



# Amlak Finance PJSC

Investor Presentation

Sep 2023

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## Company Profile

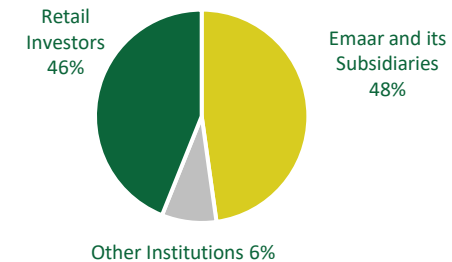
### Background

- 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%

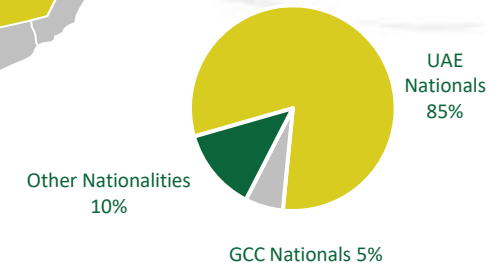
### Ownership Structure



### Geographic Presence



### Nationality of Ownership



## Key Strategies

Strategic Priorities	Strategic Intent	Strategic Metrics
Funding	<ul style="list-style-type: none"> <li>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.</li> </ul>	Liquidity & Compliance
Organizational Capability	<ul style="list-style-type: none"> <li>Robust risk management to manage risks within risk appetite.</li> <li>Staff and talent development and retention as well as boosting corporate brand.</li> </ul>	Customer Satisfaction
Cost Rationalization	<ul style="list-style-type: none"> <li>Ensure cost rationalization to maintain and align efficiency ratios</li> </ul>	Efficiency

### Enhance shareholder value whilst adhering to restructuring obligations

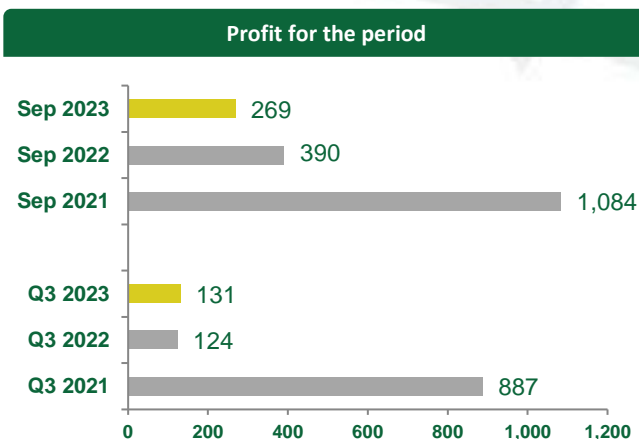
Real Estate Financing (REF)		
Key Metrics	Actual Q3 2023	Targeted Q3 2023
Net Portfolio Level	AED 0.63 Bn	AED 0.64 Bn
Delinquency Rate	2.99%	2.75%
<ul style="list-style-type: none"> <li>Improve portfolio quality</li> <li>Exit Amlak Finance Investment Unit (AFIU) repossessed assets</li> </ul>		

Real Estate Investments (REI)		
Key Metrics	Actual Q3 2023	Targeted Q3 2023
Rental Income - REI	AED 11.87 Mn	AED 13.97 Mn
Rental Yield	9.79%	15.20%
<ul style="list-style-type: none"> <li>Ensuring to Maintain high asset yield and low vacancy rates for ready properties</li> <li>Focus on value creation by continuing to develop land parcels</li> </ul>		

## Group Income Statement

Particulars	Q3 2023	Q3 2022	Q3 2023 vs. Q3 2022		Sep 2023	Sep 2022	Sep 2023 vs. Sep 2022	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	30	31	(1)	(3%)	90	100	(10)	(10%)
Income from investment properties, net	46	(0)	46	13,159%	87	4	84	2,182%
Gain on debt settlement	20	138	(118)	(86%)	174	318	(144)	(45%)
Share of results of associate	0	4	(4)	(91%)	4	14	(10)	(74%)
Other Income	3	1	9	147%	9	12	(3)	(27%)
<b>Total Income</b>	<b>99</b>	<b>174</b>	<b>(75)</b>	<b>(43%)</b>	<b>364</b>	<b>448</b>	<b>(84)</b>	<b>(19%)</b>
Reversal of impairments net	78	8	70	846%	50	107	(58)	(54%)
Amortization of initial fair value gain on investment deposits	(9)	(16)	8	(48%)	(31)	(44)	13	(30%)
Operating Expenses	(23)	(24)	1	(7%)	(69)	(65)	(4)	6%
<b>Profit Before Distribution to financiers / investors</b>	<b>146</b>	<b>141</b>	<b>5</b>	<b>3%</b>	<b>314</b>	<b>446</b>	<b>(133)</b>	<b>(30%)</b>
Distribution to financiers / investors	(15)	(18)	3	(14%)	(45)	(56)	11	(20%)
<b>Profit for the period</b>	<b>131</b>	<b>124</b>	<b>7</b>	<b>6%</b>	<b>269</b>	<b>390</b>	<b>(121)</b>	<b>(31%)</b>

Sep 2023 stands for 9 first 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)



**Highlights**

- Amlak's total income as of Sep 2023 decreased by 19% to AED 364 million as compared to AED 448 million in first nine months of 2022,
- Revenues from financing business decreased by 10% reaching AED 90 million as of Sep 2023 as compared to AED 100 million in same period in 2022,
- Amlak's operating costs increased in first 9 months 6% to AED 69 million compared to AED 65 million recorded as of Sep last year mainly due to a one-off expense related to the commencement of negotiations with financiers to exit the Common Terms Agreement,
- The company also recorded an amortisation cost of AED 31 million as of Sep 2023 compared to AED 44 million as of Sep 2022 on regular investment deposits
- Amlak reported a net profit of AED 269 million as of Sep 2023 as compared to net profit recorded as of Sep 2022 amounting 390 million.

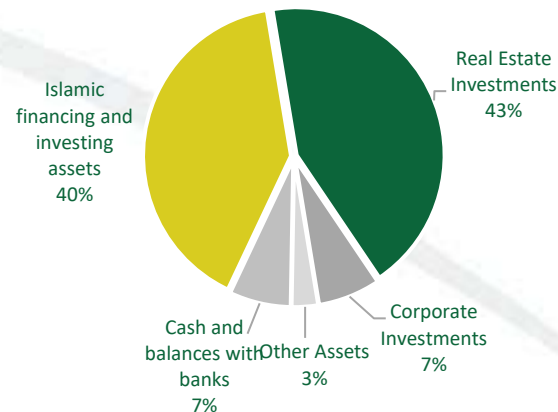
## Group Balance Sheet

AED in Mn

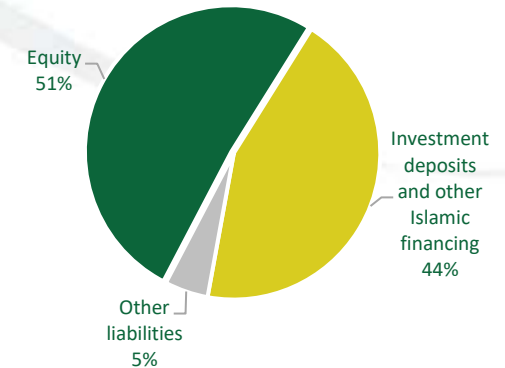
Particulars	Sep 2023	YE 2022	Sep 2023 vs. YE 2022	
			Variance	Change in %
Cash and Balances with Banks	215	256	(41)	(16%)
Islamic Financing and Investing Assets	1,286	1,420	(133)	(9%)
Real Estate Investments	1,376	1,347	29	2%
Corporate Investments	218	229	(12)	(5%)
Other Assets	92	59	33	56%
Assets held for sale	-	126	(126)	(100%)
<b>Total Assets</b>	<b>3,187</b>	<b>3,437</b>	<b>(250)</b>	<b>(7%)</b>
Investment Deposits and Other Islamic Financing	1,402	1,837	(435)	(21%)
Other Liabilities	153	139	14	10%
Equity	1,632	1,461	171	12%
<b>Total Equity &amp; Liabilities</b>	<b>3,187</b>	<b>3,437</b>	<b>(250)</b>	<b>(9%)</b>

### Highlights

#### Assets Mix – Sep 2023



#### Liability and Equity Mix – Sep 2023



- Total assets of Amlak stand at AED 3.18 billion and total liabilities at AED 1.55 billion



# 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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