



Amlak Finance PJSC

Investor Presentation

Q3 2021

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Company Profile

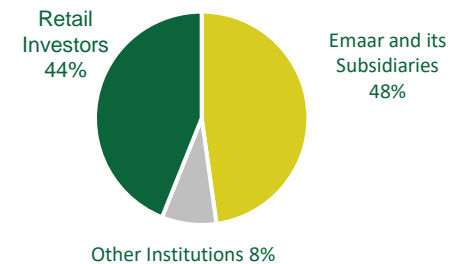
Background

- 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%
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	18.35%

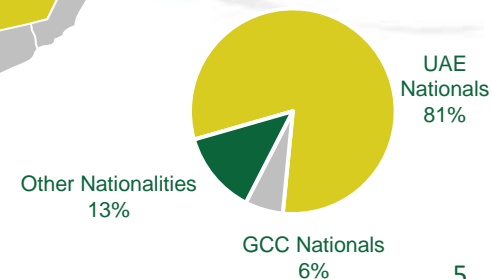
Ownership Structure



Geographic Presence



Nationality of Ownership



Key Strategies

Strategic Priorities

Compliance with restructuring covenants

Organizational Capability

Cost Rationalization

Strategic Intent

- Ensuring full compliance with and adherence to revised agreement reached with the Depositors.
- Flawless implementation of restructuring milestones
- Robust risk management to manage risks within risk appetite.
- Staff and talent development and retention as well as boosting corporate brand.
- Ensure cost rationalization to maintain and align efficiency ratios

Strategic Metrics

Liquidity & Compliance

Customer Satisfaction

Efficiency

Enhance shareholder value whilst adhering to restructuring obligations

Real Estate Financing (REF)

Key Metrics	Actual Q3 2021	Targeted 2021
Net Portfolio Level	AED 1.4Bn	AED 1.9Bn
Delinquency Rate	3.6%	4%
Rental Income - REF	AED 5.63Mn	AED 6.33Mn

Ready Property

- Utilize targeted marketing approach to reach identified client segments, utilizing alliances where appropriate
- Exit Amlak Finance Investment Unit (AFIU) repossessed assets
- lower bookings due to CB requirements to enhance aggregate capital which was met in Q3 2021

Real Estate Investments (REI)

Key Metrics	Actual Q3 2021	Targeted 2021
Rental Income - REI	AED 12.93Mn	AED 12.13Mn
Rental Yield	5%	3.03%
Mark to Market (MTM) on real estate assets	AED (13.48)Mn	AED 15Mn

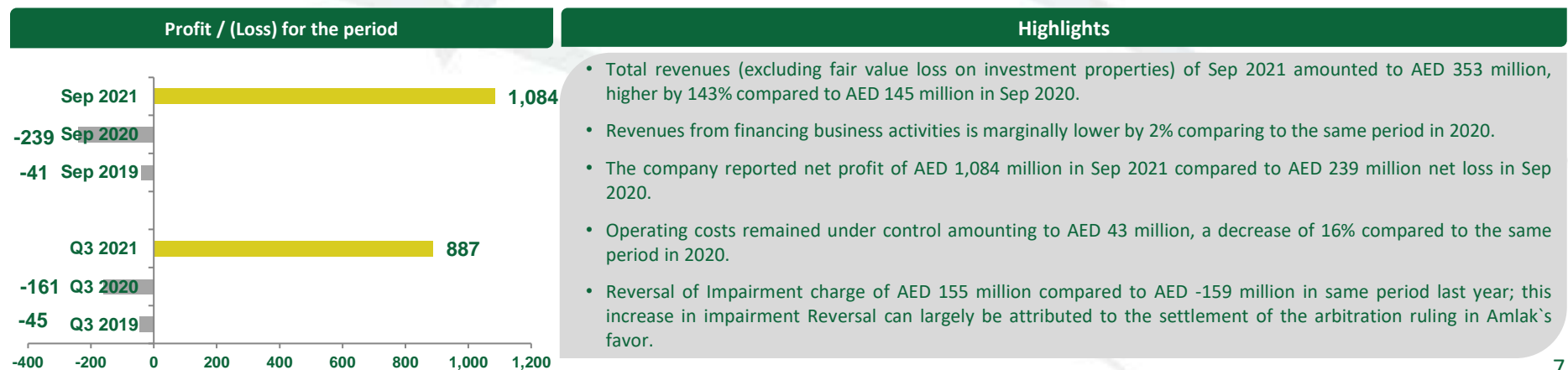
- Focus on value creation by continuing to develop land parcels
- Maintain high asset yield and low vacancy rates for ready properties
- Enhance property management offering
- Exit Asset Management portfolio

Group Income Statement

AED in Mn

Particulars	Q3 2021	Q3 2020	Q3 2021 vs. Q3 2020		Sep 2021	Sep 2020	Sep 2021 vs. Sep 2020	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	41	42	(1)	-2%	126	129	(3)	-2%
Rental income	6	10	(4)	-40%	19	35	(16)	-46%
Fair value gain / (loss) on investment properties	(15)	(110)	95	86%	(17)	(328)	311	95%
Loss on sale of investment properties	1	(17)	18	106%	-	(34)	34	100%
Other Income	842	85	757	891%	1,089	121	968	800%
Total Income	875	10	865	8650%	1,217	(77)	1,294	-1681%
Reversal of impairments / (impairments)	135	(87)	222	255%	155	(159)	314	197%
Amortization of initial fair value gain on investment deposits	(40)	(37)	(3)	-8%	(125)	133	(258)	-194%
Operating Expenses	(67)	(23)	(44)	-191%	(110)	(74)	(36)	-49%
Cost of sale of properties under development (including related operating expenses)	-	(2)	2	100%	-	(2)	2	100%
Share of results of an associate	5	2	3	150%	14	16	(2)	-13%
Profit Before Distribution to financiers / investors	908	(137)	1,045	763%	1,151	(163)	1,314	806%
Distribution to financiers / investors	(21)	(24)	3	13%	(67)	(76)	9	12%
Profit / (Loss) for the year	887	(161)	1,048	651%	1,084	(239)	1,323	554%

Sep stands for first 9 months of the year (i.e. 9 months from Jan to Sep). Q3 stands for the third quarter of the year only (i.e. 3 months Jul to Sep)



Group Balance Sheet

AED in Mn

Particulars	Sep 2021	YE 2020	Sep 2021 vs. YE 2020	
			Variance	Change in %
Cash and Balances with Banks	252	189	63	33%
Islamic Financing and Investing Assets	1,980	2,262	(282)	-12%
Real Estate Investments	1,554	1,252	302	24%
Corporate Investments	216	215	1	0%
Other Assets	71	74	(3)	-4%
Total Assets	4,073	3,992	81	2%
Investment Deposits and Other Islamic Financing	2,734	3,634	(900)	-25%
Other Liabilities (Incl Non-Controlling Interest)	132	113	19	17%
Equity	1,207	245	962	393%
Total Equity & Liabilities	4,073	3,992	81	2%

Highlights

- Total assets of Amlak stand at AED 4 billion marginally higher than to the 2020 year-end financial position
- Total liabilities stand at AED 2.8 billion, significantly lower by 25% than to the 2020 year-end liabilities.

Cash and Balances with Banks



Islamic Financing and Investing Assets





Awards



- 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



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