



Amlak Finance PJSC

Investor Presentation

Q1 2023

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Company Profile

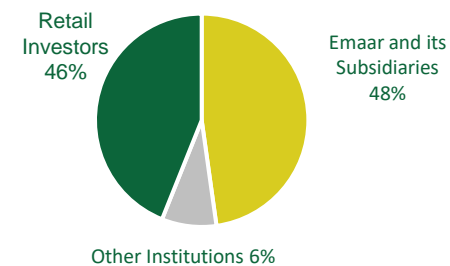
Background

- 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.
- 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, with some terms renegotiated in 2020, 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%

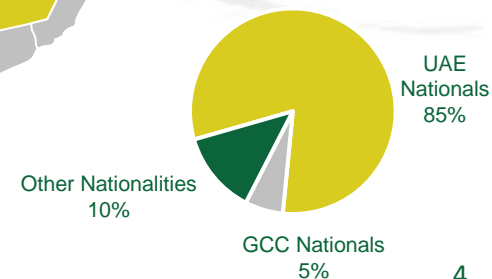
Ownership Structure



Geographic Presence



Nationality of Ownership



Key Strategies

Strategic Priorities

Strategic Intent

Strategic Metrics

Funding

- Exploring initiatives to expedite settlement with Financiers to exit from the Common Terms Agreement (CTA) which is part of our ongoing effort to strengthen financial position and achieve 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 Q1 2023	Targeted Q1 2023
Net Portfolio Level	AED 0.76Bn	AED 0.77Bn
Delinquency Rate	2.62%	2.75%

- Improve portfolio quality
- Exit Amlak Finance Investment Unit (AFIU) repossessed assets

Real Estate Investments (REI)

Key Metrics	Actual Q1 2023	Targeted Q1 2023
Rental Income - REI	AED 4.06Mn	AED 4.89Mn
Rental Yield	10.07%	12.14%

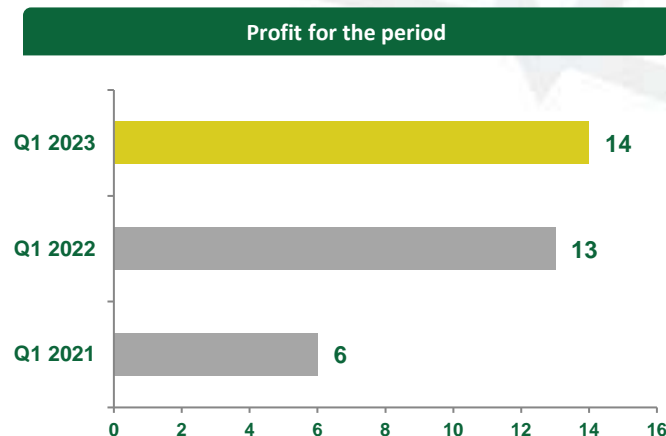
- Maintain high asset yield and low vacancy rates for ready properties
- Focus on value creation by continuing to develop land parcels

Group Income Statement

AED in Mn

Particulars	Q1 2023	Q1 2022	Q1 2023 vs. Q1 2022	
			Variance	Change in %
Income from Financing and Investing assets	30	36	(6)	-16%
Income from investment properties, net	9	4	5	125%
Gain on debt settlement	30	21	9	43%
Share of results of associate	3	4	(1)	-25%
Other Income	2	2	-	0%
Total Income	74	67	7	11%
(Charge)/Reversal of impairment, net	(3)	1	(4)	-400%
Amortization of initial fair value gain on investment deposits	(12)	(15)	3	-20%
Operating Expenses	(30)	(21)	-9	43%
Profit Before Distribution to financiers / investors	29	32	(3)	-10%
Distribution to financiers / investors	(15)	(19)	4	-21%
Profit for the period	14	13	1	6%

Q1 stands for the first quarter of the year only (i.e. 3 months January to March)



Highlights

- Amlak reported a net profit of AED 14 million for Q1 2023 as compared to net profit of AED 13 million for Q1 2022
- Amlak's total income for Q1 2023 increased by 11% to AED 74 million as compared to AED 67 million in Q1 2022
- Revenues from financing business decreased by 16% to AED 30 million during Q1 2023 as compared to AED 35 million in Q1 2022
- Amlak's operating costs increased in 2023 by 47% to AED 30 million in Q1 2023, compared to AED 21 million during the same period last year mainly due to one off expense related to asset held for sale
- the company also recorded lower amortisation cost of AED 15 million in Q1 2023 compared to AED 19 million in Q1 2022 on regular investment deposits

Group Balance Sheet

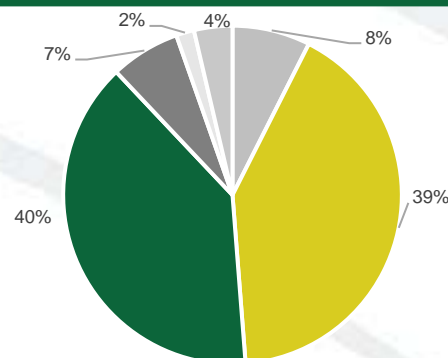
AED in Mn

Particulars	Q1 2023	YE 2022	Q1 2023 vs. YE 2022	
			Variance	Change in %
Cash and Balances with Banks	314	256	58	23%
Islamic Financing and Investing Assets	1,304	1,420	(116)	-8%
Real Estate Investments	1,355	1,347	8	1%
Corporate Investments	230	229	1	0%
Other Assets	67	59	8	14%
Assets held for sale	101	126	(25)	-20%
Total Assets	3,371	3,437	(66)	-2%
Investment Deposits and Other Islamic Financing	1,737	1,837	(100)	-5%
Other Liabilities	202	139	63	45%
Equity	1,432	1,461	(29)	-2%
Total Equity & Liabilities	3,371	3,437	(66)	-2%

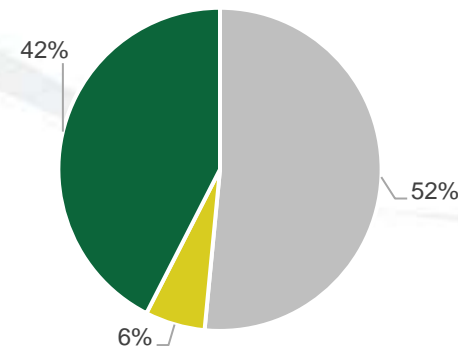
Highlights

- Total assets of Amlak stand at AED 3.4 billion and total liabilities at AED 1.9 billion

Assets Mix – Q1 2023



Liability and Equity Mix – Q1 2023



- Cash and balances with banks
- Islamic financing and investing assets
- Investment deposits and other Islamic financing
- Real Estate Investments
- Corporate Investments
- Other liabilities (incl non-controlling interest)
- Other Assets
- Assets held for sale
- 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



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