- ❑ Developer Project Financing

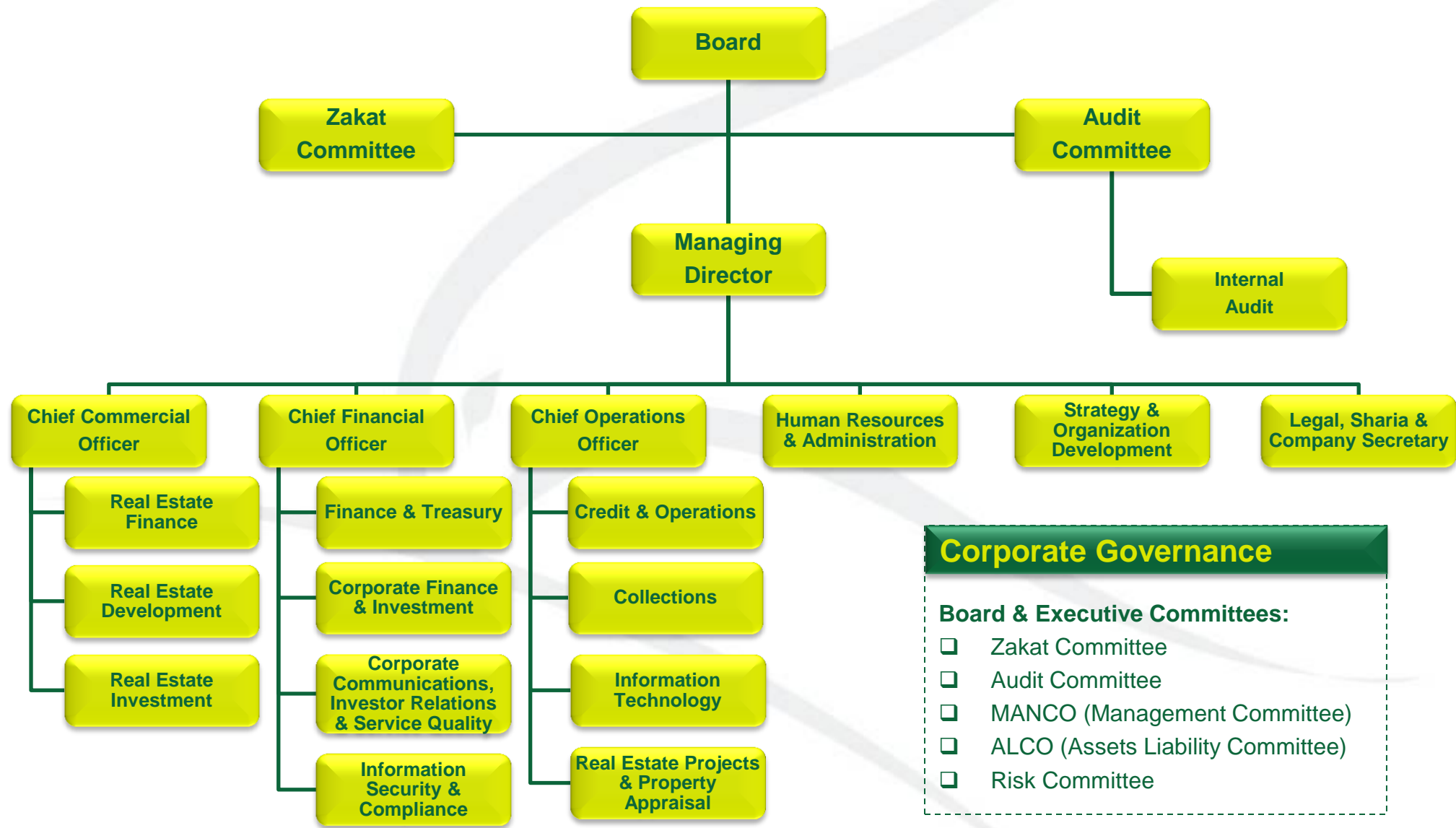
Real Estate Investments

- ❑ Land
- ❑ Ready Property
- ❑ Under Development

Corporate Investments

- ❑ Associate : KSA
- ❑ Subsidiary : Egypt
- ❑ Other Investments

Organization Structure



Corporate Governance

Board & Executive Committees:

- Zakat Committee
- Audit Committee
- MANCO (Management Committee)
- ALCO (Assets Liability Committee)
- Risk Committee

Key Products and Services

Istithmari

- ❑ Amlak's 'Istithmari' is the first-of-its-kind Buy-To-Let property finance (Ijarah) product in the region, exclusively designed for investors looking to invest in completed residential and commercial properties. Product envisages financing as well as a complimentary full suite of Property Management Services.
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End User Ijarah

- ❑ Amlak 'Ijarah' is our basic property finance product aimed towards end users for residential as well as commercial property in both ready and under-construction projects.
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Edaraa

- ❑ Amlak 'Edaraa' is a comprehensive property management services package designed primarily for our Investor segment of customers. Offered services include assessing the rental valuation of the property to screening and managing potential tenants, to collecting and managing rentals on customers behalf and managing maintenance procedures.
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Tatweer

- ❑ Amlak 'Tatweer' is an off plan financing product for a Buy To Let property. Finance is bundled with the complimentary suite of property management services that comes into effect post completion of the property.
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Developer Finance

- ❑ 'Developer Finance' is given for Amlak approved unfinished projects as an advance payment against future receivables or as an independent finance facility to complete the project.
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Platinum Lifestyle Takaful

- ❑ 'Platinum Lifestyle Takaful' is a comprehensive Takaful plans package exclusively designed for all customers. The plans give protection against most property finance related perils and other value added lifestyle benefits.