

---

الواعة كابيتال  
WAHA CAPITAL

---

**Third Quarter 2013**  
Financial Results

11 November 2013

## Table of Contents

Highlights.....	03
9-month 2013 Financial Performance .....	04
Q3 2013 Financial Performance .....	05
Financial Position.....	06
Performance Contribution.....	07
Portfolio Highlights.....	08
Strategy.....	10

# Highlights

## *Performance reflects growth across all business divisions*

- Q3 2013 net profit of AED 107.1 million, up 289 percent over Q3 2012
- 9-month net profit of AED 230.8 million, up 645 percent over 9-month 2012
- Strong performance by direct investments, particularly AerCap and Dunia Finance
- Robust income generated by Capital Markets division
- Total equity of AED 2.5 billion as at 30 September 2013 vs AED 2.3 billion as at 31 December 2012
- Assets of AED 4.6 billion as at 30 September 2013 vs AED 4.4 billion at 31 December 2012
- Return on equity for the first nine months of 2013 was 13% and ROA was 7%
- Acquired a controlling stake in Anglo Arabian Healthcare comprising 17 operating assets
- Successfully exited two non-core assets generating cash proceeds of AED 100 million

9-Month 2013 **Net Profit**

**Up 645%** vs YTD 2012

Q3 2013 **Net Profit**

**Up 289%** vs Q3 2012

**Total Equity**

**Up 5.5%** vs YE 2012

**Total Assets**

**Up 4.4%** vs YE 2012

## 9-month 2013 Financial Performance

9-month 2013 **INCOME**

**UP 192%** vs 9-month 2012

9-month 2013 **EXPENSES**

**UP 90%** vs 9-month 2012

9-month 2013 **PROFIT**

**UP 645%** vs 9-month 2012

In AED Million	9-month 2013	9-month 2012
Total Income	441	151
Total Expenses	(211)	(111)
Net Profit attributable to shareholders	231	31
Equity attributable to shareholders	2,451	2,144

Key Performance Indicators	9-month 2013	9-month 2012
Earning per Share (in AED)	0.122	0.016
Annualized ROE (in %)	12.9%	1.8%

## Q3 2013 Financial Performance

### Q3 2013 **INCOME**

**UP 227%** vs Q3 2012

### Q3 2013 **EXPENSES**

**UP 148%** vs Q3 2012

### Q3 2013 **PROFIT**

**UP 289%** vs Q3 2012

In AED Million	Q3 2013	Q3 2012
Total Income	199	61
Total Expenses	(92)	(37)
Net Profit attributable to shareholders	107	27
Equity attributable to shareholders	2,451	2,144

Key Performance Indicators	Q3 2013	Q3 2012
Earning per Share (in AED)	0.056	0.013
Quarterly ROE (in %)	4.5%	1.2%

## Financial Position – *as of 30 September 2013*

<b>TOTAL ASSETS</b> <b>AED 4.6b</b>	<b>EQUITY</b> <b>AED 2.5b</b>	<b>DEBT</b> <b>AED 1.9b</b>	<b>CASH</b> <b>AED 122m</b>
--	----------------------------------	--------------------------------	--------------------------------

AED in Million	30 September 2013	31 December 2012
Cash	122	220
Investment in equity-accounted investees	2,450	2,255
Investment Property	807	776
Other Investments	667	744
Other Assets	586	440
<b>Total Assets</b>	<b>4,632</b>	<b>4,435</b>
<b>Total Debt</b>	<b>1,856</b>	<b>1,786</b>
<b>Total Equity</b>	<b>2,472</b>	<b>2,344</b>
<b>Leverage (%)</b>	<b>41.4%</b>	<b>40.2%</b>

# Performance Contribution – *as of 30 September 2013*

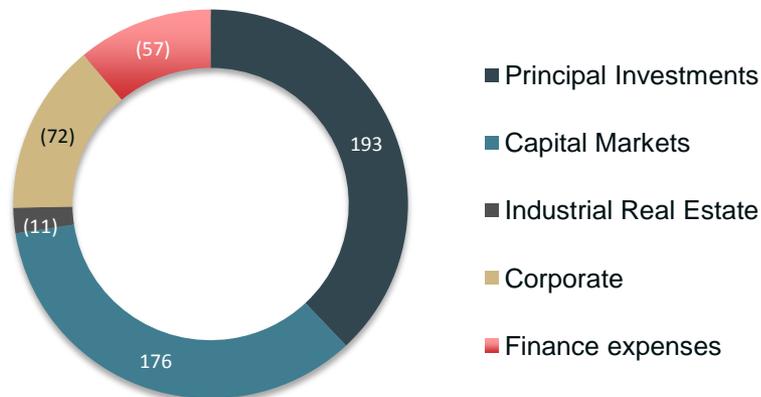
## Net Profit

- Principal Investments and Capital Markets represent the largest contributors to net profit
- Key Principal Investments include:
  - AerCap
  - Dunia Finance
  - Stanford Marine Group
  - Anglo Arabian Healthcare

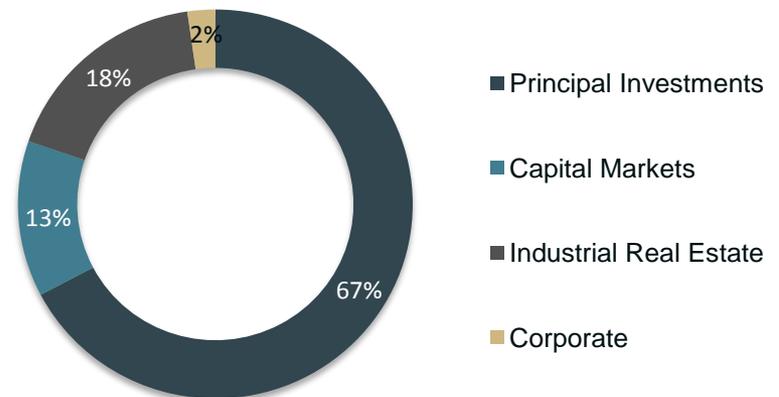
## Total Assets

- Principal Investments represent the largest component of total assets with AerCap comprising 43% of the total assets

Contribution to Net Profit



Contribution to Total Assets



# Portfolio Highlights – *as of 30 September 2013*

## Principal Investments - AerCap Holdings

- Signed new lease agreements for 10 aircraft
- Average term of lease agreements in past 12 months was 165 months for new aircraft
- Delivered 7 aircraft under contracted leases
- Purchased 6 aircraft and entered into a purchase and leaseback transaction for 6 new aircraft
- Closed the sale of 5 aircraft
- Financing transactions completed year-to-date amounted to \$1.8 billion

## Principal Investment - Dunia Finance

- Expanded loan book, gaining c.18,100 new customers and achieved c.24% growth in its loan portfolio
- Achieved increase in net-interest-income by 34%
- Improved asset quality, impairment reserve (as a percentage of loans and advances) reduced from 7.6% at the end of 2009 to 3.0%
- Funded 95% of loan portfolio growth through customer deposits and retained earnings

## Principal Investment - SMG

- Achieved consolidated EBITDA of US\$ 42.5m with margin of 24.9%
- Maintained fleet of 38 owned Offshore Supply Vessels (OSVs) in operation
- Average vessels utilization of 88.5%
- Delivered 9 ships and undertook repair and maintenance on 499 ships
- Acquired 5 vessels

## Principal Investment - Anglo Arabian Healthcare

- Owns and operates 17 assets, employs more than 300 people and serves over 400,000 registered outpatients
- Operating assets consist of 1 day hospital, 6 clinics, 5 pharmacies, 3 diagnostics centres and 1 provider of continuing medical education, with 1 hospital set to open in 2014
- Plans to expand rapidly over the next few years, organically and through acquisitions
- Part of Waha Capital's strategy is to invest at least AED 200-250 million in the healthcare segment over three to five years

# Portfolio Highlights – *as of 30 September 2013*

## Principal Investment - MENA Infrastructure Fund

- Fund launched in 2007 with a total capital commitment of \$300 million from its Limited Partners
- Waha Capital's commitment as an LP stands at \$53.75 million (17.9% of total commitment)
- The Fund is invested in four projects: a) Alexandria International Container Terminals in Egypt, b) Qurayyah Independent Power Project (IPP) in Saudi Arabia, c) United Power Company in Oman and d) Sohar Power Company in Oman
- The fund targets a 6% dividend yield and a gross IRR of 14-17%

## Industrial Real Estate - ALMARKAZ

- Construction of Phase I infrastructure and 90,000 m<sup>2</sup> of Small Industrial Units (SIUs) completed in December 2012
- SIU occupancy reached 55% by end of September 2013
- Robust lease activity with growing interest from manufacturing and logistics businesses attracted by the development's superior infrastructure and facilities

## Capital Markets - Public Transactions

- Waha Capital has been developing its securities investments business to invest in capital market securities such as bonds, sukuks, convertibles, equities, hybrids, IPOs and pre-IPOs.
- Initial focus will be on credit investments primarily comprising USD-denominated corporate bonds issued in emerging markets with a focus on Central Europe, Middle East and Africa (CEMEA).
- Investment process is complemented by dedicated in-house research and robust risk management.

## Capital Markets - Private Transactions

- Since 2008 Waha Capital has arranged several private transactions. These transactions include a range of financial instruments usually secured on an underlying asset.
- The financial instruments typically include secured debt, mezzanine debt, junior debt, structured debt and selected options and derivatives.
- The target IRR hurdle rate for investments into private transactions is 15% and all investments are subject to fundamental research covering macro, sector and issuer risks.

# Mission & Strategy

To be the pre-eminent investment company in the region, with robust earnings visibility

Principal Investments	<ul style="list-style-type: none"> <li>Acquire controlling stakes in companies with first class management</li> <li>Grow business regionally, seeking investments in existing and new sectors, including the education &amp; industrial sectors</li> </ul>		
Capital Markets	<ul style="list-style-type: none"> <li>Generate cash flows and returns in excess of our cost of capital</li> <li>Focus on opportunities in both primary and secondary equity markets</li> </ul>		
Industrial Real Estate	<ul style="list-style-type: none"> <li>Build out ALMARKAZ project and pursue future development opportunities with a special emphasis on pre-leasing, while minimizing market risk</li> </ul>		
Infrastructure	<ul style="list-style-type: none"> <li>Build on the success of the MENA Infrastructure Fund by potentially launching a second fund</li> </ul>		
Our Philosophy	<u>Collaborate</u>	<u>Excel</u>	<u>Deliver</u>

# Disclaimer

---

This document is not and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase any securities and is furnished solely for the informational purposes of the addressee.

This document contains forward-looking statements. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions. 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. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. We undertake no obligation to publicly update any forward-looking statement whether as a result of new information, future developments or otherwise.

الواحة كابيتال  
WAHA CAPITAL

**Thank You**