



Amlak Finance PJSC

Investor Presentation

FY 2021

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.

Content

1	Amlak at a Glance	
	Company Profile	4
2	Strategic Focus	
	Key Strategies	5
	Segment Strategy	6
3	Financial & Operating Performance	
	Group Income Statement	7
	Group Balance Sheet	8
4	Appendix	
	Awards	9

Company Profile

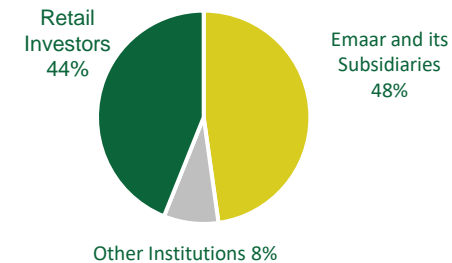
Background

- 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%

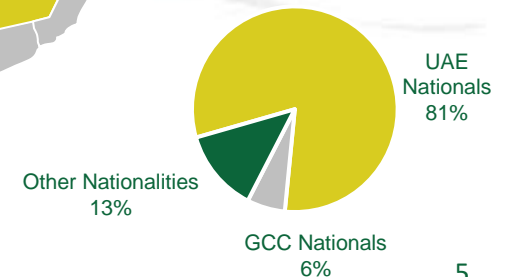
Ownership Structure



Geographic Presence



Nationality of Ownership



Key Strategies

Strategic Priorities

Strategic Intent

Strategic Metrics

Funding

- Ensuring full compliance with and adherence to revised agreement reached with the Depositors.
- Explore innovative options to repay financiers with a view to achieve a sustainable capital structure

Liquidity & Compliance

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

Efficiency

Enhance shareholder value whilst adhering to restructuring obligations

Real Estate Financing (REF)

Key Metrics	Actual Q4 2021	Targeted 2021
Net Portfolio Level	AED 1.3Bn	AED 2.1Bn
Delinquency Rate	3.5%	4%
Rental Income - REF	AED 6.9Mn	AED 7.6Mn

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 Q4 2021	Targeted 2021
Rental Income - REI	AED 15.8Mn	AED 13.2Mn
Rental Yield	4.6%	4.3%
Mark to Market (MTM) on real estate assets	AED (12.6)Mn	AED 20Mn

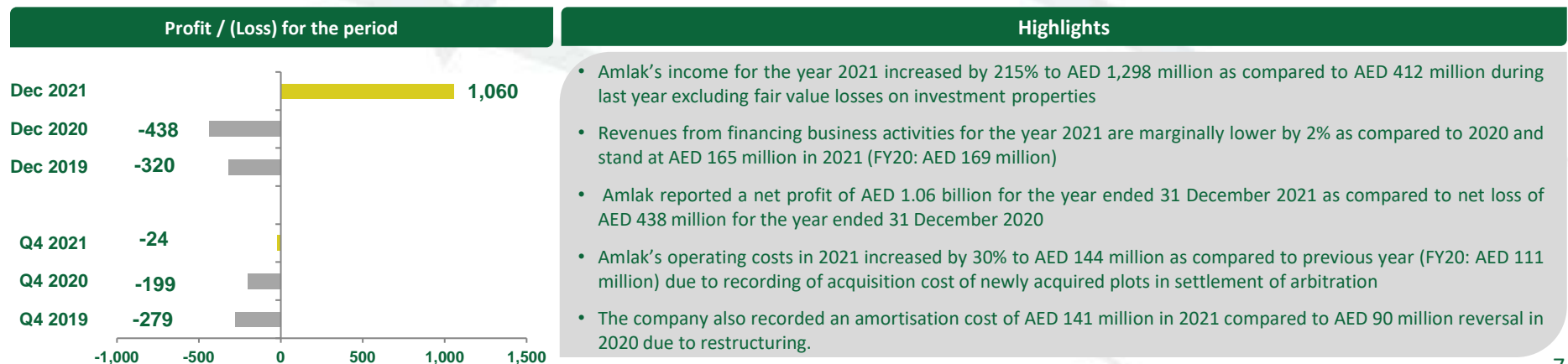
- Focus on value creation by continuing to develop land parcels
- Maintain high asset yield and low vacancy rates for ready properties
- Enhance property management offering
- Exit Asset Management portfolio

Group Income Statement

AED in Mn

Particulars	Q4 2021	Q4 2020	Q4 2021 vs. Q4 2020		Dec 2021	Dec 2020	Dec 2021 vs. Dec 2020	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	39	40	(1)	-2%	165	169	(4)	-2%
Rental income	4	7	(3)	-37%	23	42	(19)	-45%
Fair value gain / (loss) on investment properties	4	(135)	139	-103%	(13)	(463)	450	-97%
Loss on sale of investment properties	1	(50)	51	-102%	1	(84)	85	-101%
Other Income	1	144	(143)	-99%	1,091	265	826	312%
Total Income	50	6	44	726%	1,267	(71)	1,338	-1885%
Reversal of impairments / (impairments)	(9)	(106)	97	-92%	146	(266)	412	-155%
Amortization of initial fair value gain on investment deposits	(16)	(43)	27	-64%	(141)	90	(231)	-257%
Operating Expenses	(34)	(36)	2	-6%	(144)	(111)	(33)	30%
Share of results of an associate	5	4	1	23%	19	20	(1)	-5%
Profit Before Distribution to financiers / investors	(4)	(175)	171	-98%	1,147	(338)	1,485	-439%
Distribution to financiers / investors	(20)	(23)	3	-14%	(87)	(99)	12	-12%
Profit / (Loss) for the year	(24)	(198)	174	-88%	1,060	(437)	1,497	-343%

Dec stands for 12 months of the year (i.e. 12 months from Jan to Dec) .Q4 stands for the fourth quarter of the year only (i.e. 3 months Oct to Dec)



Group Balance Sheet

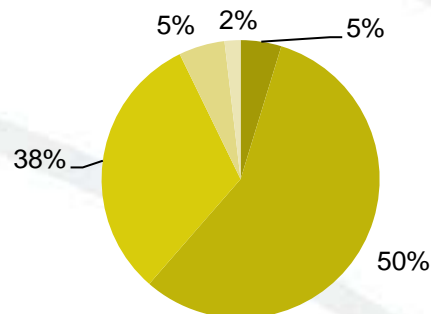
AED in Mn

Particulars	YE 2021	YE 2020	YE 2021 vs. YE 2020	
			Variance	Change in %
Cash and Balances with Banks	189	189	-	-
Islamic Financing and Investing Assets	2,052	2,262	(210)	-9%
Real Estate Investments	1,559	1,252	307	25%
Corporate Investments	221	215	6	3%
Other Assets	60	73	(13)	-18%
Total Assets	4,081	3,991	90	2%
Investment Deposits and Other Islamic Financing	2,769	3,633	(864)	-24%
Other Liabilities	129	113	16	14%
Equity	1,183	245	938	383%
Total Equity & Liabilities	4,081	3,991	90	2%

Highlights

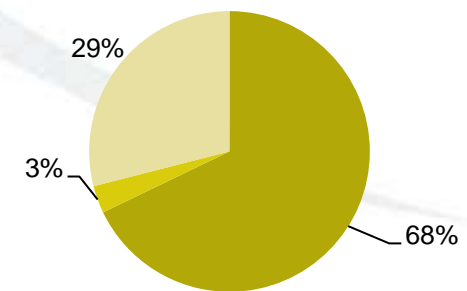
- Total assets of Amlak stand at AED 4.08 billion FY 2021 (2020: AED 3.99 billion) and total liabilities at AED 2.77 billion (2020: AED 3.6 billion)

Assets Mix – Dec 2021



- Cash and balances with banks
- Islamic financing and investing assets
- Real Estate Investments
- Corporate Investments
- Other Assets

Liability and Equity Mix – Dec 2021



- Investment deposits and other Islamic financing
- Other liabilities (incl non-controlling interest)
- Equity



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



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