



Amlak Finance PJSC

Investor Presentation

Q2 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.

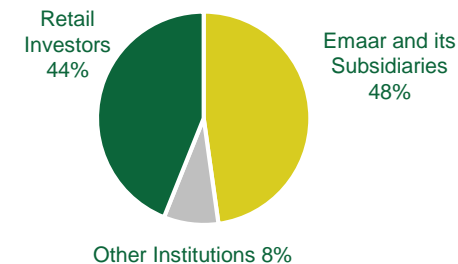
Subsidiaries and Associates

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%

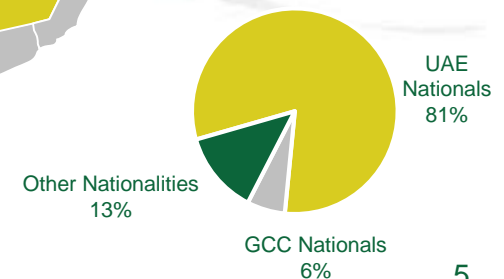
Geographic Presence



Ownership Structure



Nationality of Ownership



Key Strategies

Strategic Priorities

Restructuring

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 Q2 2021	Targeted 2021
Portfolio Level	AED 1.6Bn	AED 1.84Bn
Delinquency Rate	3.4%	4%
Rental Income	AED 3.97Mn	AED 2.2Mn

Ready Property

- Utilize targeted marketing approach to reach identified client segments, utilizing alliances where appropriate
- Exit Amlak Finance Investment Unit (AFIU) repossessed assets
- Improve portfolio quality

Real Estate Investments (REI)

Key Metrics	Actual Q2 2021	Targeted 2021
Rental Income	AED 8.85Mn	AED 5.40Mn
Rental Yield	1.88%	3.03%
Mark to Market (MTM) on real estate assets	AED (2.97)Mn	AED 0 Mn

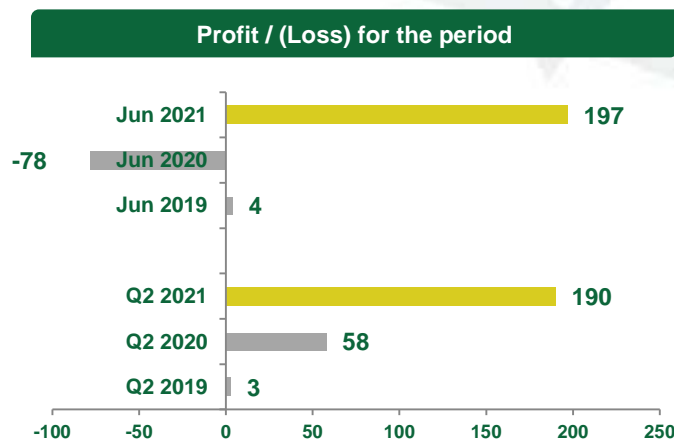
- Focus on value creation by continuing to develop land parcels
- Maintain high asset yield and low vacancy rates for ready properties
- Enhance property management offering
- Exit Asset Management portfolio

Group Income Statement

AED in Mn

Particulars	Q2 2021	Q2 2020	Q2 2021 vs. Q2 2020		H1 2021	H1 2020	H1 2021 vs. H1 2020	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	41	43	(2)	-4%	85	87	-2	-2%
Rental income	6	12	(6)	-50%	13	25	(12)	-48%
Sale of properties under development	-	-	-	-	-	-	-	-
Fair value gain / (loss) on investment properties	(1)	(89)	-88	-99%	(2)	(218)	216	99%
Loss on sale of investment properties	1	(10)	-11	-110%	(1)	17	-16	-94%
Other Income	207	21	186	886%	247	36	211	586%
Total Income	254	(24)	230	958%	342	(87)	429	-493%
Reversal of impairments / (impairments)	27	(69)	96	139%	20	(72)	92	128%
Amortization of initial fair value gain on investment deposits	(53)	193	(246)	-127%	(85)	170	(255)	-150%
Operating Expenses	(19)	(23)	-4	-17%	(43)	(51)	-8	-16%
Cost of sale of properties under development (including related operating expenses)	-	-	-	-	-	-	-	-
Share of results of an associate	4	8	(4)	-50%	9	14	(5)	-36%
Profit Before Distribution to financiers / investors	213	85	128	150%	243	(26)	269	-1035%
Distribution to financiers / investors	(23)	(27)	-4	-15%	(46)	(52)	-6	-12%
Profit / (Loss) for the year	190	58	132	227%	197	(78)	275	-353%

H1 stands for first half of the year (i.e. 6 months from Jan to June) .Q2 stands for the second quarter of the year only (i.e. 3 months Apr to Jun)



Highlights

- Total revenues (excluding fair value loss on investment properties) of H1 2021 amounted to AED 353 million, 143% higher than H1 2020 amounting to AED 145.
- Revenues from financing business activities is marginally lower comparing to the same period in 2020.
- The company reported net profit of AED 197 million in H1 2021 compared to AED 78 million net loss in 2020.
- Operating costs remained under control amounting to AED 43 million, a decrease of 16% compared to the same period in 2020.
- Reversal of Impairment charge of AED 20 million on Islamic Financing Assets compared to AED -72 million in same period last year; this reversal of impairment can largely be attributed to the regularization of some customers accounts and the sale of investment properties as per CB directions.

Group Balance Sheet

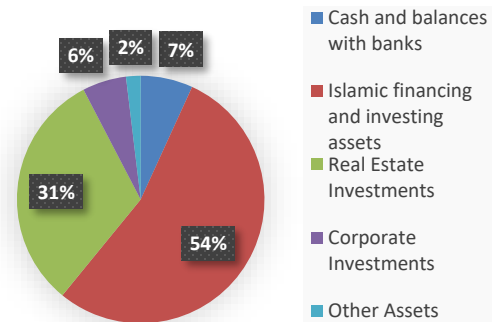
AED in Mn

Particulars	H1 2021	YE 2020	H1 2021 vs. YE 2020	
			Variance	Change in %
Cash and Balances with Banks	251	189	62	33%
Islamic Financing and Investing Assets	1,989	2,262	(273)	-12%
Real Estate Investments	1,157	1,252	(95)	-8%
Corporate Investments	211	215	(4)	-2%
Other Assets	70	74	(4)	-5%
Total Assets	3,678	3,992	(314)	-8%
Investment Deposits and Other Islamic Financing	3,186	3,634	(448)	-12%
Other Liabilities (Incl Non-Controlling Interest)	109	113	(4)	-4%
Equity	383	245	138	56%
Total Equity & Liabilities	3,678	3,992	(314)	-8%

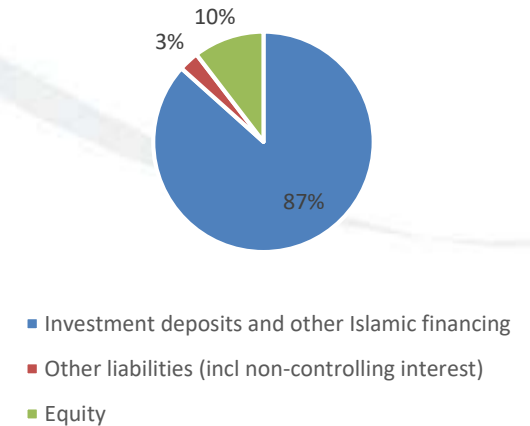
Highlights

- Total assets of Amlak stand at AED 3.6 billion and total liabilities at AED 3.2 billion

Assets Mix – H1 2021



Liability and Equity Mix – H1 2021



Awards



2017

2018

2019



mea Awards
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



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