



# Amlak Finance PJSC

Investor Presentation

H1 2024

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# Company Profile

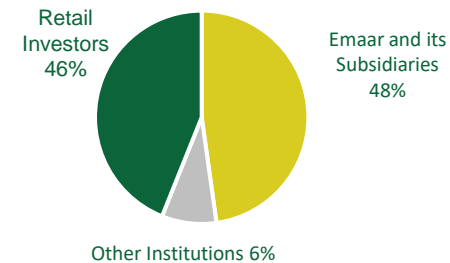
## Background

- 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 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 Finance Company	KSA	18.35%

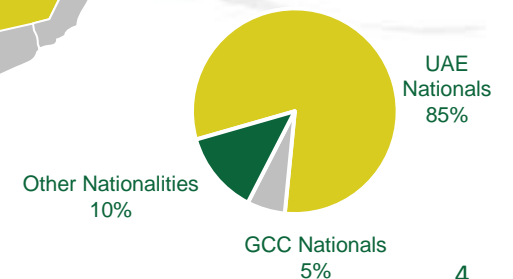
## Ownership Structure



## Geographic Presence



## Nationality of Ownership



## Key Strategies

Strategic Priorities	Strategic Intent	Strategic Metrics
Funding	<ul style="list-style-type: none"> <li>Agree new terms with Financiers to improve the capital structure of the company by reducing the debt burden.</li> </ul>	Liquidity & Compliance
Business Development	<ul style="list-style-type: none"> <li>Maximize value through development of existing land bank.</li> </ul>	ROI and ROE
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 Q2 2024	Targeted Q2 2024
Net Portfolio Level	AED 0.49 Bn	AED 0.46 Bn
Delinquency Rate	2.0%	2.7%
<ul style="list-style-type: none"> <li>Improve portfolio quality</li> <li>Exit Amlak Finance Investment Unit (AFIU) repossessed assets</li> </ul>		

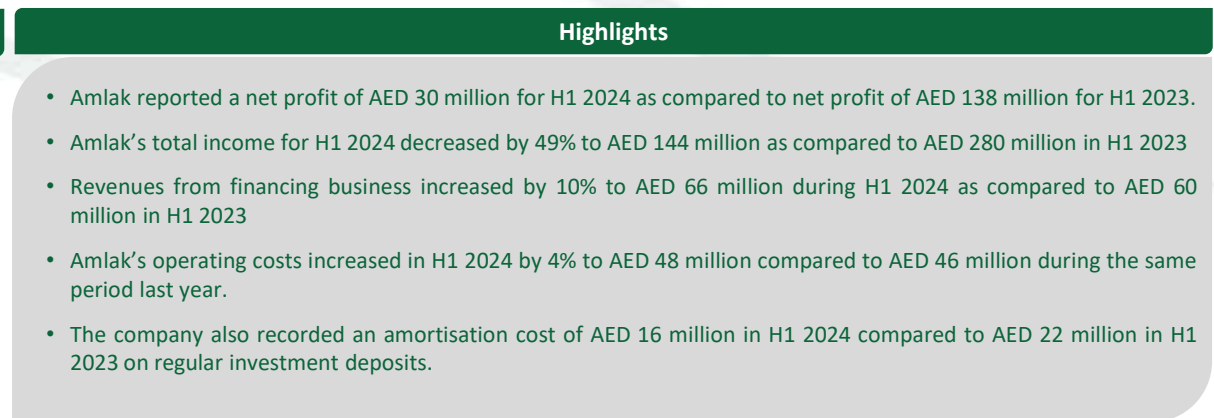
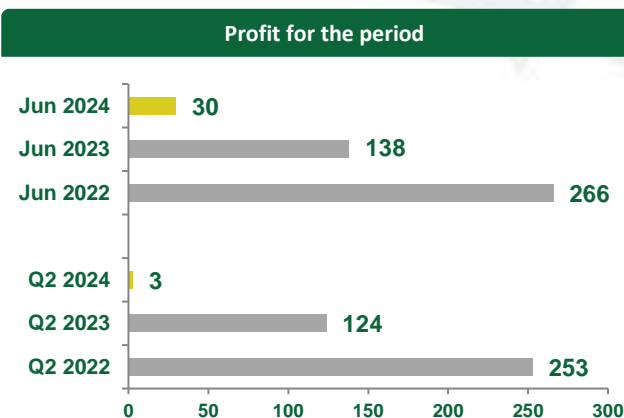
Real Estate Investments (REI)		
Key Metrics	Actual Q2 2024	Targeted Q2 2024
Rental Income - REI	AED 10.36 Mn	AED 10.02 Mn
Gross Rental Yield	12.6%	12.4%
<ul style="list-style-type: none"> <li>Ensuring to Maintain high asset yield and low vacancy rates for ready properties</li> <li>Focus on value creation by continuing to develop land parcels</li> </ul>		

## Group Income Statement

AED in Mn

Particulars	Q2 2024	Q2 2023	Q2 2024 vs. Q2 2023		H1 2024	H1 2023	H1 2024 vs. H1 2023	
			Variance	Change in %			Variance	Change in %
Income from Financing and Investing assets	32	30	2	7%	66	60	6	10%
Income from investment properties, net	39	54	(15)	(28%)	67	57	10	18%
Gain on debt settlement	-	124	(124)	(100%)	-	154	(154)	(100%)
Share of results of associate	1	1	-	0%	3	3	-	0%
Other Income	4	4	-	0%	8	6	2	33%
<b>Total Income</b>	<b>76</b>	<b>213</b>	<b>(137)</b>	<b>(64%)</b>	<b>144</b>	<b>280</b>	<b>(136)</b>	<b>(49%)</b>
Charge of impairment, net	(21)	(25)	4	(16%)	(13)	(28)	15	(54%)
Amortization of initial fair value gain on investment deposits	(8)	(10)	2	(20%)	(16)	(22)	6	(27%)
Operating Expenses	(25)	(23)	(2)	9%	(48)	(46)	(2)	4%
<b>Profit Before Distribution to financiers / investors</b>	<b>22</b>	<b>155</b>	<b>(133)</b>	<b>(86)</b>	<b>67</b>	<b>184</b>	<b>(117)</b>	<b>(64)</b>
Distribution to financiers / investors	(17)	(15)	(2)	13%	(33)	(30)	(3)	10%
<b>Profit for the period before income tax expenses</b>	<b>5</b>	<b>140</b>	<b>(135)</b>	<b>(96%)</b>	<b>34</b>	<b>154</b>	<b>(120)</b>	<b>(78%)</b>
Income Tax Expense	(2)	(16)	14	(88%)	(4)	(16)	12	(75%)
<b>Profit for the period</b>	<b>3</b>	<b>124</b>	<b>(121)</b>	<b>(98%)</b>	<b>30</b>	<b>138</b>	<b>(108)</b>	<b>(78%)</b>

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)



## Group Balance Sheet

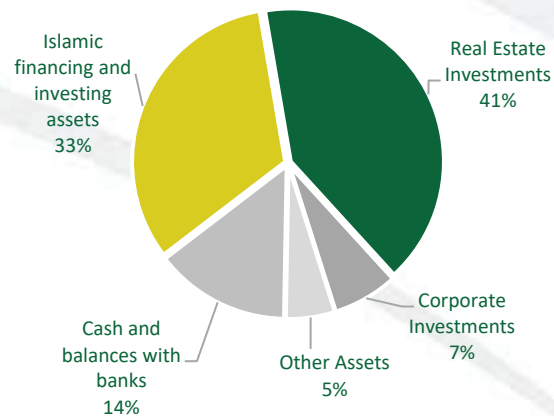
AED in Mn

Particulars	H1 2024	YE 2023	H1 2024 vs. YE 2023	
			Variance	Change in %
Cash and Balances with Banks	452	222	230	104%
Islamic Financing and Investing Assets	1,031	1,319	(288)	(22%)
Real Estate Investments	1,291	1,376	(85)	(6%)
Corporate Investments	217	217	-	0%
Other Assets	163	110	53	48%
<b>Total Assets</b>	<b>3,154</b>	<b>3,244</b>	<b>(90)</b>	<b>(3%)</b>
Investment Deposits and Other Islamic Financing	1,356	1,430	(74)	(5%)
Other Liabilities	208	190	18	9%
Equity	1,590	1,624	(34)	(2%)
<b>Total Equity &amp; Liabilities</b>	<b>3,154</b>	<b>3,244</b>	<b>(90)</b>	<b>(3%)</b>

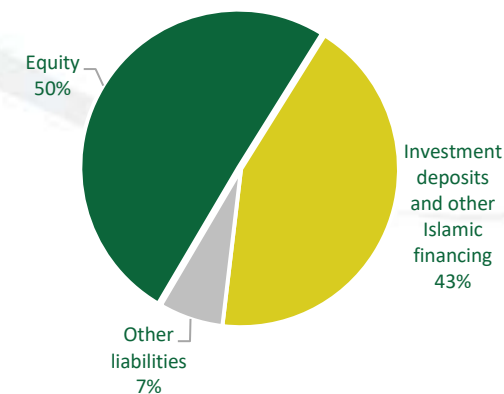
### Highlights

- Total assets of Amlak stand at AED 3.1 billion and total liabilities at AED 1.5 billion

#### Assets Mix – H1 2024



#### Liability and Equity Mix – H1 2024





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