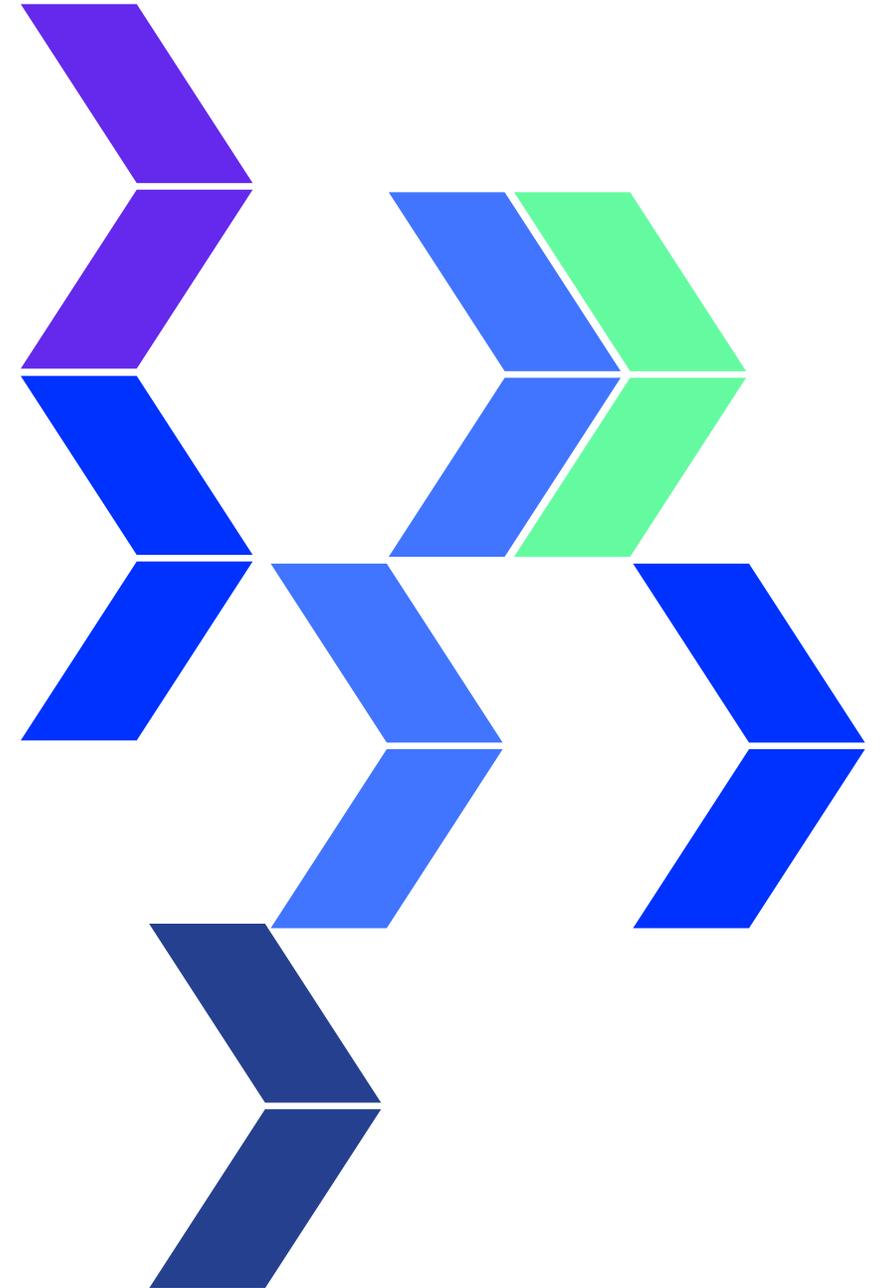


Q1 2023

Investor Presentation





Disclaimer

This Investor Presentation has been prepared by Dubai Financial Market PJSC (“DFM” or the “Company”) for investors, solely for informational purposes.

The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information.

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Please note rounding differences may appear in the presentation.



Economic Highlights

- **'We The UAE 2031'** – the UAE's national plan to enhance its role as a global partner and economic hub.
- **Corporate Tax Law** – the new corporate income tax would be the lowest within the region* at a standard rate of 9%.
- **GDP growth should remain strong in Dubai**, driven by tourism, trade, and hospitality sectors, fueled by global re-opening, visa liberalization, social reforms, and the influx of HNWIs.
- **Dubai's real estate sector benefitted** from the 2022 FIFA World Cup in Qatar.
- **Non-oil growth is predicted to remain strong.**

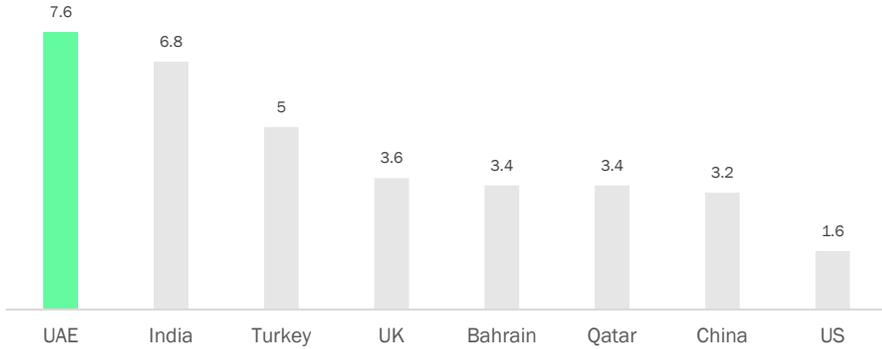


*Excluding Bahrain

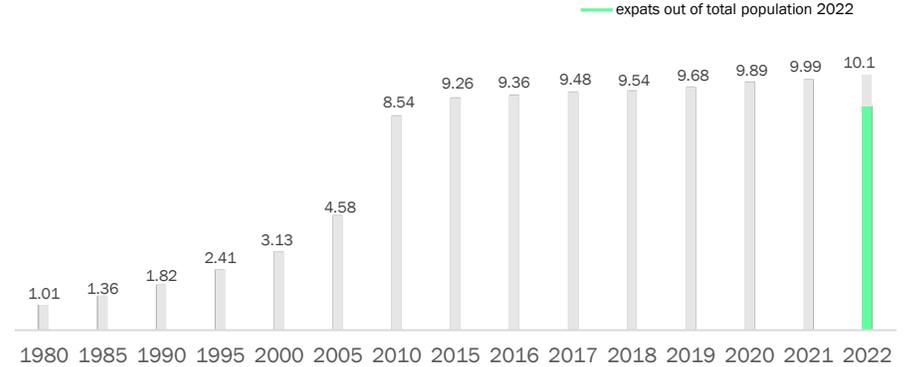


UAE holds strong amidst global turmoil with continued positive momentum

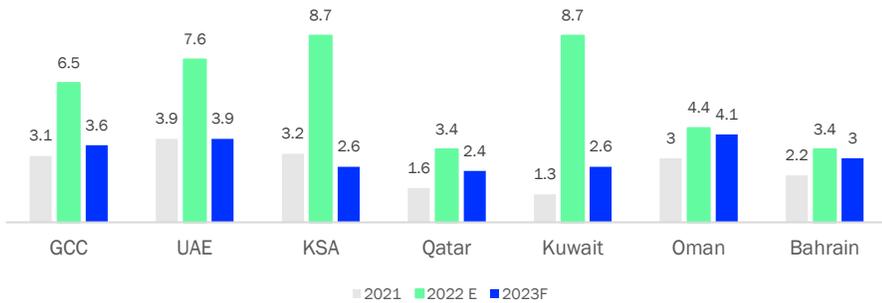
Real GDP Growth (%)



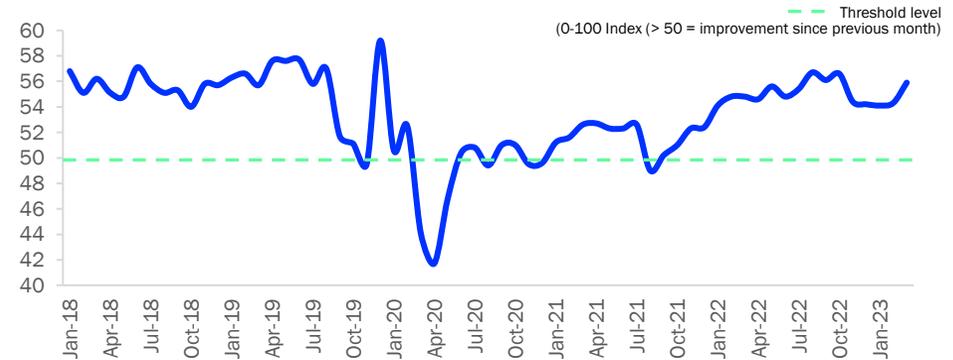
UAE Population Growth (in millions) – supported by social reforms



Global Growth in GCC Economies (%)



UAE PMI - ticks up to 5-month high amid stronger new order growth





Near-term economic growth supported by rebound in domestic activity

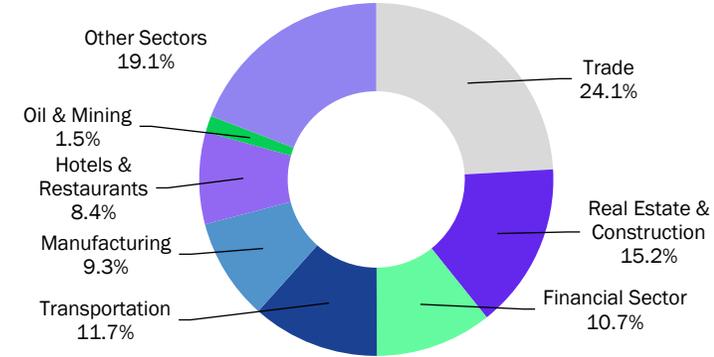
Dubai's Economy

- Dubai's GDP grew 4.6% year-on-year to AED 307.5bn during the first nine months of 2022 compared with the same period last year.
- Dubai retains its position as the world's top destination for FDI projects in H1 2022, reinforcing its status as a global FDI hub with inflows of AED 13.72bn in H1 2022, reflecting a growth of 14.6% y-o-y.
- Dubai on track to being a top destination recording 4.67mn overnight visitors in Q1 2023.

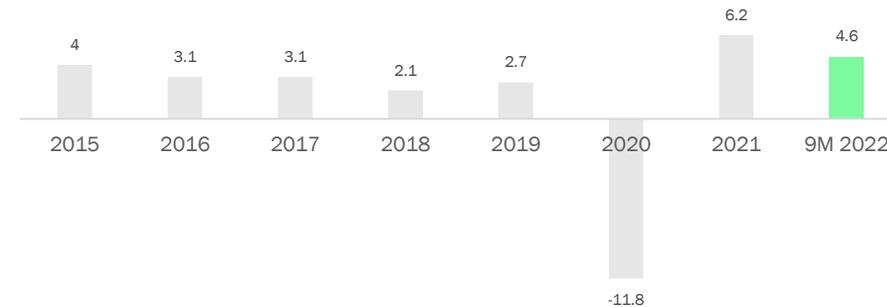
Dubai Economic Agenda D33

- Dubai revealed an AED 32 trillion economic plan at the start of the year that includes 100 transformative projects and doubling foreign trade and investment over the next 10 years to improve its standing as a global financial hub.
- Foreign trade is expected to reach AED 25.6 trillion by 2033 as Dubai adds to its global partners. The emirate is also looking to attract AED 60 billion/annum in FDIs, and to boost manufacturing and logistics sector as part of the plan.
- Government spending is forecasted to rise to AED 700bn over the next decade from AED 512bn the previous decade. A key part of the plan is to support the growth of 30 companies to become unicorns in the next 10 years.

Dubai GDP 9M 2022 Contribution



Dubai GDP Growth



Source: Arqam, Dubai Statistics Center Q3 2022 as per the latest available data, some GDP growth percentages were revised due to a new national account series issued by the Dubai Statistics Center. Dubai Economy & Tourism, Dubai Media Office – October 2022



Dubai growth driven by a well diversified economy and strong trade activity

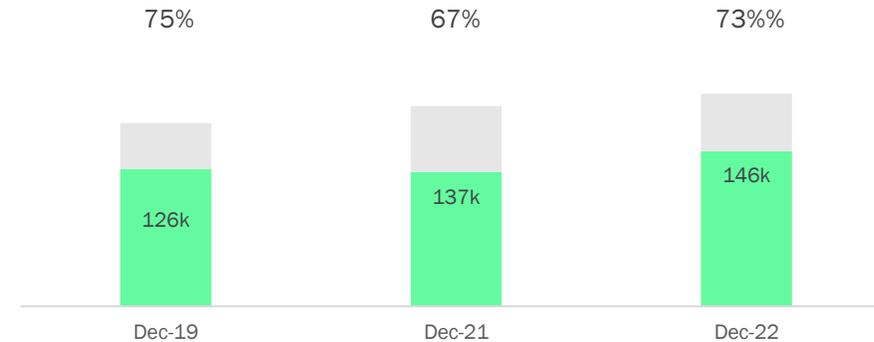
Tourism & Hospitality

- Dubai received 14.36 million international visitors in 2022, 30% of which visited in Q4. 2022 recorded nearly twice the total number of visitors who arrived in 2022.
- Hotel demand skyrocketed towards the end of the year in Dubai and Abu Dhabi on the back of multiple events in the region including Formula 1 event in the UAE's capital and the FIFA World Cup in Qatar.
- Hotel occupancy also exceeded 2019 levels reaching 84.4% in Feb'23 (cumulative) compared to 84.2% in Feb'19 despite the 26% increase in room inventory.

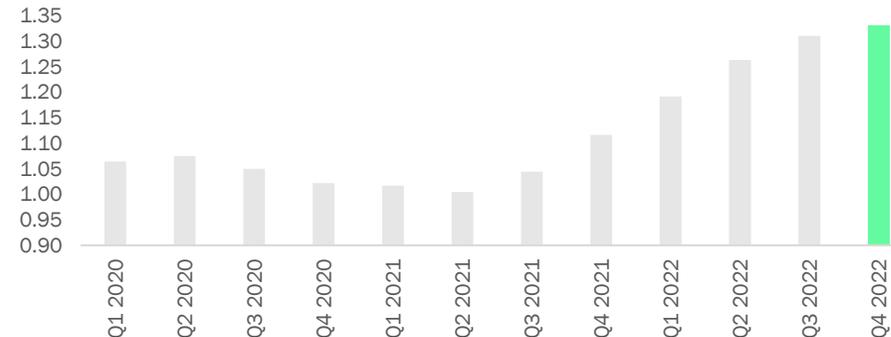
Real Estate

- Dubai remains one of the world's most attractive investment destinations, due to the UAE's stable economy, strong financial fundamentals and ability to find growth opportunities
- Activity in the Dubai property market in Q4 2022 reached historic highs, as the value of transactions reached AED 214bn, up 169% Q-o-Q, while the number of transactions increased by 52% Q-o-Q to 36,016.
- Residential property sale prices in Dubai increased on average by 18.3% Y-o-Y in Q4 2022, while rents increased by 4.7% over the same period. The implied rental yield stood at an average of 3.2% in Q4 2022.

Dubai Average Occupancy (%) out of Total Available Rooms



Average Dubai Residential Unit Sale Prices (AED millions)





Sector representation of Dubai's GDP vs DFM

DFM IPOs pipeline aims to reflect Dubai's GDP Mix

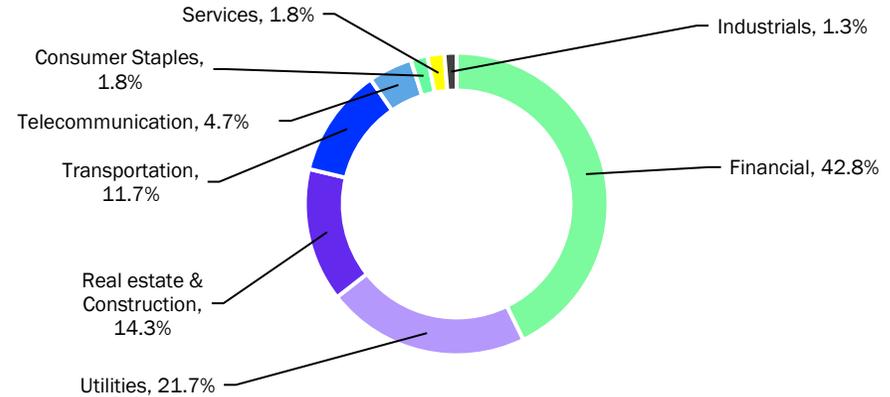
- Unlike the economy, the DFM market is dominated by the Financial, Real Estate and Construction sector, and the utilities sector. The first two sectors collectively represent 25.9% of the economy vs. 57.1% of the market capitalisation, by end of Q3 2022
- This represents significant opportunities for DFM as there is a diversified pool of sectors and companies to be listed in the future, and a significant opportunity for issuers since investors are looking for diversified sectors to invest in.

Diversification Opportunity

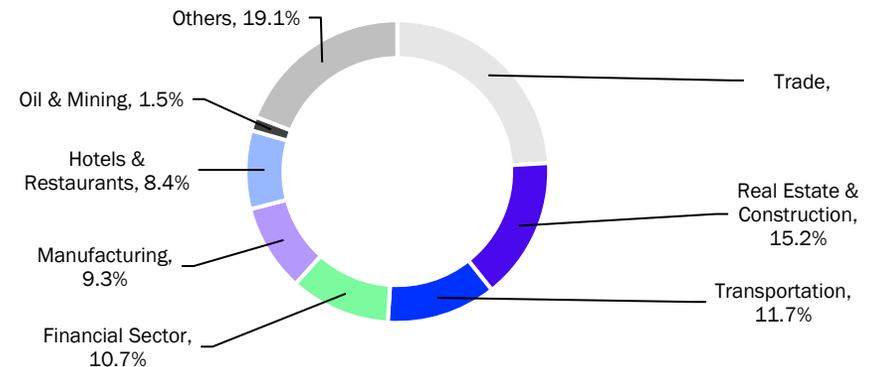
- DFM offers an appealing pool of stocks backed by net dividend yields, offering exposure to the growing economy, with a target population of 5.8m by 2040 (CAGR of 3%); state-controlled companies hand out high payouts, while private companies offer deep value and superior untaxed dividend yields, despite more moderate payouts.

Source: Dubai Statistics Center Preliminary Estimates Q3 2022 as the latest available data.
 Figures may not add up to 100% due to rounding

DFM Sector Breakdown by Market Cap – Q3 2022



Dubai Real GDP Mix – Q3 2022





Q1 2023 DFM key highlights

Performance

596bn AED

Total market capitalization

+2.1%

Increase in DFMGI

19bn AED

Total traded value

Investors

14,635

New Investors

1mn+

Total DFM investor base

68%

Institutional investors trading share

78%

Of new investors are foreign

19%

Foreign ownership of market cap

56%

Foreign investors trading share

Listings

71

Number of listed companies (DFM and Nasdaq Dubai)

157

Listed bonds & Sukuk, valued USD 118 billion (DFM and Nasdaq Dubai)

134bn AED

Total funds raised (since inception)

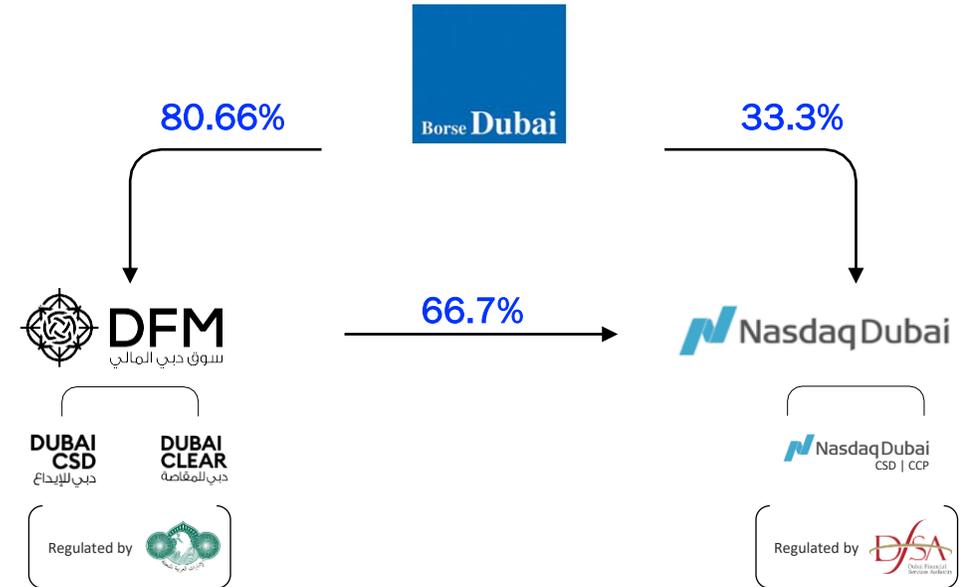


DFM at a glance

- In 2007, became the 1st regional exchange to be publicly listed.
- Established in 2000 as a government owned exchange and the first Shari'a-compliant exchange globally providing primary and secondary market services to investors and issuers.
- Integrated operations: DFM leverages integrated operations with its subsidiary Dubai Central Clearing and Depository and its sister exchange Nasdaq Dubai to seamlessly connect various market participants locally, regionally, and globally.
- Two Regulators: Securities and Commodities Authority regulates DFM and Dubai Financial Services Authority regulates Nasdaq Dubai.

Market Structure

➤ 2 Exchanges ➤ 1 Capital Market ➤ Combined Liquidity Pool





Our strategic priorities

Listings & product diversification

- Leveraging the exchanges flexible and diversified listing options.
- Diversified product offering that includes Equities, Fixed income instruments, derivatives and ETFs.

Advance operational efficiency

- Automation of core post-trade processes.
- Same day execution of 80% of non-exchange related internal processes.
- Maintain a robust regulatory and compliance framework for DFM and its subsidiaries.

Enhance market accessibility

- Increase the number of members providing fintech solutions, General Clearing Members and Market Makers as well as Direct Market Access (DMA).
- Attract new investors with focus on the youth via digital channels.

Nurture talent & performance

- Aligning performance development framework to corporate performance targets.
- Develop and empower future capital markets specialists through our Future Leaders Program.





The destination to tap into Dubai's Capital Market

Listing Options

Any type of company. From anywhere in the world. We offer a myriad of solutions to list and raise capital. Based in a global capital market hub, Dubai is a destination for entrepreneurs at the forefront of technology and innovation



Established Company

For enterprises looking to accelerate growth, diversify wealth or access capital



Family Business

Privately held local businesses looking to secure generational transitions and access capital



Free zone Company

Ambitious companies based in UAE free zones



Dual Listing

Companies listed on another market looking expand investor reach and enhance profile



SMEs

Small & medium businesses with minimum financial record of 1 year



Private Company

Enterprises looking to expand their business and raise their profile without an IPO

Asset Classes

Access to a secure, liquid and transparent market. with access to a pool of over 1 million individual and institutional investors from around the world.

- Equities
- Sukuk & Bonds
- Derivatives
- REITs
- ETFs
- Funds

Post-Trade Services

Wide range of value-added services. Our continuous focus on enhancing infrastructure enables a streamlined and efficient process to access the market.

- CCP
- Depository
- SLB
- Regulated Short-selling
- Dividend Distribution
- iVestor
- AGM Management
- IPO Platform



Attracting investors through index representation

Index Inclusion

All major index providers cover stocks listed on DFM in their relevant local, regional and international indices. Inclusion into additional indices can provide a number of benefits for issuers:

- Exposure to new type of investment; passive as well as active prominent international funds.
- Enhancing visibility to international investors.
- Enhanced valuations.
- Optimal shareholders mix and diversified investor base.



- MSCI UAE
- MSCI GCC Countries
- MSCI Emerging Market



- Dow Jones GCC
- Dow Jones MENA
- Dow Jones Sustainability



- FTSE Nasdaq Dubai
- FTSE Emerging
- FTSE Global Equity Shari'a



- DFM General Index
- DFM Shari'a



- S&P UAE Price
- S&P UAE Domestic Shari'a
- S&P Emerging Middle East & Africa



Paving the path to ESG practices and their role in the capital markets

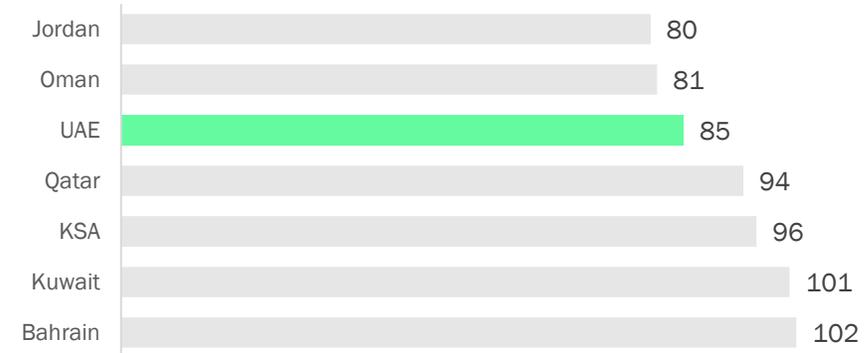
COP 28

The 2023 UN Climate Change Conference will convene from 30 November to 12 December 2023 in Dubai, at Expo City. The first Global Stock take of the implementation of the Paris Agreement will conclude at COP 28. Each stock take is a two-year process that happens every five years, with the aim of assessing the world's collective progress towards achieving its climate goals. The UAE has made significant progress on climate initiatives and plans to prioritize low-carbon investments with greater consideration of emission reduction.

Key Agenda

- AED 100 billion green fund to make Dubai an environment-friendly city with the least carbon footprint in the world by 2050.
- Mohammed bin Rashid Al Maktoum Solar Park is expected to be the largest single-site solar park in the world by 2050.
- The Dubai and Sharjah 'Sustainable Cities' are the first fully operational sustainable communities in the Middle East.
- UAE leads in ESG reporting to drive market transparency and meet growing investor demands.

SDGs Global 2022 Ranking



Highlights

- In 2022, 98% of DFM-listed companies have developed sustainability reports for the financial reporting year 2021, complying with SCA's mandate for ESG disclosure.
- Developed our second ESG guide to support ESG reporting journey of DFM-listed companies.
- FTSE4Good Constituent: FTSE Russell's December 2022 review confirms that DFM remains a constituent.
- DFM is a member of the United Nations Sustainable Stock Exchanges Initiative.



Record IPO activity & growing pipeline

2022 Key Highlights

AED 31 billion
Capital Raised

AED 670 billion
Demand Received

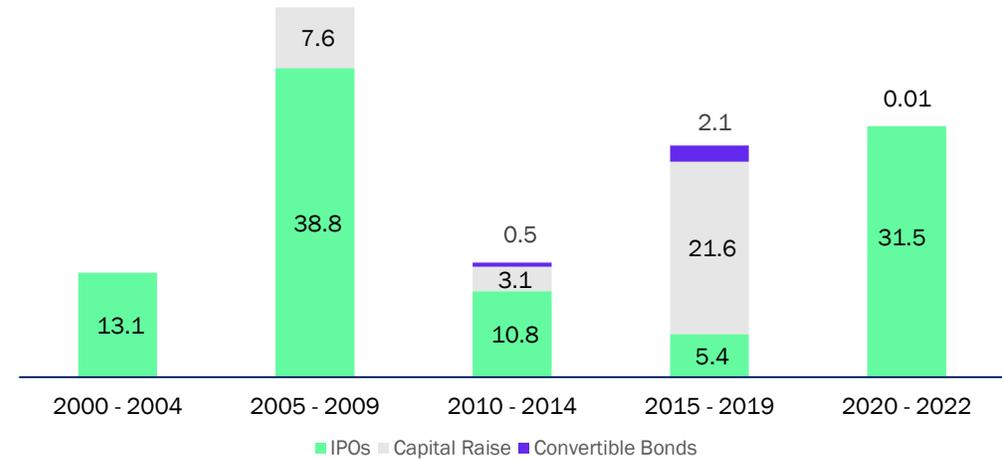
18x – 49x
Oversubscription Range

Upcoming Listing

Al Ansari Financial Services completed its IPO successfully in March 2023 and **expected to be listed on 6 April 2023.**



More than AED 134 bn Raised Since Inception in Dubai



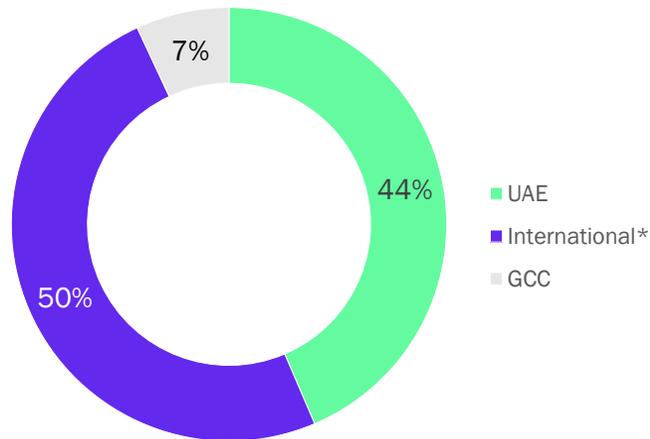


Bringing together regional & international investors

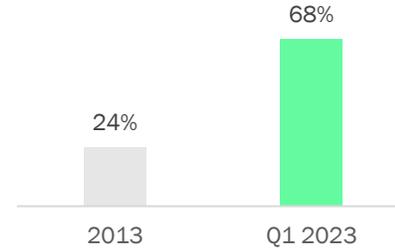
Q1 Key Highlights



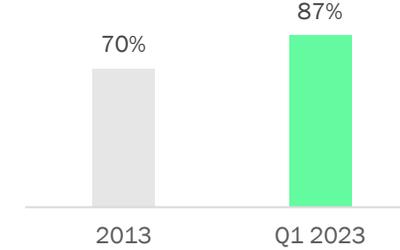
Trading Value Breakdown by Nationality Q1 2023 (%)



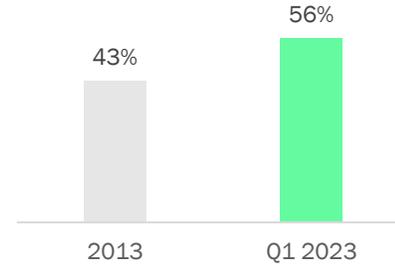
Institutional Investors' Trading Share (%)



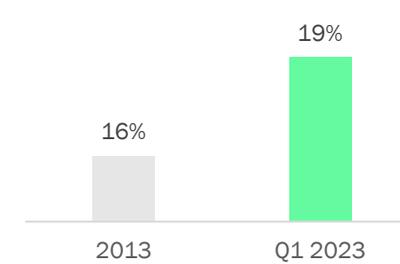
Institutional Ownership (% of Market Cap)



Foreign Investors' Trading Share (%)



Foreign Ownership (% of Market Cap)

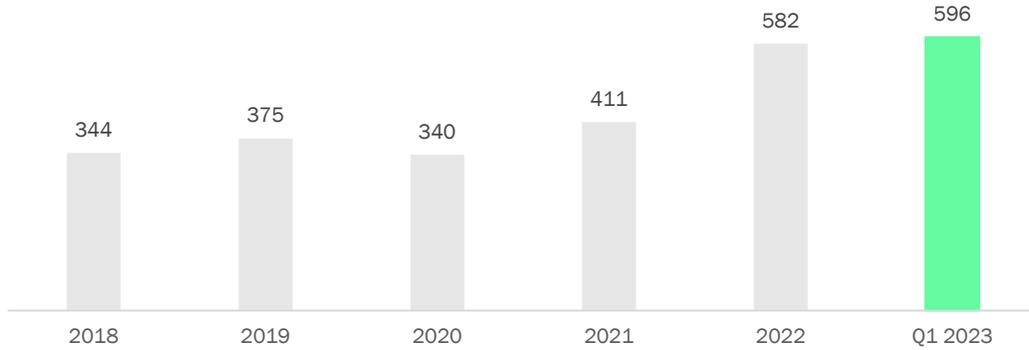


Note: Figures exclude Nasdaq Dubai
*Includes Arabs and non-Arabs

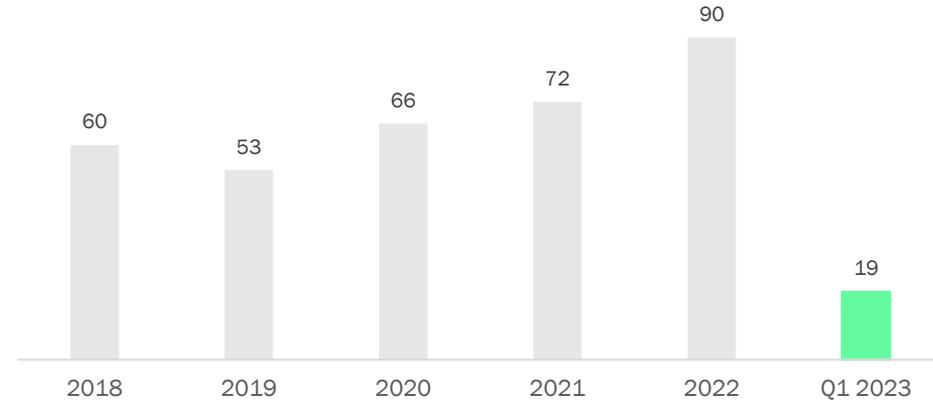


Q1 2023 DFM market summary

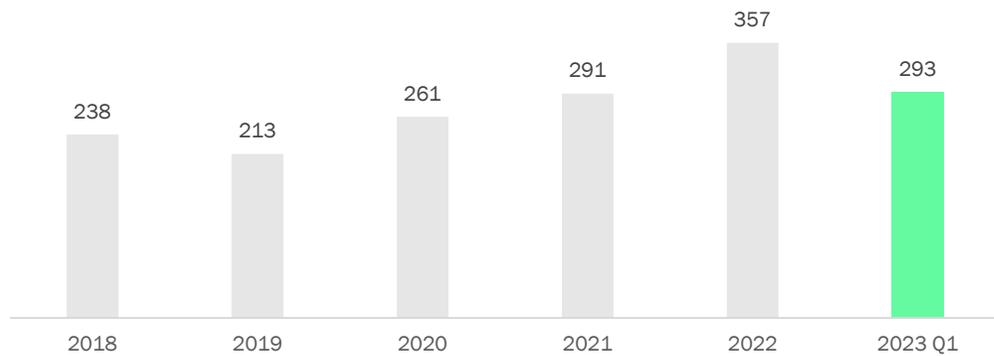
Market Capitalization (AED bn)



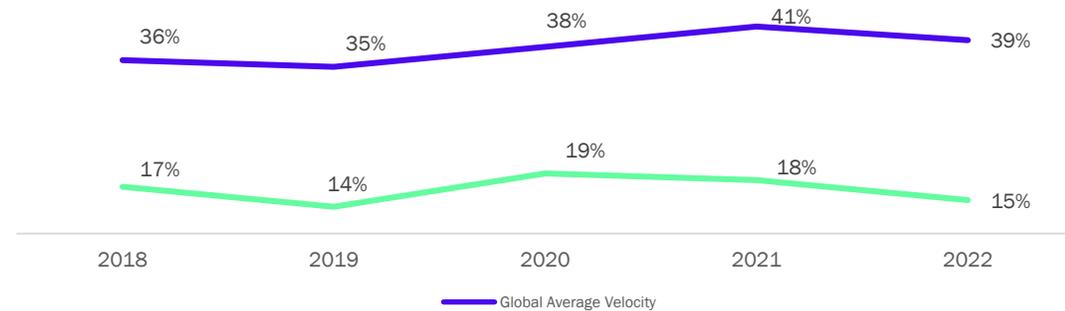
Market Total Traded Value (AED bn)



Market ADTV (AED mn)



Market Velocity (%)



Note: Figures exclude Nasdaq Dubai. Source for global velocity figures: World Federation of Exchanges



DFM's sustainability strategy pillars

01

Governance Excellence

- Corporate governance
- Stakeholder engagement
- Business ethics
- Risk management
- Technological risks and cyber threats
- Data privacy and information security
- Executive compensation and incentives
- Anti-corruption, anti-bribery, anti-money laundering



02

Sustainable Capital Market

- ESG disclosure
- Attract new listings
- ESG products
- Promote ESG among listed companies



03

Positive Social & Environmental Impact

- Talent attraction, development, and retention
- Diversity and inclusion
- Environmental practices
- Financial literacy and local community development
- Employee health and wellbeing
- Employee engagement and satisfaction
- Climate risk management
- Sustainable supply chain





Sustainable capital market

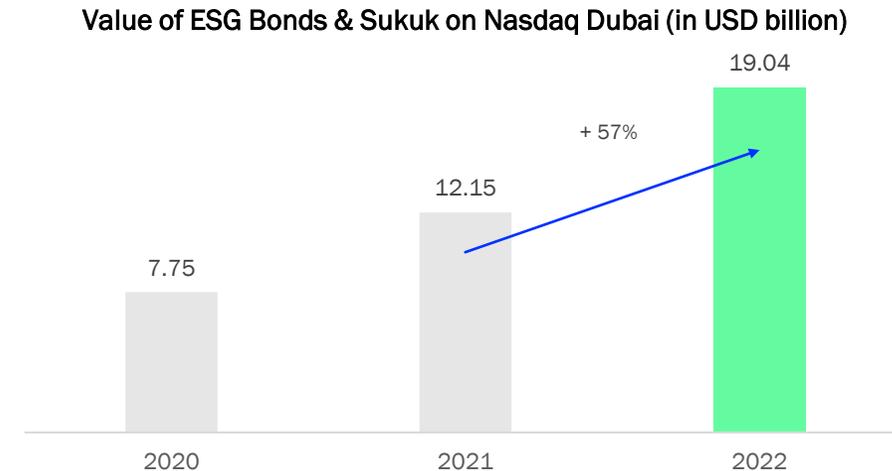
ESG Index

- The S&P/Hawkamah UAE ESG Index launched in 2020. Comprised of 20 listed companies on the UAE exchanges and subject to annual assessment incorporating ESG criteria against which the company's disclosure practices are evaluated by Hawkamah, the S&P's screening partner in the Middle East.
- Inclusion of ESG indices increases the profile of a company for stakeholders and investors and provides public recognition for a company on its ESG practices. As the responsible investment movement continues to grow, one should only expect to see more sustainability-focused capital allocated to companies with better ESG disclosure.



Green & ESG Driven Products

- As the market moves towards greater adoption of ESG convergence, Nasdaq Dubai continues to be the preferred destination for green, sustainable and ESG bonds and Sukuk from the region and across the globe, with a total market value exceeding US\$19 billion in 2022, a 57% increase year on year.





DFM PJSC shareholding & dividends

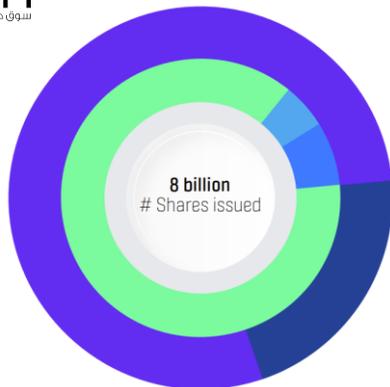
Dividend Policy

- DFM PJSC adopted a new fixed dividend policy, stipulating that the Company annually distributes a minimum of 50% of its distributable net profit as opposed to the current practice of cash dividend every two years.

Dividends Payout History (AED millions)



Shareholders (As of 31 March 2023)



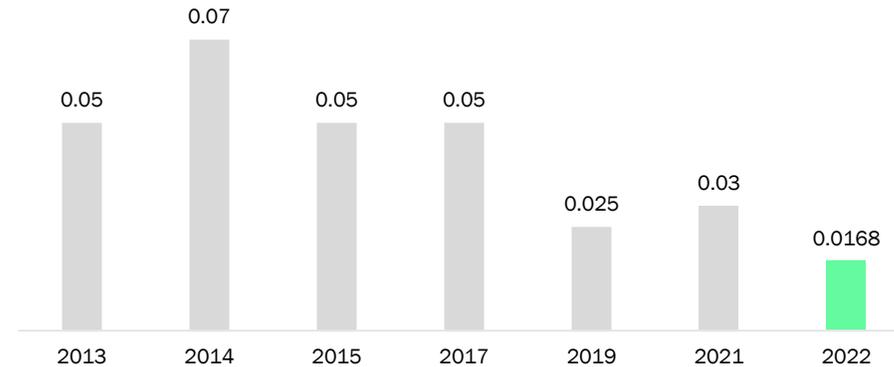
By Nationality

- 93.57% UAE
- 5.34% International
- 1.09% GCC

By Ownership

- 19.34% Public Stake
- 80.66% Borse Dubai

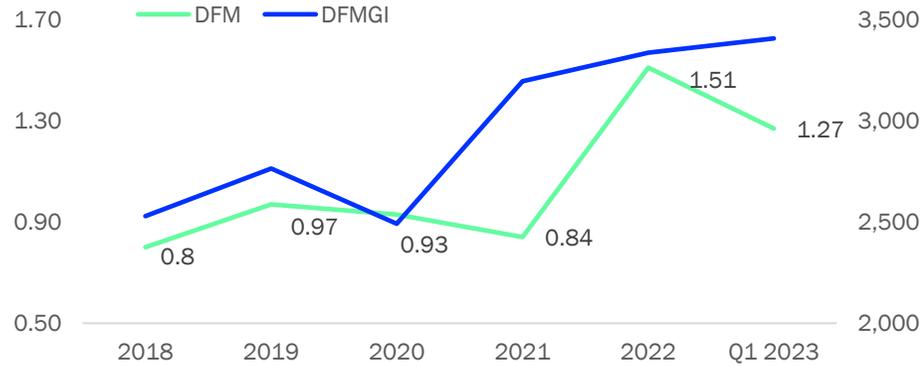
Dividends Per Share (AED)



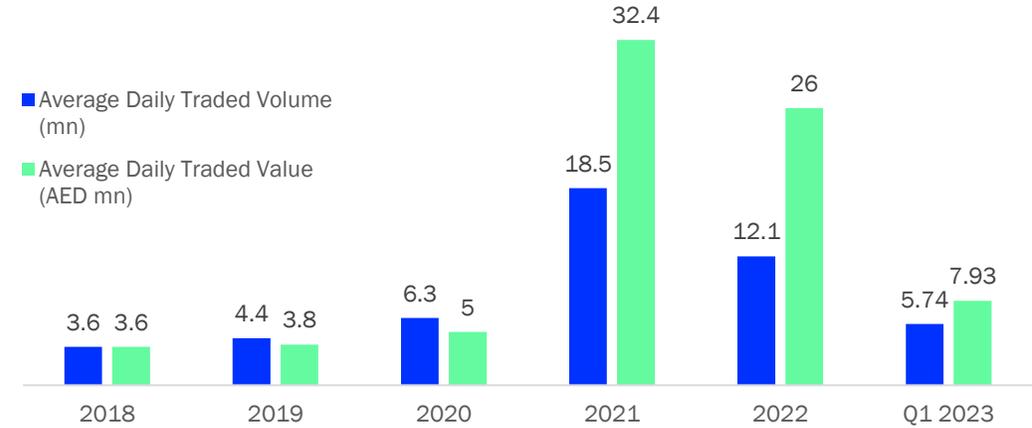


DFM PJSC stock trading activity

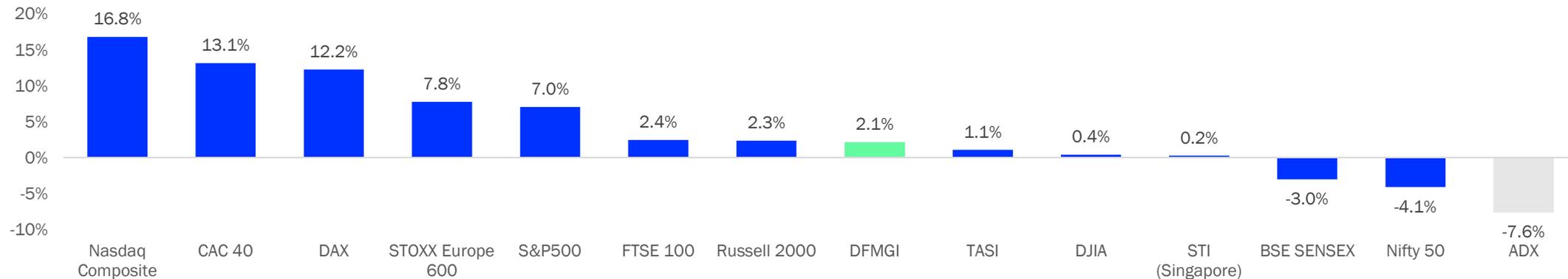
DFM PJSC Closing Price Against DFMGI



DFM PJSC Trading Activity



Major Equity Markets Index Performance YTD 31 Mar 2023



Q1 2023 Key Performance Highlights

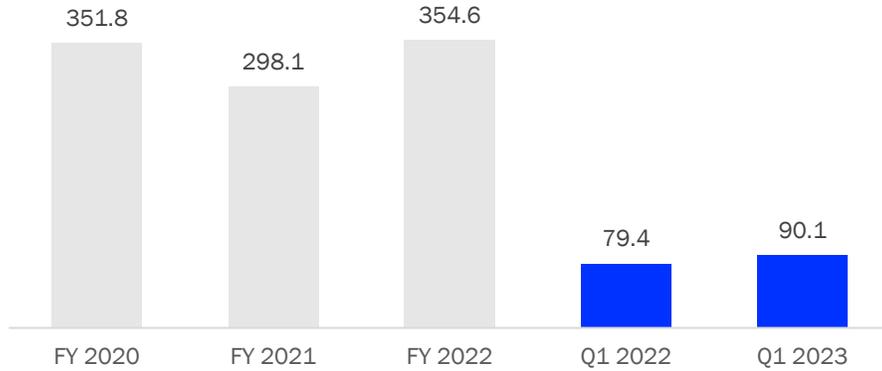
- **34% upsurge in Q1 2023 net profit** to AED 35.3 million compared to AED 26.4 million during corresponding period of 2022.
- **Total revenue increased by 13%** to AED 90.1 million in Q1 of 2023, compared to AED 79.4 million during Q1 2022.
- **Total expenses reached AED 54.8 million** compared to AED 53 million during the same period of Q1 2022.



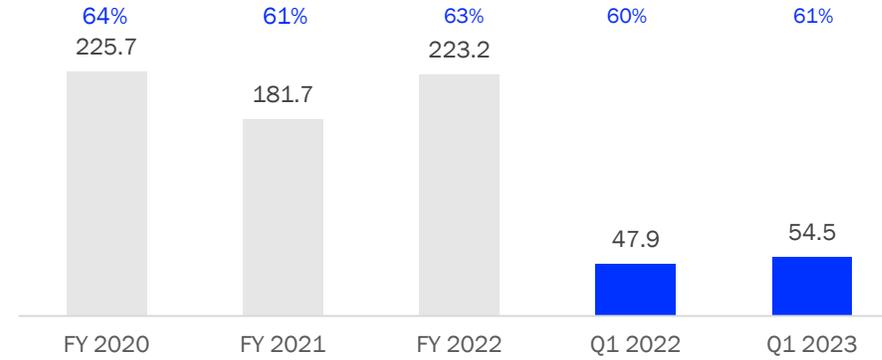


Financial Highlights

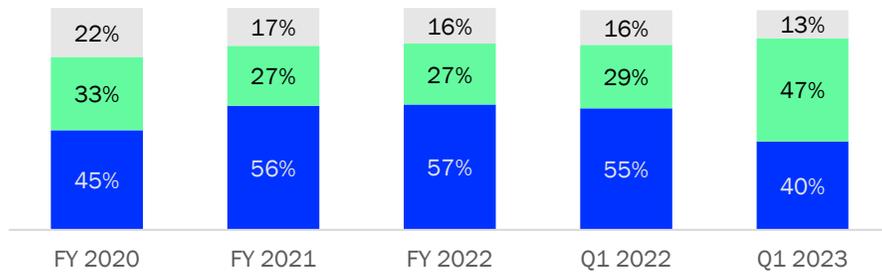
Total Revenue (AED mn)



EBITDA (AED mn) and EBITDA Margin (%)



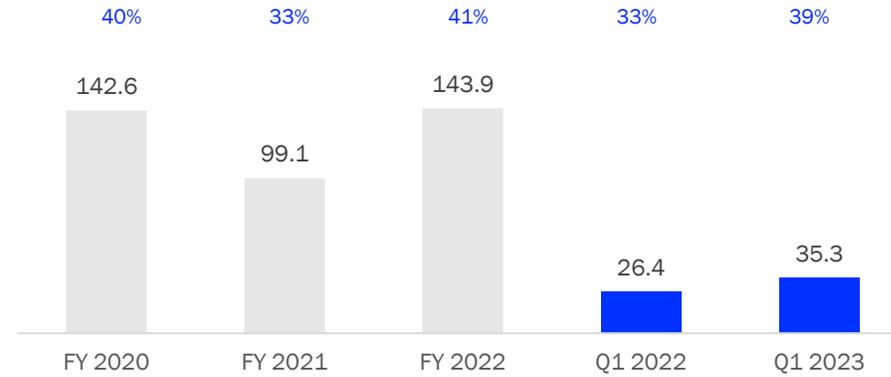
Total Revenue Mix (%)



■ Trading fees ■ Investment income ■ Others fees and income

*Investment income includes profit earned on third party deposits.

Net Profit (AED mn) and Net Profit Margin (%)

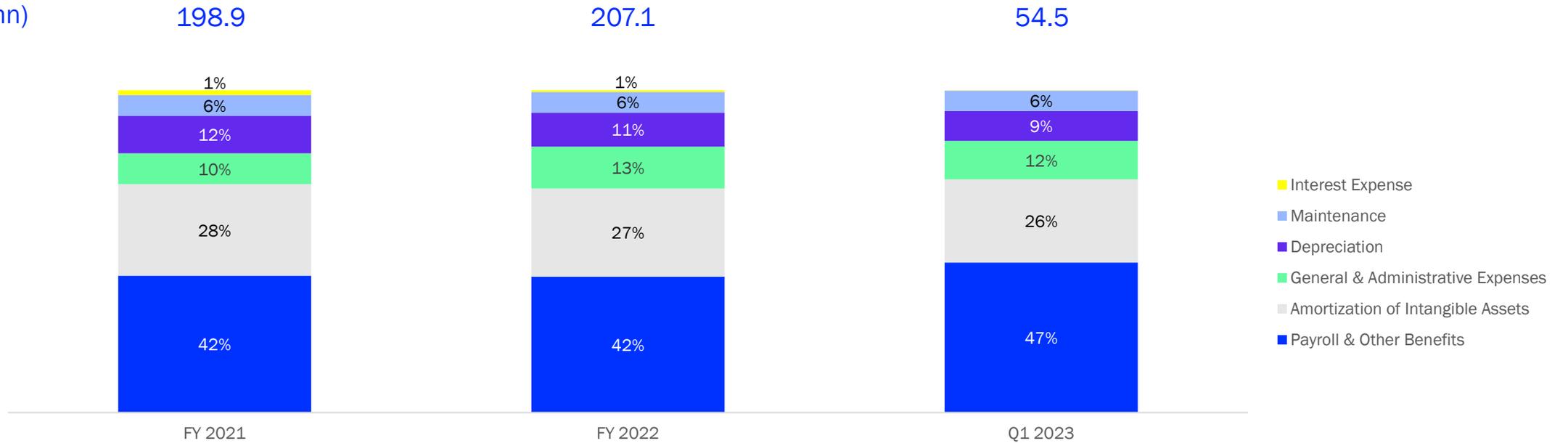




Financial Highlights

Operating Expense Breakdown (%)

(AED mn)



Some figures & percentages might not totally add up due to rounding. The above exclude 2023 non-operating profit expense.



Financial Highlights

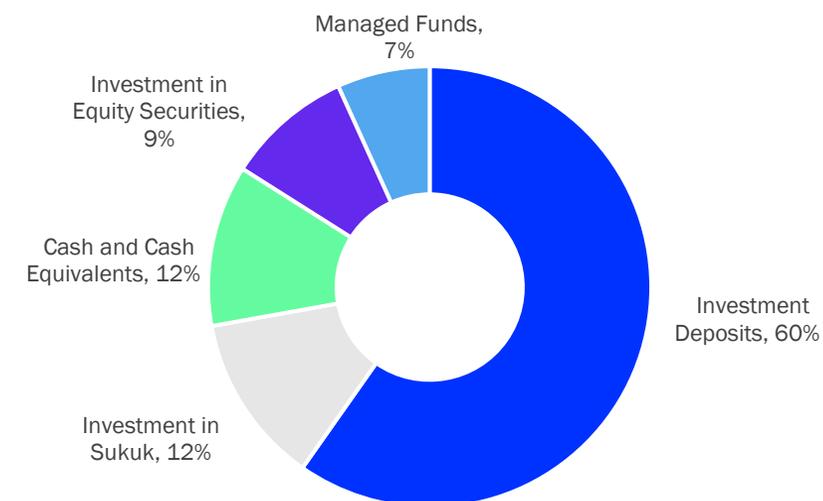
Selected Balance sheet items (AED mn)

	FY 2022	Q1 2023
Investment Deposits	2,517	2,532
Financial Assets Measured at FVOCI & amortized cost	1,243	1,205
Goodwill	2,879	2,879
Other Intangible Assets	1,921	1,907
Property and Equipment	320	319
Total Assets	9,494	9,576
Total Equity	7,948	7,812
Total Liabilities	1,546	1,764

Main Financial Assets (AED mn)

Q1 2023		
Cash and Cash Equivalents		501
Investment Deposits		2,532
Less than 3 Months	1,040	
Up to 1 Year but More than 3 Months	1,311	
More than 1 Year	181	
Other Financial Assets Measured at Fair Value – (FVTOCI) & amortized cost		1,205
Investment in Equity Securities	391	
Managed Funds	287	
Investment in Sukuk	527	
Total		4,238

Main Financial Assets Breakdown (%)



Commentary

- Investment deposits are placed with financial institutions in the UAE, with profit rates ranging from 2.80% to 5.55% per annum.
- Investment in Sukuk in the UAE matures in 4-9 years and carries an average fixed profit rate of 4% per annum.
- 98% of the investments made by DFM are within the UAE.

*Investment income includes profit earned on third party deposits.



Consolidated P&L

For the quarter ended

(AED'000)	31 Mar 2022	31 Mar 2023
Income		
Trading commission fees	43,613	35,926
Brokerage fees	3,428	3,240
Clearing settlement and depository fees	6,601	5,081
Listing and market data fees	2,347	2,482
Other fees	593	1,287
Operating income	56,582	48,016
Investment income	14,994	33,972
Dividend income	6,481	7,805
Other income	205	79
Profit income	1,169	226
Total income	79,431	90,098
Expenses		
General and administrative expenses	(37,145)	(40,388)
Amortisation of intangible assets	(14,122)	(14,122)
Interest expense	(626)	(37)
Operating expenses	(51,893)	(54,547)
Profit expense	(1,169)	(226)
Total expenses	(53,062)	(54,773)
Net profit for the period	26,369	35,325



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Dubai Financial Market

Access our latest sustainability report and ESG guide:

