

FY 2022

Investor Presentation



A World Class Market Place - Key Figures FY 2022



582

Market Capitalization

AED BILLION



90

Total Traded Value

AED BILLION



49%

Foreign Investors Trading Share

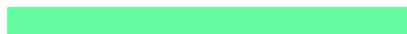
PERCENT



73

Listed Companies

COUNT



Listed on DFM and Nasdaq Dubai

357

Average Daily Traded Value

AED MILLION



19%

Foreign Ownership % of Market Cap

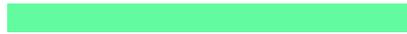
PERCENT



151

Bonds & Sukuks

COUNT



Listed on DFM and Nasdaq Dubai with a value of over USD 117 bn

134

Total Funds Raised (since inception)

AED BILLION



58%

Institutional Investors Trading Share

PERCENT

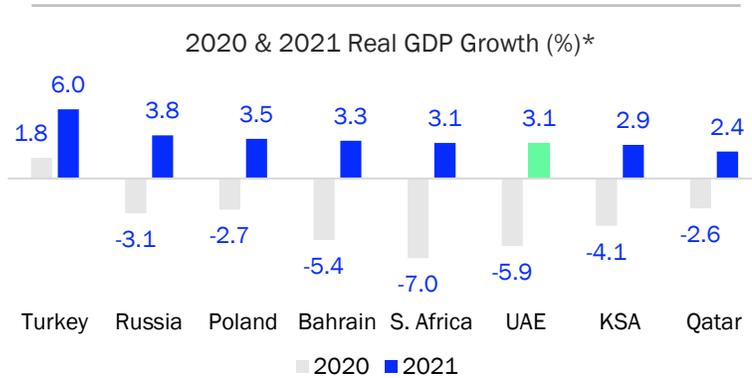


Source: DFM analytics.
Note: Trading statistics for DFM excludes Nasdaq Dubai.
Foreign investors defined as non-UAE investors.

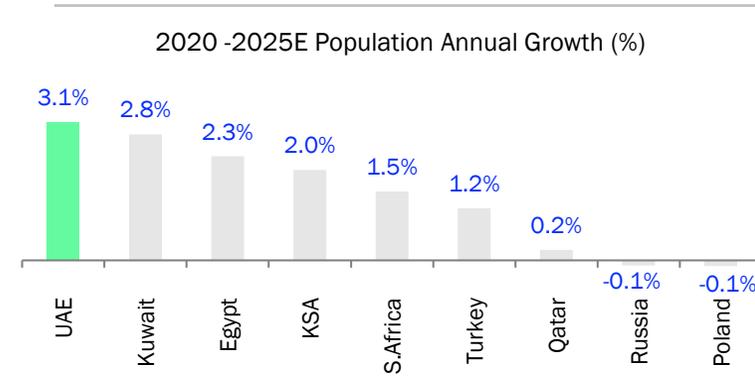


Strong Demographic & Macroeconomic Fundamentals

Continued GDP Recovery Post COVID-19 Pandemic

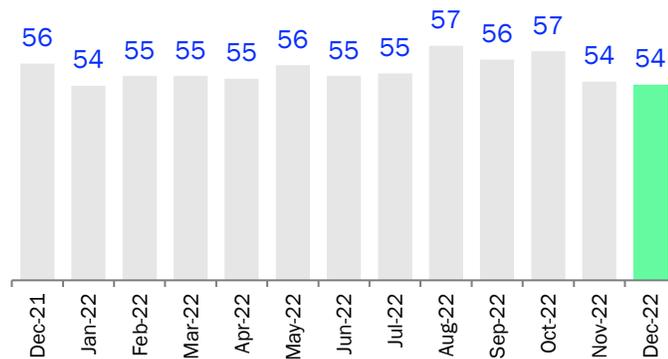


Growing Population



Sustained Growth In Non-Oil Economy....

UAE Non-Oil Private Sector PMI in recovery mode post COVID-19 impact.



50 - Separates Expansion from Contraction

...Resulting in a Stable Business Environment

UAE ranked 25th on the Global Competitiveness Index (GCI 2019) & ranked 33rd on the 2022 Index of Economic Freedom (1st in the MENA) with a score of 70.2

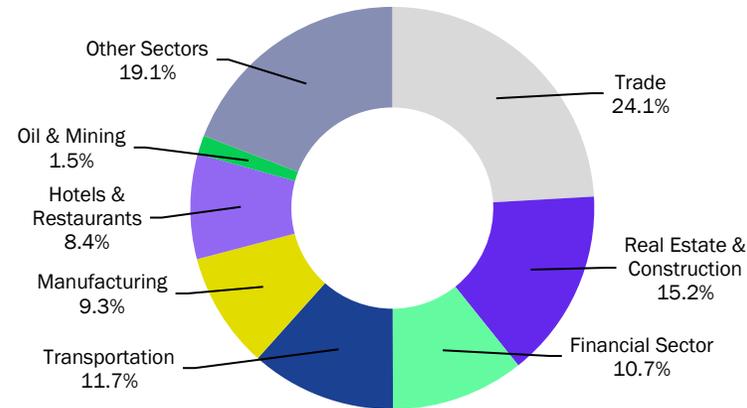
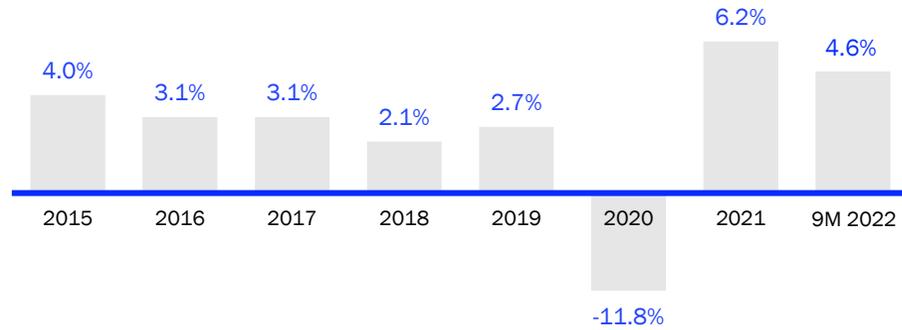


Source: The UAE National Bureau of Statistics, Euromonitor, Bloomberg, World Economic Forum, Emirates NBD, The Heritage Foundation, IMF World Economic Outlook Database, October 2020.
* Figures are an estimate.



Dubai Growth is Driven by a Well Diversified Economy and Strong Trade Activity

Dubai GDP Growth*



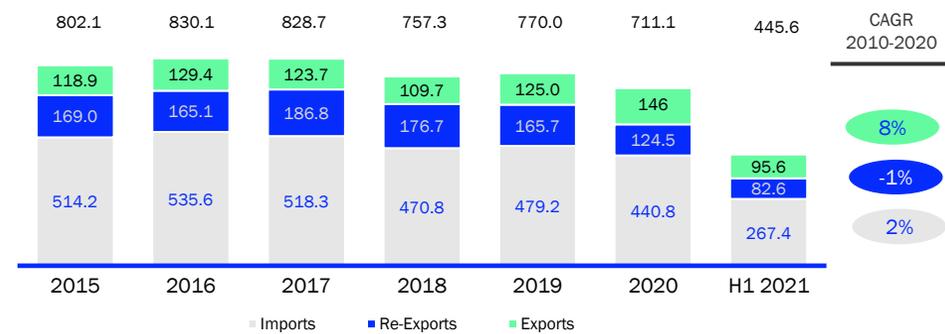
Source: Emirates NBD research, Dubai Investment Development Agency, 2017 Global Investment Report published by UNCTAD, Doing Business World Bank, IMF, Gulf news.

* Source: 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.

¹ Source: Dubai Tourism.

² Source: Dubai Media Office – October 2022.

Dubai Direct Foreign Trade Breakdown (AED bn)



Commentary

Main highlights of Dubai economy:

- The emirate has earmarked AED 67.5 billion for spending in 2023 as it continues to drive growth momentum.
- During 2022, Dubai's successful tourism rebound continues to inspire global tourism recovery with the city welcoming 12.82 million international overnight visitors from January to November 2022¹.
- 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 AED13.72 billion in H1 2022, reflecting a growth of 14.6% y-o-y.²
- Dubai is the 1st regionally and the 17th globally in the Global Financial Centres Index and ranks the 16th among 190 countries in the 2020 Doing Business.
- Dubai has moved the historical focus on Real Estate and Trade to attract more knowledge intensive projects with a greater focus on Technology.
- H.H. Sheikh Mohammed bin Rashid Al Maktoum established the Dubai Security Centre which seeks to ensure the proper implementation of international best practices in Dubai as a financial hub.
- Dubai is placed at the forefront of the global Islamic economy, where the total value of listed Sukuk is over AED297 bn – end of 2022.



Investor Reach - Global Connectivity

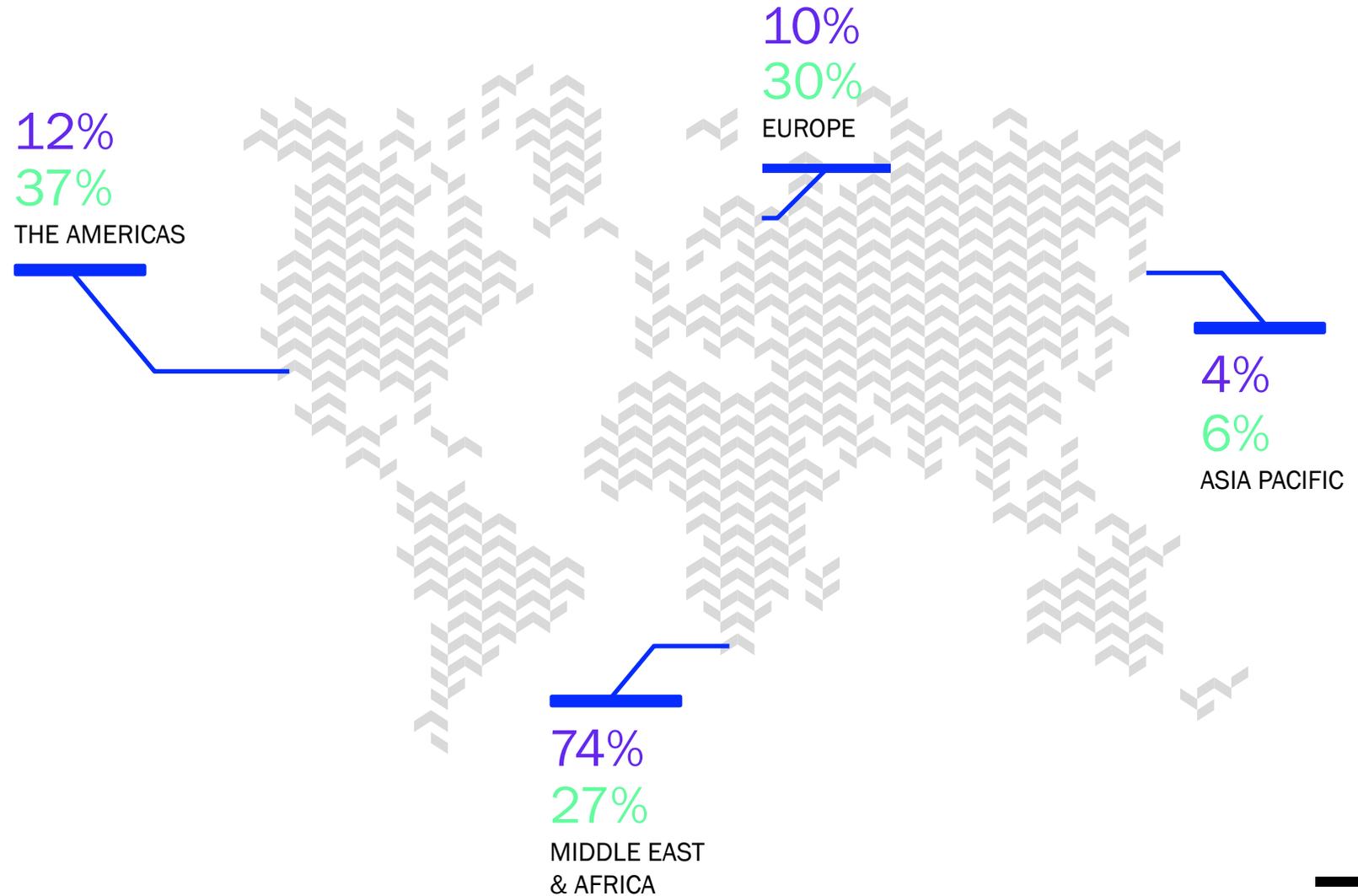
A snapshot of investor composition for 2 equity listings, highlighting the ability to either concentrate on **regional** investors or attract a wider pool of **global** investors from outside of the region.

REGIONALLY

- Direct connectivity to Europe selected regional markets.

GLOBALLY

- Investors in more than 100 countries.
- Over 212 nationalities connected.
- Connected to leading international depositories.

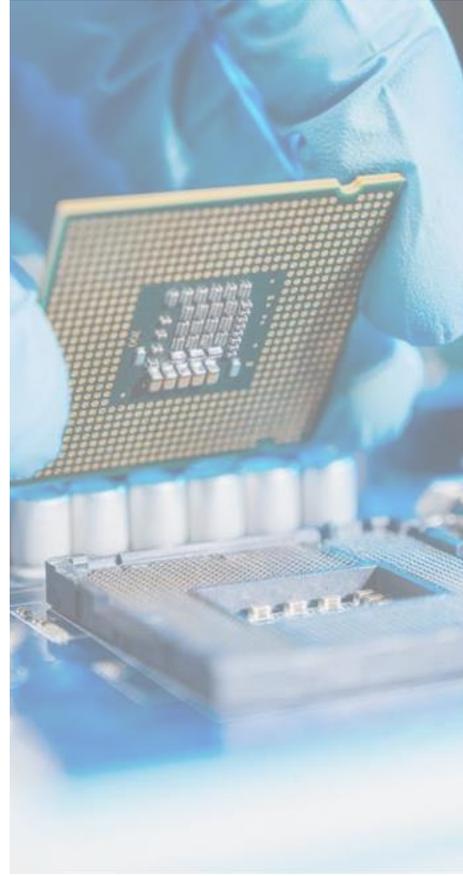




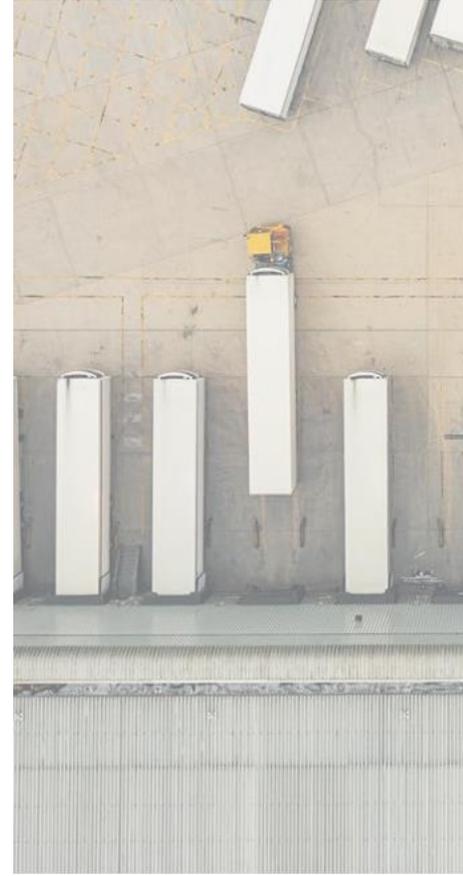
MARKET STRUCTURE & OFFERING LANDSCAPE



OUTREACH & OPPORTUNITY



OPERATIONAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS



Dubai's Capital Market Structure

DFM established in 2000 as a government owned exchange and in 2007 became the first regional exchange to be publicly listed, Nasdaq Dubai was established in 2005.

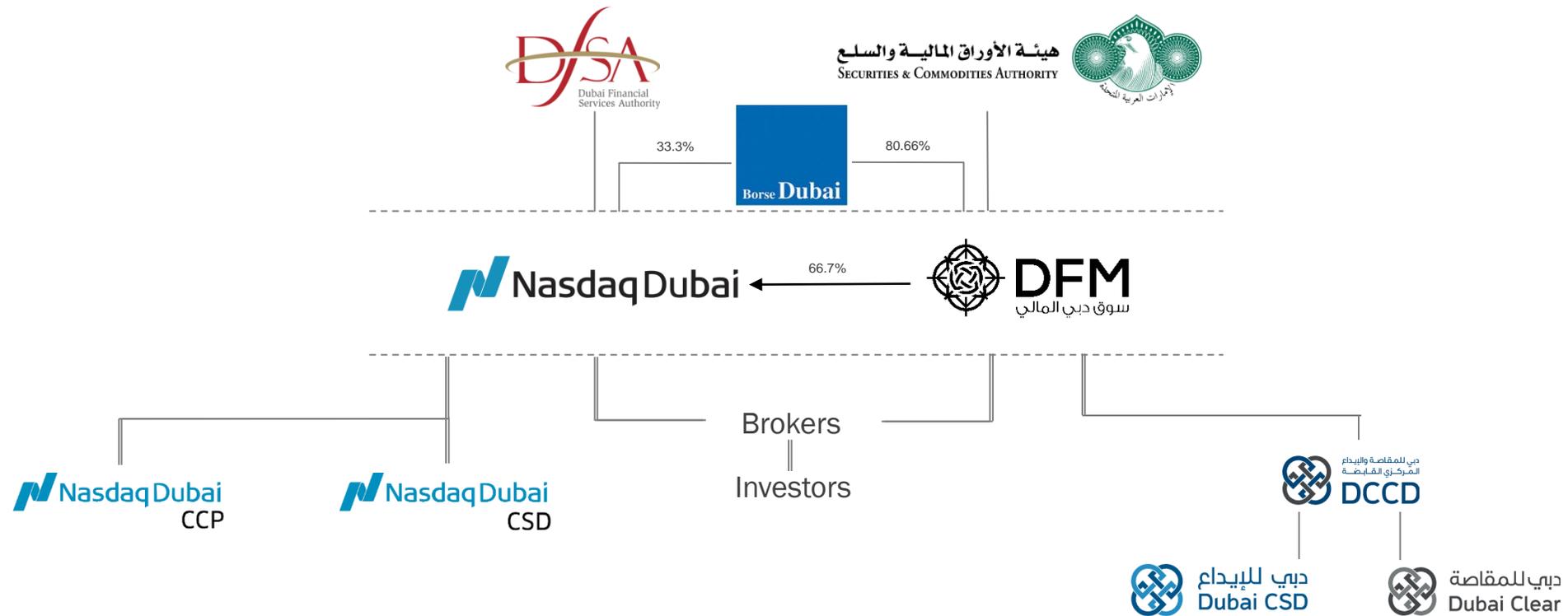
2 Exchanges



1 Capital Market



Combined Liquidity Pool





Products and Services Landscape - Key Offerings

LISTING OPTIONS

MAIN MARKET

Venue for listing and dual listing of Public Companies

SECOND MARKET

Listing venue for Private Joint Stock Companies

GROWTH MARKET

Designed for SMEs with more flexible listing requirements (Nasdaq Dubai)

PRIVATE MARKET

Registry / CSD admission with no trading

ASSET CLASSES

EQUITY MARKET

FIXED INCOME

(Bonds and Sukuk)

DERIVATIVES MARKET

(Futures Contracts)

REITS, ETFs & ETPs (Crypto Assets)

POST-TRADE PLATFORM & SERVICES

Central Counter Party Clearing

CCP

Depository

Securities Lending and Borrowing SLB

Regulated Short Selling

Dividend Distribution

iVESTOR / myAccount platform

IPO Platform

AGM Management

Post-Trade Functions Development



DFM PJSC Launched its New CCP and CSD Subsidiaries on 28th April 2020.

KEY BENEFITS	MAIN IMPACT
<p>Enhanced efficiency in operational performance to improve liquidity</p>	<ul style="list-style-type: none">• Maximizing clearing members' capital requirements, adopting international best practices for margins and settlement funds.• Higher efficiency in using collateral.• Potential boost of clearing members' liquidity.
<p>Enhanced risk mitigation</p>	<ul style="list-style-type: none">• Enhanced risk management by ring-fencing risk through creating separate legal entities.
<p>Compliance with regulations and international best practice</p>	<ul style="list-style-type: none">• Comply with SCA's regulations regarding CCP which requires a separate legal entity for the CCP business license.• Comply with SCA's CSD regulations which require a separate legal entity for CSD business license. Dubai CSD LLC is the first licensed CSD in the UAE.• Comply with the international best practice recommendations.



Derivatives - Supporting Investors to Manage Risk

3
Index Futures

1
Crude Oil Futures



30
UAE & Regional
Single Stock Futures



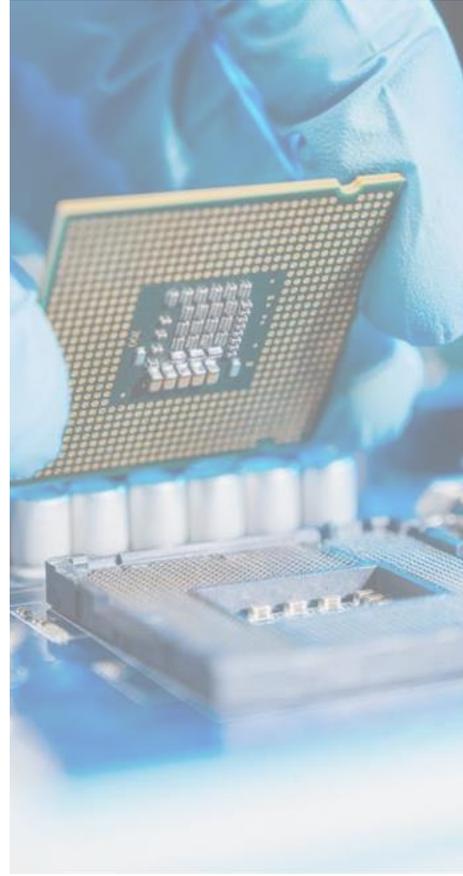
Dubai is the first regional market to offer equity futures on regional equities, allowing investors to hedge and manage their risks.



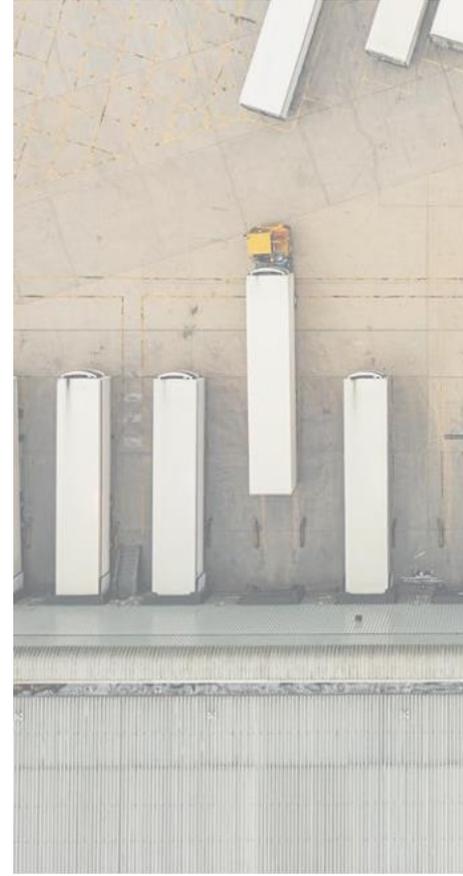
**MARKET STRUCTURE &
OFFERING LANDSCAPE**



**OUTREACH &
OPPORTUNITY**



**OPERATIONAL
HIGHLIGHTS**



**FINANCIAL
HIGHLIGHTS**



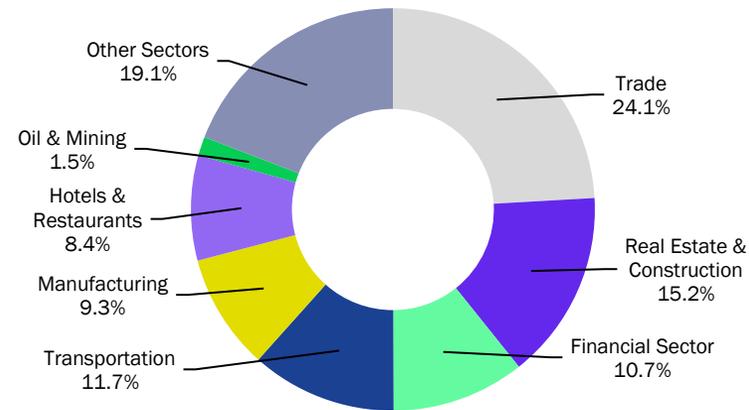
Diversification Opportunity - Sector Representation of Dubai's GDP vs DFM

DFM's IPO pipeline strategy aims at a better reflection of Dubai's GDP mix.

- Unlike the economy, the DFM market is dominated by the Financial sector, the 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.

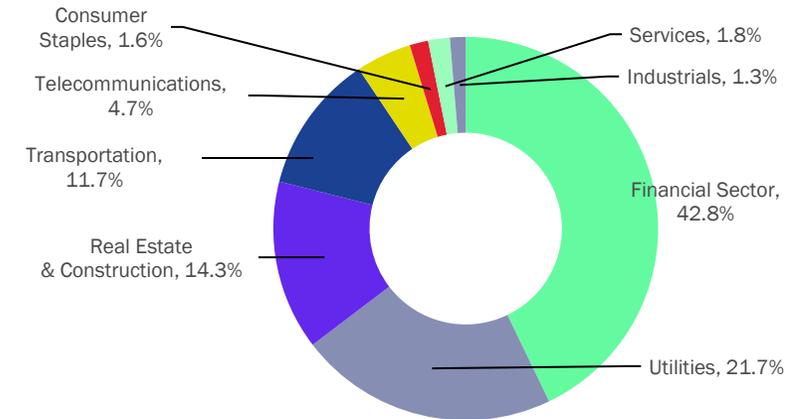
Figures may not add up to 100% due to rounding.

Dubai Real GDP Breakdown – Q3 2022¹



¹ Source: Dubai Statistics Center Preliminary Estimates Q3 2022 as the latest available data.

DFM Sectors Breakdown² – Q3 2022



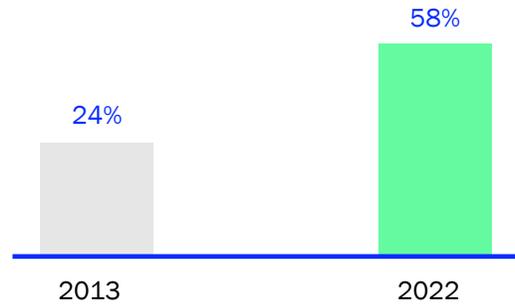
² By market cap.



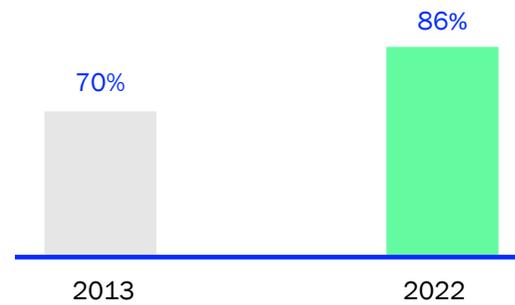
Diversified Investor Base - Bringing Together Regional & International Investors

Institutional & Foreign Investors

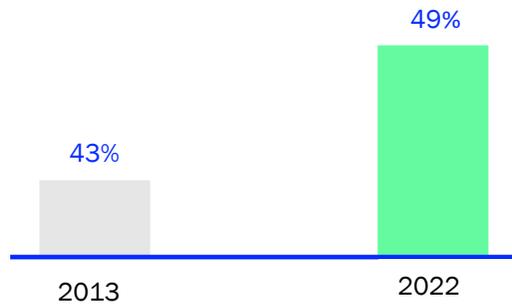
Institutional Investors' Trading Share (%)



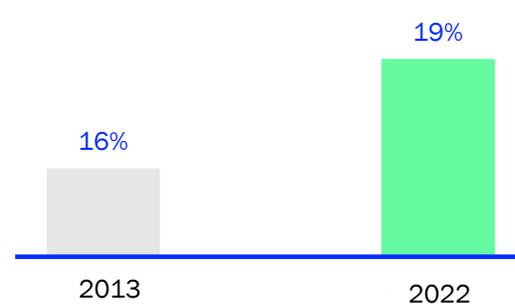
Institutional Ownership (% of Market Cap)



Foreign Investors' Trading Share



Foreign Ownership (% of Market Cap)



Note: Figures exclude Nasdaq Dubai

Retail & HNWI Investors

1 Mn+ Total Investors
212 Nationalities

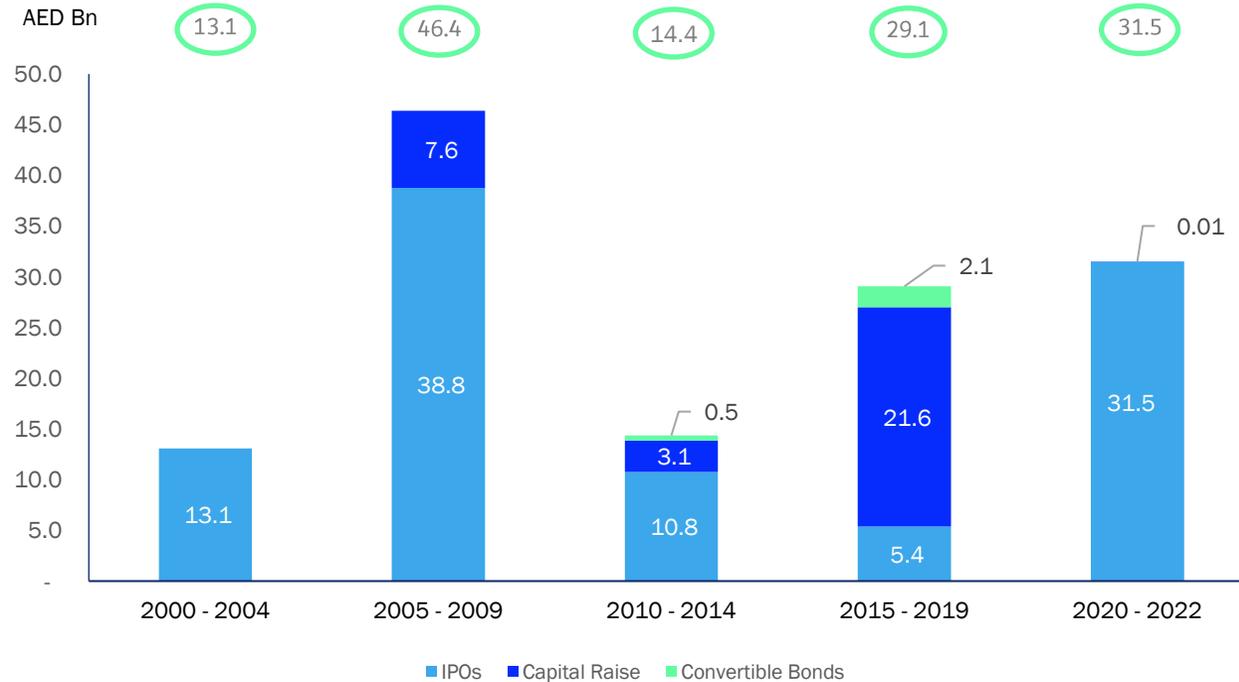
- Retail and HNWIs play a key role in liquidity on DFM.
- 42% of trading is from retail and HNWIs, showing their importance on the market.
- This includes local and international investors.



Capital Raising Success

More than AED134 bn Raised Since Inception in Dubai

Funds raised on Capital Markets since Inception to 2022*



*For the 5 IPOs during 2022, the total offered value reached AED 31 billion vs. a total received demand of over AED 670 billion.

SELECTED TRANSACTIONS

IPOs



Convertible Bonds



Capital Raises





Index Inclusion - Attracting Investors Through Index Representation

All the 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



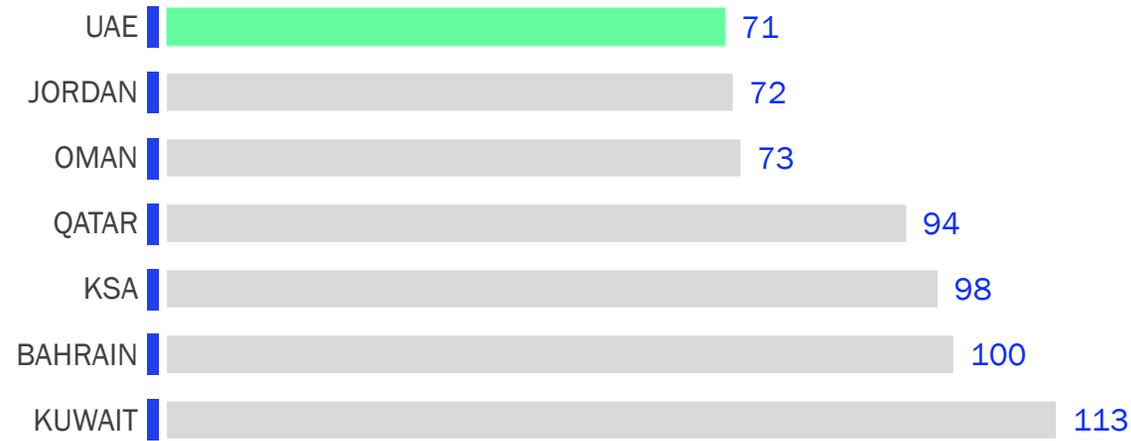
- S&P UAE Price
- S&P UAE Domestic Shari'a
- S&P Emerging Middle East & Africa



ESG & Sustainability – a Key Agenda for Investors

- Dubai aims to become the city with the lowest carbon footprint by 2050.
- UAE ranks highest on SDGs progress in the region.
- UAE leads in ESG reporting to drive market transparency and meet growing investor demands.
- UAE’s energy mix is shifting away from fossil fuels and towards renewable energy (zero emission).
- AED100 bn 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.

SDGs Global 2021 Ranking



Sustainable Development Report*

Country	Bahrain	Kuwait	Qatar	Saudi Arabia	UAE
No. of companies using GRI Standards	4	46	29	34	110

* Source: GRI data base.



Recent Developments - Expanding to Create Further Opportunities

IPO Pipeline Plans

In late 2021, The Government of Dubai formed the Dubai Securities and Exchange Higher Committee and announced plans to list 10 Government-related companies on the DFM, in line with the Emirate's stated objective of increasing the total market capitalization of its financial markets to AED3 trillion.

Foreign Ownership

The Government has improved the attractiveness of setting up a business in Dubai by allowing businesses in most sectors to have 100% foreign ownership.

Residency Changes

The option of obtaining a Golden Visa is not only attracting top talent to Dubai, but also making business owners want to move here.

Expanding the Capital Market

Free Zone Access on DFM

Extending DFM's Main Market IPO to cover and allow companies based in a Free Zone to benefit from raising capital and list on DFM.

Nasdaq Dubai Growth Market

Dedicated platform for younger and growing companies. Cost efficient mechanism to raise capital and list on Nasdaq Dubai.

Equity Futures

The first regional market to list Single Stock Futures on regional names to support investors.





Key Listing Requirements - Variety of Options Available to IPO



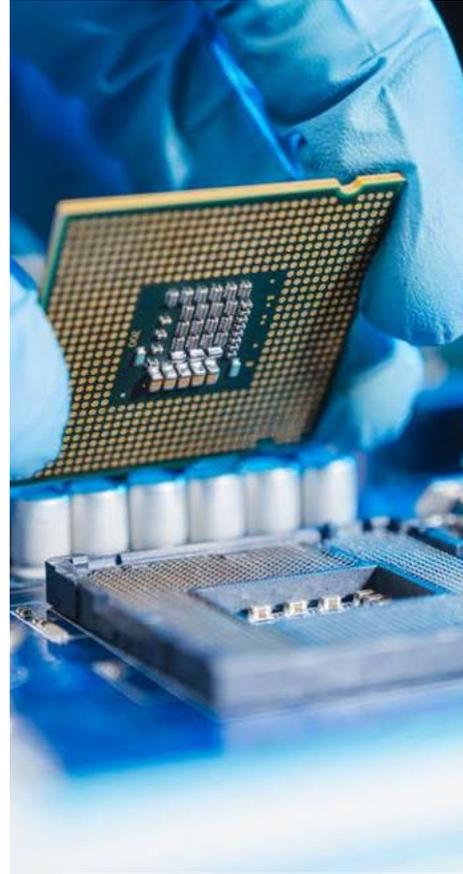
	Mainland Companies	Free Zone Companies	Main Market	Growth Market
Size	AED25 mn paid-up capital	AED20 mn paid-up capital	> USD250 mn	< USD250 mn
Financial Track Record	2 Years	2 Years	3 Years	Minimum 1 Year
Free Float	Minimum 30%	Minimum 25%	Minimum 25%	Minimum 25%
Profitability	Profitable for last 2 years	Profitable for last 2 years	Not required	Not required
Legal Structure	Public Joint Stock Company	Public Limited Company	Public Limited Company	Public Limited Company
Listing Advisor	Financial Institution approved by SCA	Financial Institution approved by SCA	Investment Bank	Compliance Advisor with relevant experience
Lock-In Period	6 months	6 months	Not required	1 year
Advisor Post Listing	Not required	1 Year	Not required	3 Years



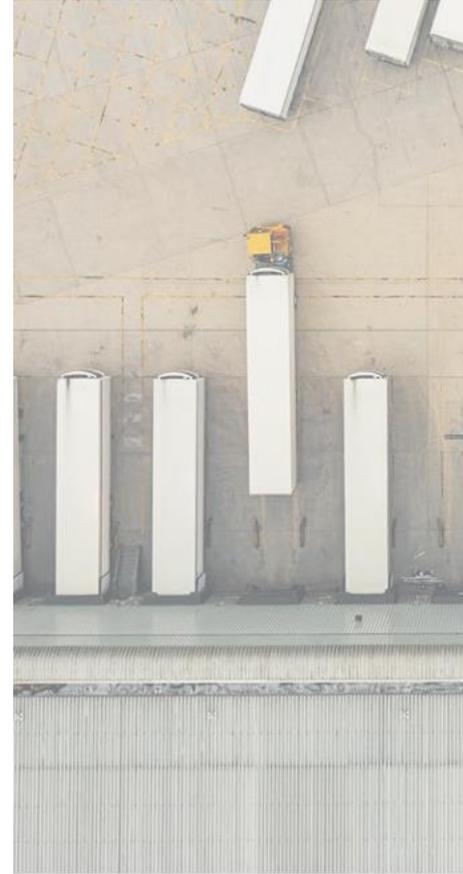
MARKET STRUCTURE & OFFERING LANDSCAPE



OUTREACH & OPPORTUNITY



OPERATIONAL HIGHLIGHTS

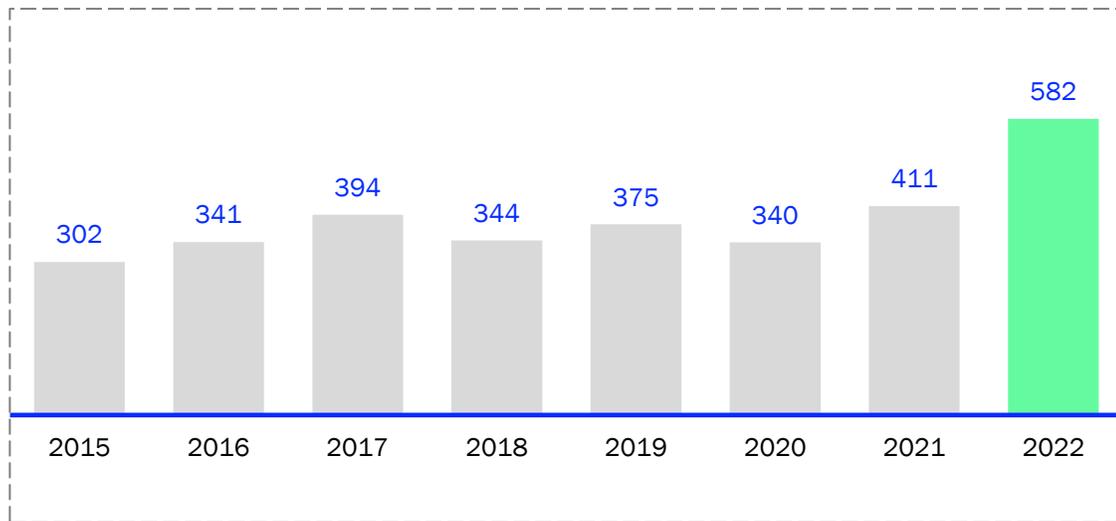


FINANCIAL HIGHLIGHTS

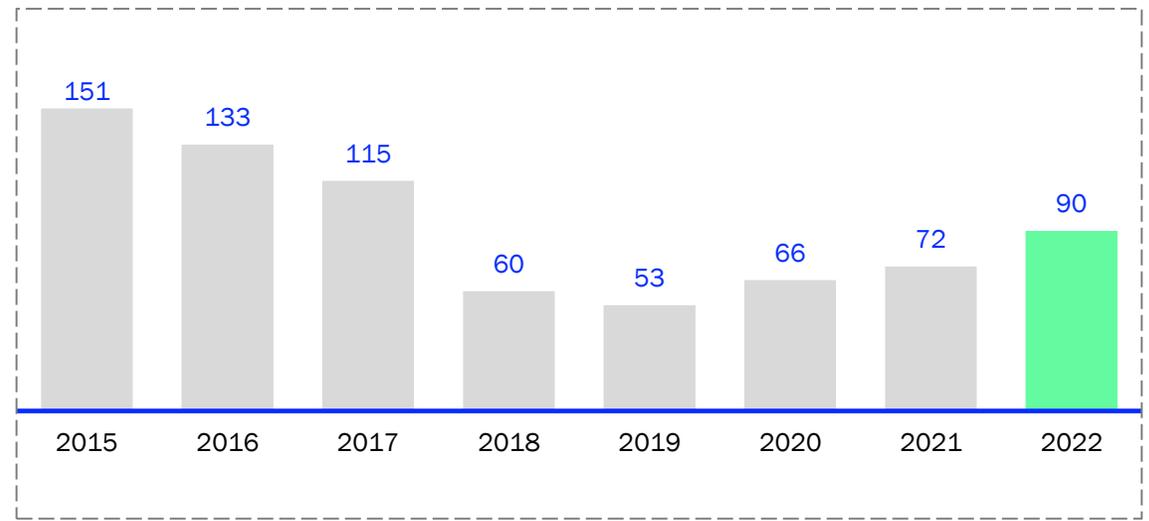


Operational Highlights - Key Indicators

Market Capitalization (AED bn)



Total Traded Value (AED bn)

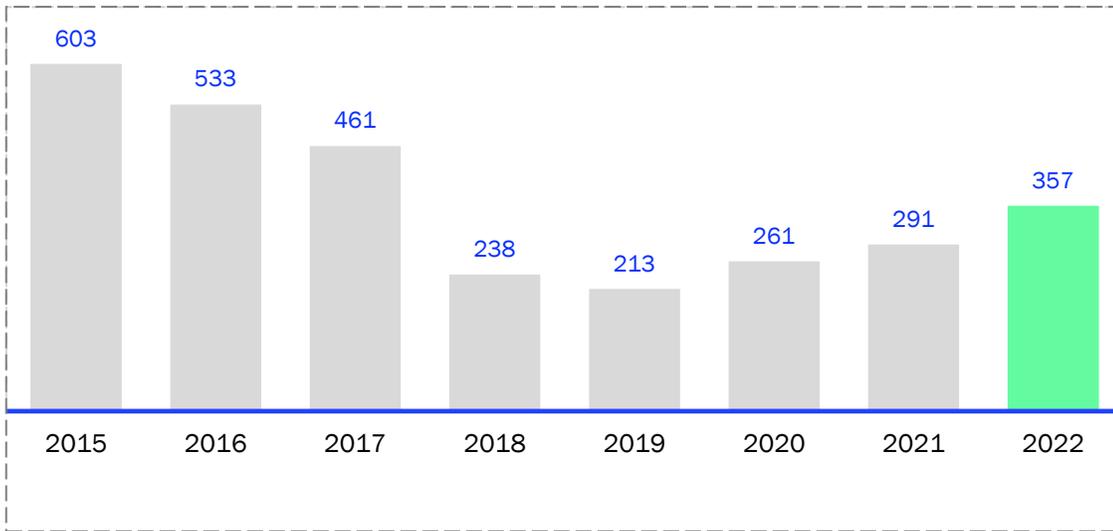


Note: Figures exclude Nasdaq Dubai

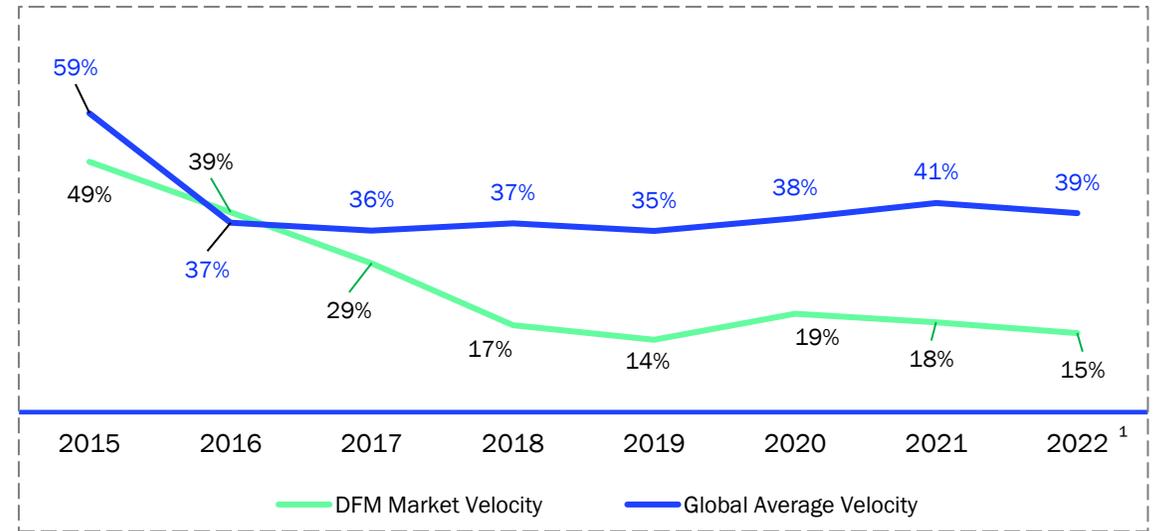


Operational Highlights - Key Indicators

ADTV (AED mn)



Market Velocity (%)



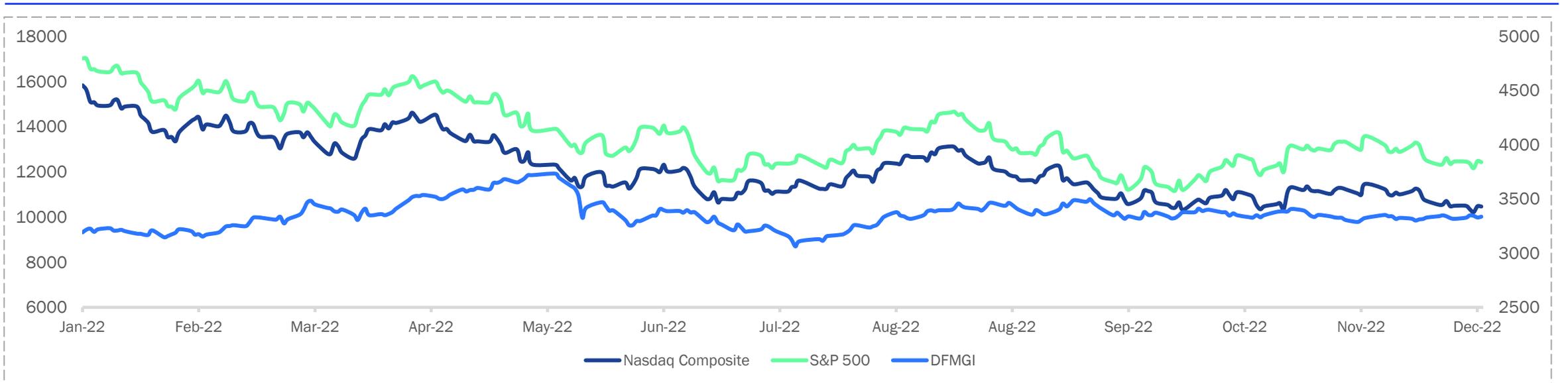
Note: Figures exclude Nasdaq Dubai

¹ Source for global velocity figures is the World Federation of Exchanges.

Operational Highlights - DFM General Index Performance



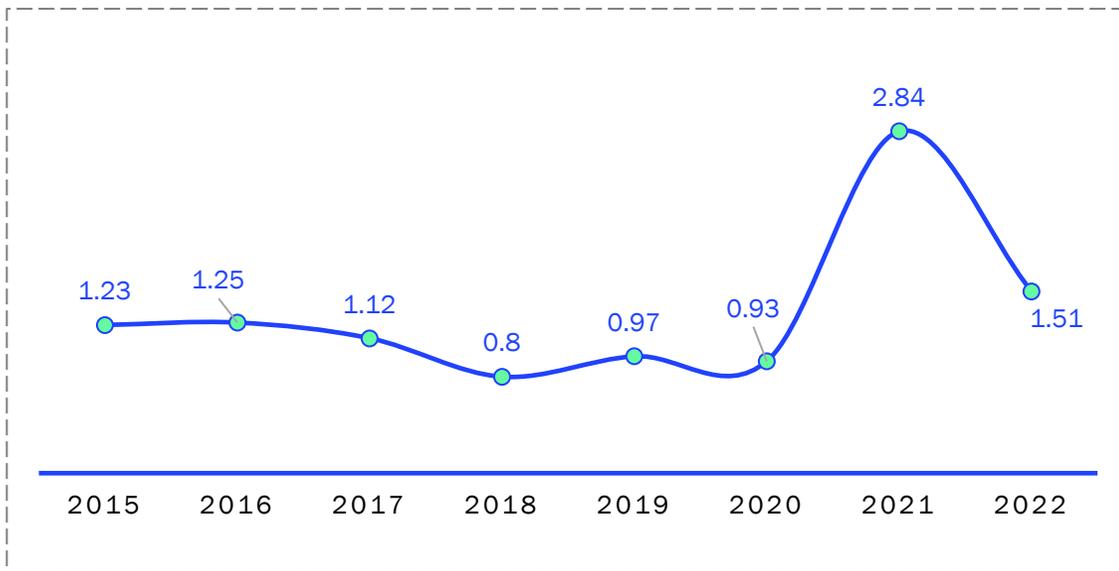
DFMGI Performance 2022



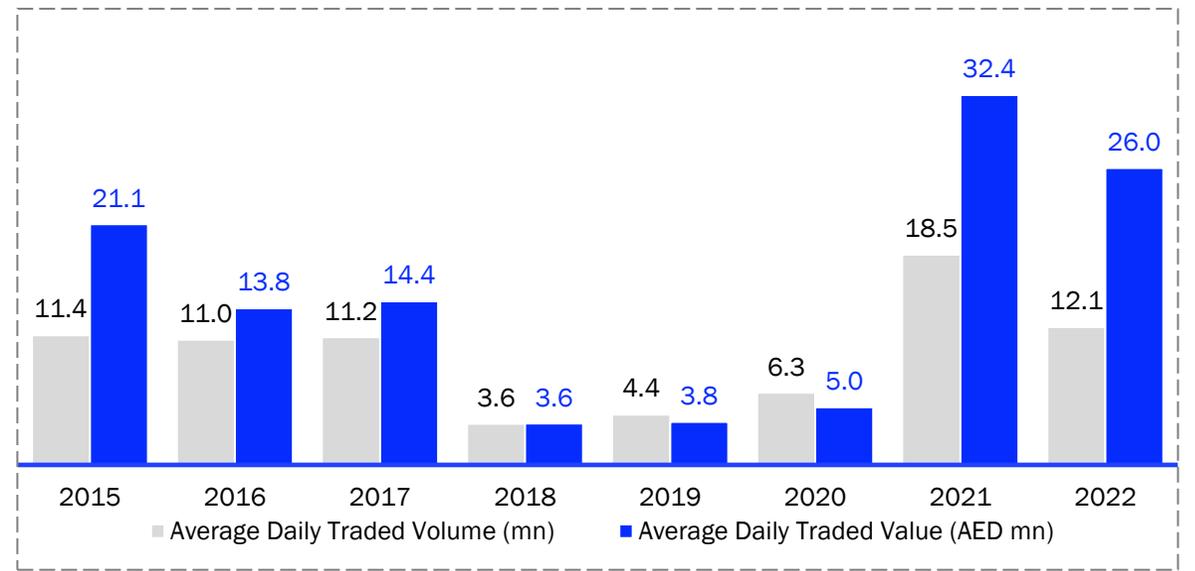


Operational Highlights - DFM PJSC Stock Trading Activity

DFM PJSC Stock Price Performance (AED)



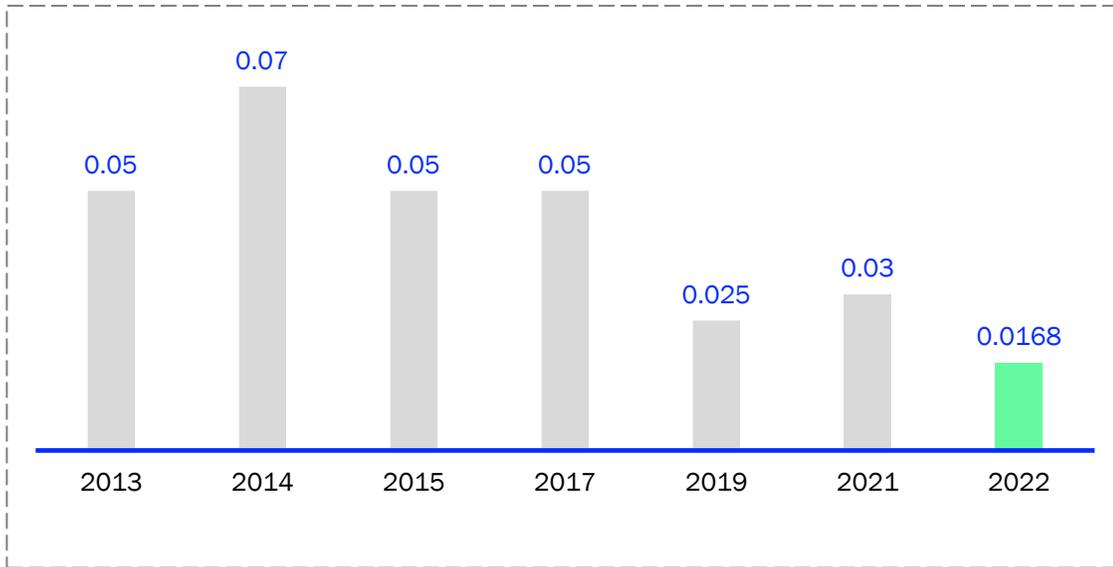
DFM PJSC Stock Trading Activity (AED mn)



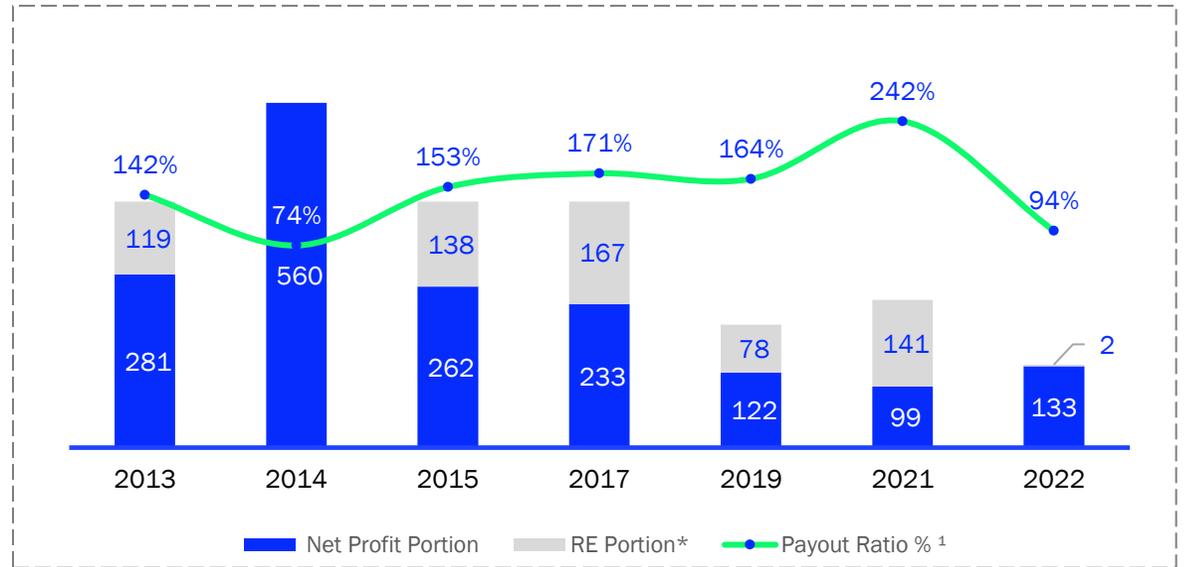


Operational Highlights - DFM PJSC Dividends

Dividends Per Share (AED)



Dividends Payout History (AED mn)



*RE stands for Retained Earnings.

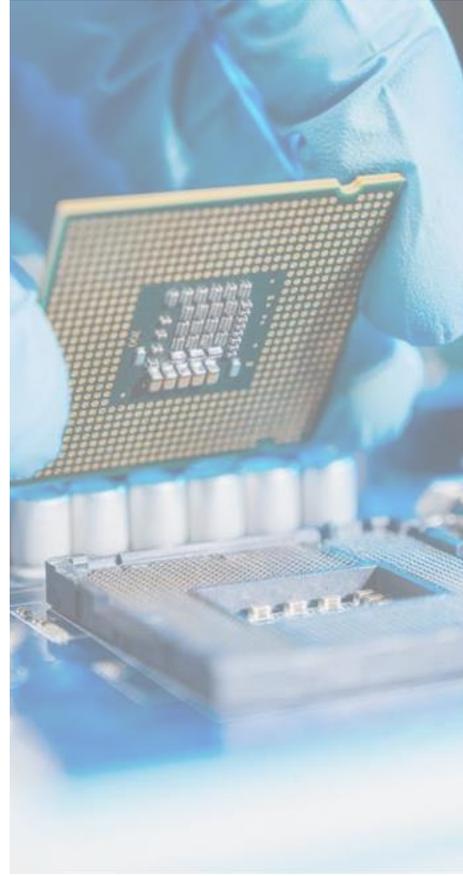
¹ Calculated as dividend (paid following year) divided by the net profit of the year.



MARKET STRUCTURE & OFFERING LANDSCAPE



OUTREACH & OPPORTUNITY



OPERATIONAL HIGHLIGHTS

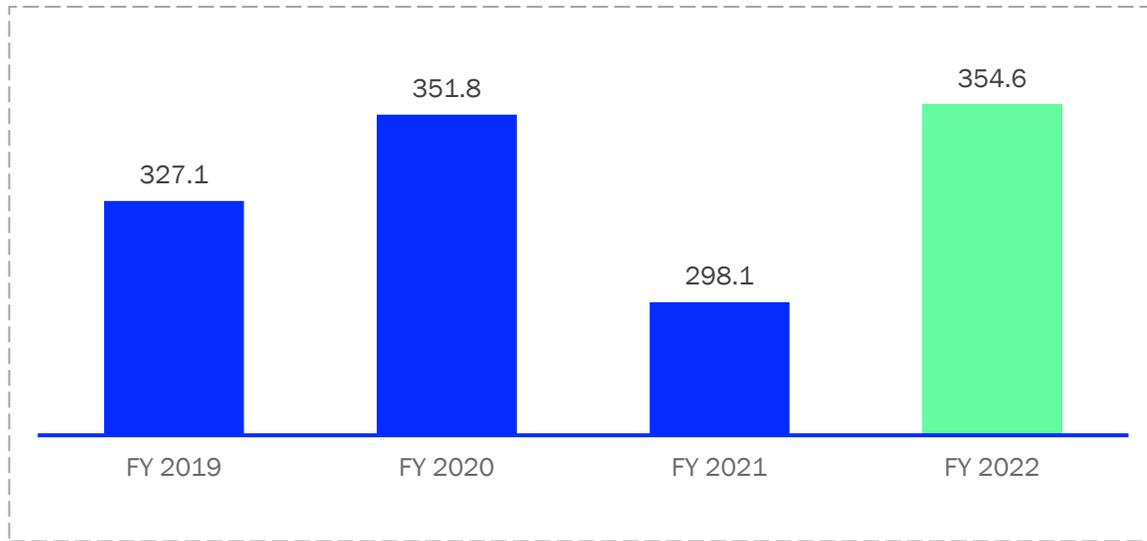


FINANCIAL HIGHLIGHTS

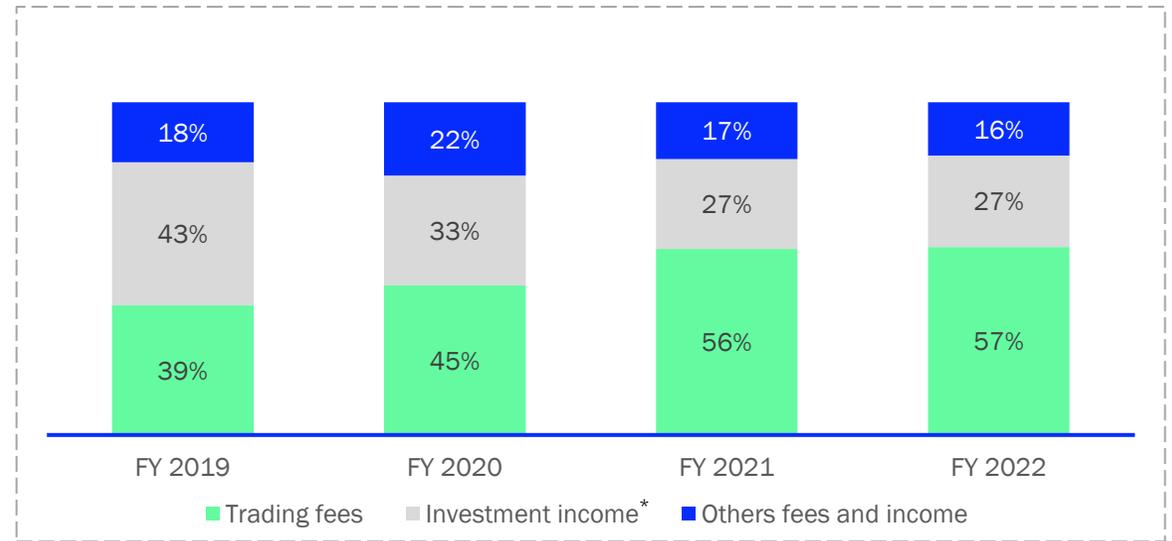


Financial Highlights

Total Revenue (AED mn)



Total Revenue Mix (%)

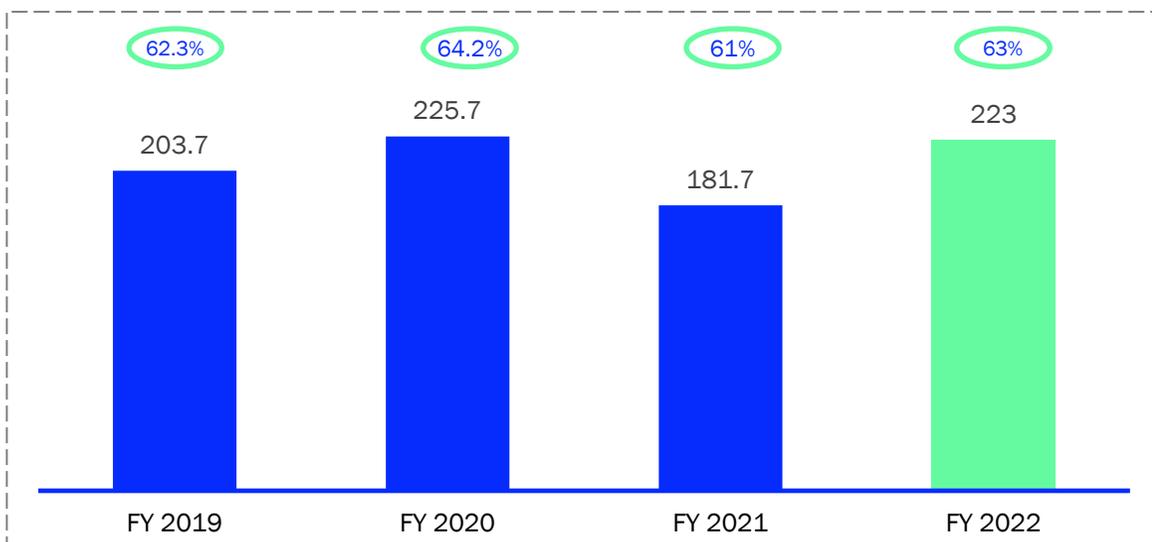


*Investment income includes profit earned on third party deposits.

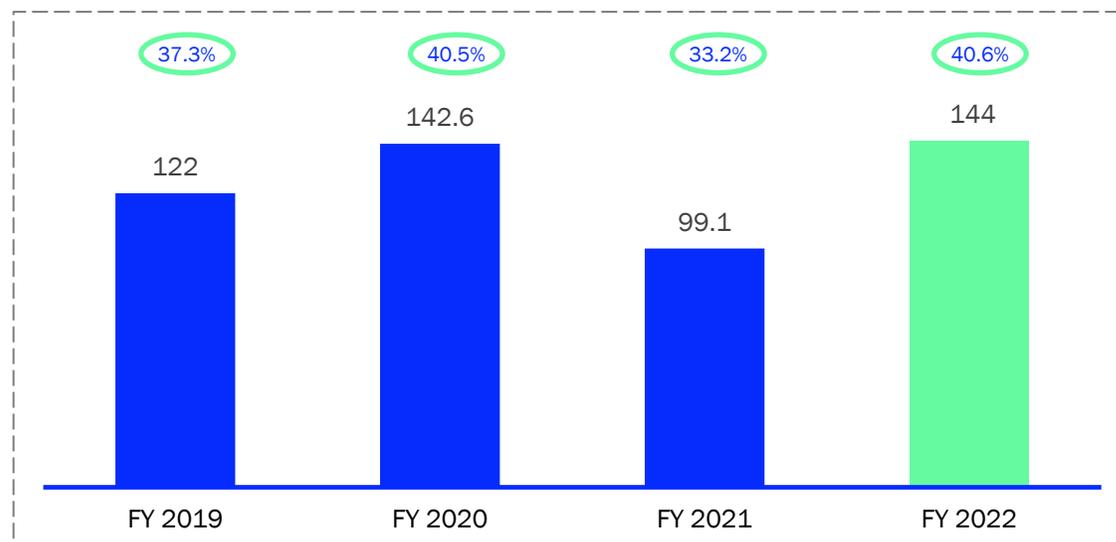
Financial Highlights



EBITDA (AED mn) and EBITDA Margin (%)



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

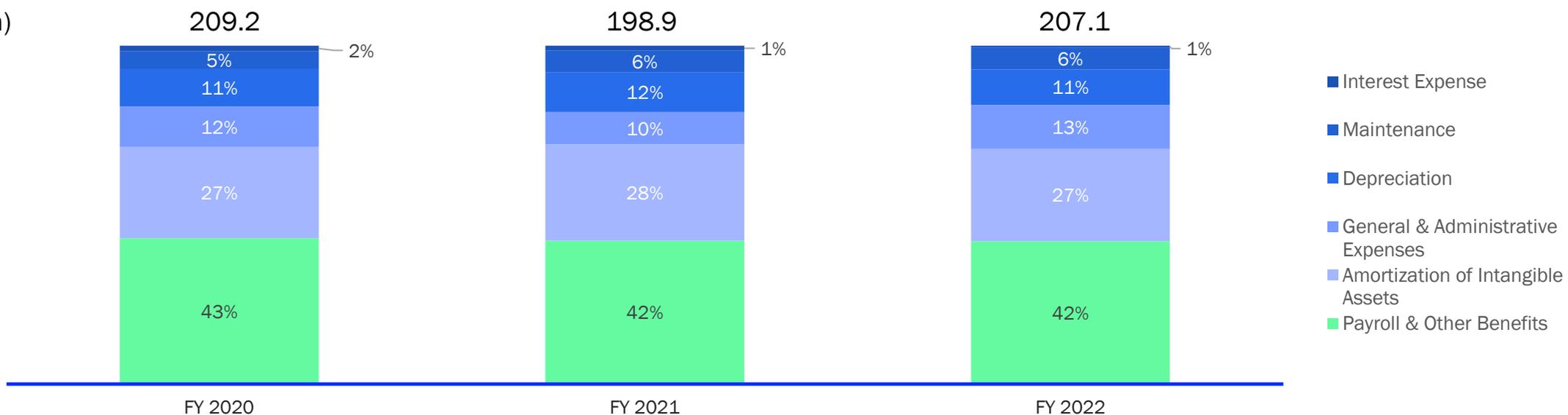


Financial Highlights



Operating Expense Breakdown (%)

(AED mn)



Some figures & percentages might not totally add up due to rounding. The above exclude 2022 non-operating profit expense.



Financial Highlights

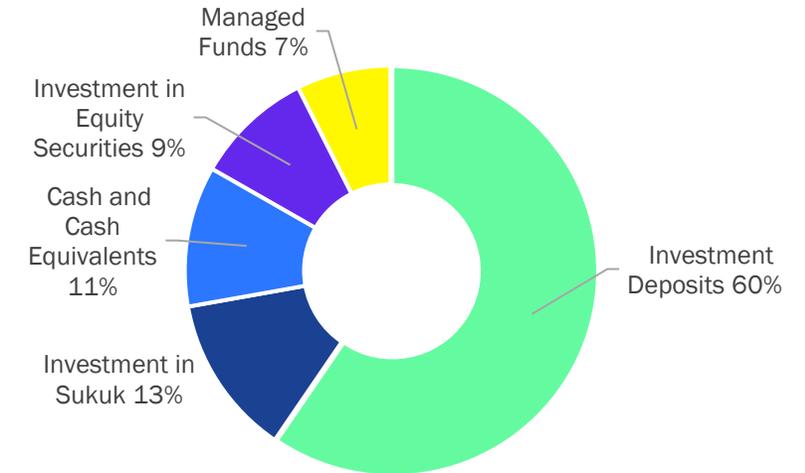
Selected Balance sheet items (AED mn)

	FY 2021	FY 2022
Investment Deposits	3,253	2,517
Financial Assets Measured at FVOCI & amortized cost	1,109	1,243
Goodwill	2,879	2,879
Other Intangible Assets	1,977	1,921
Property and Equipment	335	320
Total Assets	9,938	9,494
Total Equity	7,963	7,948
Total Liabilities	1,975	1,546

Main Financial Assets (AED mn)

FY 2022		
Cash and Cash Equivalents		469
Investment Deposits		2,517
Less than 3 Months	37	
Up to 1 Year but More than 3 Months	2,276	
More than 1 Year	204	
Other Financial Assets Measured at Fair Value – (FVTOCI) & amortized cost		1,243
Investment in Equity Securities	394	
Managed Funds	314	
Investment in Sukuk	535	
Total		4,229

Main Financial Assets Breakdown



Commentary

- Investment deposits are placed with financial institutions in the UAE, with profit rates ranging from 2.80% to 5.50% per annum.
- Investment in Sukuk in the UAE matures in 5-9 years and carries a fixed profit rate of 2.591% - 5% per annum.
- 98% of the investments made by DFM are within the UAE.

Consolidated P&L



For the year ended

(AED'000)	31 Dec 2021	31 Dec 2022
Income		
Trading commission fees	168,078	200,493
Brokerage fees	14,571	13,646
Clearing settlement and depositary fees	18,205	25,679
Listing and market data fees	9,813	9,981
Other fees	5,139	7,108
Operating income	215,806	256,907
Investment income	72,208	79,989
Dividend income	6,857	13,781
Other income	3,196	320
Profit income	0	3,639
Total income	298,067	354,636
Expenses		
General and administrative expenses	(139,533)	(149,577)
Amortisation of intangible assets	(56,489)	(56,489)
Interest expense	(2,904)	(1,035)
Operating expenses	(198,926)	(207,101)
Profit expense	-	(3,639)
Total expenses	(198,926)	(210,740)
Net profit for the period	99,141	143,896



Disclaimer

The information in this document (“information”) is provided by way of general information and comment only. While reasonable care has been taken in producing this information, changes in circumstances may occur at any time and may impact on the accuracy of the information. The information does not constitute professional advice or provision of any kind of services and should not be relied upon as such. Dubai financial market (DFM), Nasdaq Dubai limited and/or their affiliates, officers or employees (together “the DFM persons”) do not give any warranty or representation as to the accuracy, reliability, timeliness or completeness of the information now or in the future. The DFM persons shall not be liable for any loss suffered, directly or indirectly by any person acting in reliance upon the information contained herein.

No part of the information provided is to be construed as a solicitation to make any financial investment. Information, including forecast financial information and examples should not

be considered as a recommendation in relation to holding, purchasing or selling securities or other instruments. The information does not take into account any investor’s individual investment objectives, financial position and particular investment needs. As such, before making any decision, investors should conduct their own due diligence and consult their financial advisors. The performance of trading securities or instruments is not guaranteed and past performance is not an indication of future performance. Unless otherwise stated, DFM and Nasdaq Dubai own copyright in the information contained herein. The information may not otherwise be reproduced and must not be distributed or transmitted to any other person or used in any way without the express approval of DFM and Nasdaq Dubai.

This presentation is private and confidential and should not be shared outside of the organisation.

Contact Us:

Investor Relations

T: +971 4 305 5650

Email: ir@dfm.ae

DFM is regulated by the UAE Securities and Commodities Authority (SCA)



[@dfmalerts](https://twitter.com/dfmalerts)



[@dubaifinancialmarket](https://www.instagram.com/dubaifinancialmarket)



[Dubai Financial Market](https://www.dfm.ae)

www.dfm.ae