

WAHA CAPITAL



# Investor Presentation

FY2024, First Quarter

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# Core Institutional Strength

**Established**  
in 1997



**Listed** on the  
Abu Dhabi  
Securities  
Exchange  
(ADX) with market  
cap of AED 3.1  
Bn

Symbol: WAHA

*\*as of 20 May 2024*



**Strong  
institutional  
backing:**  
Mubadala is the  
largest, strategic  
shareholder



**Capital markets  
strategies  
launched in 2012**



**Total assets  
under  
management**  
AED 11.1 bn

*\*as of 31 March 2024*



# Financial Highlights

Net Profit\*

AED 166m

vs AED 75m YoY

Waha Investment Net Profit

AED 167m

vs AED 153m YoY

Private Investments Net Profit

AED 37m

vs AED (23)m YoY

Waha Land Net Profit

AED 10m

vs AED 8m YoY

Total Assets

AED 13.1bn

vs AED 13.5 bn as at 31 Dec 2023

Assets Under Management (AUM)

AED 11.1bn

vs AED 10.5bn YoY

Waha Investment AUM

AED 9.3bn

vs AED 8.8bn as at 31 Dec 2023

Private Investments & Waha Land AUM

AED 1.7bn

vs AED 1.6bn as at 31 Dec 2023

\* Attributable to Owners of the Company

# Key Metrics

## Dividend Yield

6.7%

AED 0.10

12-month dividend

## Return on Investments

18.4%

As of 31 March 2024

Based on trailing 12 months' investment return

## Return on Average Equity

14.9%

As of 31 March 2024

Based on trailing 12 months' contribution to Waha Capital shareholders

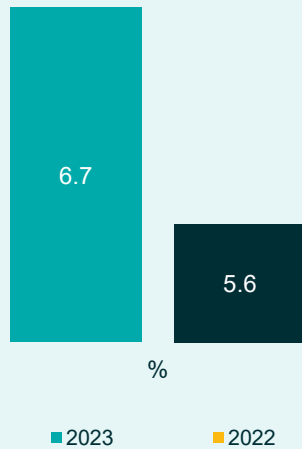
## Return on Average Assets

8.2%

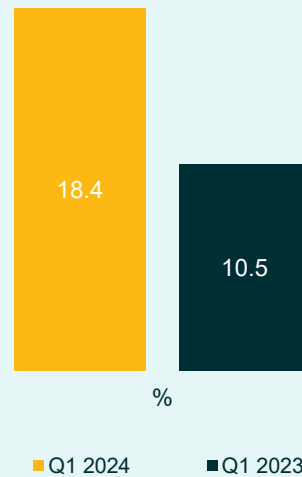
As of 31 March 2024

Based on trailing 12 months' contribution to all shareholders, including minorities

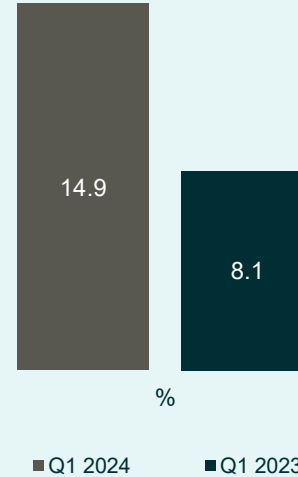
## Annual Dividend Yield



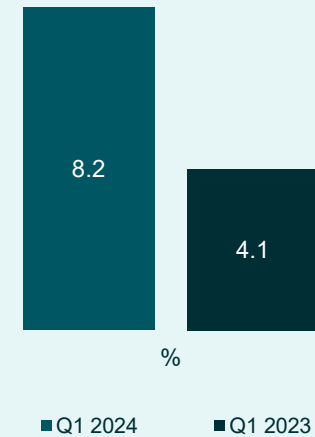
## Return on Investments



## Return on Average Equity



## Return on Average Assets

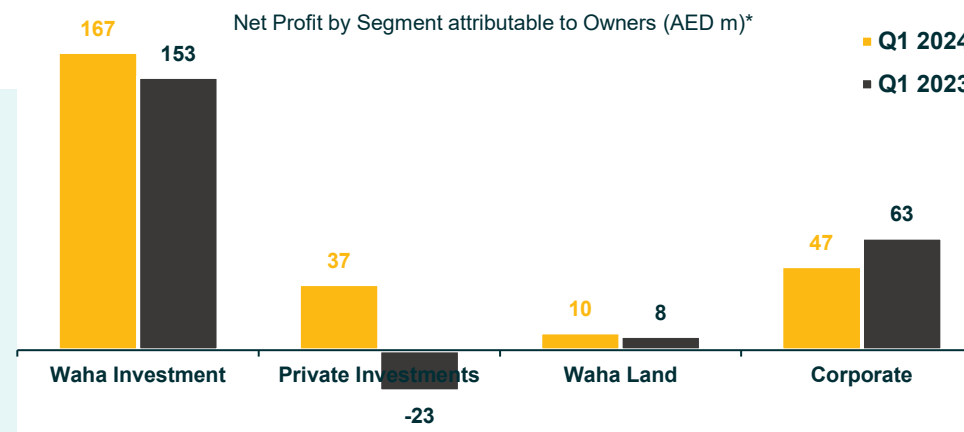


# Financial Performance

## Summary

- Net operating income of **AED 418m** (Q1 2023: AED 242m)
  - Waha Investment: AED 346m (Q1 2023: AED 238m) due to resilient performance of our funds & strong increase in AUM
  - Private Investments: AED 48m(Q1 2023: AED (8)m) due to mark-to-market gains on certain portfolio assets
  - Waha Land: AED 14m (Q1 2023: AED 12m) due to increase in rental income
- Q1 2024 G&A expenses of **AED 75m**, AED 13m higher year-on-year, primarily as a result of reallocation of subsidiary expenses from the company to subsidiaries
- Q1 2024 Finance costs of **AED 62m**, higher by AED 31m year-on-year, due to increase in interest rates
- Net profit\* of **AED 166m** (Q1 2023: AED 75m) driven by continuing strong performance from Waha Investment

\*Attributable to owners of the Company



AED m	Q1 2024	Q1 2023
Total Income	418	242
Total Expense	(137)	(94)
Net Profit before tax	281	148
<b>Profit – Owners of the Company</b>	<b>166</b>	<b>75</b>
Profit – Non controlling interests	115	73

# Strategic Pillars

## Waha Investment

- Emerging markets specialist asset manager (wholly owned subsidiary)
- Offering blend of long-short and long-only strategies through Waha Emerging Markets Credit Fund, Waha MENA Equity Fund and Waha Islamic Income Fund
- 10-year track record of consistent positive performance and measurable alpha generation
- Waha Investment now manages over US\$2.0 bn across strategies
- Solid team of senior investment professionals with significant experience at international blue-chip financial institutions



## Private Investments

- Deploy capital globally and across sectors, capital structures and asset classes
- Comprised of two complimentary portfolios - "Global Opportunities" and "Core"
- Solid team of investment professionals bring high quality and diverse experiences in the private markets space globally



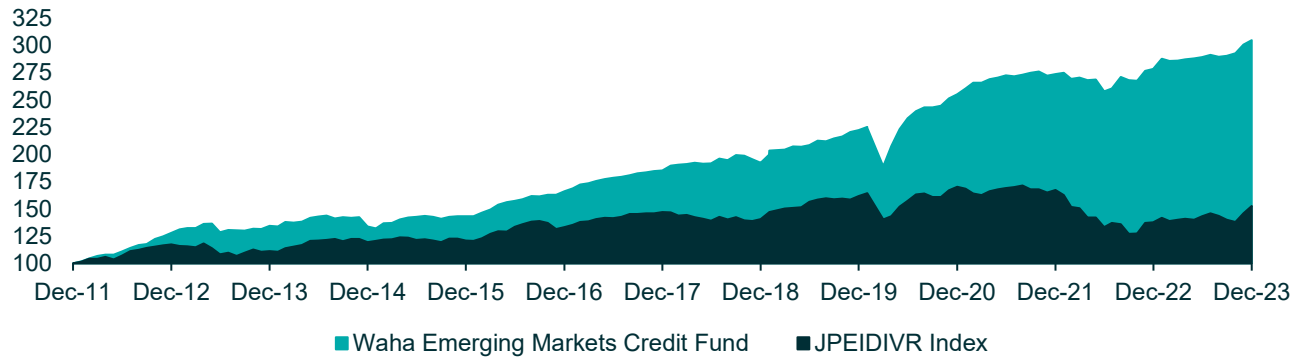
## Waha Land

- Wholly owned subsidiary of Waha Capital
- Development offers high quality facilities and infrastructure and is situated on a 6 km<sup>2</sup> plot in Al Dhafra
- Maximise shareholder returns by developing, constructing, leasing and stabilizing the assets, and then monetizing the leased units as well as the serviced lands



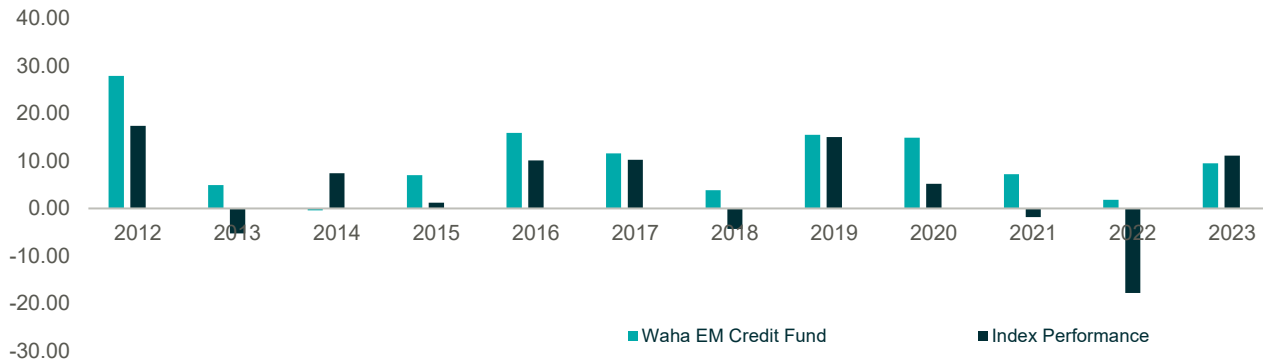
# Waha EM Credit Fund

## Fund performance



\*Please note the reference index is not to be used as a benchmark for performance as it is not a direct comparison

## Waha EM Credit Fund Net Performance Vs Index Performance



Data as of 31<sup>st</sup> December 2023. Inception of the Fund refers to 01/01/2012. Please remember that past performance is not indicative of future results.

8.7%

Since inception (Jan '12)  
**Net Return<sup>2</sup>**

231.4%

Since inception (Jan '12)  
**Net Cumulative Return<sup>2</sup>**

1.95

As of 31/03/24  
**Sharpe Ratio<sup>3</sup>**

4.5%

Standard deviation  
**Volatility<sup>3</sup>**

Data presented is as of 29th March 2024

1 Please note the reference index not to be used as a benchmark for performance as it is not a direct comparison, source Bloomberg LLP

2 Inception date of Fund is 1<sup>st</sup> Jan 2012

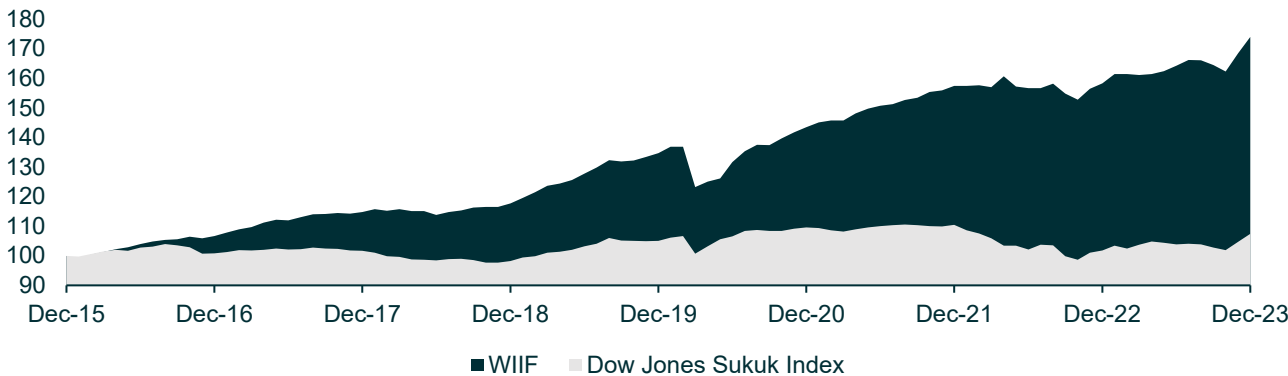
3 Risk Statistics are calculated on returns net of fees since 2015. The performance data presented represents past performance, which is no guarantee of future results

4 The name of the fund was formally changed from Waha CEEMEA Credit Fund SP to Waha Emerging Markets Credit Fund SP in May 2023



# Waha Islamic Income Fund

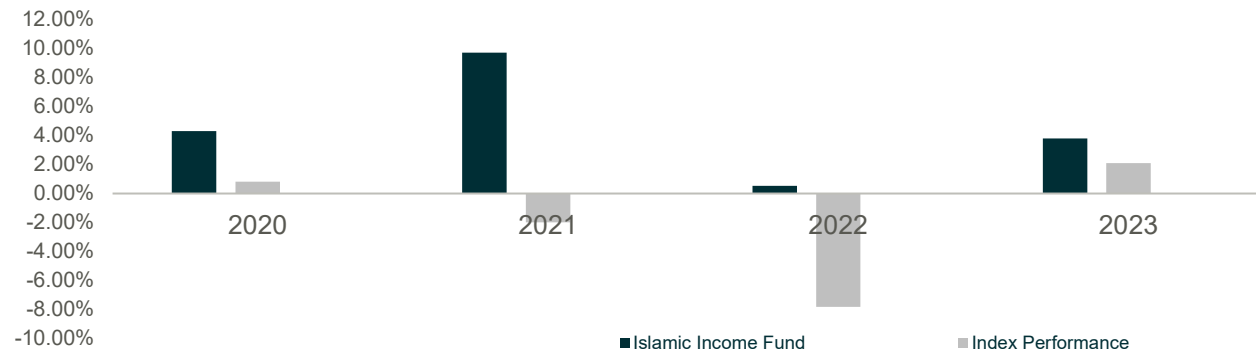
## Fund performance



\*Please note the reference index not to be used as a benchmark for performance as it is not a direct comparison

\*\*Inception date refers to the long-term track record of the strategy and is 01/01/2016

## Waha Islamic Income Fund Gross Performance Vs Index Performance



Data as of 31<sup>st</sup> December 2023.

Please remember that past performance is not indicative of future results.

1.6%

Since inception (Aug '20)

Gross Return<sup>1</sup>

7.2%

Since inception (Aug '20)

Gross Annualised Return<sup>1,2</sup>

28.5%

Standard deviation

Gross Cumulative Return<sup>2</sup>

Data presented is as of 29th March 2024.

1 The track record represents 2 different periods, a) from January 2016 the performance represents the unlevered, unhedged long only Sukuk holdings from the Waha CEEMEA Credit Fund (gross), source Waha Investment PrJSC, b) from September 2020 the performance represents the Waha Islamic Income Fund gross returns

2 gross of fees

# Portfolio Overview

## Global Opportunities

- Portfolio was launched in November 2021
- Target investments in the alternatives space with high risk-adjusted returns by partnering with other leading institutional investors and domain experts
- Broad and flexible global mandate enabling Waha Capital to invest across geographies, industries, capital structures and asset classes, in an opportunistic manner

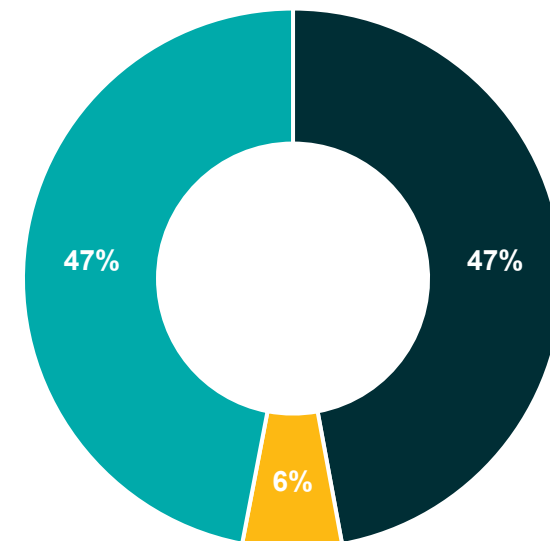
## Core

- 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
- Companies would typically demonstrate stable capital growth prospects, whilst providing recurrent and reliable cash yields

## Legacy

- Includes company's existing mature investments
- Objective is to assess potential monetization options to maximise shareholder value

Private Investments Portfolio



■ Global Opportunities ■ Core ■ Legacy

# Overview



- Waha Land is a wholly-owned subsidiary of Waha Capital. The industrial real estate subsidiary has invested significantly over several years to develop and lease the ALMARKAZ project in the emirate of Abu Dhabi, an integrated mixed-use industrial development with Grade “A” industrial and logistics facilities and first-class infrastructure.
- The ALMARKAZ project's Stages 1 and 2A boast a remarkable 97% occupancy, accommodating over 85 tenants across diverse industries,
- The recent completion of Stage 2B in Q1 2024 is progressively being leased out, currently occupying approximately 15% of its 75,000 m2 leasable space, enhancing the portfolio with premium offerings.

#### Total Income

**AED 14m**

vs AED 12m YoY

as at 31 March 2024

#### Net Carrying Value

**AED 886m**

AED 469m held for sale

as at 31 March 2024

# Outlook

- Waha Capital has once again showcased the resilience of its business model with a strong performance in the first quarter of 2024, despite a challenging market environment characterized by global macroeconomic and geopolitical headwinds.
- The company's positive returns highlight its ability to navigate complex market dynamics effectively.
- Our flagship funds, managed by Waha Investment, our capital markets business, maintained their impressive track record with delivering positive returns.
- The strong performance was largely attributed to the solid results of the Waha Emerging Markets Credit Fund.
- The Private Investments business prioritized stabilizing, growing, and expanding assets under the Global Opportunities and Core portfolio, resulting in a return to profitability.
- The team remains steadfast in their focus on monetizing mature investments to crystallize value for shareholders.
- Waha Land continued its growth trajectory, with leasing commencing on the new Stage 2B expansion, further contributing to our solid returns by providing steady year-over-year rental income.
- Looking ahead, Waha Capital maintains a cautiously optimistic outlook, staying committed to its successful strategy, supported by an ongoing commitment to robust corporate governance, safeguarding shareholder and client assets, expanding the asset base, and achieving economies of scale throughout the balance sheet.



# Appendix

Summary Income Statement & Balance Sheet

# Income Statement Summary

	Q1 2024	Q1 2023
<b>AED '000</b>		
Revenue from sale of goods and services	39,075	36,036
Cost of sale of goods and services	(28,456)	(26,630)
Share of profit from equity-accounted associates and joint ventures, net	2,369	428
Income from financial investments, net	376,110	219,540
Income from investment property, net	13,866	11,686
Other income, net	15,323	695
<b>Net operating income</b>	<b>418,287</b>	<b>241,755</b>
General and administrative expenses – company	(31,677)	(48,583)
General and administrative expenses - subsidiaries	(42,847)	(13,566)
Finance cost, net	(62,460)	(31,919)
<b>Total expenses</b>	<b>(136,984)</b>	<b>(94,068)</b>
<b>Profit before tax</b>	<b>281,303</b>	<b>147,687</b>
<b>Tax expense</b>	<b>(221)</b>	<b>-</b>
<b>Profit for the period</b>	<b>281,082</b>	<b>147,687</b>
Non-controlling interests	(114,695)	(72,732)
<b>Profit attributable to owners of the Company</b>	<b>166,387</b>	<b>74,955</b>
<b>Basic and diluted earnings per share (AED)</b>	<b>0.089</b>	<b>0.040</b>

# Balance Sheet Summary

	As at 31 Mar 2024	As at 31 Dec 2023
<b>AED '000</b>		
Investments in equity accounted associates and joint ventures	90,682	88,313
Right-of-use assets	20,286	23,431
Investment property	417,812	413,450
Financial investments	9,170,295	8,652,900
Loan investments	47,845	46,340
Other assets	1,730,339	2,980,991
Cash and bank balances	1,192,892	866,942
Assets held for sale	468,515	468,515
<b>Total assets</b>	<b>13,138,666</b>	<b>13,540,882</b>
Borrowings	5,104,426	5,955,844
Financial liabilities	179,727	218,866
Deferred tax liability	3,286	3,286
Lease liabilities	19,829	21,420
Trade and other liabilities	725,491	672,351
<b>Total liabilities</b>	<b>6,032,759</b>	<b>6,871,767</b>
<b>Total equity</b>	<b>7,105,907</b>	<b>6,669,115</b>
<b>Total liabilities and equity</b>	<b>13,138,666</b>	<b>13,540,882</b>

# Reaching Waha Capital



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