



Amlak Finance PJSC

Investor Presentation

Q3 2019

Disclaimer



This presentation has been produced by the management of Amlak Finance PJSC (“Amlak” or the “Company”), solely for use at various teleconference arranged for existing/prospective institutional investors and for their clients/potential clients and shall not be reproduced or redistributed, in whole or in part, to any other person without Company’s written consent.

This presentation may contain certain forward-looking statements relating to the plans, strategies, business prospects, financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. Such forward-looking statements including assumptions, opinions and views of the Company are solely opinions and forecasts which are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. None of the Company or the officers or the employees provide any assurance that the assumptions underlying such forward-looking statements are free from errors nor does any of them accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted developments. The Company assumes no obligation to update any forward-looking statements or to conform these forward-looking statements to the Company’s actual results.

By participating, attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company’s business. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such period or date.

This Presentation is intended for information purposes only and does not constitute or form part of an offer for sale or subscription or an invitation or solicitation of an offer to subscribe for or purchase securities of any kind and neither this document nor anything contained herein shall form the basis of any contract or commitment from any party whatsoever.

This presentation has been prepared by Amlak Finance PJSC (“Amlak”) and reflects the management’s current expectations or strategy concerning future events and are subject to known and unknown risks and uncertainties. No representation or warranty, express or implied, is made or given by or on behalf of Amlak or any of its respective members, directors, officers or employees or any other person as to the accuracy, completeness or fairness of the information or opinions contained in or discussed at this presentation.

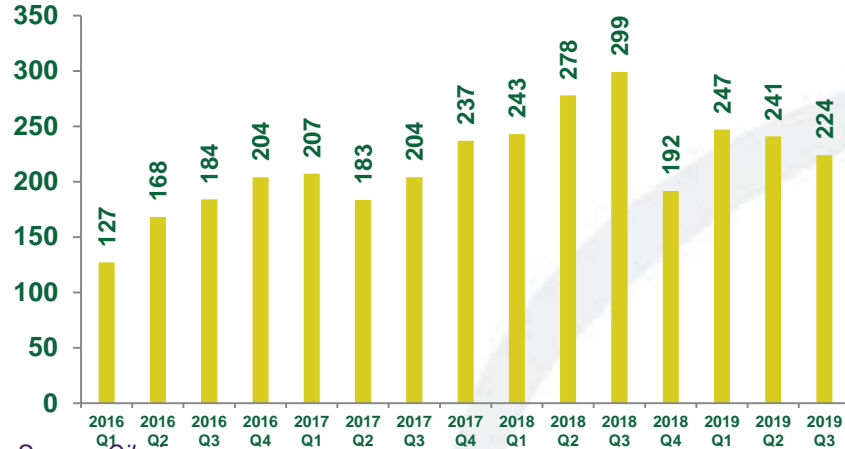
1	Economic Environment	
	UAE and Dubai Economy	4
	Key Economic Indicators	5
	Dubai Real Estate Market	6
	Key Real Estate Indicators	7
	Dubai Mortgage Market	8
2	Amlak at a Glance	
	Company Profile	9
	Through The Years	10
3	Strategic Focus	
	Key Strategies	11
	Strategic Enablers	12
	Corporate Values	13
	Stakeholders Priorities	14
	Business Overview	15
	Segment Strategy	16
4	Financial & Operating Performance	
	Group Income Statement	17-18
	Group Balance Sheet	19-20
	Financial Ratios	21
5	Appendix	
	Awards	22
	Products and Services	23

UAE and Dubai Economy

- The UAE's non-oil foreign trade reached a total of AED1.6 trillion (\$440 billion) in 2018, according to Federal Customs Authority figures.
- Dubai recorded a non-oil foreign trade of AED339 billion (\$92.2 billion) in the first quarter of 2019, up 7 percent compared to the same period last year.
- As per Central Bank of the UAE, the overall real GDP is projected to grow by 2.4% in 2019 (up from previous expectation of 2%) driven by the growth in the non-oil sector, which is projected to reach 1.4% in 2019 compared to 1.3% in 2018. The oil sector is expected to grow by 5% in 2019 compared to 2.8% in 2018.
- Improved outlook for growth is due to expected rise in public and private spending, higher investment and continued regional economic recovery, in light of the monetary policy easing in the US.
- The Purchasing Managers' Index (PMI) reached 58.2, on average, in Q2 2019, the highest since Q4 2014. Also private sector employment increased by 1.0% in Q2 2019, compared to a milder rise of 0.1% in the previous quarter. (Source: Central Bank of UAE)
- Dubai's unemployment rate reached 0.5 percent last year, while the economic participation rate as a percentage of total working-age population reached 83.2 percent, according to official figures.

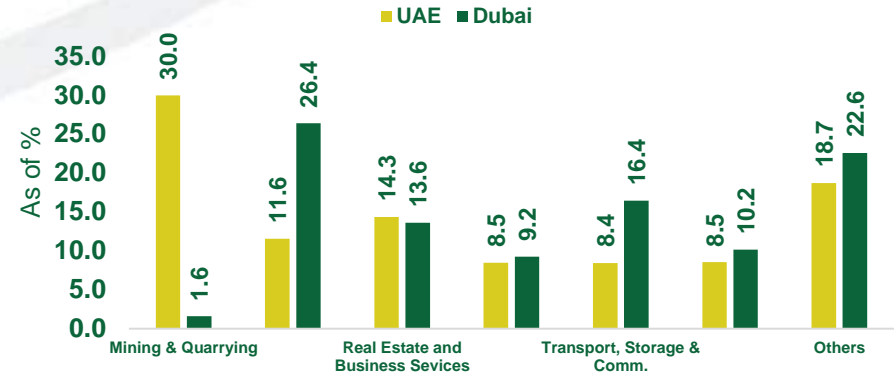
Key Economic Indicators

1 Brent OPEC Oil Basket Price in UAE (AED)



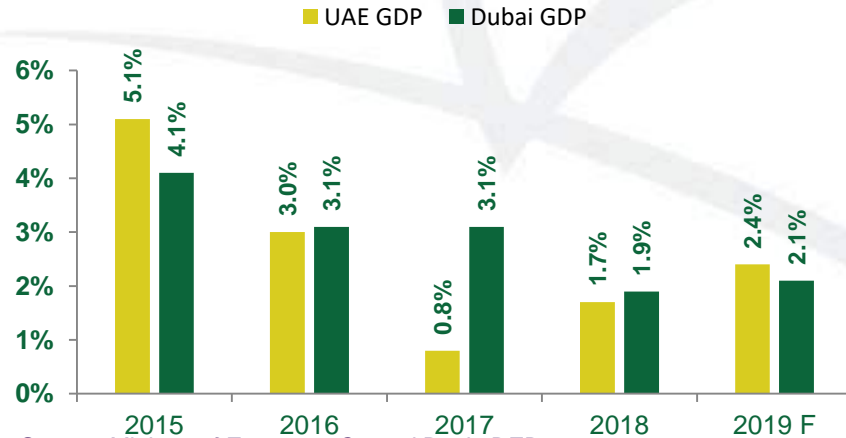
Source: Oilprice.com

Distribution of GDP Sectors (in %) – UAE & Dubai 2018



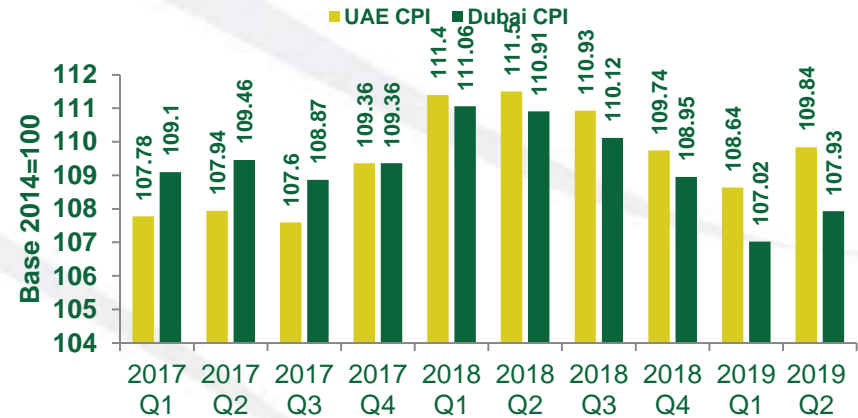
Source: Dubai Statistics Center, National Bureau of Statistics

UAE & Dubai GDP Growth Rates



Source: Ministry of Economy, Central Bank, DED

Consumer Price Index (CPI) – UAE & Dubai



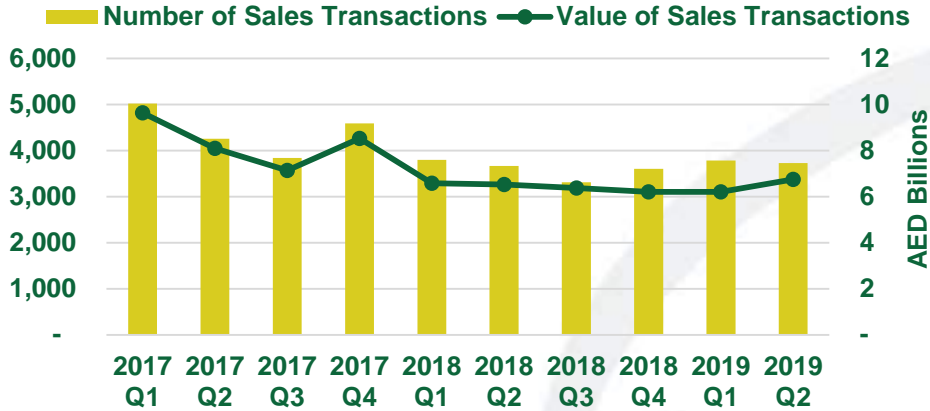
Source: Dubai Statistics Center, National Bureau of Statistics

Dubai Real Estate Market

- Around 8,400 units have entered the Dubai real estate market in Q2 2019.
- Value of secondary residential and commercial transactions have risen by 9 percent on a quarterly basis, during the same period the value of off-plan residential and commercial transactions have dropped by 9 percent.
- On a quarterly basis, Selling and Rental prices in the residential segment have declined by 2.5 per cent and 2.2 per cent respectively.
- Around 6,500 new units have been launched in H1 2019, during the same time last year around 10,200 new units were launched. Developers are seen selling off their existing assets.
- 122,000 units are in the pipeline in 2019 and 2020 as per announcements made by developers.
- With demand reducing and supply increasing, the office market remains favorable for tenants as landlords continue to offer incentives such as rent-free months, fit-out contributions among other benefits

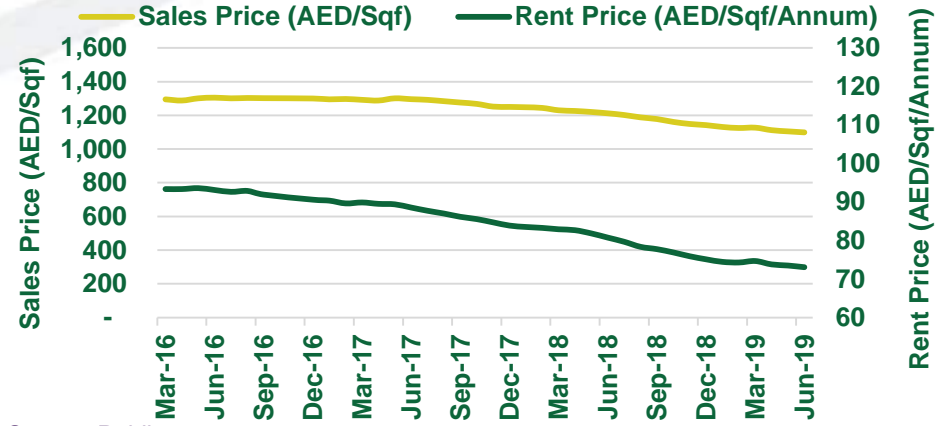
Key Real Estate Indicators

Number and Value of Real Estate Transactions



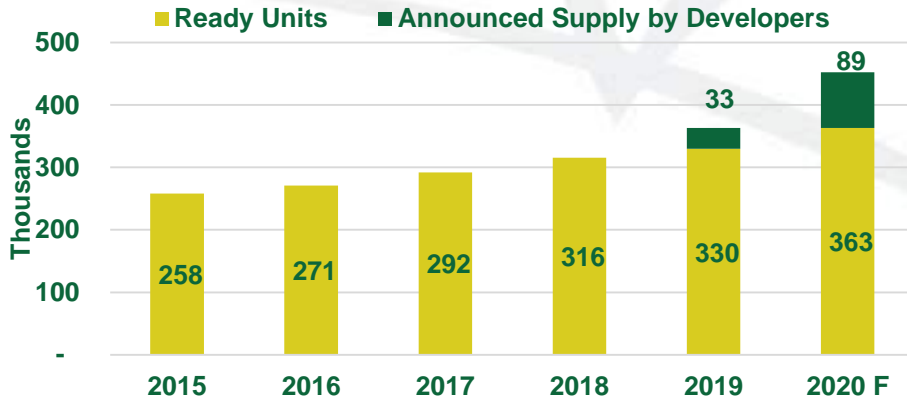
Source: Reidin

Dubai Residential Sales and Rental Price Changes



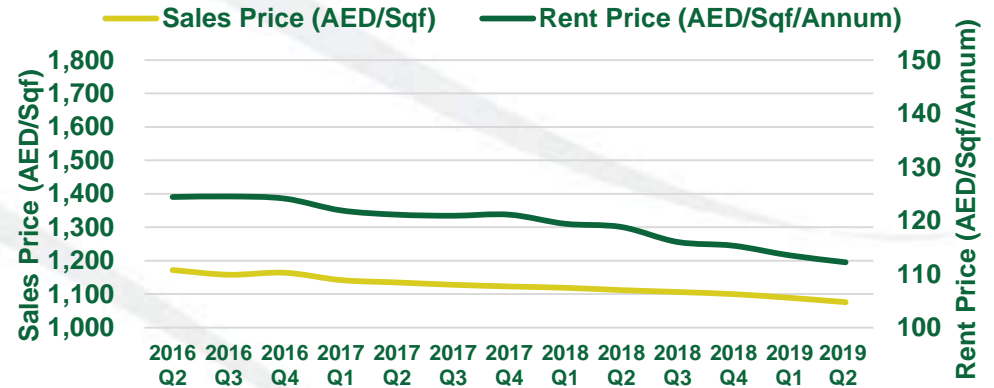
Source: Reidin

Dubai Residential Supply Trends (Freehold Areas)



Source: Reidin

Dubai Commercial Rental Prices

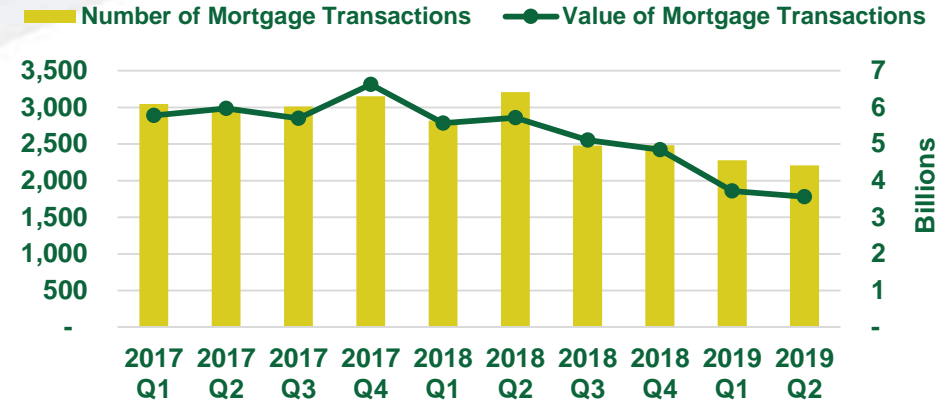


Source: Reidin

Dubai Mortgage Market

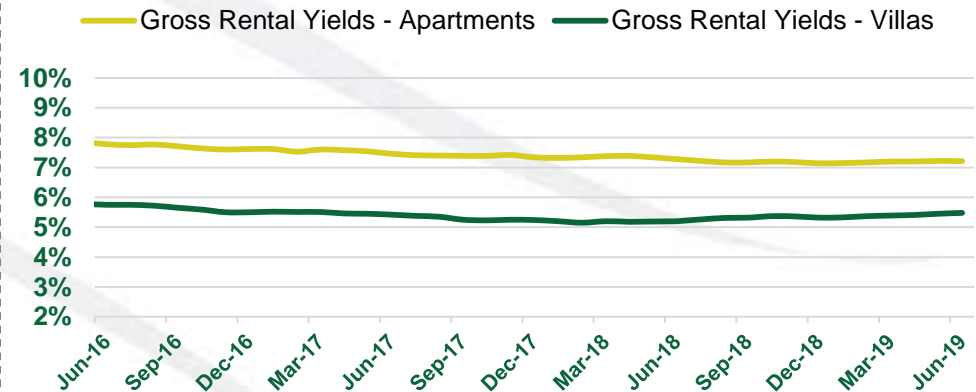
- Value of Residential and Commercial mortgages registered valued at AED 3.6 Billion in Q2 2019, down year on year by 38 percent.
- Three month EIBOR rose to 2.58 percent, up 6 per cent from 2018 levels.
- As of June 2019, the gross rental yields for the apartment segment stands at 7.2% while the villa segment currently provides a yield of 5.5%. Gross Rental Yields have marginally increased on a quarterly basis.
- As rental and sales prices continue to fall, Dubai's Gross Rental Yield still remain same.

Mortgage Transactions Over the Years



Source: Reidin

Rental Yields in Dubai



Source: Reidin

Company Profile

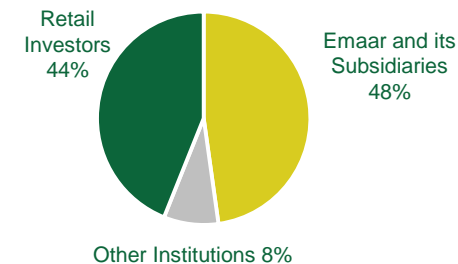
Background

- Amlak Finance PJSC was incorporated in Dubai, United Arab Emirates, on 11 November 2000 as a Private Shareholding Company.
- At the constituent shareholders meeting held on 9 March 2004, a resolution was passed to convert the Company to a Public Joint Stock Company.
- Amlak Finance is a leading specialized real estate financier in the Middle East.
- The activities of the Company are conducted in accordance with Islamic Sharia'a,
- Amlak offers a range of customized financial solutions and products to investors/clients for both ready and off-plan properties.
- Amlak expanded its presence to Kingdom of Saudi Arabia (KSA) in 2006 through investment in 'Amlak International for Real Estate Finance Company'.
- Amlak launched its first international office in Egypt in 2007, which operates under the name "Amlak Finance Egypt Company S.A.E'.
- Following the completion of its highly successful financial restructuring in 2014, Amlak is pursuing a prudent business strategy that is also now well-placed to work towards continuous enhancement of value for its shareholders.

Subsidiaries and Associates

Company	Location	% Shareholding
Amlak Property Investment LLC	UAE	100%
Amlak Capital LLC	UAE	100%
Amlak Holding Limited	UAE	100%
Warqa Heights LLC	UAE	100%
Amlak Sky Gardens LLC	UAE	100%
EFS Financial Services LLC	UAE	57.5%
Amlak Limited	UAE	100%
Amlak Finance Egypt Company S.A.E	Egypt	100%
Amlak Nasr City Real Estate Investment LLC	Egypt	100%
Amlak International for Real Estate Finance Company	KSA	26.21%

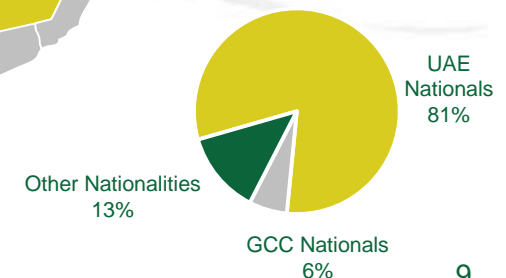
Ownership Structure



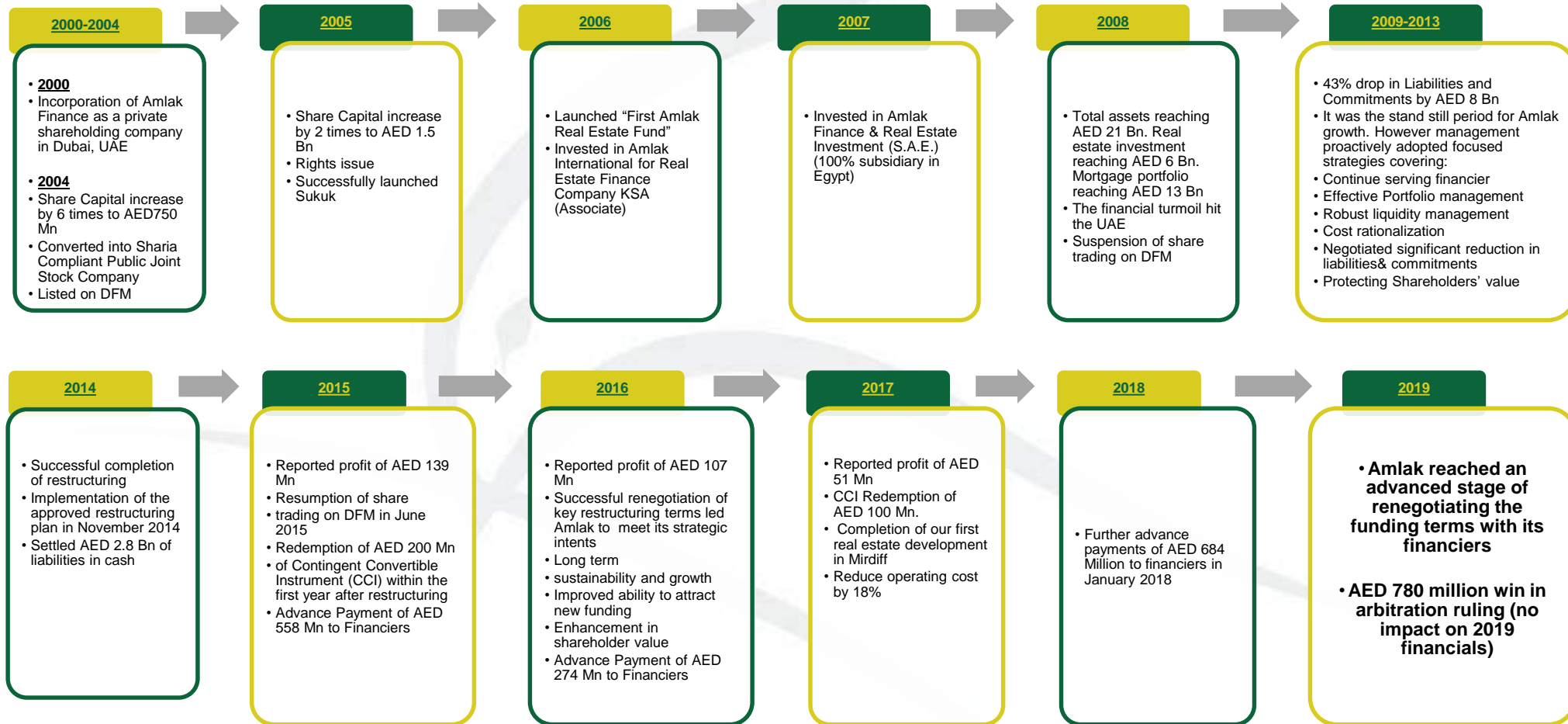
Geographic Presence



Nationality of Ownership



Through The Years



Key Strategies

Strategic Priorities

Strategic Intent

Strategic Metrics

Restructuring

- Renegotiation with financiers to ensure long term growth of the Company and ensuring full compliance with and adherence to revised agreement reached with the Depositors.
- Flawless implementation of restructuring milestones

Liquidity & Compliance

Profitability and Growth

- Build up real estate finance business comprising of both ready and under-construction properties for growth in core revenue streams
- Create long term value from real estate portfolio through development of land parcels
- Enhance shareholder profitability through improved margins and sustained operational efficiencies

Remain Profitable

Sustainable Funding

- Secure funding from innovative sources subject to parameters and covenants agreed with financiers
- Develop a range of financing options both off and on balance sheet which are best suited keeping in view liquidity gap and refinancing needs

Funds Availability

Value Proposition

- Offer specialized and differentiated products, superior lead generation and excellent sales and service execution

Product Innovation New Customer Segments

Organizational Capability

- Robust risk management to manage risks within risk appetite.
- Staff and talent development and retention as well as boosting corporate brand.

Customer Satisfaction

Cost Rationalization

- Ensure cost rationalization to maintain and align efficiency ratios in line with industry best practices

Efficiency

Enhance shareholder value whilst adhering to restructuring obligations

Strategic Enablers

Our Vision (What we aim to become?)

“To be a specialized and customer centric real estate financing institution in the UAE”

Our Mission (What is our purpose?)

“To provide niche financial solutions, customized to fit our customers' needs, while maximizing shareholder value and nurturing our employees”



Corporate Values

Our Corporate Values *(What we stand for?)*



Customer Centricity

Customers' needs are at the heart of what we do. We strive for excellence in customer service by providing superior service to our customers in a timely, efficient, and consistent manner. Our goal is to transform customer satisfaction to customer loyalty and advocacy.



Innovation

We drive and inspire innovation in the workplace, with the aim to build on our organizational capabilities, and expand our capacity for innovative & creative thinking, collaboration & readiness for action.



Value Creation

We strive to create value for our stakeholders, customers, investors, and the community at large. We aim to leverage our expertise and innovation to achieve sustainable growth for our company whilst serving the interests of our stakeholders.



Integrity

Amlak is committed to maintaining a culture of integrity; we operate with honesty, fairness, and the highest of ethical standards. We take great pride in building a relationship of trust with our stakeholders.



Nurturing People

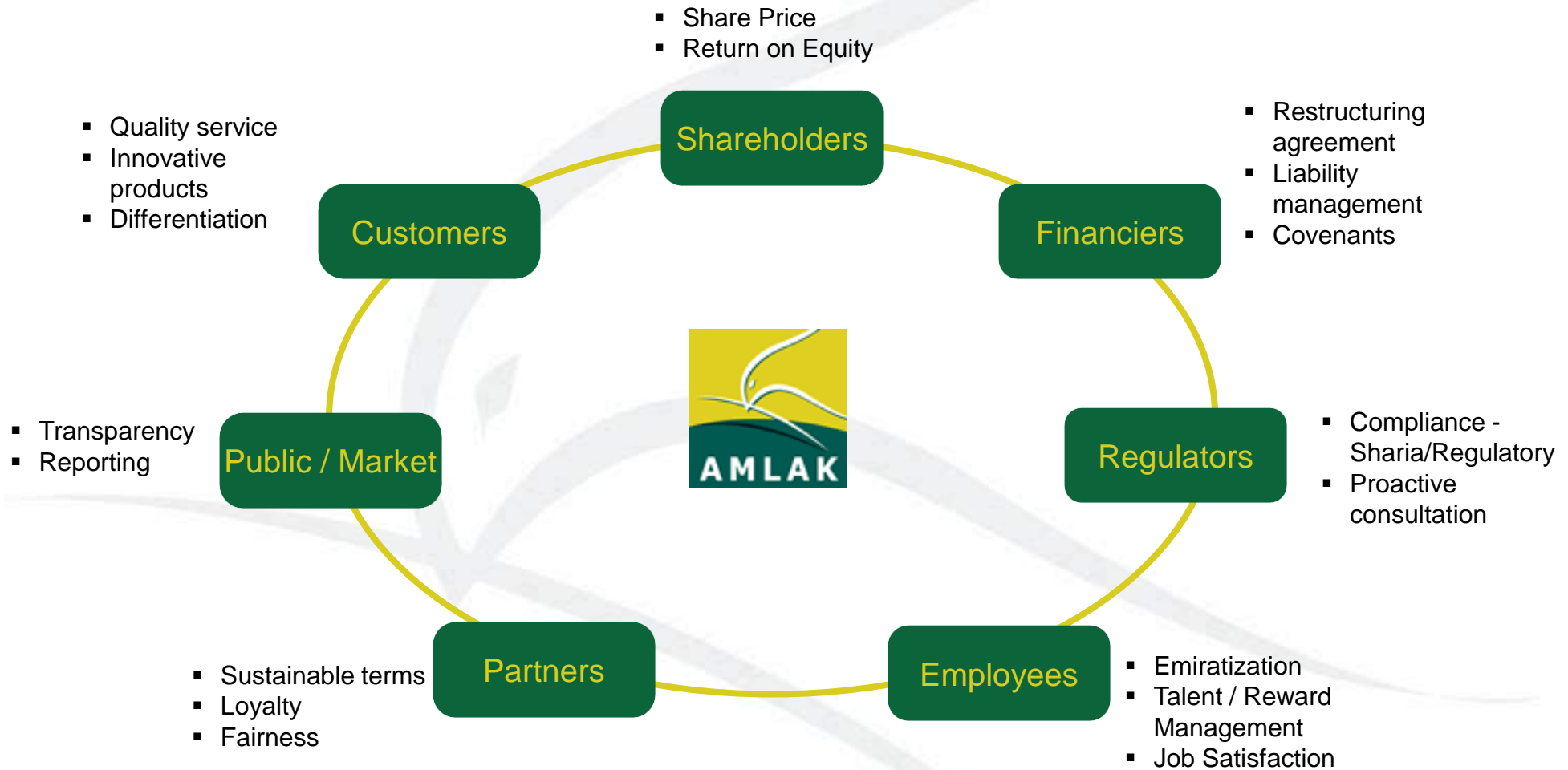
We value our employees and it is our commitment to continually enhance their welfare, training and career and personal development. We strive to improve our working environment and drive forward our desired corporate behaviors.



Social Responsibility

Participating in initiatives that support the workplace, marketplace, community and environment is an integral part of what we do. We are dedicated to contributing to society and helping make a positive difference in the community we serve.

Stakeholders Priorities



Business Overview

Amlak's overall business is being managed by way of 3 segments

Business Segments

Real Estate Finance (REF)

Ready Property

- Ready Property Financing
- Ready property portfolio (Repossessed units)
- Customer centricity, relationship management and property management

Private Construction

- Private Construction Financing
- Management of under construction projects
- Customer centricity
- End to end customer solution

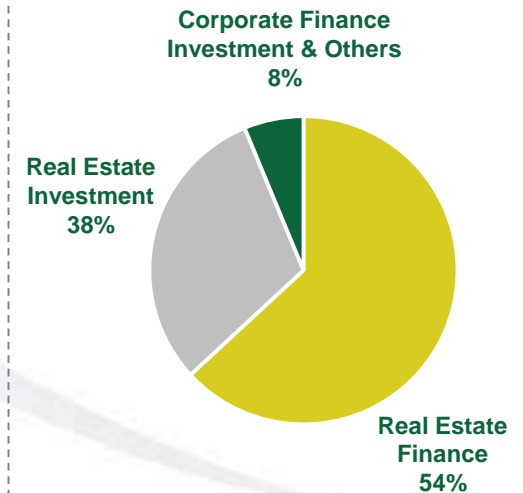
Real Estate Investment (REI)

- Includes investment in ready property, land parcels and properties under development
- Proactive property management to enhance value
- Development of land parcels

Corporate Finance and Investment (CFI)

- Includes Amlak Finance Egypt Company S.A.E. (Subsidiary - Egypt)
- Includes investment in Amlak International for Real Estate Development and Finance Company (Associate - KSA)
- Other Investments (Private Equity and Funds)

Segment Asset Mix – Q3 2019



Segment Strategy

Real Estate Finance (REF)

Key Metrics	Actual 2018	Targeted 2019
Portfolio Level	AED 2.4Bn	AED 2.4Bn
Delinquency Rate	4.3%	4%
Rental Income	AED 30Mn	AED 22Mn

Ready Property

- Continue to pursue investors through investor related products
- Cross-sell to existing customers
- Offer innovative products and address under-served segments
- Ensure superior service to customers
- Utilize targeted marketing approach to reach identified client segments, utilizing alliances where appropriate
- Exit Amlak Finance Investment Unit (AFIU) repossessed assets ~ 25%
- Improve portfolio quality

Private Construction

Focus on higher-margin business with aim to capture larger market share of this untapped segment

Real Estate Investment (REI)

Key Metrics	Actual 2018	Targeted 2019
Rental Income	AED 35Mn	AED 37Mn
Rental Yield	5%	5%
Mark to Market (MTM) on real estate assets	AED 30Mn	AED 130Mn
Development Completion % - Nad Al Hamar	16%	75%
Development Completion % - Al Ttay	54%	100%

- Focus on value creation by continuing to develop land parcels
- Maintain high asset yield and low vacancy rates for ready properties
- Enhance property management offering

REI Portfolio

Ready Property	Under Construction Property	Land Parcel
<ul style="list-style-type: none"> Sky Gardens Remraam Discovery Gardens Waha Villas Al Ghadeer Mirdif 	<ul style="list-style-type: none"> Nad Al Hamar Al Ttay 	<ul style="list-style-type: none"> Al Ttay plot Nad Al Hamar plot Nasr City Land (Egypt)

Corporate Finance & Investment (CFI)

Key Metrics	Actual 2018	Targeted 2019
Dividend Income	AED 17Mn	AED 8Mn
Return on Investment (ROI)	7%	10%

- Focus on exiting non-core investments

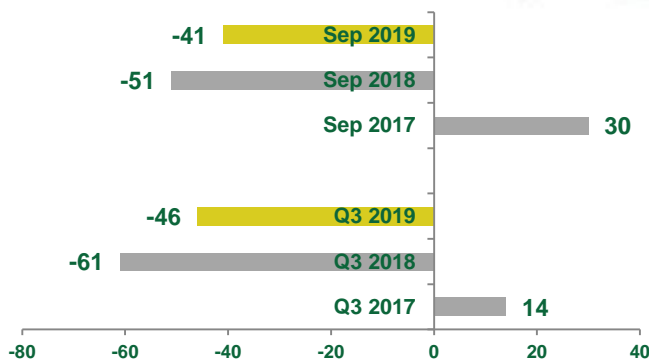
Group Income Statement

AED in Mn

Particulars	Q3 2019	Q3 2018	Q3 2019 vs. Q3 2018		Sep 2019	Sep 2018	Sep 2019 vs. Sep 2018	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	44	46	(2)	-4%	131	132	(1)	-1%
Rental income	14	16	(2)	-13%	44	48	(4)	-8%
Sale of properties under development	0	6	(6)	-100%	0	61	(61)	-100%
Fair value gain / (loss) on investment properties	(11)	(40)	29	-73%	73	(25)	98	-392%
Loss on sale of investment properties	(4)	0	(4)		(10)	0	(10)	
Other Income	4	5	(1)	-20%	26	20	6	30%
Total Income	47	33	14	42%	264	236	28	12%
Reversal of impairments / (impairments)	(15)	(17)	2	-12%	(74)	(42)	(32)	74%
Amortisation of initial fair value gain on investment deposits	(24)	(25)	1	-4%	(74)	(84)	10	-12%
Operating Expenses	(30)	(26)	(4)	15%	(88)	(87)	(2)	2%
Cost of sale of properties under development (including related operating expenses)	0	(1)	1	-100%	0	(5)	6	-100%
Share of results of an associate	3	3	0	0%	15	15	0	0%
Profit Before Distribution to financiers / investors	(19)	(33)	14	-42%	42	32	10	31%
Distribution to financiers / investors	(27)	(28)	1	-4%	(83)	(83)	0	0%
Profit / (Loss) for the year	(46)	(61)	15	-25%	(41)	(51)	10	-20%

Sep stands for first 9 months of the year only (i.e. 9 months January to September) .Q3 stands for the third quarter of the year only (i.e. 3 months July to September)

Profit / (Loss) for the period



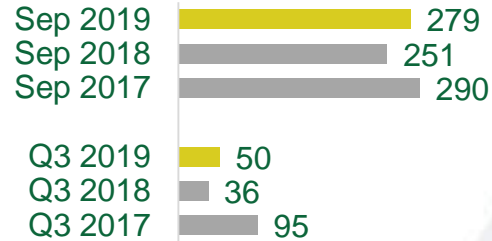
Highlights

- Total revenues for first 9 months of 2019 amounted to AED 264 million; an increase of 12% compared to the same period in 2018.
- Revenues from financing business activities down by 1% to AED 131 million during the first 9 months of 2019 compared to AED 132 million during the same period last year
- The company reported net loss of AED 41 million for the first 9 months of 2019 compared to AED 51 million net loss during the same period last year.
- Operating costs remained under control amounting to AED 88 million when compared to the same period last year
- Impairment charge of AED 74 million on Islamic Financing Assets compared to AED 42 million in same period last year; this increase in impairment is mainly due to a financial default of one developer

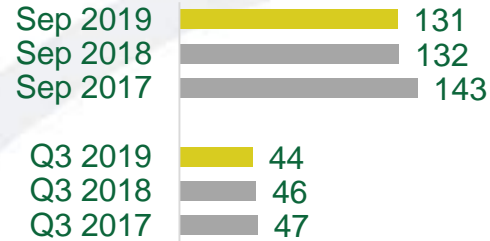
Group Income Statement (cont'd)

AED in Mn

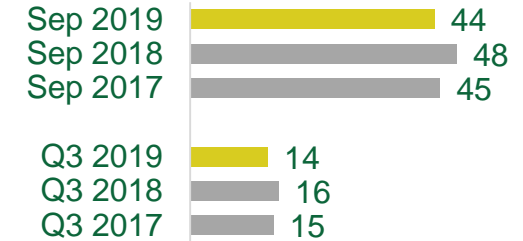
Total Income*



Income from Financing and Investing Assets

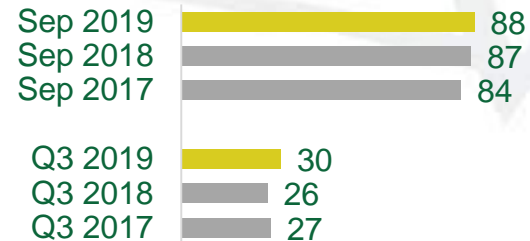


Rental Income

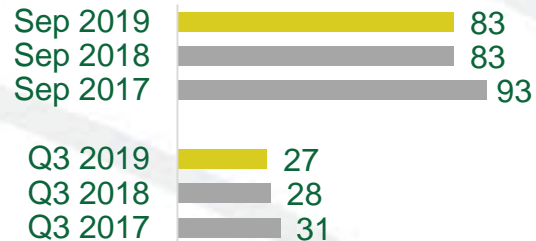


*Including Share of Results

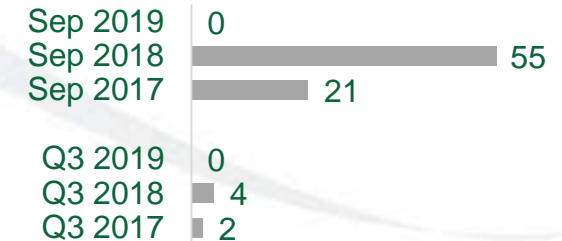
Operating Expenses



Distribution to Financiers/ Investors



Net Gain on Sale of Properties Under Development



Group Balance Sheet

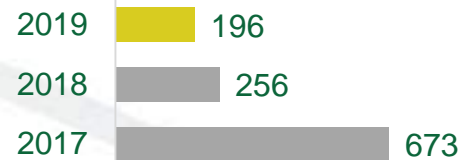
AED in Mn

Particulars	Sep 2019	YE 2018	Sep 2019 vs. YE 2018	
			Variance	Change in %
Cash and Balances with Banks	196	256	(60)	-23%
Islamic Financing and Investing Assets	2,486	2,704	(218)	-8%
Real Estate Investments	2,742	2,543	199	8%
Corporate Investments	290	297	(7)	-2%
Other Assets	79	84	(5)	-6%
Total Assets	5,793	5,884	(91)	-2%
Investment Deposits and Other Islamic Financing	4,244	4,330	(86)	-2%
Other Liabilities (Incl Non-Controlling Interest)	422	395	27	7%
Equity	1,127	1,159	(32)	-3%
Total Equity & Liabilities	5,793	5,884	(91)	-2%

Highlights

- Total assets of Amlak stand at AED 6 billion and total liabilities at AED 5 billion, similar to the 2018 year-end financial position

Cash and Balances with Banks



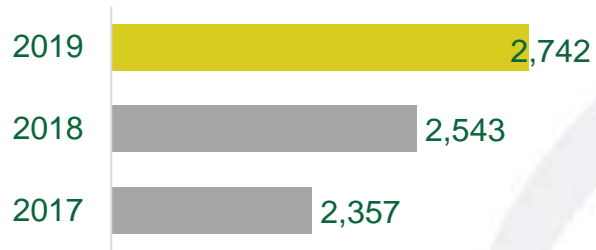
Islamic Financing and Investing Assets



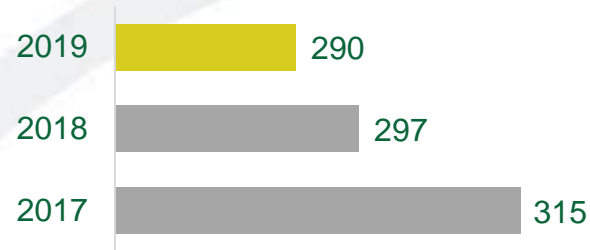
Group Balance Sheet (cont'd)

AED in Mn

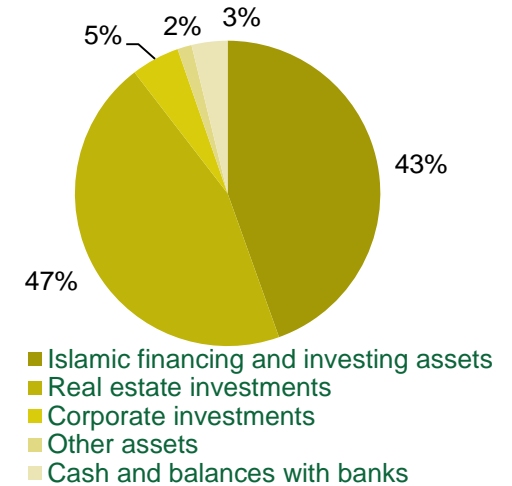
Real Estate Investments



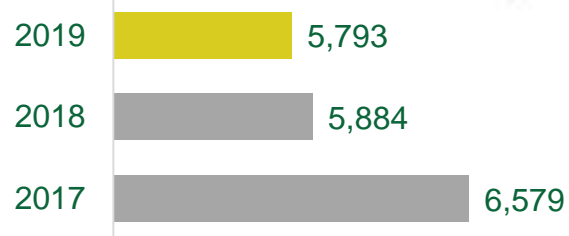
Corporate Investments



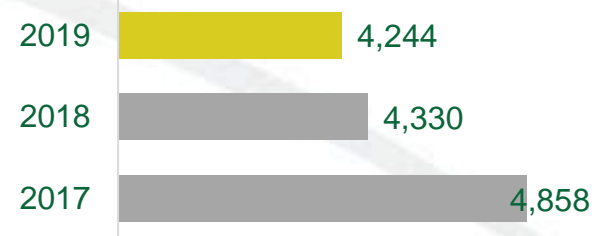
Assets Mix – Sep 2019



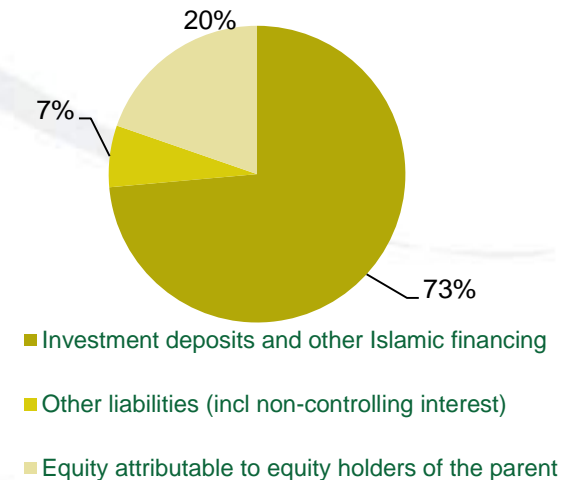
Total Assets



Investment Deposits and Other Islamic Financing

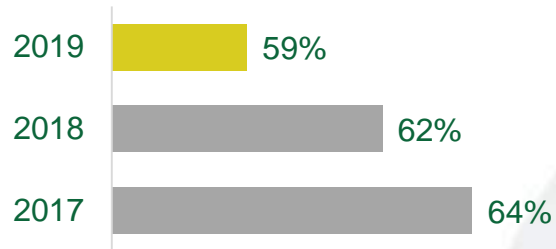


Liability and Equity Mix – Sep 2019

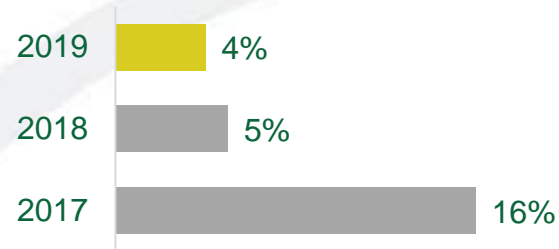


Financial Ratios

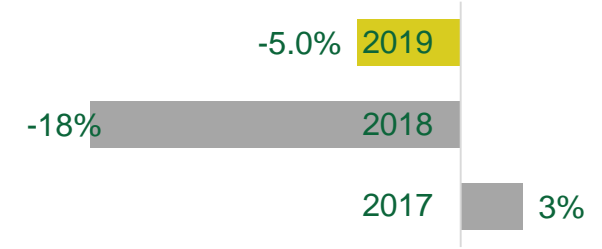
Net Financing to Deposit Ratio



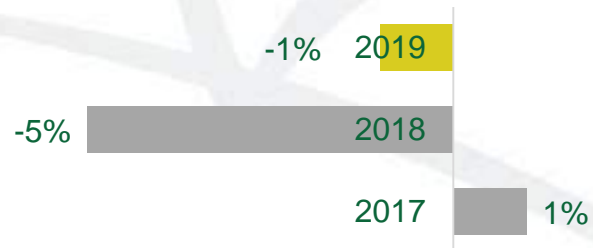
Liquid Assets to Total Assets Ratio



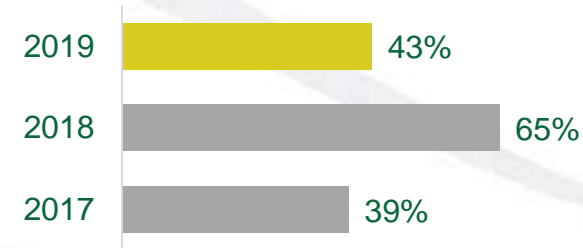
Return on Equity (ROE)



Return on Assets (ROA)



Cost to Income Ratio



Awards



2017

2018

2019



meawinner
Arif Alharmi
Amlak Finance PJSC
2017 UAE Leading Decision Makers Awards
Chief Executive Officer of the Year 2017 - Dubai

1. Best Sharia Compliant Property Finance Company
2. Best Islamic Finance CSR Company UAE 2017
3. Best for Sharia Compliant Property Finance
4. 2017 UAE Leading Decision Makers Award Chief Executive Officer of The Year 2017 – Dubai.
5. Best Real Estate Product (Double Your Property)_ UAE
6. Best Home Finance Company

1. Global Islamic Business Award 2018
2. Dubai Chamber's CSR Label 2018
3. Best Islamic Finance CSR Company UAE 2018
4. Best Sharia Compliant Property Finance Company 2018
5. Best Real Estate Financier 2018 & Award for Excellence in Client-Focused Financial Services

1. Best Islamic Finance CSR Company UAE 2019
2. Best Sharia Compliant Property Finance Company UAE 2019

Products and Services

Istithmari

Istithmari is the first-of-its-kind Buy-To-Let property finance (Ijara) product in the region, designed for investors looking to invest in completed residential and commercial properties. Customers are also provided with a complimentary full suite of Property Management Services.

Ijarah

Ijarah is the basic home finance product aimed towards end users for residential as well as commercial property in ready or completed projects. Under Ijarah, Amlak buys the property from the developer/seller and leases it out to the customer with a promise to sell at the end of the lease term. The customer pays monthly rentals that comprise of fixed, variable and supplementary rentals.

Double Your Property Portfolio

This first-of-its-kind product is designed for investors who have equity in UAE property to double their property portfolio. The product provides investors with increased returns on their real estate investments as well as attractive financing terms. Amlak will facilitate the entire new investment process and investors can enjoy complete access to Amlak's diverse real estate portfolio and receive complimentary property management services.

Tatweer

Tatweer is an under-construction financing product for investors as well as for end users. Finance is supplemented by a complimentary full suite of property management services that comes into effect post completion and handover of the property.

Private Construction Finance

Private Construction Finance is offered to individuals or corporates that carry out under construction projects with an intention to either rent, occupy or operate the development, post construction completion. Although the product is primarily targeted towards the wholesale segment, individual or retail applications are also catered under the same offer on a case by case basis.



Contact

Investor Relations

Phone: +971 4 4274500

Web: <http://www.amlakfinance.com/en/investor-relations.html>

Email: InvestorRelations@amlakfinance.com

P O Box: 2441, Dubai, United Arab Emirates