

Dubai Financial Market

Investor Presentation

2013

حيث يلتقي السيولة
Connecting Liquidity



CONTENTS



MENASA Region : Macroeconomics	1
Dubai : Middle East's Financial Hub	5
UAE Capital Markets : DFM / ND / ADX	9
Two Exchanges, One Market : DFM & ND	14
Corporate Strategy : Going Forward	24





THE REGION – MENASA / GCC/ UAE

AN ECONOMIC POWERHOUSE

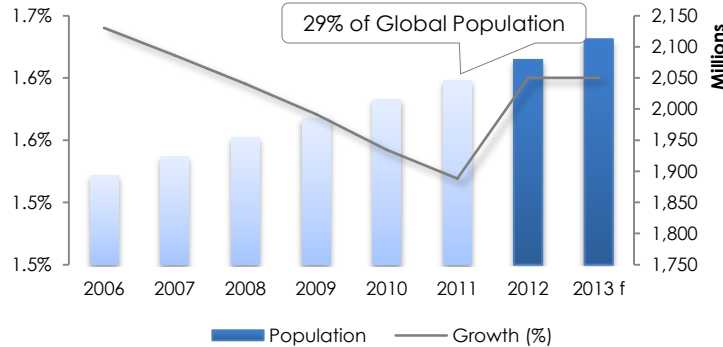
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MENASA REGION: SOLID ECONOMIC FUNDAMENTALS -PROMISING GROWTH

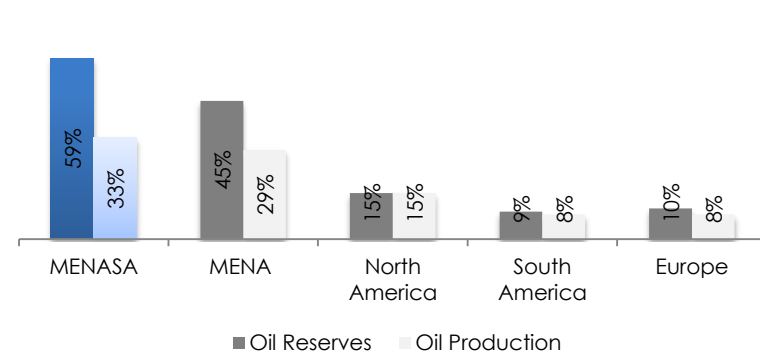


MENASA region is emerging as a powerful economic bloc with tremendous growth potential, combining the sovereign wealth funds (SWFs) of the Mena region to the economic growth story of, say, India, hence, the economic paradigm shift towards this region from other emerging markets

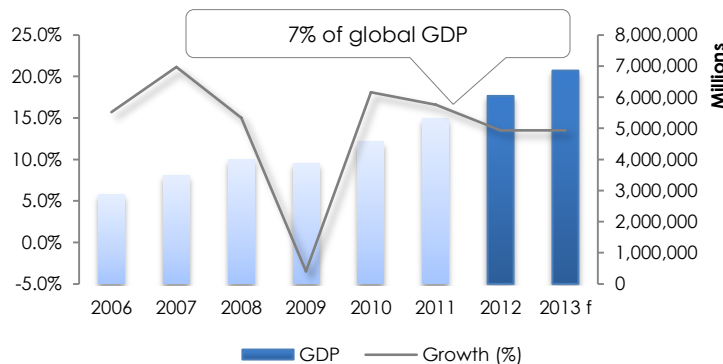
Population Projections



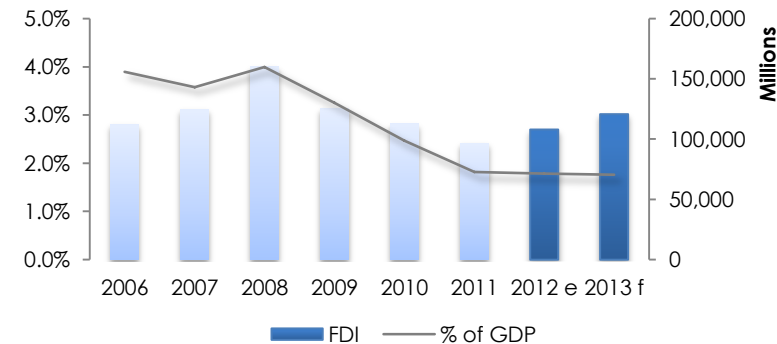
Oil Reserves and Production (% of Global Total)



GDP 2012 (USD Millions)



FDI Projections 2006 - 2013



GCC REGION:

LIQUIDITY ON THE BACK OF HIGH OIL PRICES – KEY EMERGING MARKET



The UAE, the second biggest Arab economy, is set to record 4% growth in GDP in 2013, led by a focus on adopting industrial policies that will drive sustainable development across the UAE.

-IMF 2013 Forecast

GCC – GDP Projections 2010 - 2013

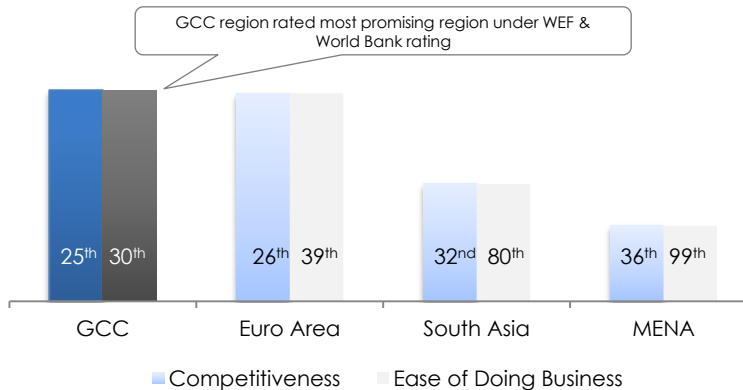
Country	2010	2011	2012	2013 e
Bahrain	4.1%	1.5%	3.6%	4.8%
Kuwait	3.4%	5.7%	4.5%	5.1%
Oman	4.1%	4.4%	3.6%	3.8%
Qatar	16.6%	18.7%	6.0%	4.3%
Saudi Arabia	4.1%	6.8%	3.6%	4.4%
UAE	3.2%	3.3%	3.8%	4.5%

GCC – Country Ratings 2011-12

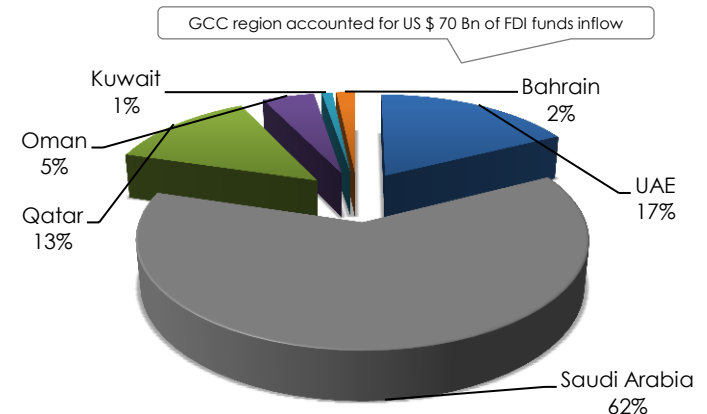
Country	S&P	Moody's	Fitch
Bahrain	BBB	Baa1	BBB
Kuwait	AA	Aa2	AA
Oman	A	A1	A
Qatar	AA	Aa2	AA-
Saudi Arabia	AA-	Aa3	AA-
UAE	AA	Aa2	AA-

Region was able to quickly recover from the global crisis on the back of strong fundamentals and high oil prices

GCC Ranking 2011-12



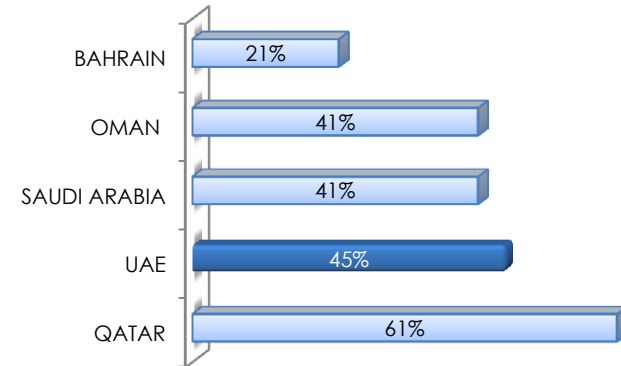
GCC – FDI Share by Country 2011-12



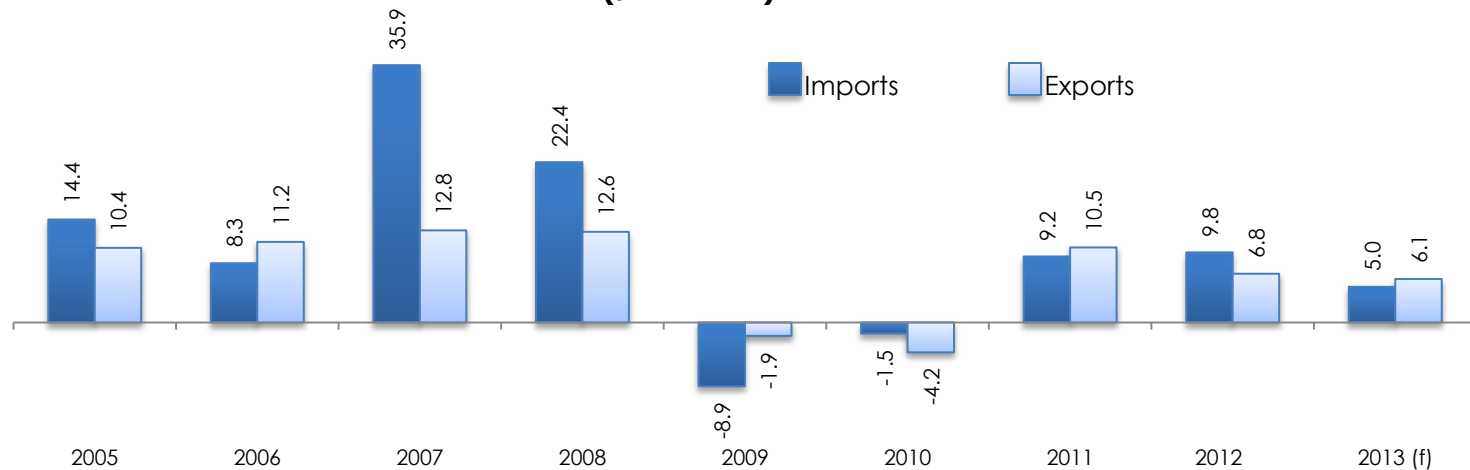
Key Contributors to Growth

- Recovery in oil prices
- Strong growth in the non-hydrocarbon sector
- UAE's service driven economy benefitting from the global trade
- USD 50 billion worth of infrastructural projects still under construction in UAE

Oil / Gas as % of GDP (2012)



UAE Import/Export Projections (% Growth)





DUBAI

THE FINANCIAL HUB OF MIDDLE EAST

DUBAI:

VISION & ECONOMIC STRENGTHS

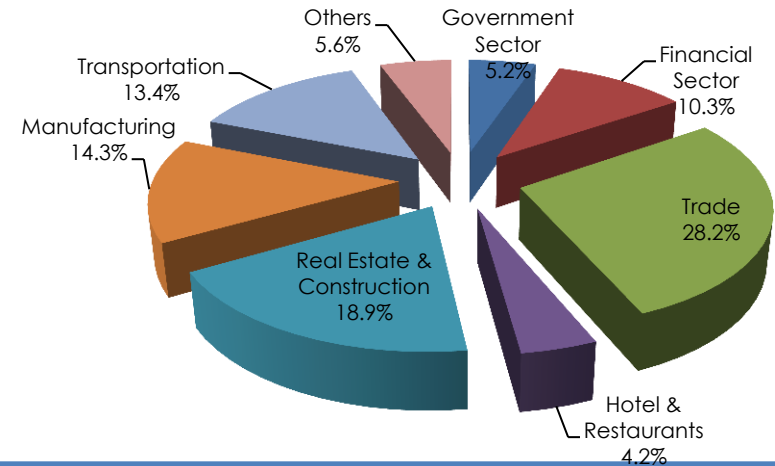
“Our vision is clear, our goals are obvious, our strengths are great, our will is strong and we are ready. We want Dubai to be a global center of excellence, creativity and leadership”.

-HH Sh. Mohammed
Ruler of Dubai

Dubai's core strengths remain fundamentally sound

Well diversified economy based on international trade, banking and finance, tourism, information technology and infrastructure.

Dubai GDP Share Breakdown by Economic Sectors – 2012



Strengths	Reasoning
Highly sophisticated financial centre	Dubai is ranked 7 th as per 'International Financial Centres Competitive Assessment Report' , a competitive study of 15 key global and regional financial centres done by KPMG
Favorable business environment	Dubai has been rated very high in ease of doing business ranking 19 th globally -World Competitiveness Index
Strategic location with a strong logistics infrastructure to bolster trade	Trade capacity in UAE has tremendously improved over the years with free-zones like JAFZA and trade growth at 15% YTD 2013
Solid tourism sector	Hotel occupancy rates remained high throughout 2012 at 90%, benefitting both tourism and trade activities. - DSC, 2012 Report

Seems like the
stars are
aligning for
Dubai once
again

- Organizational restructuring of government departments & related entities
- Successful debt restructuring across all sectors with zero defaults
- GDP is projected to grow at 4% and above going forward, as per IMF, way above the average GDP growth of western counterparts

Key Achievements in 2013 :

- Dubai GDP growth for 2013 is expected at 4.5%.
- 15% growth in direct foreign trade
- 10% growth in tourism as of Q3, 2013 with 2012 recording 13% annual growth
- Dubai is ranked 19th in world competitiveness index up five positions from last year
- UAE ranks 14th in AT Kearney FDI Confidence Index serving as main hub for regional investment
- Real estate market is back on track with 28% growth in 2013 –making Dubai – the best growth performance internationally.

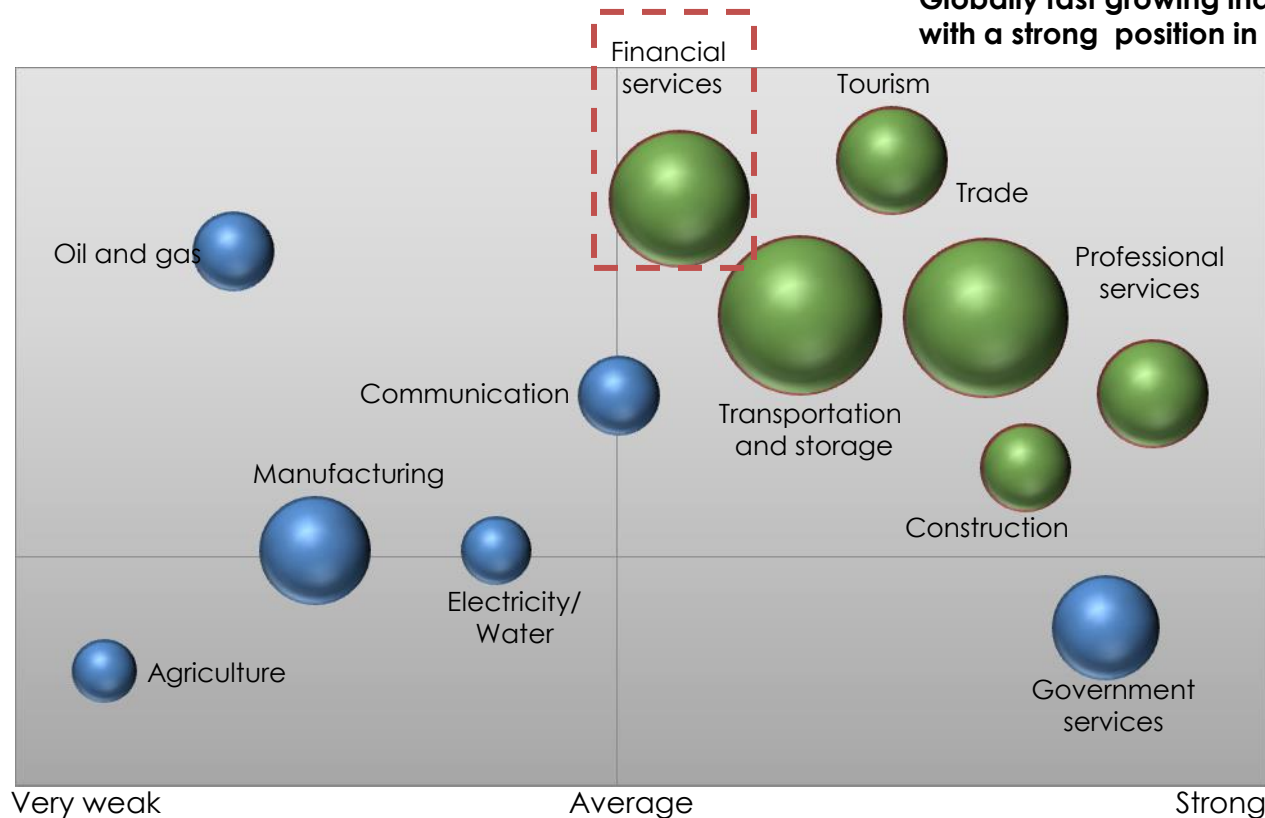
While challenges remain, the Dubai economy is on a much sounder footing especially as much of the excesses and speculative elements of the economy have been weeded out. What Dubai is now left with is an unparalleled logistics, commercial, retail, communications and transportation infrastructure in the region - and ready for business in a region that is sitting in a fresh pile of cash thanks to high oil prices.

**Globally fast growing industries
with a strong position in Dubai**

Globally faster
growing sectors

**Future global
growth
2010– 2015**

Globally slower
growing sectors



Average global
GDP growth

Dubai's strength by international standards





CAPITAL MARKETS

UNITED ARAB EMIRATES

10

CAPITAL MARKETS: KEY EXCHANGES IN THE REGION

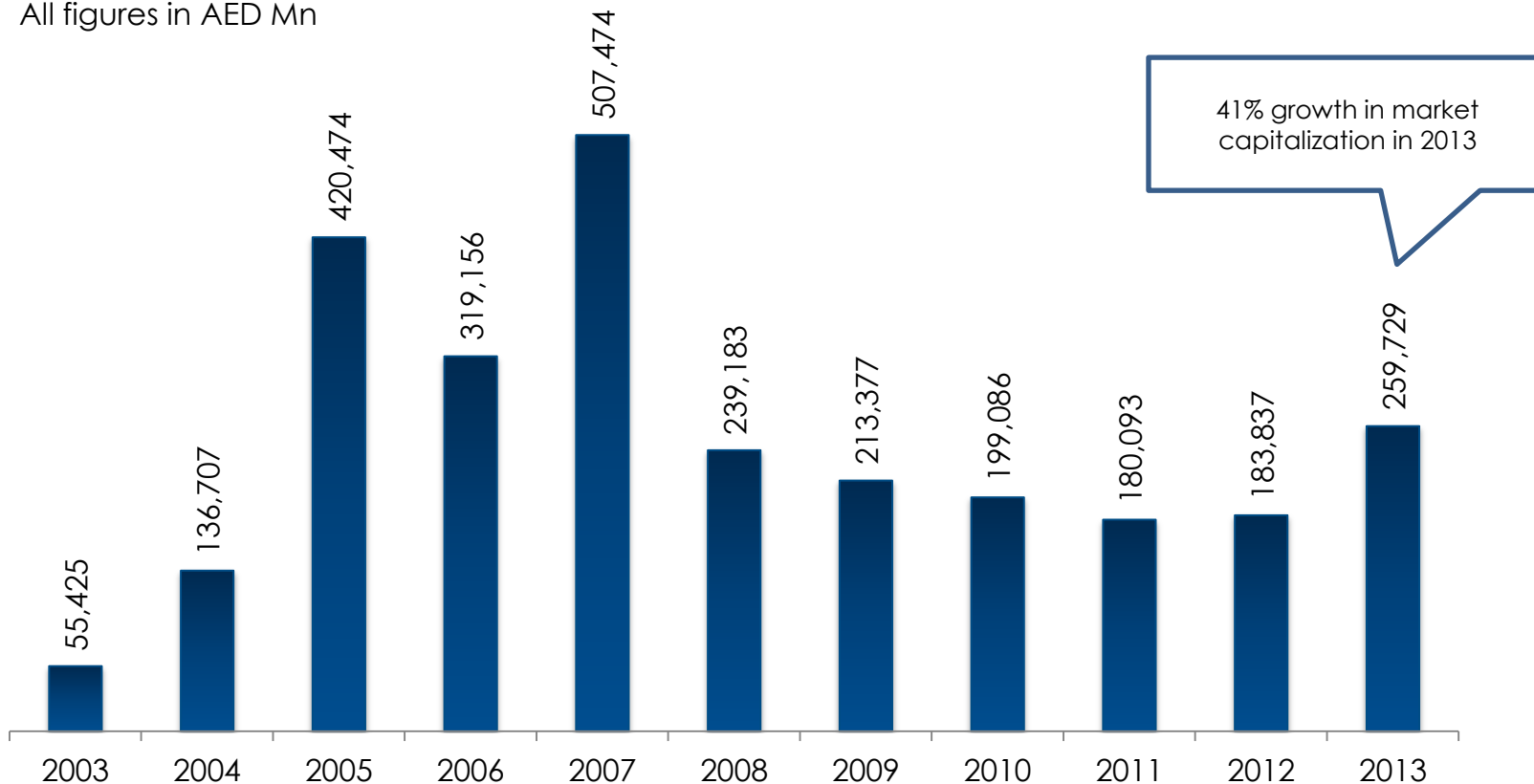


Only UAE offer a wide array of trade exchanges/products in the entire MENA region

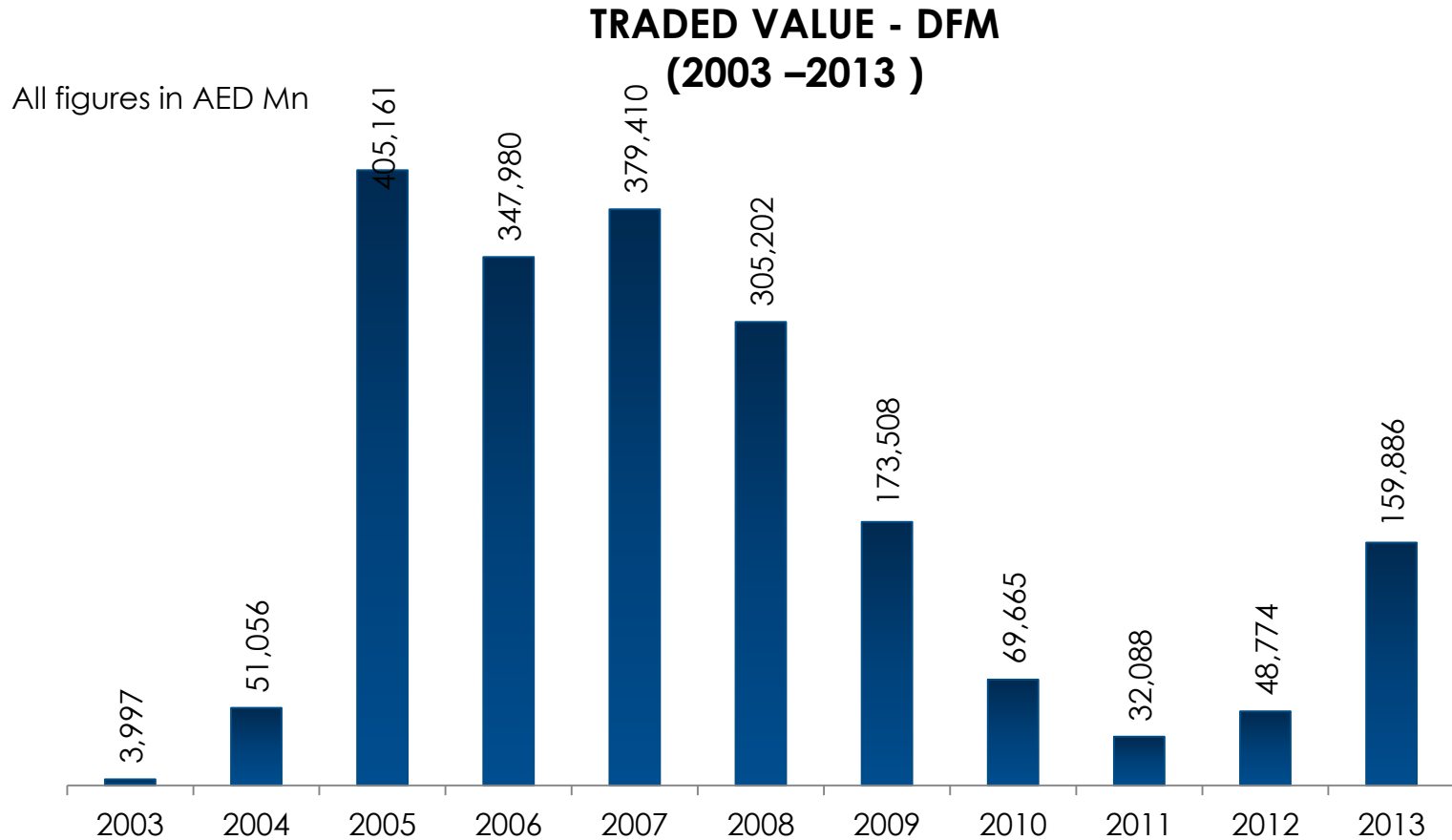
Cash & Fixed
Income Equity,
Index &
Commodity
Futures

END-OF-PERIOD MARKET CAPITALIZATION (2003 –2013)

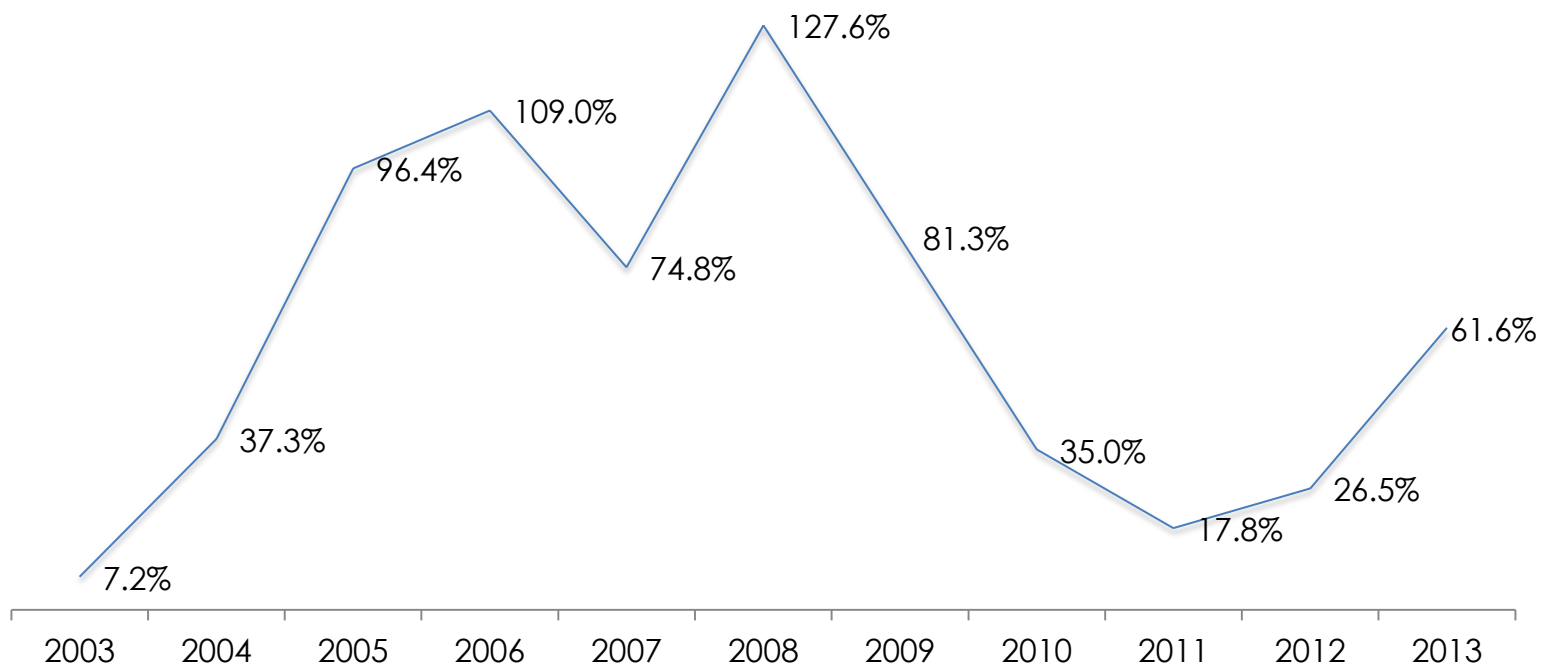
All figures in AED Mn

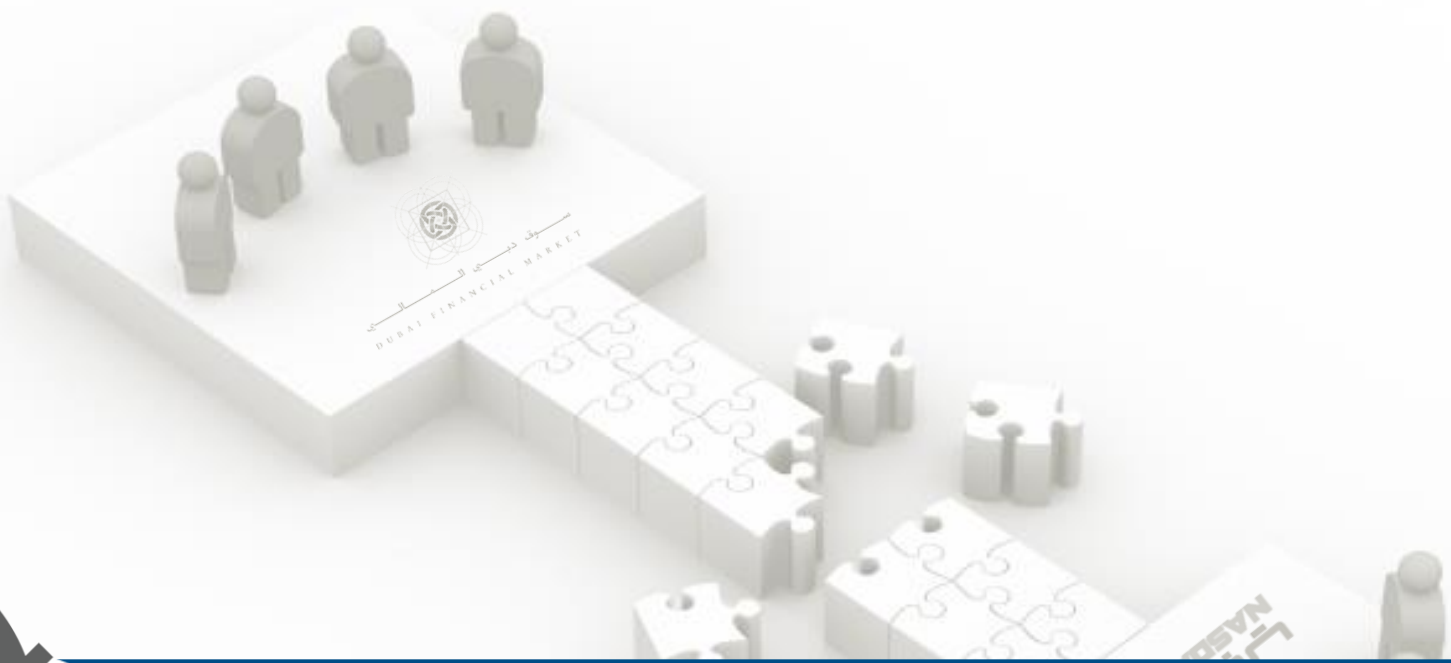


DFM exchange has seen a surge in trading volumes driven by improved domestic economic environment and enhanced banking system liquidity. The YTD trading volumes are up 228% YoY on the DFM exchange



VELOCITY (2003 –2013)



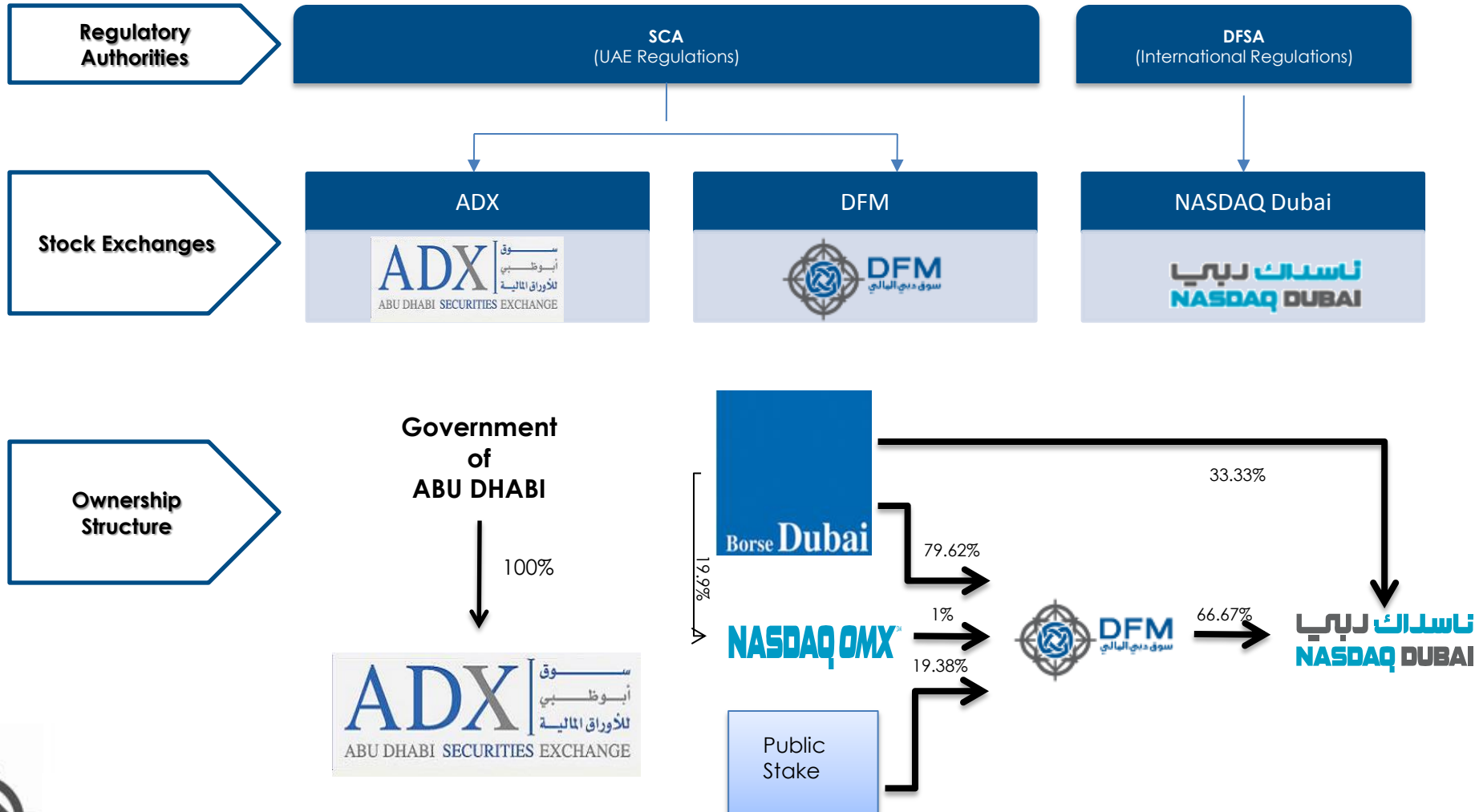


DFM / NASDAQ DUBAI

TWO EXCHANGES, ONE MARKET

15

UAE MARKETS: REGULATIONS & OWNERSHIP



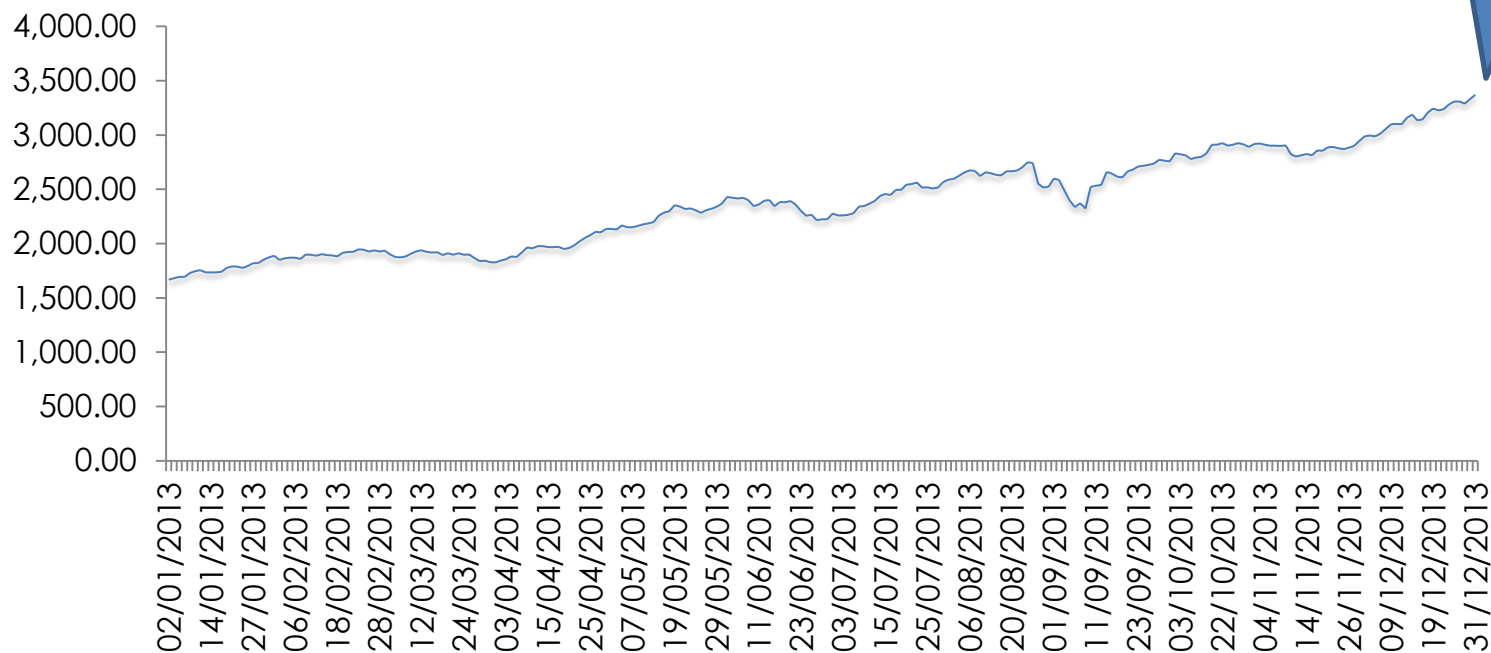
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DFM: GENERAL INDEX

PERFORMANCE AS OF YTD Q3, 2013



107.7% Index
growth in
2013as
compared to
2012

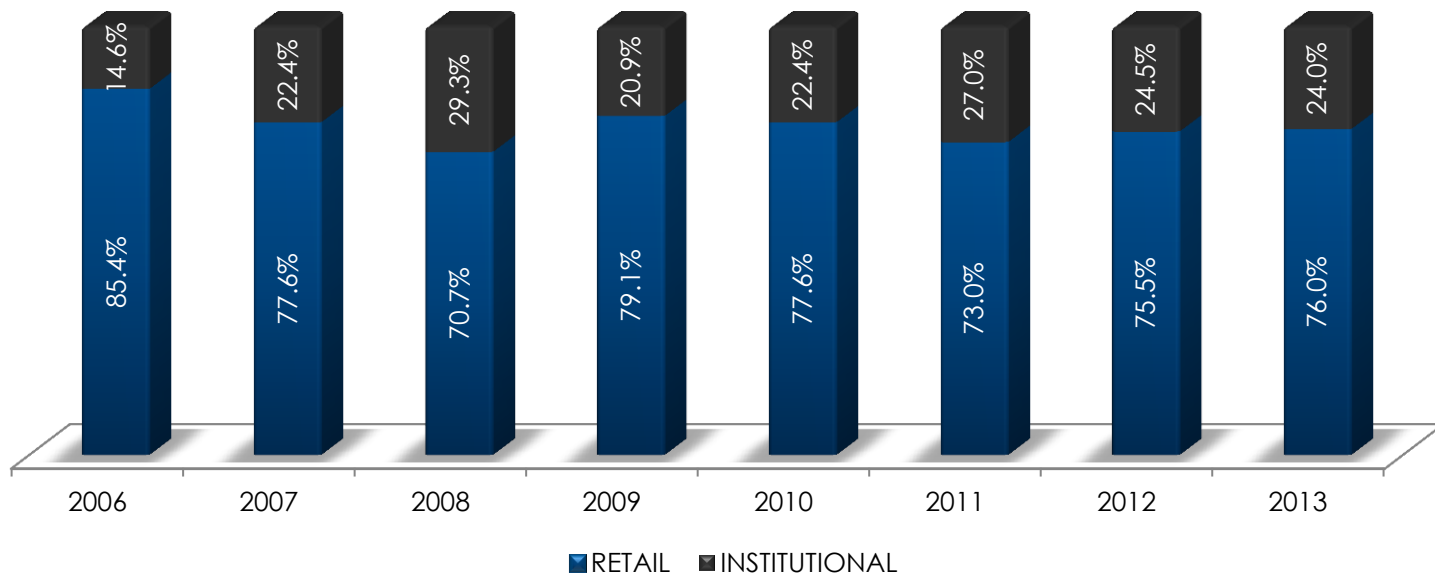


3369.8
(107.7%+)

Trading Activity : Client type Mix

2013 has been a stabilizing year with institutional investor trading hovering around to 24%, however with the MSCI upgrade to emerging market status, a surge in institutional activity is expected in last quarter of the year

TRADING ACTIVITY BY CATEGORY



2013 – TRADING ACTIVITY PATTERN

AVERAGE RETAIL TRADING = 76%

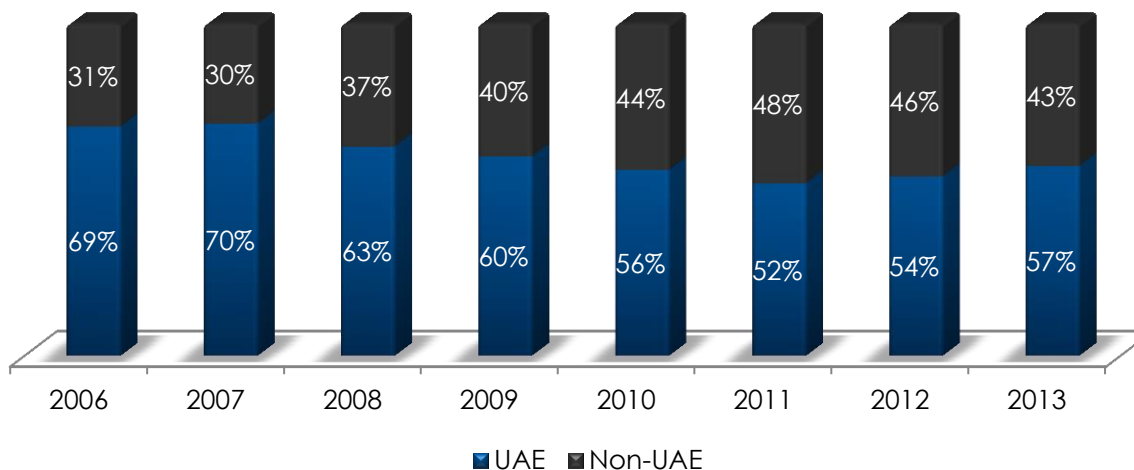
AVERAGE INSTITUTIONAL TRADING = 24 %

18

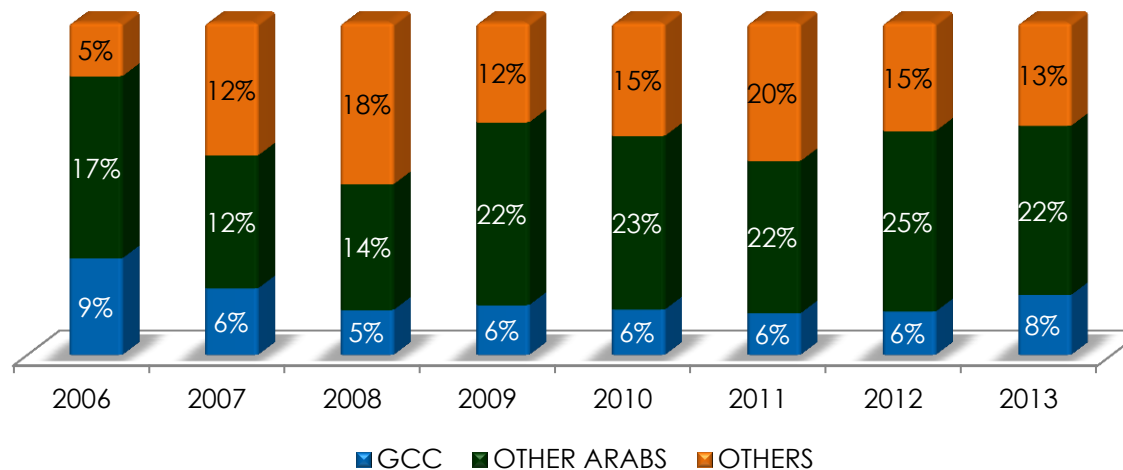
DFM: TRADING ACTIVITY LOCAL VS. FOREIGN INVESTMENT



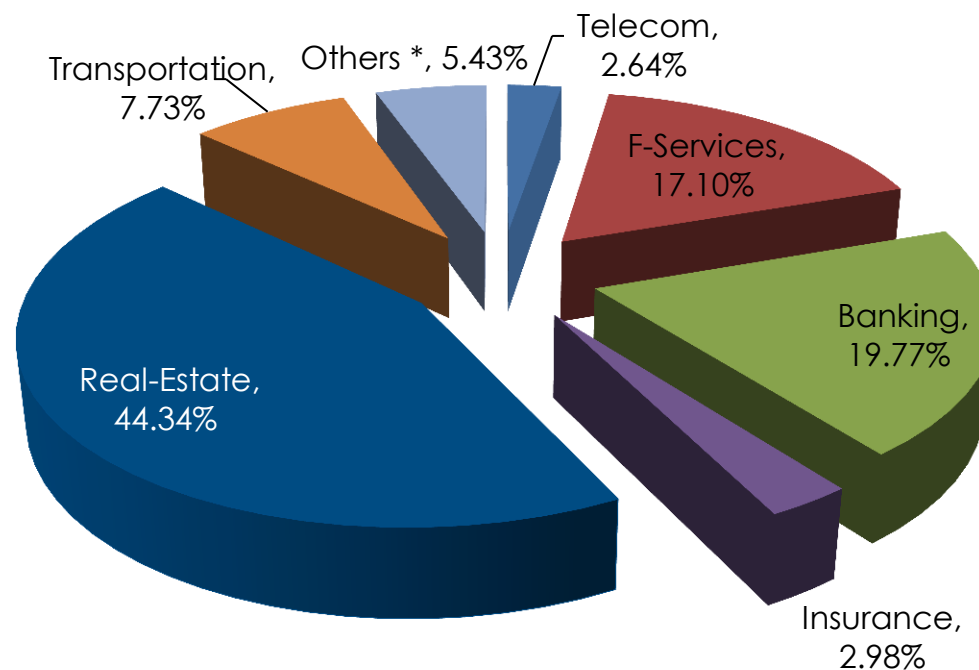
UAE VS. Non UAE Trading Activity



Non UAE Trading Activity

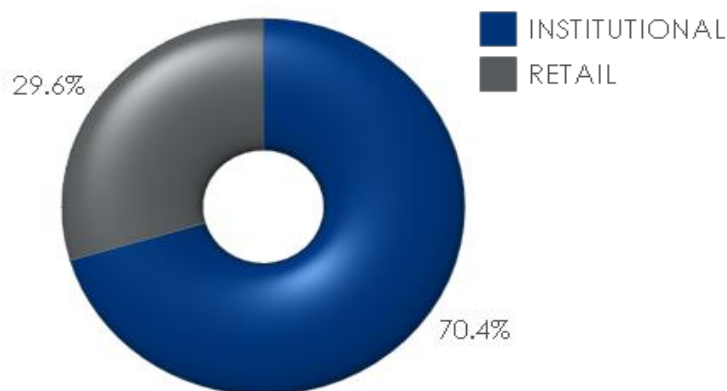


Trade
Activity –
By Sector
2013

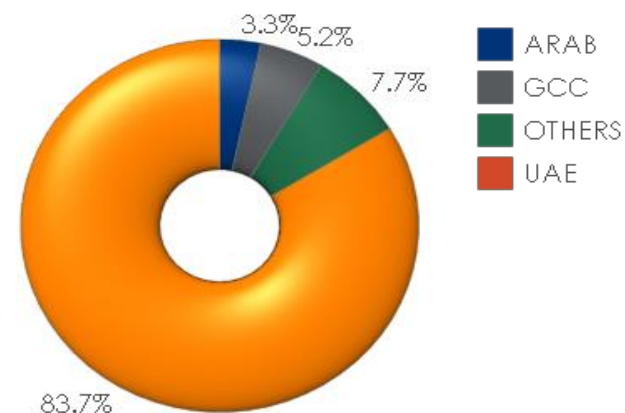


Distribution of Share Ownership 2013

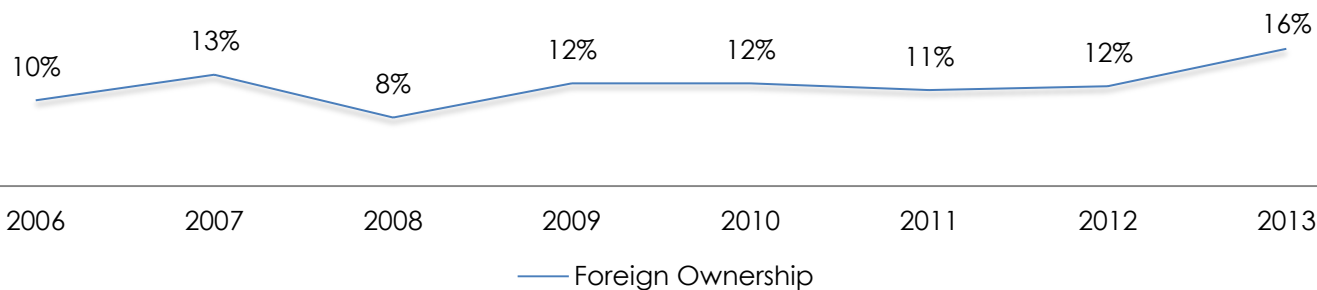
BY TYPE OF INVESTOR



BY NATIONALITY



FOREIGN OWNERSHIP AS % OF MARKET CAPITALIZATION

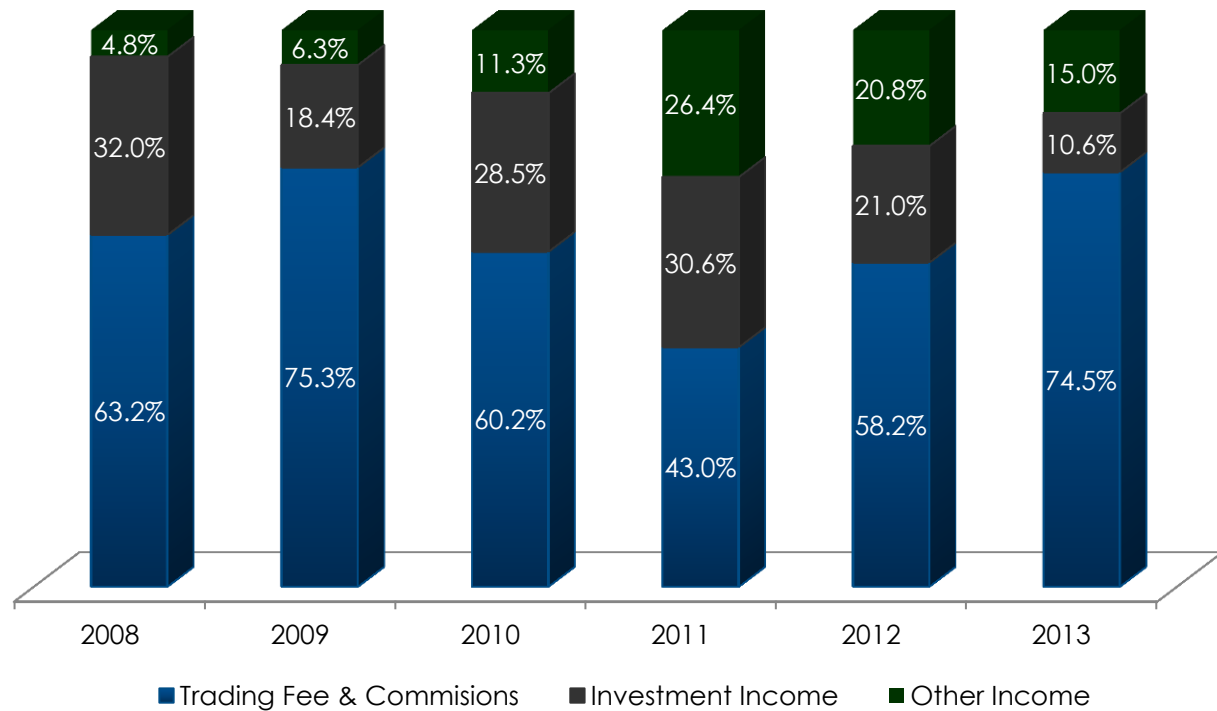


DFM Share Price Movement 2013



Revenue
Breakdown

2008-2013



DFM: INVESTOR-CENTRIC ATTRACTIVE PLATFORM FOR LOCAL & INTERNATIONAL INVESTORS



- Easy accessibility
- No income and capital gains tax
- Non-restricted repatriation of capital
- Minimal foreign exchange risk
- Foreign ownership allowed for most listed companies
- Diverse base of listed companies
- Local and international regulatory framework
- Innovative trading capabilities





CORPORATE STRATEGY

DFM – NASDAQ DUBAI

STRATEGIC INITIATIVES

ADDRESSING FUTURE GROWTH



- Upgrade to MSCI Emerging Market Status
- G30 Compliance and addressing the gaps
- Organizational restructuring and monetization of financial services
- Initiating investor –centric services to increase liquidity and trading activities post merger
- Smartphone based services
- IPO focus and listings



Key criteria's for Emerging market status

DFM has met all eligibility criteria's for MSCI upgrade and is been moved to Emerging Market status effective June 2014

Key Features		
CRITERIA	Emerging	DFM / ND
A. ECONOMIC DEVELOPMENT		
A.1 Sustainability of economic development	No requirement	Strong economic fundamentals with expected GDP growth of 4.5% for 2013-14
B. SIZE AND LIQUIDITY REQUIREMENTS		
B.1 Number of companies meeting the following standard index criteria	3	12
i) Company size (Full market cap)	USD 873 Mn	USD 70 Bn
ii) Security size (Float market cap)	USD 436 Mn	USD 18 Bn
iii) Security liquidity	15% ATVR	55%
C. MARKET ACCESSIBILITY CRITERIA		
C.1 Openness to foreign ownership	Significant	49% (Current Foreign Ownership – 16%)
C.2 Ease of capital inflows/outflows	Significant	Significant
C.3 Efficiency of operational framework	Good & tested	Good & tested *
C.4 Stability of the institutional framework	Modest	Good *

* Successful DVP implementation and introduction of SBL as part of G30 compliance

Delivery Vs. Payment : Implementation

DvP methodology has been successfully implemented at DFM as of 2012

Key Features

UNCHANGED

1. T+2 settlement cycle;
2. Pre-validation of sell orders will be maintained.
This means a seller's agent trading account with local custodian must have securities balances for pre-validation before a sell order can become a valid order.

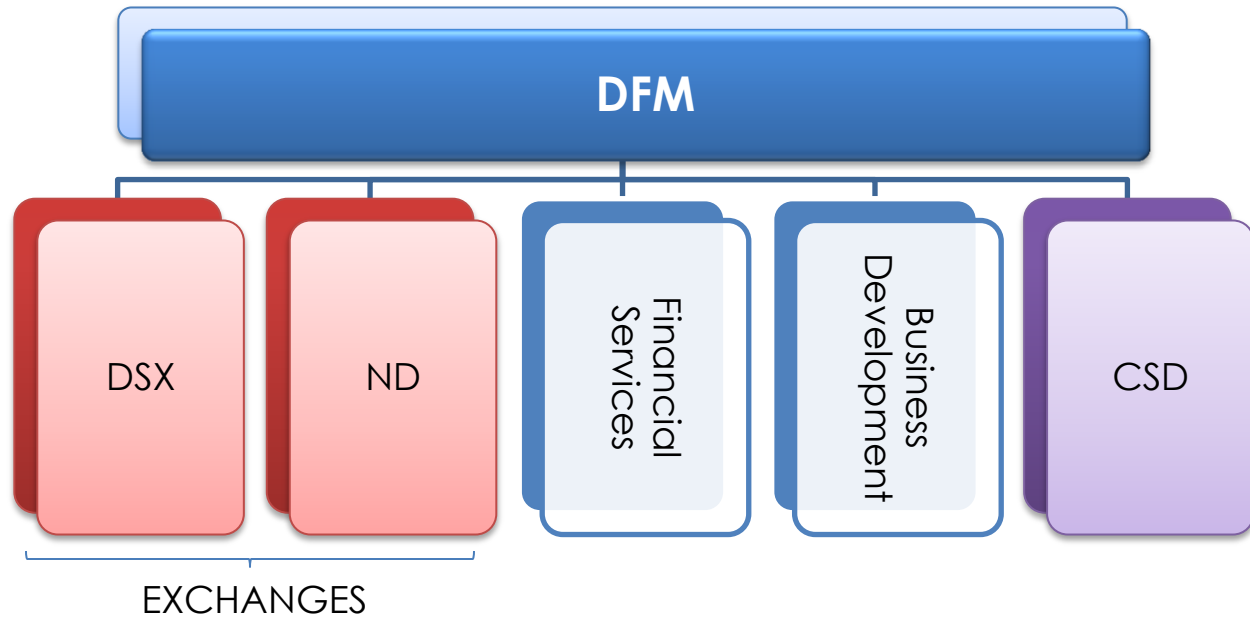
CHANGED

1. Permitting Local Custodians ability to reject cash and securities settlement of sell trades back to executing Broker for settlement if Local Custodians do not receive (matched) settlement instructions from clients – Local Custodians now have full control of assets [unnecessary to operate dual accounts].
2. Enhancing current rejection process for settlement of purchase trades;
3. Introduction of a Late Confirmation Period of T+4
4. Securities fails handling mechanisms which comprises:
 - a. Optional buy-in [between T+2 and T+3]
 - b. Mandatory buy-in by DFM on T+4.
 - c. Cash close out against the Local Custodian client [if mandatory buy-in against selling Broker by DFM fails on T+4].
5. Penalties for Late Confirmation.

Reasons for adopting the changes

1. Reduce risk in Local Brokers having unlimited access to the Local Custodian Client Agent Trading Account.
2. Eliminate the requirement to use a dual account structure.
3. Progression in meeting international best practices under a pre-validation of sale market infrastructure.
4. Facilitate the achievement of Emerging Market status under the MSCI market classification.

New
organizational
structure



Key Growth Initiatives

- Trading Enhancements
 - Margin Trading
 - Equity Swaps
 - Warrants
- Enhanced Brokerage Services

- iVESTOR Cards
- Dividend Distribution
- Market Data Feed

- Web Advertizing
- Online Subscription
- IPO initiatives

- e-Reports & e-Services
 - DVP
 - SBL
- In-house IPO System

DFM
has
commissioned
Independent
Research
Consultants
for
intensive
IPO
study

2009
Research over
500
companies in
the UAE

2011
Research over
500 companies
in the region,
CIS, and Africa

2010 -2013
Dialog with top 100 companies in
prime position of going public on DFM
& NASDAQ Dubai

**Targeted IPO
marketing
campaign to
attract issuers
through out the
period**

The following initiatives have been taken to support campaign:

2009 Step by Step " DFM Guide to going public" launched

2010 IPO Market Study Results from one on one with 40 potential IPO candidates

2011 -IPO Retreat for private, semi-government and family owned businesses.
-MOU with JAFZA (JABAL Ali Free Zones

2012

- Access to Capital Seminar for JAFZA
-Regional IPO Market Study for NASDAQ Dubai

2013

-MOU with Dubai SME
-2nd Access to Capital Seminar for SME
-NASDAQ Dubai IPO Guide
-Road show for IPO in India & Kuwait.
-2nd IPO Retreat on November 19th.

STRATEGIC INITIATIVES

ROBUST ENVIRONMENT FOR FUTURE LISTINGS





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