

الواحة كابيتال  
WAHA CAPITAL

# INVESTOR PRESENTATION

November 2018





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03

## COMPANY OVERVIEW

# WHO IS WAHA CAPITAL

## WE ARE

- A leading Abu Dhabi-based investment company; established in 1997 and listed on the Abu Dhabi Securities Exchange in 2000
- Led by a world class management team and high caliber Board of Directors

## OUR BUSINESS

- Diversified portfolio between two core activities – Private Investments and Asset Management – with strong focus on the MENA region and expanding footprint to international markets

## SECTORS & PRODUCTS

- Private Investments includes direct equity and loan investments in public and private companies with a focus on aviation, energy, financial services, fintech, real estate, healthcare and infrastructure
- Capital Markets – Asset Management focuses on fixed income and equities

## OUR OWNERSHIP

- Mubadala 14%, other institutional investors 37% and individuals 49%

## OUR TRACK RECORD

- Consistent profitability over two decades
- Strong balance sheet, with four times the total assets as compared to 2005
- Diversified asset base across multiple sectors
- Strong internal controls and high transparency
- Accurate and reliable financial reporting

## SHAREHOLDER RETURNS

- Steady dividend payouts and share price appreciation
- Paid AED 2.3bn in dividends over 2006-17
- Share price doubled between Dec 31, 2006 and Dec 31, 2017

TOTAL ASSETS YTD Sep 2018

AED **12.4bn**

MARKET CAP

AED **3.9bn**

AS AT 5 NOV 2018

AVG. NET PROFIT

**384m**

OVER 2006-17

AVG. DIVIDEND YIELD

**7.1%**

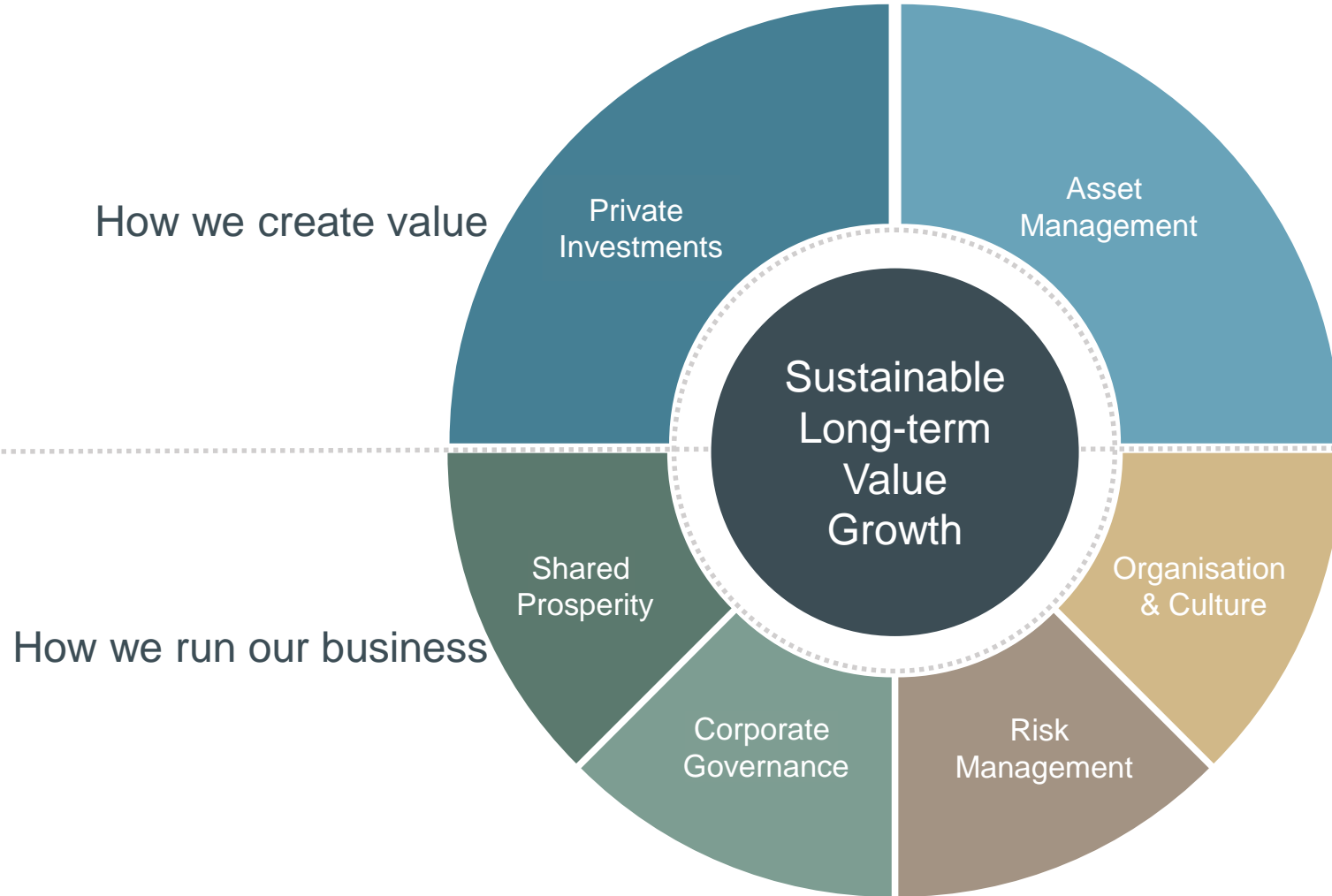
OVER 2006-17

AVG. RETURN ON EQUITY

**13.2%**

OVER 2006-17

# BUSINESS MODEL





## PRIVATE INVESTMENTS

- Strategic long term investments
- Focus on generating stable income and regular cash flows over the long term in relatively mature businesses
- Invest in value opportunities in resilient sectors
- Seek significant minority stakes with board representation
- Includes AerCap, Waha Land, NESR Corp, SDX Energy, Dunia Group, Petronash, MENA Infrastructure Fund, Channel VAS and Anglo Arabian Healthcare



## ASSET MANAGEMENT

- Generate cash returns through investments in liquid equity and fixed income securities
- Three existing funds – MENA Equity, CEEMEA Credit Fund and MENA Value Fund



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## FINANCIAL HIGHLIGHTS

# YTD SEP 2018 FINANCIAL HIGHLIGHTS

## Performance reflects growth across all business divisions

- Net profit of AED 295.1 million, compared to AED 267.8 million in YTD Sep 2017
- EPS of AED 0.16 compared to AED 0.15 in YTD Sep 2017
- Assets of AED 12.4 billion as at 30 September 2018 vs. AED 11.4 billion as at 31 December 2017, an increase of 9%
- YTD RoAE of 8.7% vs 7.5% in YTD Sep 2017
- The Group's leverage was 28.9% as at 30 September 2018 compared to 25.9% as at 31 December 2017
- Investment and divestment activities in YTD Sep 2018 include:
  - ▶ AAH: Dividend of AED 91.7 million
  - ▶ Aercap: Net proceeds on sale of 6.68 million shares AED 390.2 million
  - ▶ NPS/ NESR\*: Net sale proceeds of AED 245.5 million
  - ▶ Petronash: Acquired 35% stake along with co-investors for an upfront consideration of AED 322.8m
  - ▶ Asset management: Investment of AED 110.3 million (CEEMEA Credit Fund AED 44.1 million and MENA Equity fund AED 66.2 million)
- Asset under management:
  - ▶ Assets under management as at 30 September 2018 AED 2.6 billion, compared to AED 2.1 billion as at 31 December 2017
  - ▶ Net Third party funds raised AED 188.6m

NET PROFIT

AED **295m**

▲ 10% vs. YTD Sep 2017

TOTAL ASSETS

AED **12.4bn**

▲ 9% from Dec 2017

TOTAL AUMS

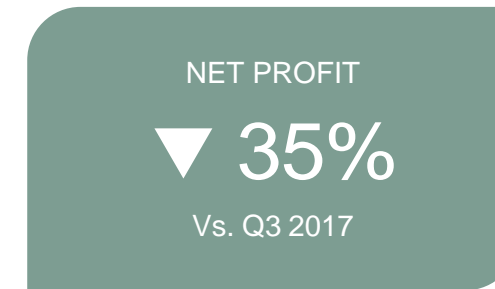
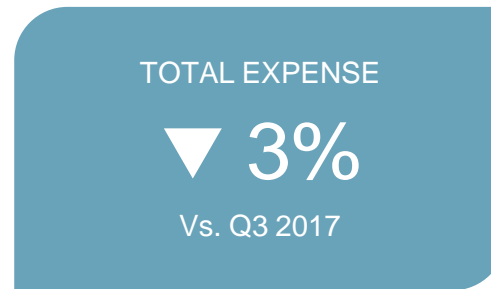
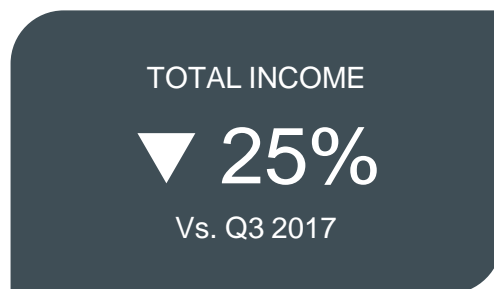
AED **2.6bn**

▲ 24% from Dec 2017

\*Includes acquisition of 5.8% stake in NESR



# Q3 2018 FINANCIAL PERFORMANCE



AED MILLIONS	Q3 2018	Q3 2017
Total Income	199	266
Expenses - Parent	(61)	(65)
Expenses - Subsidiaries	(104)	(104)
Non Controlling interest	21	(12)
<b>Net Profit attributable to shareholders</b>	<b>55</b>	<b>85</b>
<b>Equity attributable to shareholders</b>	<b>3,388</b>	<b>3,262</b>

KEY PERFORMANCE INDICATORS	Q3 2018	Q3 2017
Earnings per Share (in AED)	0.03	0.05
3-month RoAE	1.7%	2.6%

# YTD SEP 2018 FINANCIAL PERFORMANCE



AED MILLIONS	YTD SEP 2018	YTD SEP 2017
Total Income	812	807
Expenses - Parent	(178)	(190)
Expenses - Subsidiaries	(301)	(325)
Non Controlling interest	(38)	(25)
<b>Net Profit attributable to shareholders</b>	<b>295</b>	<b>268</b>
<b>Equity attributable to shareholders</b>	<b>3,388</b>	<b>3,262</b>

KEY PERFORMANCE INDICATORS		
Earnings per Share (in AED)	0.16	0.15
9-month RoAE	8.7%	7.5%

# YTD SEP 2018 FINANCIAL POSITION



AED MILLIONS	30 SEP 2018	31 DEC 2017
Cash	871	520
Investments in equity-accounted investees & Assets held for sale	4,618	5,540
Investment Property	773	759
Other Investments <sup>2</sup>	5,254	3,818
Other Assets	835	717
<b>Total Assets</b>	<b>12,349</b>	<b>11,354</b>
<b>Borrowings</b>	<b>6,918</b>	<b>6,584</b>
<b>Other Liabilities</b>	<b>1,048</b>	<b>600</b>
<b>Equity</b>	<b>4,383</b>	<b>4,170</b>
<i>RoAA (Annualized)</i>	<i>3.3%</i>	<i>4.0%</i>

1. Based on share price as at 5 Nov 2018  
2. Include Financial investments, Loan investments and Finance leases

# THREE-YEAR FINANCIAL PERFORMANCE

3-YEAR AVERAGE  
EARNINGS PER SHARE

AED **0.26**

3-YEAR AVERAGE  
RETURN ON EQUITY

**12.2%**

3-YEAR AVERAGE  
DIVIDEND YIELD

**9.2%**

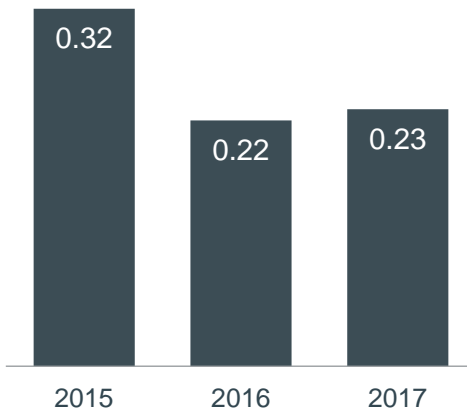
3-YEAR AVERAGE  
DIVIDEND PER SHARE

AED **0.19**

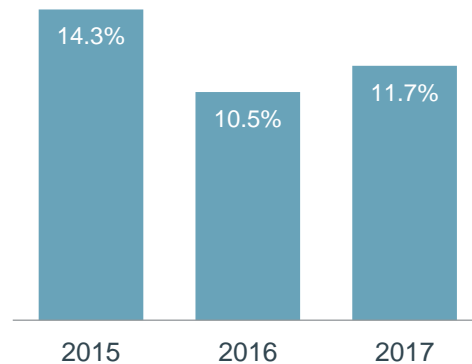
WITH AVERAGE PAYOUT RATIO OF

**76%**

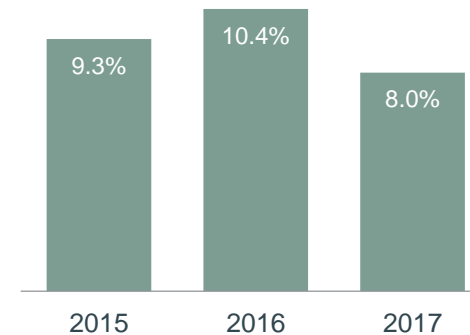
EPS  
IN AED



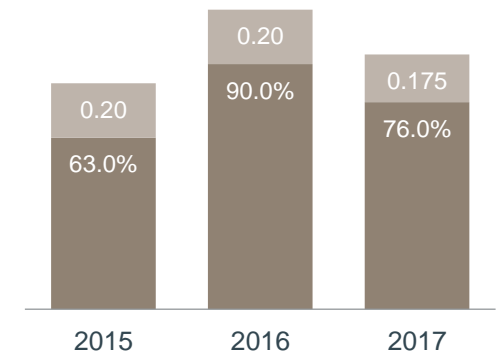
RoAE  
IN PERCENTAGE



DIVIDEND YIELD  
IN PERCENTAGE



DPS & PAYOUT %  
IN AED & PERCENTAGE



# THREE-YEAR FINANCIAL PERFORMANCE

AVERAGE TOTAL INCOME

AED 1.1bn

AVERAGE NET PROFIT

AED 474m

AVERAGE EPS

AED 0.26

AVERAGE RETURN ON EQUITY

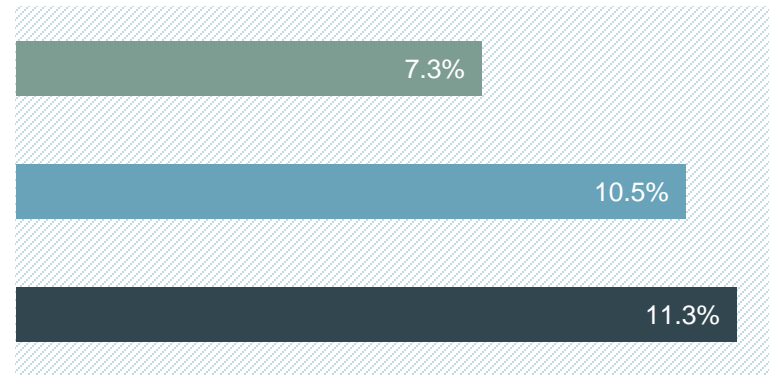
12.2%

IN AED MILLIONS	YE 2015	YE 2016	YE 2017
Total Income	1,096	1,150	1,161
Expenses – Parent	(195)	(270)	(270)
Expenses – Subsidiaries	(323)	(477)	(437)
Non-controlling Interest	10	4	(28)
Net Profit attributable to shareholders	588	407	426
Equity attributable to shareholders	3,870	3,871	3,380
KEY PERFORMANCE INDICATORS			
Earnings per share (in AED)	0.32	0.22	0.23
RoAE	14.3%	10.5%	11.7%

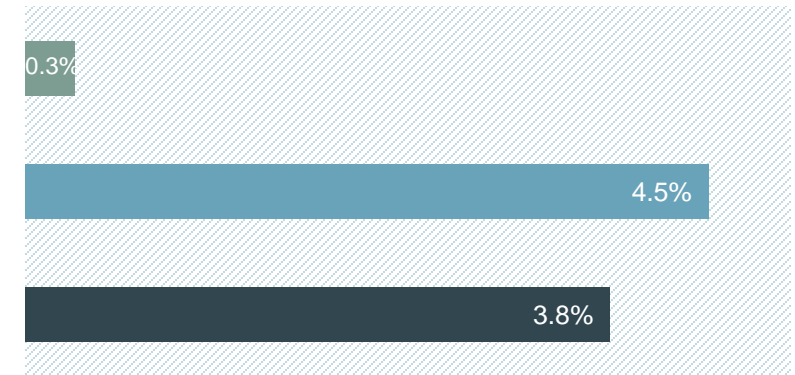
# WAHA CAPITAL - PERFORMANCE vs. PEERS

Waha Capital has performed strongly across most metrics over the last 3 years

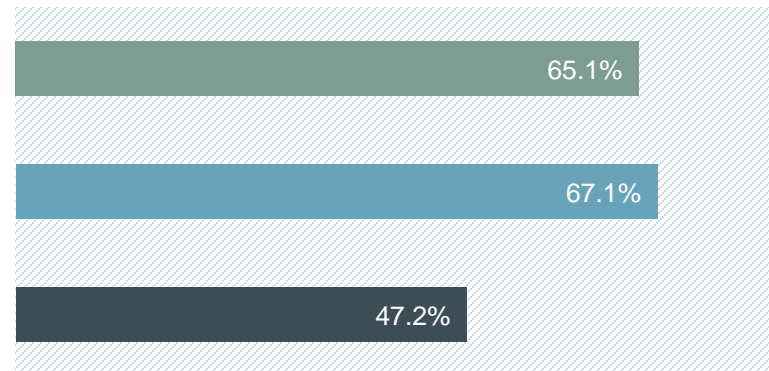
AVERAGE ROE



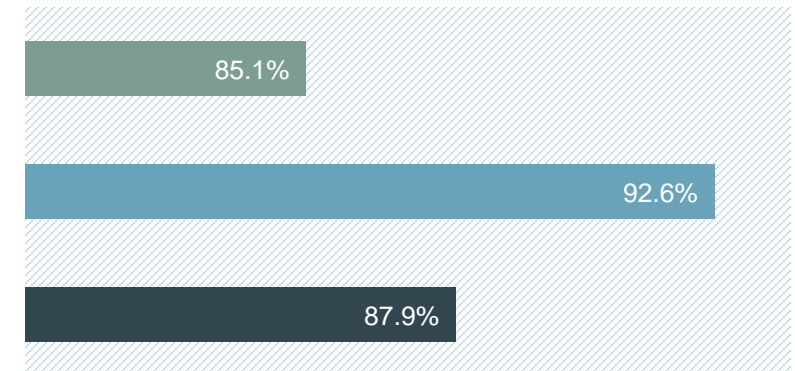
AVERAGE ROA



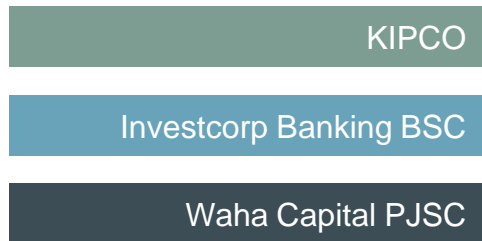
AVERAGE COST TO INCOME RATIO



AVERAGE CAPITAL UTILIZATION



LEGEND



Source: Company Financial Statements  
3-year averages are computed using 2016 – YTD Sep 2018 data



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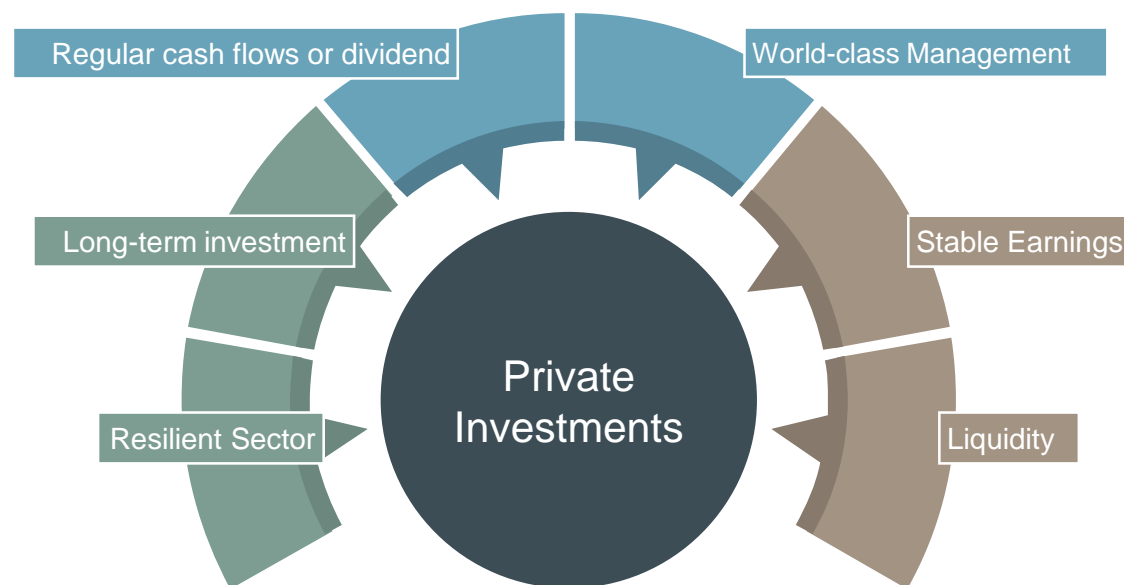
BUSINESS HIGHLIGHTS

## OVERVIEW

- Over the past ten years, Waha Capital has built an impressive track record in managing proprietary investments by working alongside portfolio company management teams
- Focuses on resilient and growth sectors including aviation, energy, financial services, industrial real estate, fintech, healthcare and infrastructure
- Focused on acquiring companies with first class management through significant influence or joint control with co-investors. Primary focus on MENA-based companies;
- Representation on Board and various committees to add value

*By leveraging its extensive network and sector expertise, our Private Investments business is capable of generating significant income and cash flows on a regular basis in the foreseeable future.*

## INVESTMENT THEME





# PRIVATE INVESTMENTS

## PORTFOLIO

SECTOR		CORE INVESTMENTS	STAKE
AVIATION		AerCap Holdings	13.72%
FINANCIAL SERVICES		Dunya Finance	25.0%
INDUSTRIAL REAL ESTATE		Waha Land	100.0%
INFASTRUCTURE		MENA Infrastructure Fund	33.3% (GP) 17.9% (LP)
ENERGY		National Energy Services Reunited	5.8%
ENERGY		Stanford Marine Group	45.0%
ENERGY		SDX Energy Inc.	19.5%
FINTECH		Channel VAS	20.0%
HEALTHCARE		Anglo Arabian healthcare	94.7%

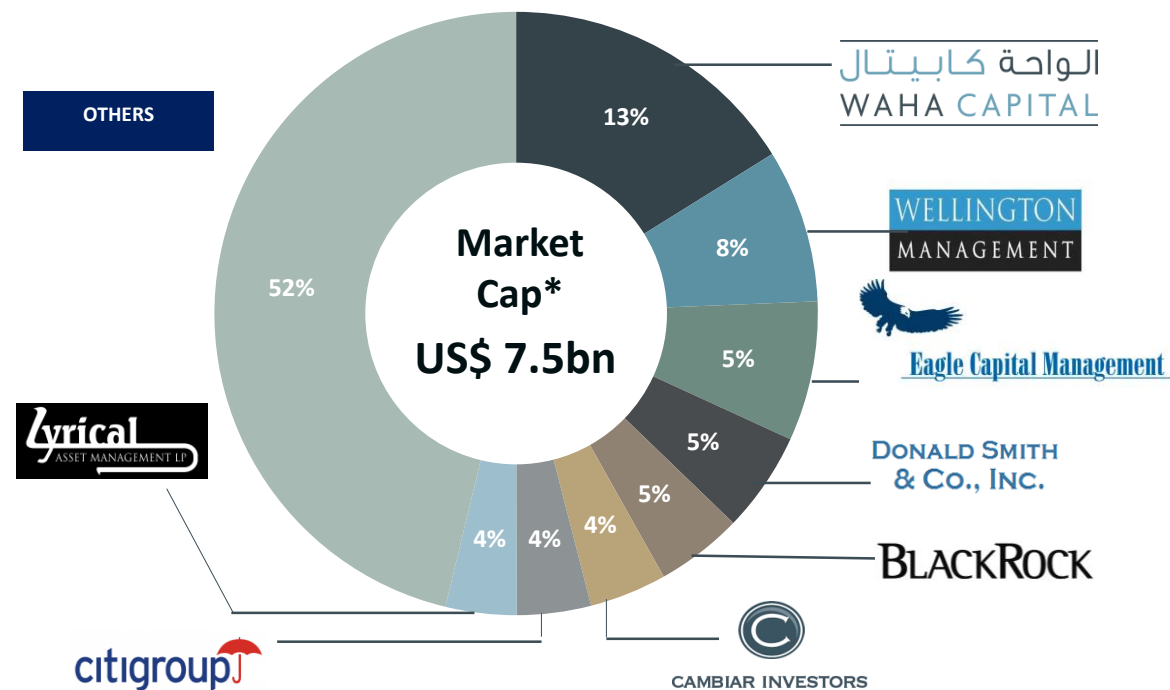
## AERCAP

### OVERVIEW

- Stable and healthy industry with favourable outlook
- Significant cash flow generation capability
- Focus on selective and disciplined growth and on-going portfolio management
- Conservative, long-term and robust funding structure with diversified sources of capital
- Largest independent lessor with modern portfolio of in-demand aircraft; industry leader in profitability
- Investment grade rating by Fitch, Standard & Poor's, and Moody's
- Waha disposed of 6.68 million shares during the period, reducing ownership from 17.55% to 13.72%
- Waha is the largest beneficial shareholder in AerCap, retaining 2 board seats and representation on various Board Sub-Committees
- For the period ended 30 September 2018, AerCap has contributed 46.5% of the Group's total income and its carrying value of AED 3,988.3 million represents 32.3% of the Group's total assets

**YTD Sep 2018 Diluted EPS of USD 5.21 , compared to USD 4.77 in 2017**

### SHAREHOLDERS



# PRIVATE INVESTMENTS

## AERCAP

### YTD SEP 2018 KEY HIGHLIGHTS

- Net income of \$783.0 million, compared with \$809.9 million for the same period in 2017.
- Diluted earnings per share of \$5.21, compared with \$4.77 for the same period in 2017.
- 99.4% fleet utilization rate for YTD Sep 2018.
- \$ 11.0 billion of available liquidity
- Adjusted debt/equity ratio of 2.7 to 1
- Book value per share of \$ 61.24 an increase of 11% compared to YTD Sep 2017.
- Repurchased 9.3 million shares in YTD 2018 for \$ 492 million
- New \$ 200 million share repurchase program authorized, which will run through March 2019
- 291 aircraft transactions executed, as follows:
  - ▶ Signed lease agreements for 185 aircraft
  - ▶ Purchased 39 aircraft
  - ▶ Executed sale transactions for 67 aircraft.
- Portfolio consisted of 1,471 aircraft that were owned, on order or managed

USD m	2011	2012	2013	2014	2015	2016	2017	YTD SEP 2018
Total Revenue	1,094	973	1,050	3,640	5,288	5,152	5,037	3,580
Total Expenses	(864)	(818)	(739)	(2,723)	(3,921)	(3,952)	(3,802)	2,689
Net Profit	173	158	295	808	1,179	1,047	1,076	784
Assets	9,115	8,634	9,451	43,867	43,914	41,616	42,040	42,150
Debt	6,111	5,803	6,237	30,402	29,807	27,717	28,421	28,387
Equity	2,283	2,123	2,429	7,943	8,349	8,524	8,580	8,924
RoAE (annualized)	8%	7%	13%	16%	15%	12%	13%	12%
RoAA (annualized)	2%	2%	3%	3%	2%	2%	3%	3%

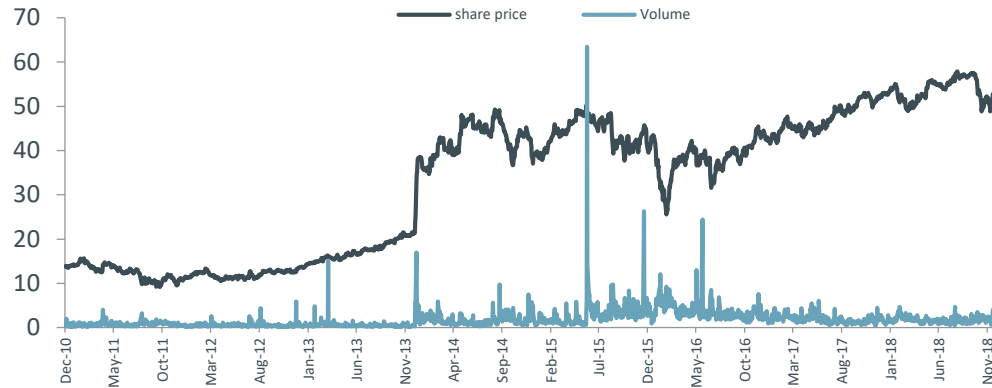
Source: Bloomberg, AerCap, Waha Capital



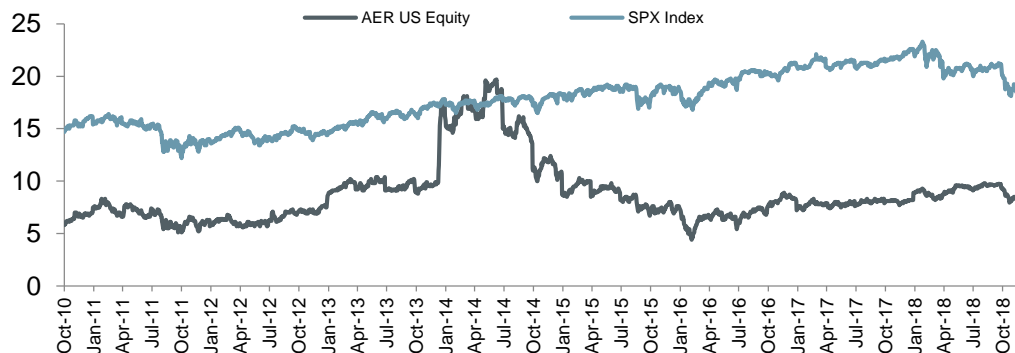
# PRIVATE INVESTMENTS

## AERCAP

### SHARE PRICE PERFORMANCE AND VOLUME SINCE ACQUISITION



### PRICE TO EARNINGS EVOLUTION



Source: Bloomberg, Bank Researched

### ANALYST/ CONSENSUS ESTIMATES

Provider	Date	Recommendation	Target USD
RBC Capital Markets	Nov-18	Outperform	74
Macquarie	Nov-18	Outperform	71
Wells Fargo Securities	Nov-18	Outperform	65
Cowen	Nov-18	Outperform	60
Compass Point Research & Trading LLC	Oct-18	Buy	69
Morgan Stanley	Nov-18	Underweight	49
Barclays	Oct-18	Overweight	69
Credit Suisse	Oct-18	Outperform	63
Stephens Inc.	Oct-18	Equalweight	64
Value Investment Privates	Nov-18	Strong buy	70
J.P. Morgan	Nov-18	Overweight	71
Consensus Target (Median)x			69
Upside (as of 26 Nov 2018)			39%

## National Energy Services Reunited

### OVERVIEW

- Waha acquired a 5.8% stake in a NASDAQ-listed entity - NESR - as part of exit consideration of NPS Holdings Limited.
- NESR is the first and only NASDAQ listed national oilfield services company in the MENA region and one of the largest oilfield services provider in the Middle East, North Africa and Asia region.
- On June 6th 2018, NESR consummated the 100% acquisition of: a) NPS Holdings Limited for a gross consideration of c. \$591 million and b) Gulf Energy S.A.O.C. for a gross consideration of c. \$289 million – aggregating total consideration of c. \$880 million.
- NESR operates in 14 countries, with 19 services lines through 3,200+ employees for 25+ clients
- Customer profile includes Saudi Aramco, Qatar Petroleum, ADCO, ADMA, Sonatrach, Kuwait Oil Company and other National and International Oil Companies
- Market Capitalization of c. US\$ 901 million as of 11th November 2018
- The Group's carrying value of NESR was AED 211.1 million as at 30 Sep 2018.

### KEY HIGHLIGHTS

- Revenue growth was strong for NESR and, in particular, NPS grew revenues approximately 38% year over year when comparing the first half of 2018 to the same prior year period. On a combined basis, NESR grew revenues by 12% between Q1 and Q2 of 2018 and 14% when comparing the first half of 2018 to prior year.
- Awarded new contracts worth US\$360 million (or AED 1,324.1 million) in the second quarter of 2018
- Reported net income of US\$2.8 million (or AED 10.3 million) and adjusted EBITDA of US\$66 million (or AED 242.7 million) for the combined entities
- Integration activities are on track and are anticipated to yield incremental synergies across all subsidiaries in the second half of 2018 and into 2019.

### NPS HOLDING LIMITED

- Regional provider of products and services to the oil and gas industry in the Middle East, North Africa and Asia Pacific regions.
- Operates in twelve countries with the majority of its revenues derived from operations in KSA, Algeria, Qatar, UAE and Iraq.
- NPS provides an integrated service offering that includes: a) Well Services and Intervention, b) Drilling and Workover, and c) Wireline Logging and Testing
- Effectively delivers broad range of services by deploying one of the largest fleet of oilfield equipment, including cementing units, coiled tubing units, stimulation units, nitrogen units and oil and water well drilling rigs.

### GULF ENERGY S.A.O.C.

- Leading provider of high quality integrated oilfield service solutions in the MENA region.
- One of the fastest growing oilfield service providers in the MENA region and has developed a footprint in KSA, Oman, Kuwait, and Algeria.
- Provides a broad suite of product and service offerings, operating under several service lines including: a) Well Intervention Services, b) Drilling Technology Solutions, c) Fishing & Remedial Services, and d) Drilling Technology Solutions, Performance Drilling & Evaluation.

# PRIVATE INVESTMENTS

## CHANNEL VAS

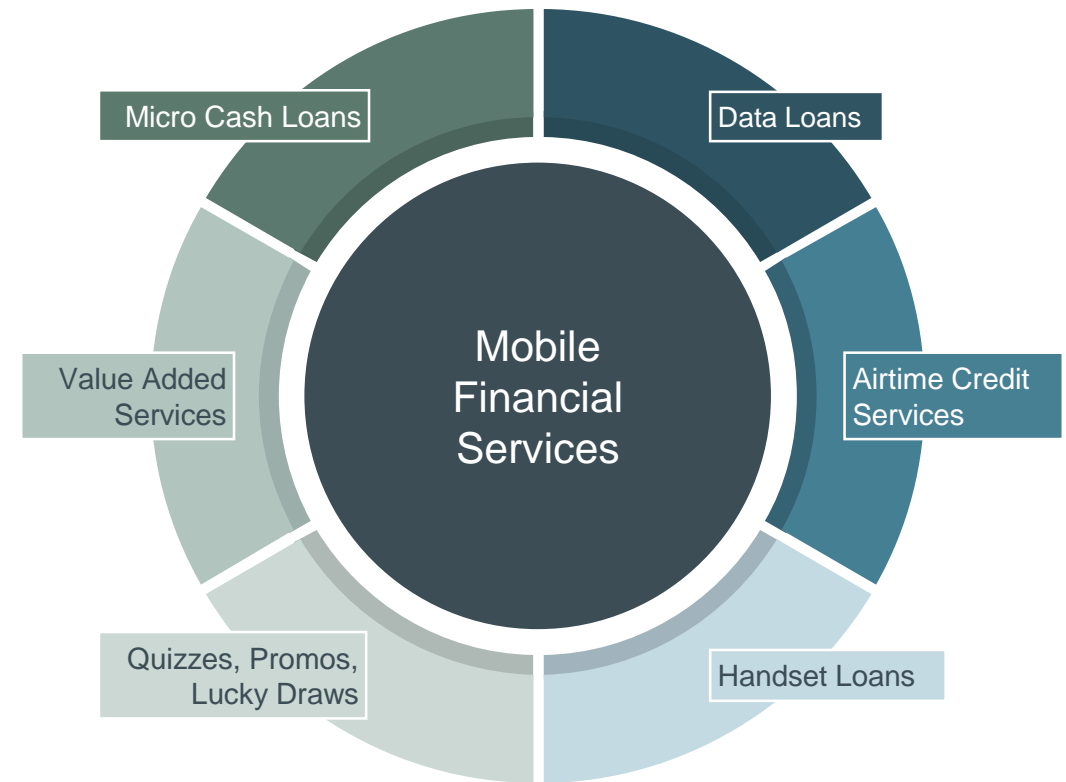
### OVERVIEW

- In September 2017, Waha Capital acquired a 20% stake in Dubai-based fintech firm Channel VAS for a consideration of AED 200.5 million
- CVAS is a premium fintech company providing financial services to the subscribers of mobile operators in over 25 countries
- Funded nano-loans aggregating US\$ 871 million in 2017 compared to US\$ 755 million in 2016
- Access to over 500 million mobile subscribers and contracts with mobile operators across Africa, Asia and the Middle East
- Well positioned to capture high potential growth in US\$ 69 billion airtime credit industry; as well as a much larger untapped market for newer Channel VAS product lines including micro cash loans and hand set loans
- Selected list of customers include MTN, Vodacom, Viettel, Lyca Mobile, Millicom, Umniah, Mobily, Mobilink and others
- The carrying value of Channel VAS was AED 184.4 million as at 30 September 2018

### YTD SEP 2018 KEY HIGHLIGHTS

- Revenue of AED 141.3 million, compared to AED 123.1 million in the corresponding period 2017
- Paid a dividend of AED 71.3 million, compared to AED 43.3 million in the corresponding period 2017

## SERVICE OFFERINGS



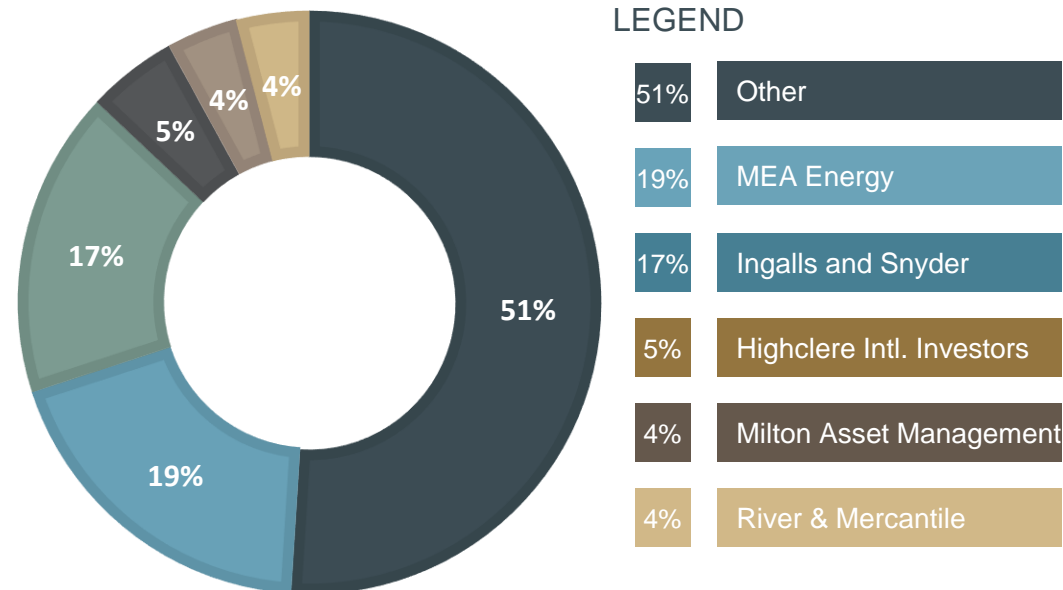
# PRIVATE INVESTMENTS

## SDX ENERGY INC

### OVERVIEW

- Engaged in the exploration for and development and production of oil and natural gas, with properties located in the Arab Republic of Egypt and the Kingdom of Morocco.
- SDX trades on the Toronto Venture Stock Exchange (“TSX-V”) in Canada and on the London Stock Exchange’s Alternative Investment Market (“AIM”) in the UK
- Successfully acquired a portfolio of oil and gas production and exploration assets in Egypt and Morocco in early 2017, which increased SDX’s working interest 2P reserves to 9.03 mmboe
- SDX continues to unlock organic value in the existing portfolio while also pursuing further inorganic growth opportunities
- Portfolio contains interests in 6 concessions – a) Egypt – NW Gemsa, b) Egypt – Meseda, c) Egypt – South Disouq, d) Egypt – South Ramadan, e) Morocco – Sebou, and f) Morocco – Lalla Mimouna. .
- Waha owns a 19.5% stake in SDX with carrying value of AED 109.9 million as at 30 September 2018

### OWNERSHIP



# PRIVATE INVESTMENTS

## SDX ENERGY INC

### YTD JUN 2018 KEY HIGHLIGHTS

- Significant operational progress across portfolio with discoveries from 20 of the 23 wells drilled, representing success rate of 87%
- Production of 3,234 boe/d compared to 3,180 boe/d in corresponding 2017
- Net realized average oil price of \$61.97/barrel compared to US\$ 43.44/barrel in corresponding 2017
- Net realized average Morocco gas price of \$10.27/mcf compared to US\$ 9.38/mcf in corresponding 2017
- Cash flow from operations of AED 74.7 million, compared to AED 40.8 million in corresponding 2017
- Invested AED 79.2 million into capital expenditure, compared to AED 6.7 million in corresponding 2017
- Cash balance of AED 92.8 million at 30 June 2018, compared to AED 95.1 million at 31 December 2017

### KEY HIGHLIGHTS

AED m	JUN 2018	JUN 2017	VARIANCE
Revenue	89.9	66.3	36%
Gross Profit	70.9	47.9	48%
AED m	JUN 2018	DEC 2017	VARIANCE
Cash	92.8	95.1	-2%
Total Assets	527.5	518.8	2%
Equity	427.6	421.6	1%



# PRIVATE INVESTMENTS

## WAHA LAND

### OVERVIEW

- Waha Capital received a 6 km<sup>2</sup> land grant from the Government of Abu Dhabi in 2007 to develop a mixed use industrial park
- The project was divided into four equal phases (1.5 km<sup>2</sup> each) to allow for flexibility in terms of scale and funding
- Construction of Phase I infrastructure and 90,000 m<sup>2</sup> of leasable industrial space was completed in Dec 2012
- Leasing activity commenced in Q1 2013; achieved full occupancy by the end of Q1 2015 for Small Industrial Units (SIUs)
- Secured AED 426 million of funding for Stage 2 with a local bank
- The carrying value of investment property was AED 772.7 million as at 30 September 2018

### YTD SEP 2018 KEY HIGHLIGHTS

- Construction of Stage 2a SIUs is complete (92,500 m<sup>2</sup>), with initial batch of tenants moving in and commencing operations from the units
- Rental revenue and other income of AED 24.6 million (30 September 2017: AED 28.1 million)
- Cumulative development cost of AED 190.3 million (31 December 2017: AED 176.3 million) incurred for the construction of Stage 2a
- Net profit of AED 11.4 million (30 September 2017: AED 16.7 million)



### DEVELOPED SIUs

#### Stage 1

- ▷ Nine shell and core buildings with total leasable area of 90,000 m<sup>2</sup>; buildings situated on a gross plot area of 210,000 m<sup>2</sup> with ample surrounding space for parking and loading

#### Stage 2a

- ▷ SIU development completed in April 2018
- ▷ Shell and core buildings with total leasable area of 92,500 m<sup>2</sup>; buildings situated on a gross plot area of c. 156,000 m<sup>2</sup> (higher density)

### SERVICED LAND

- ▷ Total plot area of c. 714,000 m<sup>2</sup> for serviced land with infrastructure; of which 15,000 m<sup>2</sup> has been leased on long-term basis to a third party
- ▷ Remaining plot area of c. 699,000 m<sup>2</sup> is suitable for multi-use (land lease / further development of industrial property etc.)

## MENA INFRASTRUCTURE FUND

### OVERVIEW

- Established in 2007, MENA IF is a 10-year fund with capital commitments of USD 300 million based in DIFC
- GP sponsors comprise Waha Capital, Fajr Capital and HSBC; each with a 33.3% stake; Waha Capital also has a 17.9% LP stake
- Invests in infrastructure assets in the MENA region, both greenfield and brownfield, focusing on defensive assets with predictable/contractual cash flows, high barriers to entry and visibility for exits
- Fund invested USD 224 million over 7 years in four assets in Oman, Saudi Arabia and Egypt
- Current dividend yield of c. 5.7% and target gross IRR of c. 15%
- During 2016, Waha Capital received gross distributions of AED 82 million including dividend and capital repayment from the following disposals
  - February 2016: the Fund divested its 30.33% stake in AICT
  - March 2016: the Fund sold its 38.1% stake in UPC
- The Group invested a total of AED 167 million (USD 45.5 million) for its LP (17.9%) and GP (33.3%) stakes, and received c. AED 162.2 million in distributions.
- The carrying value of investment (LP) is AED 59.0 million as of 30 September 2018

INVESTMENTS	DESCRIPTION	STAKE (%)
Hajr Electricity Production Company KSA (Qurayyah)	3.9GW gas-fired IPP in KSA in partnership with ACWA Power and Samsung C&T	15.0%
Sohar Power Company (SPC)	Omani 585MW independent power and water desalination plant	20.0%

MENA IF is focused on exiting the remaining two investments (end of fund life)

## ANGLO ARABIAN HEALTHCARE

### OVERVIEW

- UAE healthcare company, with an initial focus on hospitals, clinics and pharmacies
- 30 healthcare assets in the Northern Emirates, Abu Dhabi and Dubai
  - ▶ Network of 20 clinics, 7 pharmacies, 1 diagnostics center and 1 medical education provider.
  - ▶ 1 multi-specialty hospital opened in 2015 in Ajman, with an inpatient capacity of 23,400 per annum
- During 2017, AAH has completed the sale of its full equity stake in Proficiency Healthcare Diagnostics (PHD) to Al Borg Medical Laboratories, the GCC's largest chain of private laboratories. The transaction involved an equity sale price of approximately AED 171.1 million for 93% of PHD, with the net impact on AAH being an accounting gain of approximately AED 124.5 million
- AAH employs more than 1,000 people and serves over 540,000 registered outpatients.
- Carrying value of AED 217.8 million as at 30 September 2018

**Anglo Arabian Healthcare (AAH) is among the largest healthcare provider networks in the UAE. AAH employs a buy and build strategy, supplementing acquisitions with strategic greenfield project to ensure optimal patient flows and service coverage**

### GREENFIELD PROJECTS AND ACQUISITIONS

- Opportunistic mix of greenfield projects and acquisitions
- Hub-and-spoke model across primary care, secondary care and diagnostics to retain patient revenue within the group

### WELL-POSITIONED TO CAPITALIZE ON REGULATORY AND CONSUMPTION TRENDS

- Introduction of mandatory insurance in Dubai and the Northern Emirates
- Increase in demand for specialty services

### Brands under AAH

مستشفيات أمينة  
amina HOSPITALS

مركز اوراس الطبي  
ORAS MEDICAL CENTER

IBIN SINA  
MEDICAL CENTRE L.L.C

مركز ابن سينا  
الطبي  
بي ذم

HealthBay

مستشفى كورنيش الشارقة  
sharjah corniche HOSPITAL

## ANGLO ARABIAN HEALTHCARE

### KEY FINANCIAL HIGHLIGHTS

- HealthBay added a dental clinic in YTD Sep 2018, complementing its multispecialty medical complex in Dubai, offering a wide range of specialized healthcare facilities
- Launched Amina Medical Center in Ajman in July 2018 to add more outpatient capacity and drive referrals to Amina Hospital.
- Consolidated revenue of AED 188.4 million, a 15.1% decrease on AED 222.0 million in the corresponding period in 2017
- Revenue is comprised of:
  - ▶ AED 42.2 million (2017: AED 89.8 million) from laboratory services
  - ▶ AED 115.9 million (2017: AED 105.1 million) from patient fees
  - ▶ AED 30.3 million (2017: AED 27.1 million) from sale of pharmaceuticals
- Shareholders' equity base attributable to owners of AED 228.3 million as at 30 September 2018 compared to AED 364.4 million as at 31 December 2017.

### CONSOLIDATED FINANCIAL HIGHLIGHTS

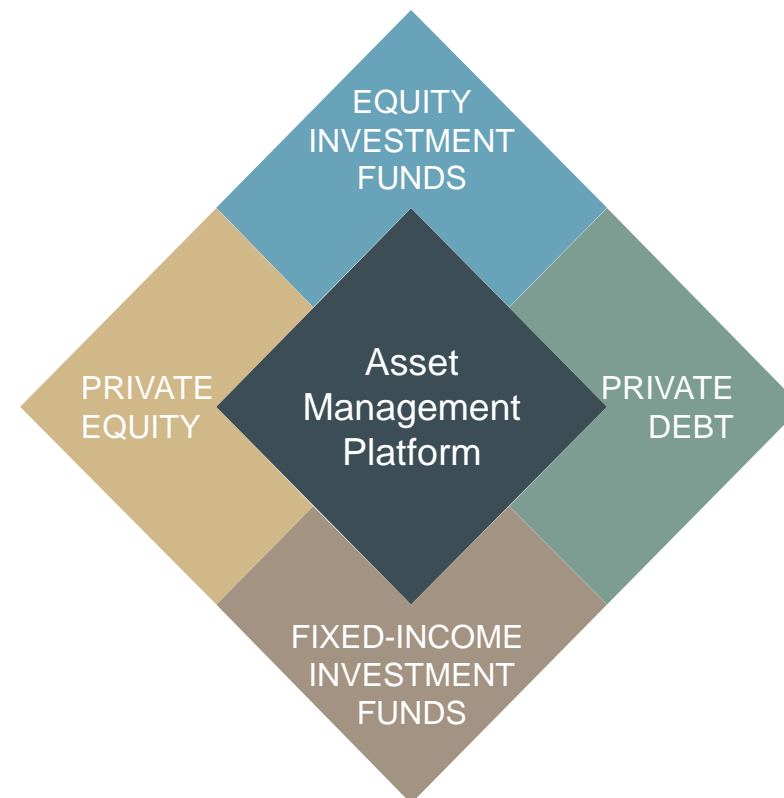
AED m	2013	2014	2015	2016	2017	YTD Sep 2018*
Revenue	61	128	250	300	294	188
Expenses & NCI	(61)	(141)	(272)	(371)	(220)	(234)
Net profit/(loss) attributable to owners	-	(13)	(22)	(71)	74	(46)
Total Assets	107	151	336	361	466	310
Total Liabilities	54	48	100	117	86	84
Equity	46	103	236	244	380	256
Gross Profit Margin	69%	68%	66%	32%	20%	16%

\* Management Accounts – Unaudited

## OVERVIEW

- Waha's Asset Management business focuses on developing and managing investment funds, and inviting third party investors to invest along with Waha Capital in these investment funds
- Currently AUM size is AED 2.6bn
- Asset management is the source of providing recurring fees
- Equity-focused investment funds:
  - Launched two funds: a) MENA Equity Fund and b) MENA Value Fund
  - Both funds are focused on public equities in MENA region
  - MENA Equity Fund follows an absolute return strategy
  - MENA Value Fund follows a long-only holding strategy
- Fixed income focused investment funds:
  - Launched one fund: CEEMEA Credit Fund
  - Fund is focused on public debt in CEEMEA region
  - Fund follows an absolute return strategy through leverage positions

***Capitalizing on a strong track record, Asset Management business offers third party investors the opportunity to invest in our wide range of investment platforms***



# YTD Sep 2018 Business Highlights

## Asset Management - Funds

### CEEMEA CREDIT RETURN

▲ 10.1% YTD Sep 2018

▲ 146.1% Since inception Jan 2012

#### CEEMEA CREDIT FUND

- The fund focuses on investing in:
  - ▶ Capital market securities (bonds, sukuk and convertibles)
  - ▶ US Dollar denominated sovereign and corporate bonds
- Initial seed capital of AED 412 million (\$112m)
- In June 2015 the fund was first offered to third-party institutional, family office and high-net-worth investors
- The CEEMEA Credit Fund won the “Best Fixed Income Fund 2018” from The Banker Middle East and won the “Best Fixed Income Fund UAE 2016” from the Global Banking & Finance review and was ranked #1 fund in the Emerging Markets Eastern Europe by Barclay-Hedge
- Returns reflect identification of thematic trades as well as individual mispriced securities and successful risk management
- Focus on relative value of securities resulting in low volatility of returns

### MENA EQUITY RETURN

▲ 9.6% YTD Sep 2018

▲ 119.7% Since inception Jan 2014

#### MENA EQUITY FUND

- The fund focuses on investing in equity securities in the large MENA region
- Initial seed capital of AED 434 million (\$118m)
- In July 2015 the fund was first offered to third-party institutional, family office and high-net-worth investors
- The MENA Equity Fund Won the “Asset Manager of the year 2018 – UAE” and “Best Absolute Return Fund (Since Inception) from W&F 2018 and in the past it has received several awards including the “Best GCC Equity Fund” at the Banker Middle East Awards and was awarded the “Best MENA Equity Fund > \$50m” at the recent MENA Fund Performance Awards.
- YTD returns reflect careful stock selection and avoidance of market sell offs
- Focus on bottom up stock selection and maintenance of healthy cash balance in case of an adverse tail risk event

### MENA VALUE RETURN

▼ 0.6% YTD Sep 2018

▲ 25.8% Since inception Jan 2014

#### MENA VALUE FUND

- Initial seed capital of AED 184 million (\$50m) deployed
- Focuses on long-term capital appreciation by investing in equities and other securities in MENA.
- Investment criteria considers business quality and sustainability, effective capital allocation, balance sheet strength, management quality and valuation upside/limited downside risk of the underlying stock

\* All Fund returns are Gross returns

## AWARDS



Best GCC Equity Fund and Best Fixed Income ME



Best Fixed Income Fund Manager UAE 2016



#1 Fund in Emerging Markets Eastern Europe



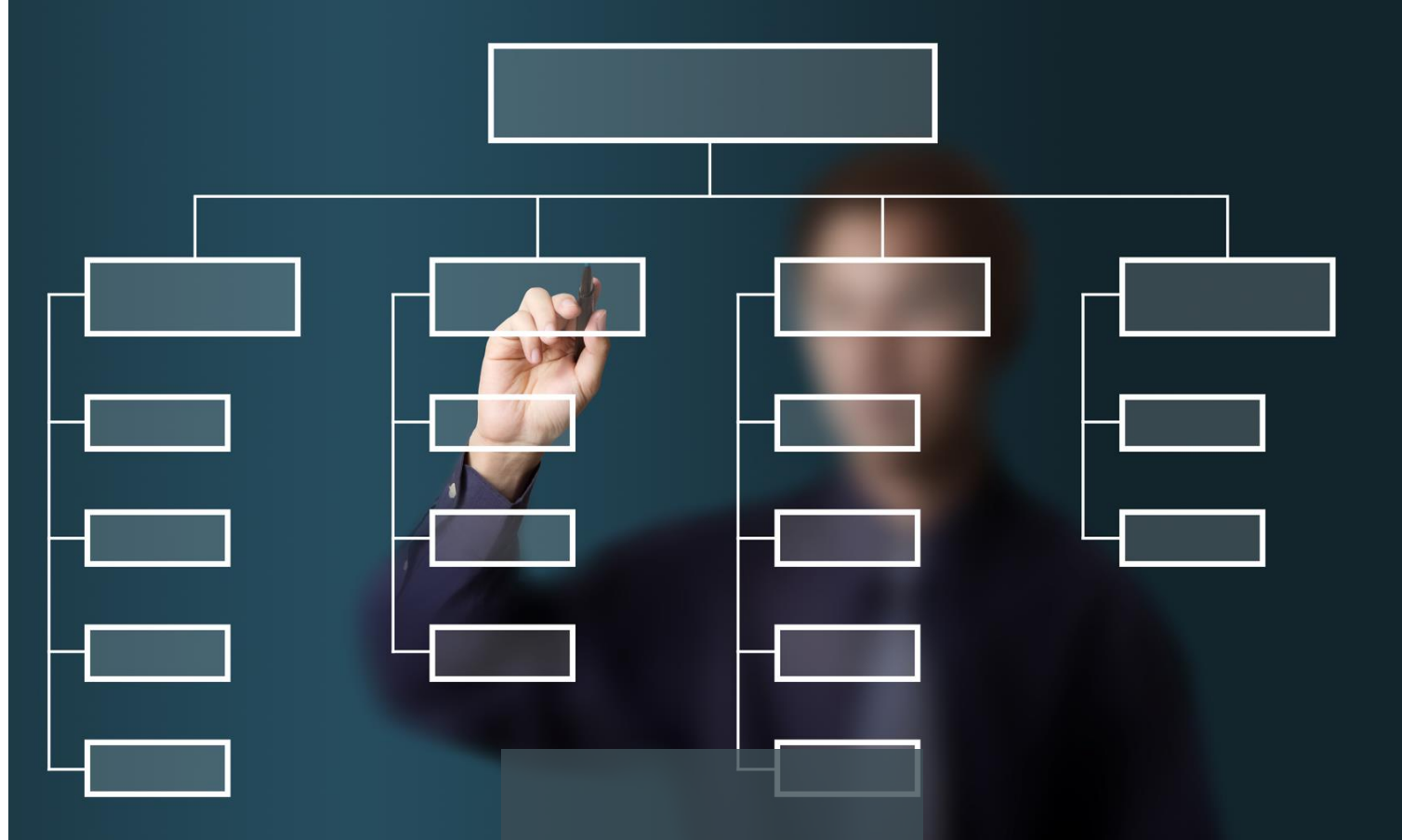
Best MENA Equity Fund > \$50m



Best MENA Equity Fund > \$50m



Best Diversified Asset Manager



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# ORGANISATION & GOVERNANCE



# BOARD OF DIRECTORS



H.E. Salem Rashid Al Noaimi  
Chairman



Ahmed Bin Ali Al Dhaheri  
Vice Chairman



Carlos Obeid  
Director



Khaled Al Shamlan  
Director



Mohamed Hussain Al Nowais  
Director



Rasheed Ali Al Omaira  
Director



Rashed Darwish Al Ketbi  
Director

# MANAGEMENT TEAM

Waha Capital's strategy is executed by a team of highly experienced professionals



**Michael Raynes**  
Chief Executive Officer



**Sana Khater**  
Chief Financial Officer



**Chakib Aabouche**  
Chief Risk Officer



**Abdellah Sbai**  
Chief Strategy Officer



**Mohamed Eljamal**  
Managing Director, Head of Public Markets



**Peter Howley**  
General Counsel & Company Secretary



**Ergham Al Bachir**  
Head of Human Resources and Administration



**Amer Aidi**  
Head of Marketing & Corporate Communication



**Khurram Sabir**  
Sr Vice President - Internal Audit & Compliance

# COMPANY MILESTONES

Founded in 1997 and listed on ADX in 2000, Waha Capital has transformed from a business operator to an investment company; its investment management arm acquired a financial investment company license from the UAE Central Bank in 2013 and from SCA in 2016



# SUMMARY & OUTLOOK

- Streamlined organization aligned with its two core activities – Private Investments and Asset Management
- Diversified asset base and revenue streams between Private Investments and Asset Management :
  - Private Investments delivers on value creation and cash realization; with strategic emphasis on certain sectors like energy and fintech
  - Asset Management business continues to deliver strong returns, outperforming benchmarks; with strategic emphasis on raising 3rd party AUMs and fee income
- Strongly embedded and integrated risk management and corporate governance
- Robust financial position with strong level of liquidity and prudent leverage – well positioned for steady and long term growth



# DISCLAIMER

This document is not an offer, invitation or recommendation to subscribe to or purchase any securities. Nothing in this document shall form the basis of any contract or commitment whatsoever.

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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