

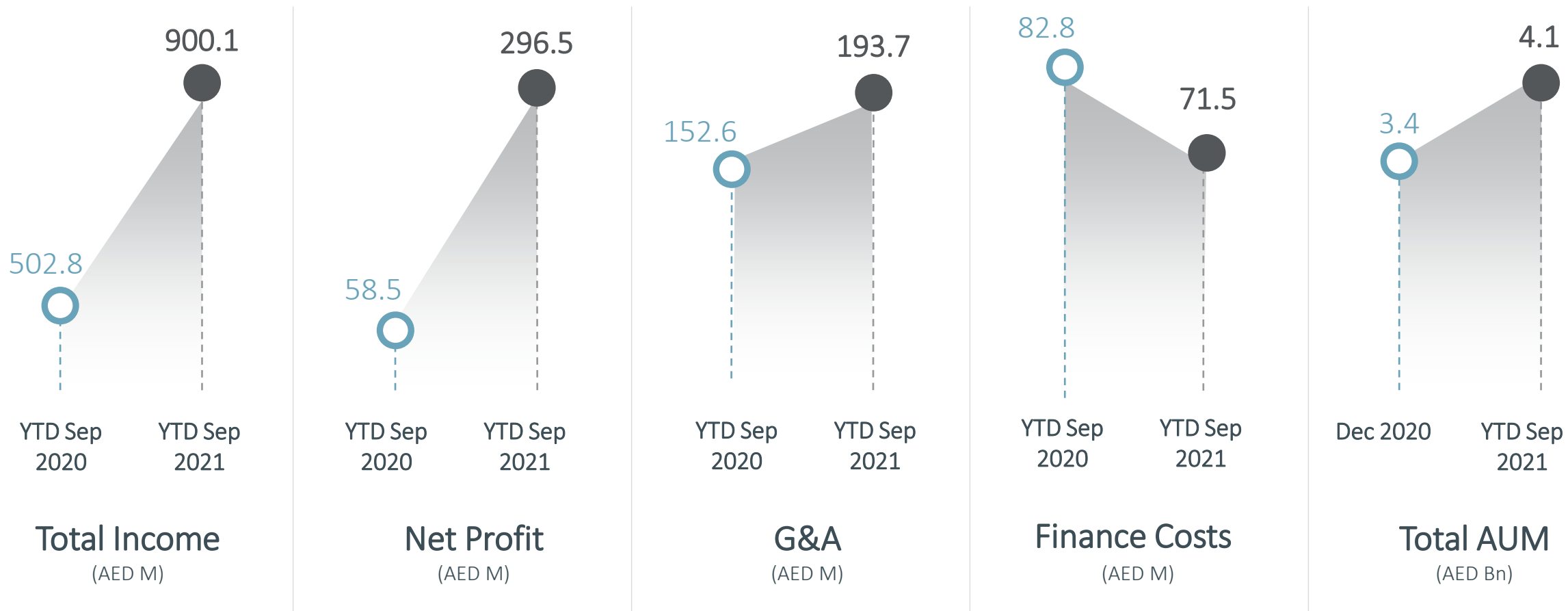


الواحة كابيتال
WAHA CAPITAL

Q3 2021
Investor Presentation

September 2021

Key Highlights – YTD Sep 2021



Financials (vs. YTD Sep 2020)

- Net profit of **AED 297m** vs. net profit of AED 59m
- Total operating income of **AED 900m** vs. AED 503m
- Finance costs of **AED 72m** vs. AED 83m
- G&A expenses of **AED 194m**, versus AED 153m
- Public Markets profit of **AED 429m** vs. AED 135m
 - MENA Equity Fund return at 20.8% (vs. 6.02%)
 - CEEMEA Credit Fund return at 7.7% (vs. 13.46%)
 - Islamic Income Fund return at 5.5%
- Private Investments **profit of AED 1m** vs. AED 16m
- Assets of **AED 9,375m** on 30 September 2021, compared to AED 8,882m on 31 December 2020, **increased by 6%**

Awards & Recognition – 2021



**The Middle East's
30 Biggest
Asset Managers
2021**



Financial Summary Results – YTD Sep 2021

FINANCIAL SUMMARY RESULTS

- Net profit of AED 297m (YTD Sep 20 profit AED 59m) was driven by continuing strong performance from the Public Markets division. Performance was impacted by general volatility in global capital markets
- Total Income of AED 900m (YTD Sep 20 AED 503m) was generated from both investment divisions, of AED 646m (YTD Sep 20 AED 237m) from Public Markets and AED 254m (YTD Sep 20 AED 266m) from Private Investments
- YTD Sep 2021 G&A expenses of AED 194m, AED 41m higher than prior year expenses of AED 153m; a result of higher staff costs and provisions for credit losses
- YTD Sep 2021 Finance costs of AED 72m, lower by AED 11m from last year of AED 83m due to lower utilisation of repurchase liabilities for Public Markets funds

AED m	YTD 2021	YTD 2020
Total Income/(loss)	900.1	502.9
Total Expense	(445.9)	(409.4)
Profit/ (loss)	454.2	93.5
Profit /(loss) – Non Controlling interests	(157.7)	(34.9)
Profit /(loss) attributable to owners of the Company	296.5	58.5

Return on YTD Average Equity

9.5% vs 2.1%

in YTD 2020

Earnings Per Share (AED)

0.16 vs 0.03

in YTD 2020

Total Income

↑ AED 900m

Compared to AED 503m in YTD 2020

Total Expense

↑ 9%

Compared to YTD 2020

Q3 2021 Financial Summary Results

FINANCIAL SUMMARY RESULTS

- Q3 2021 profit of AED 32m (Q3 2020 profit AED 86m) driven by contributions from both investment divisions, positive investment returns across flagship funds in Public Markets and gains on sale of equity investments in Private Investments
- Public Markets income of AED 168 million compared to AED 210 million, due to volatility in global capital markets
- Private Investments of AED 46m against equivalent prior period income of AED 72m, from revenue from goods and services and impairment adjustment of equity investment
- G&A Expenses of AED 57m, AED 3m higher than prior year expenses of AED 54m, as a result of increase in staff related costs

AED m	Q3 2021	Q3 2020
Total Income/(loss)	214.5	281.4
Total Expense	(143.4)	(138.2)
Profit/ (loss)	71.1	143.2
Profit /(loss) – Non Controlling interests	(39.0)	(57.5)
Profit /(loss) attributable to owners of the Company	32.1	85.7

Return on Average Equity

1.0% vs 3.0%

in Q3 2020

Earnings Per Share (AED)

0.02 vs. 0.05

in Q3 2020

Total Income

↓ AED 215m

Compared to Q3 2020 of AED 282m

Total Expense

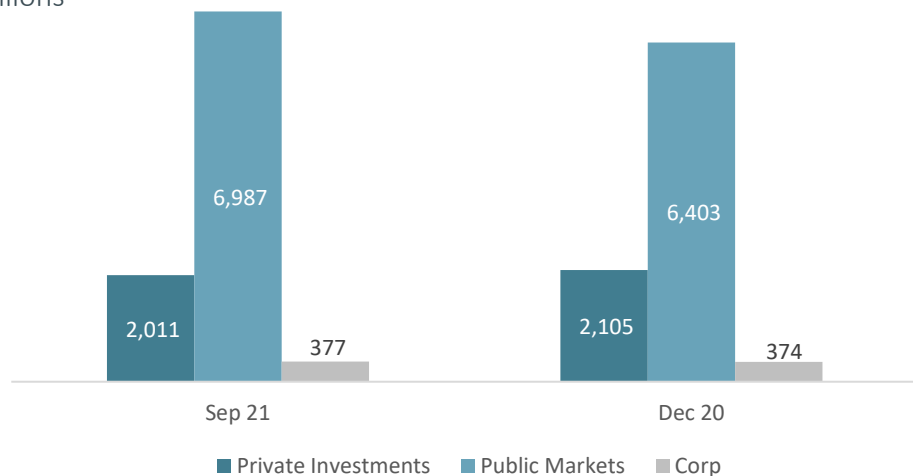
↑ 4%

Compared to Q3 2020

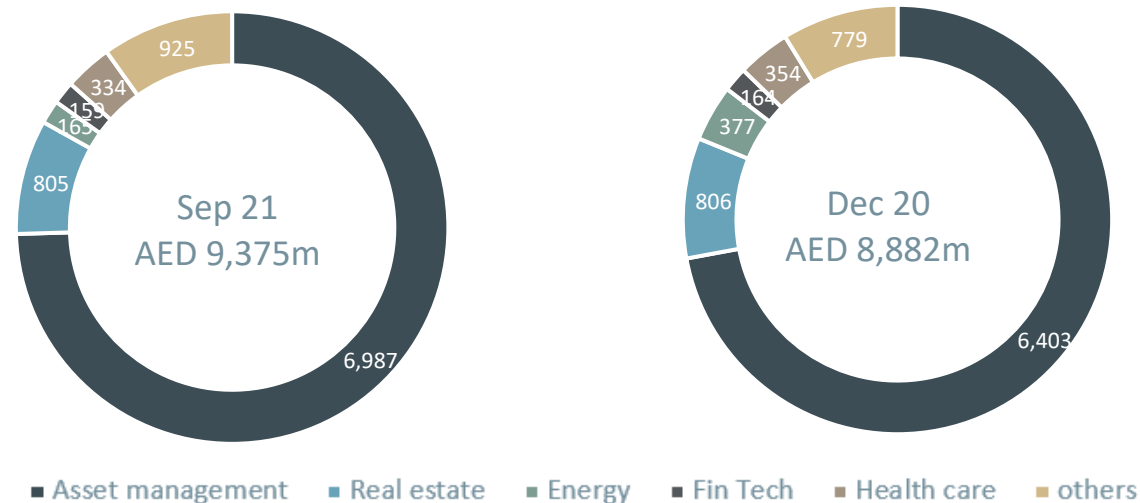
Balance Sheet – as at 30th Sep 2021

Assets by Business Division- Segment

AED millions

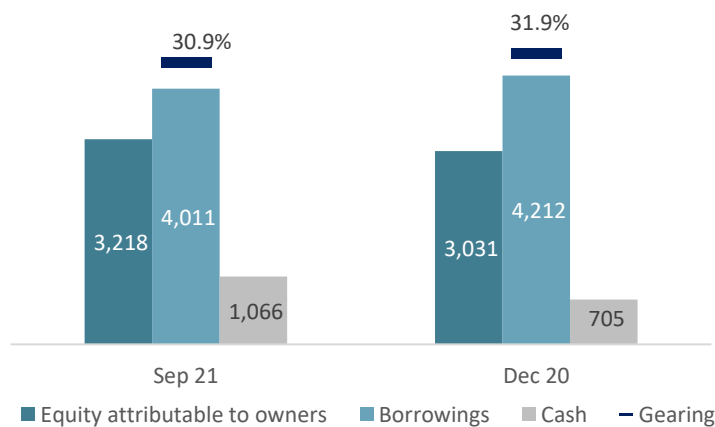


Assets by Sector

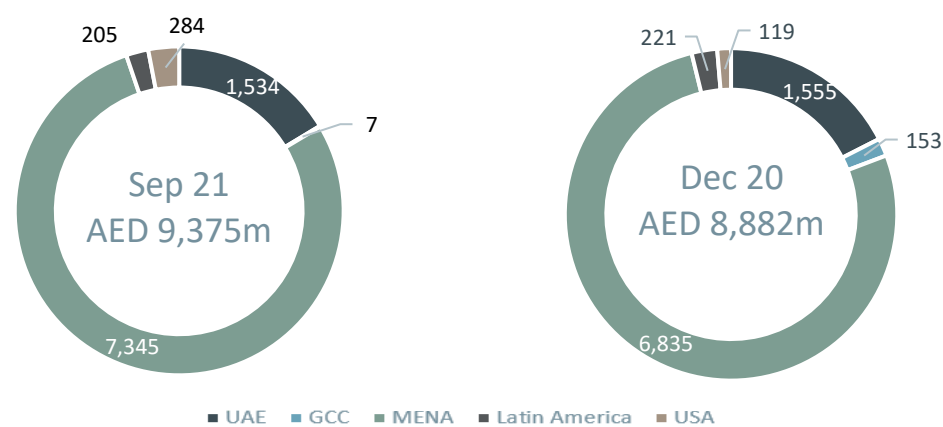


Equity, Borrowings & Leverage

AED millions



Assets by Region



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 sukuk and Shari'ah-compliant equities, and has a global outreach for investments

Awards & Recognition – 2021

Waha MENA Equity Fund

Top 50 Global Hedge Funds

Waha CEEMEA Credit Fund

EMEA – Credit Fund under \$1bn
Investor Choice Awards

WINNER

Waha CEEMEA Credit Fund

EMEA – Credit Fund
Long Term Performance
Investor Choice Awards

WINNER

Awards & Recognition – 2020

Waha CEEMEA Credit Fund

Investors Choice Awards

WINNER

Waha MENA Equity Fund

Investors Choice Awards

WINNER

Best Fixed Income/Credit/ Distressed Hedge Fund

Hedge Funds Review European
Performance Awards

WINNER

Public Markets Fund Range

FUND NAME

FACTOR	WAHA CEEMEA CREDIT FUND SP	WAHA MENA EQUITY FUND SP	WAHA ISLAMIC INCOME FUND SP
Fund Inception	2012	2014	2020
Seed Capital	US\$ 169 m	US\$ 161 m	US\$ 25 m
Fund offered to third party	2015	2015	-
NAV	US\$ 523 m	US\$ 568 m	US\$ 33 m
Cumulative Gross return (%)	269.8%	310.0%	11.5%
YTD 2021 Net return (%)	7.7%	20.8%	5.5%

CEEMEA Credit Fund - as of 30th Sep 2021

Historical data	1 year	3 years	5 years
Annualized Gross Return	21.7%	16.2%	15.5%
Annualized Standard Deviation (Volatility)	2.5%	6.2%	5.1%

MENA Equity Fund - as of 30th Sep 2021

Historical data	1 year	3 years	5 years
Annualized Gross Return	43.5%	19.2%	19.4%
Annualized Standard Deviation (Volatility)	8.0%	10.0%	9.1%

Private Investments Business Summary Updates

WAHA LAND

- Waha Land, a wholly owned subsidiary of Waha Capital, is currently engaged in developing ALMARKAZ, an integrated mixed-use industrial development with Grade “A” industrial/logistics facilities and first class infrastructure
- During the nine-month period ended 30 Sep 2021, Waha Land reported Rental revenue and other income of AED 39.5 million (YTD Sep 2020: AED 31.4 million) and maintained occupancy at 95%



ANGLO ARABIAN HEALTHCARE

- The Group owns 97% stake in a UAE healthcare provider, Anglo Arabian Healthcare (AAH), that focuses on owning and operating hospitals, clinics and pharmacies
- During the nine-month period ended 30 Sep 2021, AAH reported consolidated revenue of AED 229.3 million, compared to AED 226.3 million for the corresponding period of 2020



WAHA US Securities

- During 2020, a strategy was approved to invest up to AED 441 million (USD 120 m) into undervalued equity securities and investment funds listed in developed markets around the world
- Total investments under this program since inception till 30 Sep 2021 was AED 261.6 million (USD 71.1 million)

DESPEGAR

- On 20 August 2020, the Group, entered into a subscription agreement with Despegar.com, NYSE-listed online travel company in Latin America to acquire 50,000 Series B Preferred Shares, without par value for an aggregate purchase price of \$50 million
- The terms of the transaction include option to convert each Series B Preferred Shares into 108.1081 common shares of Despegar. Series B Preferred Shares carries dividend of 4% payable quarterly. The Group paid net cash consideration of AED 180.2 million for the transaction and was closed on 21st September 2020.



Private Investments Business Summary Updates

NATIONAL ENERGY SERVICES REUNITED CORP

- During June 2018, the Group acquired a 5.8% stake in a NASDAQ-listed entity, National Energy Services Reunited Corp. (“NESR Corp”) as part of exit consideration of NPS Holdings Limited. Consequent to issuance of earn-out shares, the Group’s ownership increased to 6.29%.
- On 1 July 2021, the Group’s appointed director on the Board of NESR Corp. resigned which ceased the Group’s significant influence over the investee. A further 0.08 million shares were sold during Q3 2021 resulting in a reduction of the Group’s stake from 3.54% to 3.33%.
- During the six-month period ended 30 June 2021, NESR Corp reported revenue of US\$447.3 million, comprised of US\$289.4 million from Production Services, US\$157.9 million from Drilling & Evaluation Services.



CHANNEL VAS

- The Group along with co-investors, owns a 20.0% stake in Dubai-based Channel VAS, premium provider of fintech solutions for mobile network operators and financial institutions
- During the nine month period ended 30 Sep 2021, Channel VAS reported revenue of US\$72.2 million, compared to US\$55.9 million for the corresponding period of 2020



PETRONASH

- A leading provider of modular wellsite packages, chemical injection systems and wellhead control systems to the oil and gas industry
- During the nine-month period ended 30 Sep 2021, the Petronash Group Limited reported revenue of US\$49.5 million compared to US\$130.3 million for the corresponding period of 2020.



SDX

- The Group owns 19.5% stake in SDX Energy, a company engaged in the exploration and production of oil and gas, predominantly in the North Africa region. The Group disposed off 1.6m shares during Q3 2021 resulting in a reduction in the Group’s stake from 19.5% to 18.65%
- During the six-month period ended 30 June 2021, SDX Energy reported net revenue of US\$27.1 million, compared to US\$22.0 million for the corresponding period of 2020.





Appendix

Income Statement

Summary Income Statement for the period ended 30 Sep AED '000	YTD Sep 2021	YTD Sep 2020	Q3 2021	Q3 2020
Revenue from sale of goods and services	229,315	226,278	72,871	79,817
Share of loss from equity-accounted associates and joint ventures, net	(14,427)	(13,145)	(4,285)	(2,992)
Gain on disposal of equity-accounted associates and joint ventures	50,511	-	-	-
Impairment of equity-accounted associates and joint ventures	(77,969)	(26,966)	(45,955)	(16,966)
Income from financial investments	670,133	270,972	168,597	211,593
Gain on settlement of loan investments	-	11,244	-	-
Income from investment property, net	36,236	28,104	13,024	8,582
Other income, net	6,301	6,356	10,294	1,432
Total income	900,100	502,843	214,546	281,466
Cost of sale of goods and services	(180,649)	(173,997)	(59,975)	(60,059)
General and administrative expenses - company	(120,790)	(83,592)	(38,114)	(26,460)
General and administrative expenses - subsidiaries	(72,936)	(68,955)	(19,303)	(27,771)
Finance cost, net	(71,536)	(82,835)	(26,043)	(23,944)
Total expenses	(445,911)	(409,379)	(143,435)	(138,234)
Profit / (loss) for the period	454,189	93,464	71,111	143,232
Non-controlling interests	(157,649)	(34,957)	(39,052)	(57,517)
Profit / (loss) attributable to owners of the Company	296,540	58,507	32,059	85,715
Basic and diluted earnings / (loss) per share (AED)	0.16	0.03	0.02	0.05

Balance Sheet

Summary Balance Sheet for the period ended 30 Sep AED '000	As at 30-Sep-21	As at 31-Dec-20
Investments in equity accounted associates and joint ventures	171,182	472,076
Right-of-use assets	103,241	113,550
Investment property	711,408	715,989
Financial investments	6,435,869	6,163,043
Loan investments	7,093	45,003
Other assets	879,810	667,468
Cash and bank balances	1,065,927	704,684
Total assets	9,374,530	8,881,813
Borrowings	4,011,360	4,211,842
End of service benefit provision	26,723	26,058
Derivative liabilities	65,778	29,907
Lease liabilities	120,071	126,383
Trade and other liabilities	538,510	338,028
Total liabilities	4,762,442	4,732,218
Total equity	4,612,088	4,149,595
Total liabilities and equity	9,374,530	8,881,813

Summary & Outlook



The progression of the pandemic has demonstrated globally that economic recovery to a post-COVID world will not be without its challenges. Increased market volatility in the final weeks of September defined a relatively positive quarter for capital markets. Our emerging markets funds have yet again built an industry-leading multi-year track record of outperformance, successfully navigating market volatility and global business cycles to date.



The Private Investments portfolio remains resilient, and we continue to assess opportunities to recycle capital selectively into new areas of growth, as part of the new Private Investments strategy, via our two complimentary portfolios – “Core” and “Global Opportunities”. The Core Portfolio will target stable, cash-generative assets within the MENA region while the Global Opportunities Portfolio will follow a fully-fledged, opportunistic absolute return strategy with a global alternatives scope.



The positive financial performance in the first nine months of the year and a robust balance sheet provide solid foundations for Waha Capital as it continues its growth. Our objective is clear: **to deliver continuous value creation to shareholders within a world class governance framework.** As the global operating environment gradually improves, Waha Capital is well positioned to deliver on its clear strategy.



DISCLAIMER

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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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Thank You