

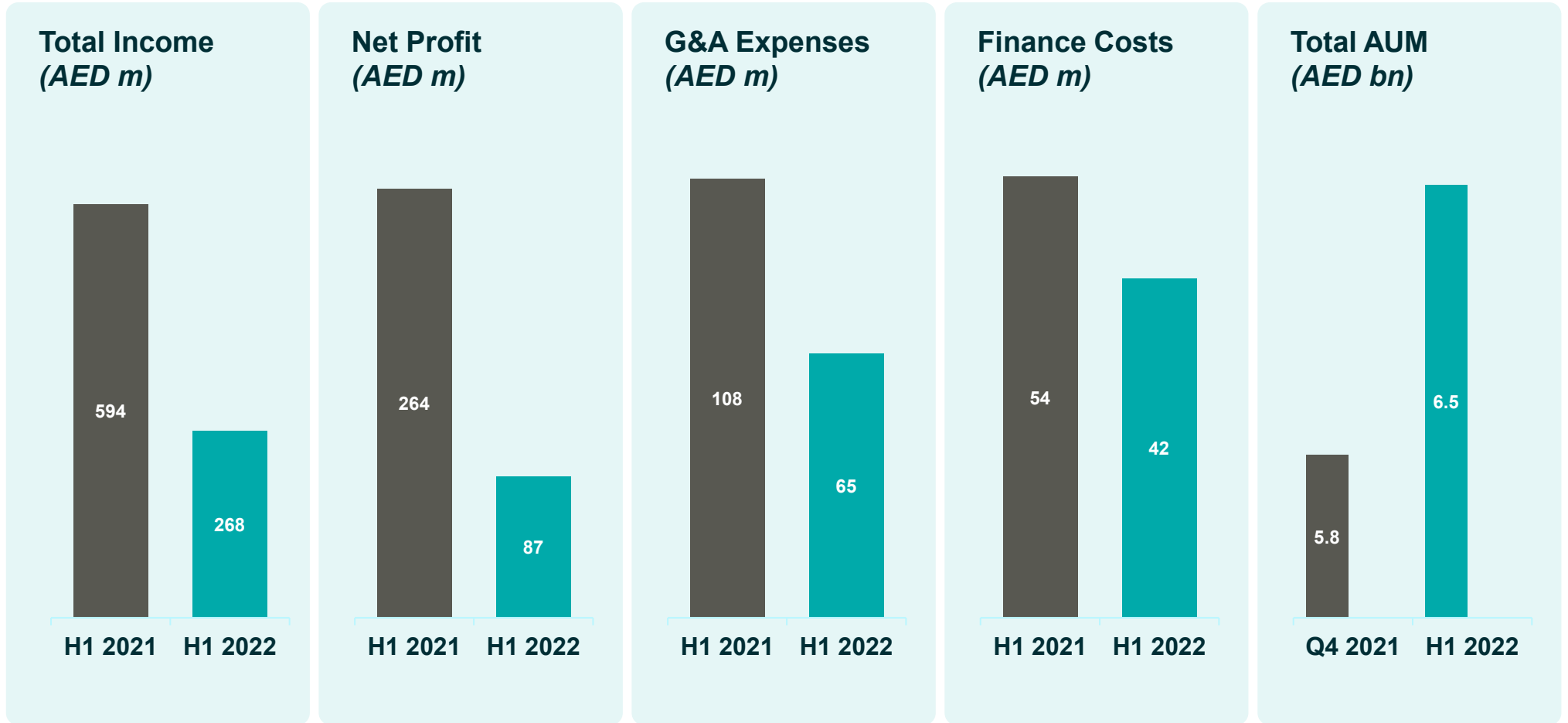
WAHA CAPITAL



Investor Presentation

FY2022, Second Quarter

Financial Highlights



Financial Highlights

Net Profit*

↓ **AED 87m**
vs AED 264m YoY

Total Income

↓ **AED 268m**
vs AED 594m YoY

Finance Cost

↑ **AED 54m**
vs AED 42m YoY

Public Markets Profit

↓ **AED 94m**
vs AED 320m YoY

MENA Equity Fund
return
7.8% vs 14.9%

CEEMEA Credit Fund
return
(5.8%) vs 6.7%

Islamic Income Fund
return (gross)
(0.51%) vs 5.0%

Awards & Recognition 2022



G&A expense

↓ **AED 65m**
vs AED 108m YoY

Private Investments Profit

↑ **AED 34m**
vs AED 33m YoY

Assets

↓ **AED 8,954m**
vs AED 9,590m Dec 2021

*attributable to shareholders

Financial Highlights

Net Profit/(loss)*

↓ **AED (59)m**
vs AED 154m YoY

Total Income

↓ **AED (31)m**
vs AED 330m YoY

Finance Cost

↑ **AED 29m**
vs AED 22m YoY

Public Markets Profit

↓ **AED (54)m**
vs AED 180m YoY

MENA Equity Fund
return
(0.3%) vs **8.9%**

CEEMEA Credit Fund
return
(4.7%) vs **0.9%**

Islamic Income Fund
return (gross)
(0.18%) vs **3.4%**

Awards & Recognition 2021



The Middle East's
30 Biggest
Asset Managers

G&A expense

↓ **AED 18m**
vs AED 53m YoY

Private Investments Profit

↓ **AED (1)m**
vs AED 22m YoY

Assets

↓ **AED 8,954m**
vs AED 9,590m Dec 2021

*attributable to shareholders

Financial Results Summary

Return on Average Equity (TTM)

↓ **6.6%**

vs 12.3% FY 2021

Earnings Per Share (AED)

↓ **0.05**

vs 0.14 YoY

- Net profit of **AED 87m** (H1 2021: AED 264m) driven by continuing strong performance from Public Markets
- Total Income of **AED 268m** (H1 2021: AED 594m)
 - Public Markets income: AED 152m (H1 2021: AED 478m)
 - Private Investments income: AED 92m (H1 2021: AED 92m)
 - Waha Land income: AED 25m (H1 2021: AED 24m)
- H1 2022 G&A expenses of **AED 65m**, a decrease of AED 43 m over prior year, mainly due to lower staff related provisions and prior year reversals.
- H1 2022 Finance costs of **AED 54 m**, an increase of AED 12m from last year due to higher utilisation of the Revolving Credit Facility (RCF) and increase in interest rates.

AED m	H1 2022	H1 2021
Summary I/S		
Total Income	268	594
Total Expense	(163)	(195)
Profit	105	399
Loss from discontinued operation	(6)	(16)
Profit/(loss) – Non-controlling interests	(11)	(119)
Profit/(loss) attributable to Owners of the Company	87	264

Financial Results Summary

Earnings Per Share (AED)

↓ (0.03)

vs 0.08 YoY

AED m	Q2 2022	Q2 2021
Summary I/S		
Total Income	(31)	331
Total Expense	(69)	(99)
Profit	(100)	232
Loss from discontinued operation	(1)	(12)
Profit/(loss) – Non-controlling interests	42	67
Profit/(loss) attributable to Owners of the Company	(59)	154

- Net loss of **AED (59)m** (Q2 2021: AED 154m) due to the impact of unfavourable geopolitical and macroeconomic operating environment
- Total income of **AED (31)m** (Q2 2021: AED 331m)
 - Public Markets loss: AED (72)m (Q2 2021: AED 268m)
 - Private Investments loss: AED (17) m (Q2 2021: AED 51m)
 - Waha Land income: AED 13m (Q2 2021: AED 12m)
- Q2 2022 G&A expenses of **AED 18m**, a decrease of AED 53m lower than prior year, mainly due to lower staff related provisions and prior year reversals.
- Q2 2022 Finance costs of **AED 29m**, an increase of AED 7m from last year due to higher utilisation of the Revolving Credit Facility (RCF) and increase in interest rates.

Funds & Awards

CEEMEA Credit Fund

Primarily invests in hard currency fixed income instruments from Emerging Market corporate and sovereign credits in the Central Europe, Eastern Europe, Middle East and Africa (CEEMEA) region

MENA Equity Fund

Absolute return strategy investing in a diversified portfolio of companies spread across the Middle East and North Africa (MENA) regional equity markets

Islamic Income Fund

The Fund invests in global sukuks and Shari'ah-compliant equities, and has a global outreach for investments

Awards & Accolades

2022



2021



2020



Fund Range

	WAHA CEEMEA CREDIT FUND SP	WAHA MENA EQUITY FUND SP	WAHA ISLAMIC INCOME FUND SP
Fund Inception	2012	2014	2020
Seed Capital	US\$ 169m	US\$ 161m	US\$ 25m
Fund offered to third party	2015	2015	2021
NAV	US\$ 482m	US\$ 662m	US\$ 36m
Cumulative Gross return (%)	158%	266.0%	56.6%

Waha CEEMEA Credit Fund – as of 30 June 2022

Historical data	2012	2014	2020	2022
Annualized Gross Return	3.9%	13.2%	12.6%	12.8%
Annualized Standard Deviation (Volatility)	4.0%	6.2%	5.3%	5.4%

Waha MENA Equity Fund – as of 30 June 2022

Historical data	2012	2014	2020	2022
Annualized Gross Return	44.8%	27.9%	22.5%	21.1%
Annualized Standard Deviation (Volatility)	7.6%	10.1%	8.9%	10.2%

Portfolio Overview

	Global Opportunities	Core Portfolio	Legacy Portfolio
Description	<ul style="list-style-type: none"> Broad and flexible global mandate enabling Waha Capital to invest across geographies, industries, capital structures and asset classes, in an opportunistic manner Target investments in the alternatives space with high risk-adjusted returns by partnering with other leading institutional investors and domain experts 	<ul style="list-style-type: none"> Seek to take controlling or significant minority stakes in businesses in the MENA region with established track records, strong management teams, and robust governance frameworks Such companies would typically demonstrate stable capital growth prospects, whilst providing recurrent and reliable cash yields 	<ul style="list-style-type: none"> Comprised of existing assets that do not fit within the Global Opportunities or Core portfolio mandates
NAV at 30 June 2022	AED 535m	AED 122m	AED 471m
No. of Investments	7	1	8
Key Highlights	<ul style="list-style-type: none"> Portfolio was launched in November 2021 5 new investments made in H1 2022 of AED 406M 	<ul style="list-style-type: none"> Seeded with the company's healthcare platform, Waha Health, as its anchor asset 	<ul style="list-style-type: none"> Divested tactical holdings in the Waha U.S Securities portfolio and equity investment in ADDAX bank

Income Statement Summary

	H1 2022	H1 2021	Q2 2022	Q2 2021
AED '000				
Revenue from sale of goods and services	55,375	65,719	28,695	33,576
Share of profit / (loss) from equity-accounted associates and joint ventures, net	4,986	(10,142)	2,303	(4,471)
Gain on disposal of equity-accounted associates and joint ventures	31,263	50,511	31,263	50,511
Income from financial investments	149,853	501,536	(107,815)	277,748
Income from investment property, net	24,572	23,212	12,430	11,542
Other income, net	2,318	(5,110)	1,827	(6,080)
Total income/ (loss)	268,367	593,712	(31,297)	330,812
Cost of sale of goods and services	(44,367)	(45,528)	(22,931)	(23,753)
General and administrative expenses – company	(39,181)	(82,676)	(4,358)	(41,217)
General and administrative expenses - subsidiaries	(25,412)	(25,050)	(13,255)	(12,067)
Finance cost, net	(54,284)	(41,800)	(28,547)	(21,514)
Total expenses	(163,244)	(195,054)	(69,091)	(98,551)
Profit for the year	(105,123)	(398,658)	(100,388)	232,261
Non-controlling interests	11,411	(118,597)	42,054	(66,683)
Profit attributable to Owners of the Company	87,282	264,481	(59,342)	153,900
Basic and diluted earnings per share	0.046	0.144	(0.032)	0.084

Balance Sheet Summary

	As at 30 June 2022	As at 31 Dec 2021
AED '000		
Investments in equity accounted associates and joint ventures	169,440	170,242
Right-of-use assets	33,839	99,649
Investment property	245,400	711,422
Financial investments	6,196,140	6,414,024
Loan investments	36,987	-
Other assets	1,605,760	772,879
Cash and bank balances	665,968	1,421,350
Total assets	8,953,534	9,589,566
Borrowings	3,504,394	4,117,198
End of service benefit provision	19,004	26,288
Derivative liabilities	115,566	100,626
Lease liabilities	35,444	119,918
Trade and other liabilities	298,956	434,146
Total liabilities	4,148,542	4,798,176
Total equity	4,804,992	4,791,390
Total liabilities and equity	8,953,534	9,589,566

Outlook

- Waha Capital remains focused on generating returns for both its shareholders and clients, in a manner that is both cautious and sustainable. Despite the unprecedented geopolitical and macroeconomic challenges that are continuing to impact global markets, the Company's results for the first half have remained resilient.
- The Public Markets Business remains steadfast in extending its strong track record of investment outperformance, while working to promote the platform and attract additional capital from new and existing investors. All the funds continued to generate resilient returns in H1 2022, despite the challenging macro global markets condition impacting markets around the region.
- The Private Investments team continues to deploy assets into their flagship Global Opportunities portfolio, achieving positive profit growth in the first half of 2022; while continuing to drive value creation for the Core and Legacy portfolios.
- Waha Land continues to maintain high occupancy rates and generate steady, positive income.
- Underpinning this growth is our focus on maintaining strong corporate governance, protecting shareholders' and clients' assets, growing the asset base, and achieving economies of scale across our balance sheet.

DISCLAIMER

WAHA CAPITAL

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This document contains forward-looking statements. Forward-looking statements can be identified by words such as: “anticipate”, “aspire”, “intend”, “plan”, “offer”, “goal”, “objective”, “seek”, “believe”, “project”, “estimate”, “expect”, “forecast”, “strategy”, “target”, “trend”, “future”, “likely”, “may”, “should”, “will” and similar references to future periods. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions.

Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: our ability to maintain adequate revenue levels and cost control; economic and financial conditions in the global markets and regional markets in which we operate, including volatility in interest rates, commodity and equity prices and the value of assets; the implementation of our strategic initiatives, including our ability to effectively manage the redeployment of our balance sheet and the expansion of our strategic businesses; the reliability of our risk management policies, procedures and methods; continued volatility in the capital or credit markets; developments and changes in laws and regulations, including increased regulation of the financial services industry through legislative action and revised rules and standards applied by regulators.

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