

AL RAMZ CORPORATION

INVESTOR PRESENTATION

APRIL 2024



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ASSET MANAGEMENT | CORPORATE FINANCE | BROKERAGE | MARKET MAKING | RESEARCH

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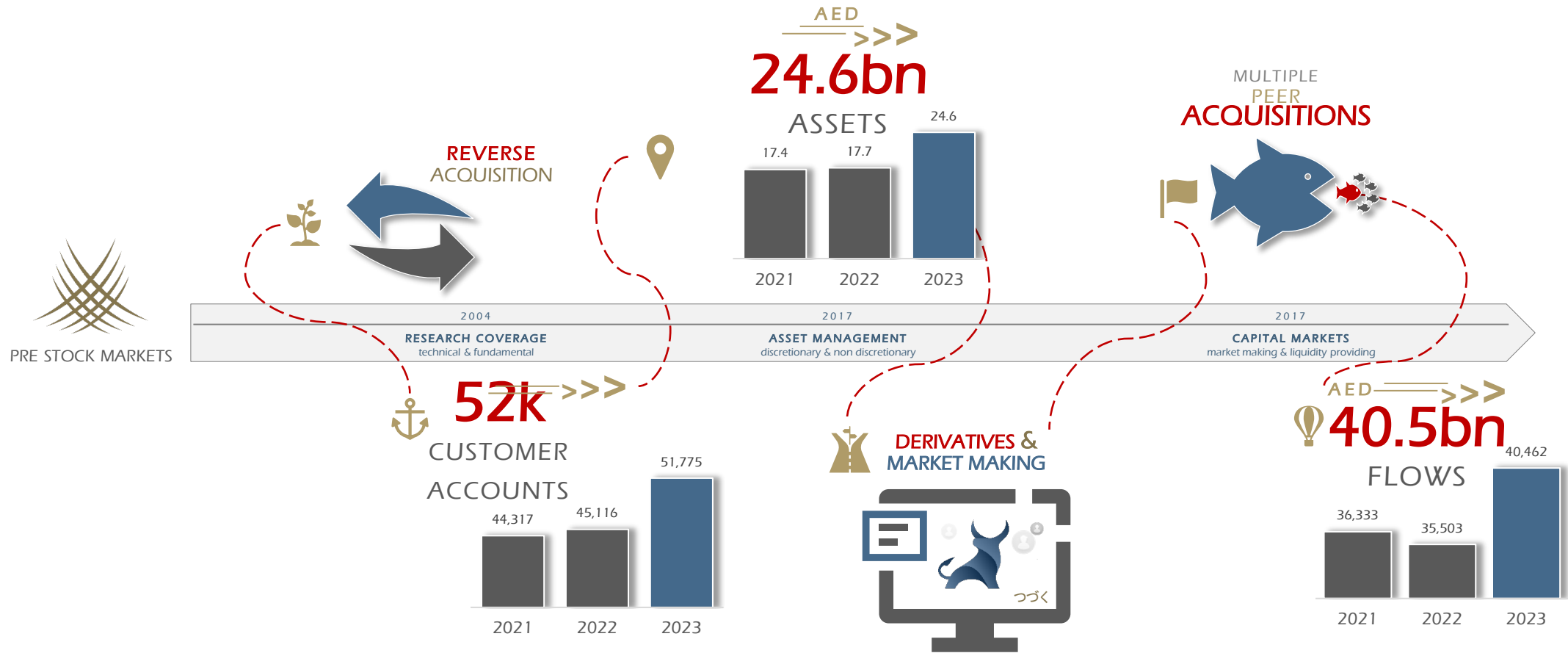
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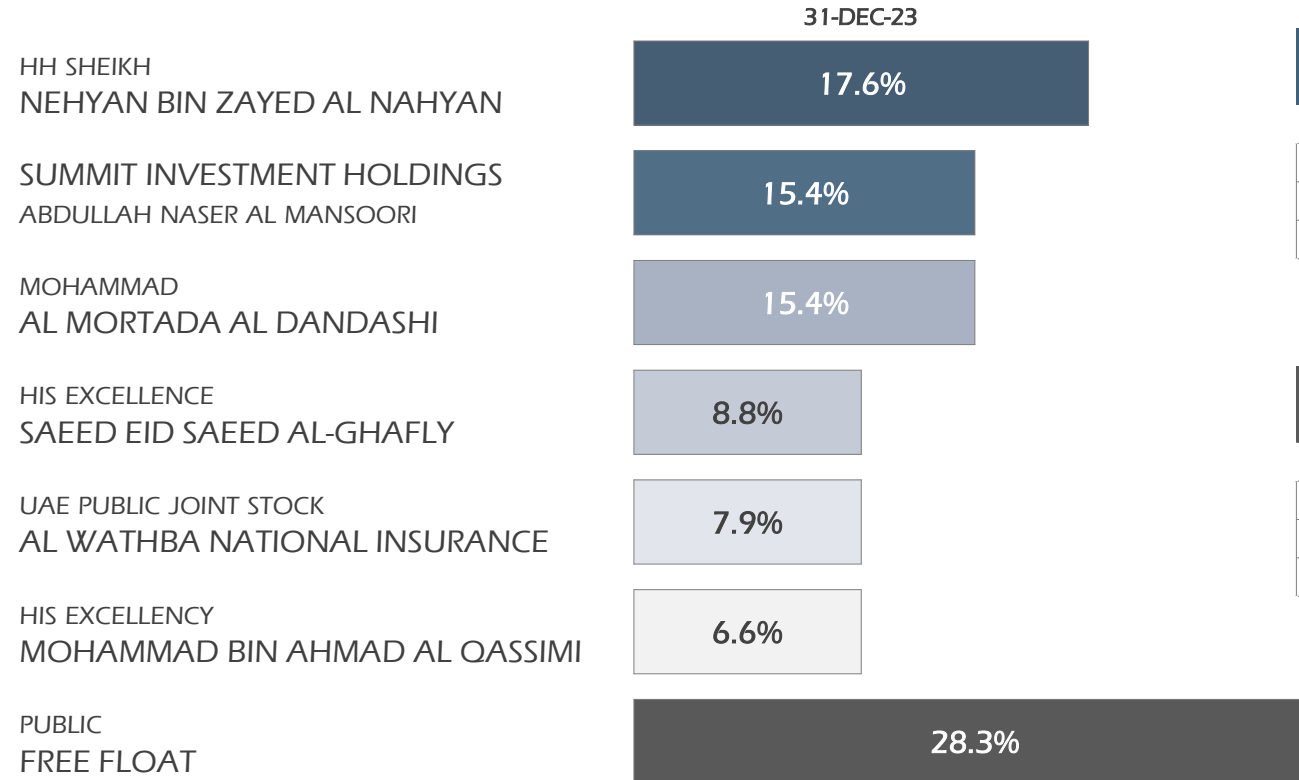
about AI Ramz..

a leading dynamic and agile UAE non banking financial institution offering investment banking solutions with reach to over 52k customers having assets in excess of AED 24bn



our shareholders..

closely held public joint stock company with 28% free float
comparatively low capitalization level impacting share trading



31-DEC-23

FREE FLOAT SHARES OWNED	NUMBER OF SHARES OWNED	PERCENTAGE	NUMBER OF SHAREHOLDERS
> 500k	5,774,327	1%	155
500k to 5mn	22,369,713	4%	12
< 5mn	127,562,369	23%	9
	155,676,409	28%	176

31-DEC-22

FREE FLOAT SHARES OWNED	NUMBER OF SHARES OWNED	PERCENTAGE	NUMBER OF SHAREHOLDERS
> 500k	5,887,588	1%	156
500k to 5mn	25,534,680	5%	15
< 5mn	132,742,608	24%	10
	164,164,876	29%	187

our board..

BOD with diversified extensive experience fully equipped to drive sustainable growth



MR. DHAFER SAHMI AL AHBABI
CEO & FOUNDER
HAMEEM INVESTMENTS

H.E Dhafer holds a bachelor's degree of economics from the United Arab Emirates University

External appointments

- o Board Member, Amanat Holding PJSC
- o Chairman, Al Ramz Corporation PJSC

Previous appointments

- o Abu Dhabi Investment Authority
- o Board Member, First Gulf Bank
- o Board Member, Abu Dhabi Islamic Bank
- o Board Member, Investbank
- o Board Member, Al Watthba Insurance
- o Board Member Aabar Investments
- o Board Member, Abu Dhabi University Holding Group



HE HAMAD RASHED AL NEAIMI
EXECUTIVE DIRECTOR
MINISTRY OF PRESIDENTIAL
AFFAIRS

HE Hamad holds a bachelor's degree in accounting from the United Arab Emirates University.

External appointments

- o Assistant Undersecretary of Financial Affairs, Ministry of Presidential Affairs
- o Managing Director, Office of H.H. Sh. Nahyan Bin Zayed Al Nahyan
- o Managing Director, Office of H.H. Sh. Dheyab Bin Zayed Al Nahyan
- o Board member, Arab International Bank
- o Board member, Daman Investments
- o Board member, Reem Investments
- o Board member, Amanat Holdings

Previous appointments

- o Board Member, National Investment Corporation
- o Board Member, Al Mal Capital
- o Vice Chairman, First Energy Bank
- o Board Member, Reem Investments
- o Board Member, Amanat Holdings



DR. ALI SAEED BIN HARMAL
CEO AND FOUNDER
ABU DHABI UNIVERSITY

Dr. Ali holds a PhD from the University of Durham and a bachelor's degree of business administration from the United Arab Emirates University and a Masters degree of business administration from the American University, USA.

External appointments

- o Chairman & Founder, Bin Harmal Sons
- o Chairman, National Takaful Company PSC
- o Chairman, Magna Investment
- o Board Member, Amanat Holding
- o CEO & Founder, Abu Dhabi University Holding Group
- o First Vice Chairman, Abu Dhabi Chamber of Commerce & Industry



MR. AHMED AL DHAHERI, CPA
CHAIRMAN
FOODCO PJSC

Mr. Ahmed holds a bachelor's degree of Art – Accounting from Seattle Pacific University in the US. CPA certified

External appointments

- o Honorary Chairman, Ali & Sons Holding LLC
- o Chairman, Hily Holding PJSC
- o Vice Chairman, Waha Capital PJSC
- o Board Member, Al Watthba Insurance PJSC

Previous appointments

- o Vice Chairman, Mina Al Fajer Real Estate LLC
- o Board Member – Abu Dhabi Aviation PJSC



MR. ABDULLA SAEED AL GHAFLI
FIXED INCOME
ADIA

Mr. Abdulla holds a bachelor's degree of business administration from the Abu Dhabi University and a masters degree of business administration from the London Metropolitan University, UK. CFA certified

External appointments

- o Board Member, Emirates Buildings PJSC; a reputed green developer.
- o Board Member, Arig Insurance
- o Board Member, Abu Dhabi Ship Building
- o Board Member, Al Ramz Corporation PJSC
- o Investment Manager, General Pension and Social Security Authority.

Previous appointments

- o Deloitte & Touche, Audit and Assurance Services where he gain exposure to several sectors including financial services
- o Fixed Income – Abu Dhabi Investment Authority



MR. MORTADA AL DANDASHI
MD AND FOUNDER
AL RAMZ CORPORATION PJSC

Mr. Mohammed holds a bachelor's degree of economics from the Aleppo University

Mr. Mortada is the founder and the managing director of Al Ramz. Mr. Mortada has more than 25 years of experience in the financial sector including asset management, brokerage, transaction services, real estate and banking. Mr. Mortada has passionately and successfully steered the exponential growth of 'Al Ramz' since inception to become one of the leading financial services houses in the UAE.

External appointments

- o Board Member, Sky 1 Money Market Fund.

Previous appointments

- o Board Member, Union Insurance PJSC
- o Board Member of AXA Green Crescent Insurance PJSC



DR. SAMEER AL ANSARI
CEO & BOARD MEMBER,
RAK INTERNATIONAL
CORPORATE CENTRE

Dr. Sameer is a Fellow of the Institute of Chartered Accountants in England & Wales. He was awarded an Honorary Doctorate by Loughborough University for outstanding achievement and leadership in finance and is a visiting fellow at Oxford University Said business school.

External appointments

- o Board Member - TVM Healthcare Partners
- o Board Member - Marjan
- o Board Member, Al Ramz Corporation PJSC
- o CEO – RAK Digital Assets Oasis
- o CEO – RAK ICC

Previous appointments

- o Board Member DIFC
- o Board Member Hawkamah
- o Founding CEO of Amlak Finance
- o CEO SHUAA Capital
- o Board member Dubai Holding

management team..

thank you for making the time to meet with us today



MORTADA AL DANDASHI
GROUP MANAGING DIRECTOR

Mr. Mortada is the founder and the managing director of Al Ramz. Mr. Mortada has more than 25 years of experience in the financial sector including asset management, brokerage, transaction services, real estate and banking. Mr. Mortada has passionately and successfully steered the exponential growth of 'Al Ramz' since inception to become one of the leading financial services houses in the UAE.

Background

Mohammed holds a bachelors degree in Business Administration from the University of Aleppo, Syria.



HAISAM ODEIMEH
GCEO FINANCIAL SERVICES

Prior to joining Al Ramz, Haisam served as the deputy CFO of Al Hilal Bank and head of strategic planning as well as asset and liability management. Haisam also served as the Head of Financial Services Department at KPMG Lower Gulf where he oversaw attestation and advisory services. Haisam served on the board of directors of several concerns across banking, insurance and asset management sectors.

Background

Haisam holds a masters degree in Banking & Finance from Sorbonne University, a bachelor's degree of accounting from the University of Toledo, USA and is a Certified Public Accountant, USA.



KARIM SCHOEIB
GCEO INVESTMENT BANKING

Prior to being appointed as the CEO of Al Ramz, Karim worked at Credit Suisse within the International Wealth Management. Karim worked with SHUAA Capital for over 11 years and during his tenure held several senior positions including Head of Corporate Finance; Head of Equity Capital Markets; CEO of Investment Banking & General Manager of SHUAA Securities Brokerage.

Background

Karim holds a masters degree in Banking & Finance from Sorbonne University, a Bachelor of Arts in Economics & Business and in German from Lafayette College in the USA and is a Certified Wealth Management Advisor (CWMA) from Swiss Association for Quality (SAQ).



YAZAN ABDEEN
CEO ASSET MANAGEMENT

Mr. Yazan brings with him over two decades of experience in asset management, with a focus in the UAE and Saudi Arabia. His professional journey includes founding and leading businesses, managing investment teams, and establishing strong asset management practices.

His expertise lies in analyzing and valuing companies across the Middle East and Africa, as well as managing funds in diverse regulatory environments.

Background

Yazan Abdeen earned an MBA in Business, Finance, and Economics from London Business School. Prior to that, they completed a Bachelor of Applied Science (B.A.Sc.) in Computer Science at the American University of Beirut.



MOATASEM RAJAB
HEAD OF WEALTH MANAGEMENT

With over 25 years of banking experience in one of the UAE's top tier banks mainly in brokerage and wealth management, he has a successful track record in building exceptional client relationships, risk management, business strategy planning and development.

Prior to his current role, Moatasem was the Senior Vice President - Head of Sales at FAB Securities focused on HNWI and institutional clients. He also executed cross divisional collaborations within FAB divisions to cross-sell all other bank products and services.

Background

Moatasem holds a Bachelor of Science in Business Administration from the University of Foreign Trade in Budapest, Hungary.



ANAS SALAMEH
CHIEF FINANCIAL OFFICER

Prior to joining Al Ramz, Anas diversified his experience in finance through his work in asset liability management, regulatory reporting and finance operation at Al Hilal Bank.

Anas has also served as a key member in KPMG Lower Gulf financial services audit team prior to joining KPMG Lower Gulf transaction and restructuring department.

Background

Anas holds a Master's degree in Finance & Business Administration from Amman Arab University, a bachelor's degree from Al Zaytoonah Private University in Amman, Jordan, & is a Certified Public Accountant, USA.



WASIM JUNAIDI
HEAD OF MARKET MAKING

Wasim currently heads our Market Making practice and has extensive experience in market making and liquidity providing. Wasim holds more than 20 years of experience in equity markets and portfolio management at flagship institutions including First Abu Dhabi Bank and Dubai Islamic Bank. Wasim was a key member of the team that helped formulate Omani MMLP regulation.

Background

Wasim holds a Bachelor of Arts in Economics & Business and is a Certified Market Technician.

breadth of services..

comprehensive suite of services to cater various clients' need

UAE public joint stock

Founded in 1998, Al Ramz is a UAE domiciled public joint stock company listed on Dubai Financial Market and regulated by the UAE Securities and Commodities Authority as well as the Dubai Financial Services Authority.

Prominent role in financial markets

Al Ramz invested a great deal in expanding its value proposition which included the launch of margin offering, asset management, fund management, market making, liquidity providing, public offering management and research.



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RECAP

2023 in review

break-through year, major milestones achieved whilst preserving shareholder returns
commitment to disciplined approach for a sustainable growth

MARKET POSITIONING

COMPETITIVENESS

- 39% increase in client holdings
- 325% increase in customer acquisition
- 30% increase in customer count

PROPRIETARY PLATFORM

END-TO-END

- Seamless integration
- Streamlined journeys
- Investment insights
- Intuitive user experience.

QUANT STRATEGIES

QUANTITATIVE MODELS

- Rollout of UAE quantitative trading strategies
- Robotic portfolio optimization tool aligned with client objectives
- Leveraging generative AI

STRATEGY REFRESH

DISCIPLINED DELIVERY

- Medium term strategy refresh
- Redesign of employee reward strategy
- Commitment to disciplined approach for a sustainable growth

HUMAN RESOURCES

TALENT MANAGEMENT

- Boosted asset management capabilities
- Renewed investment in academy

NET PROFIT

6% DIVIDENDS

- Net profit growth of 22% YoY.
- Revenue growth of 15% YoY.
- ROE of 7% and dividends of 6%.

2023 earnings..

revenue growth propelled by investment and interest income
net profit growth of 22% for the year

AED'MN

REVENUES

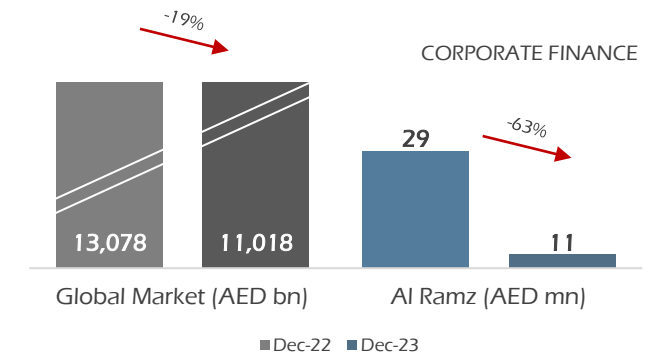
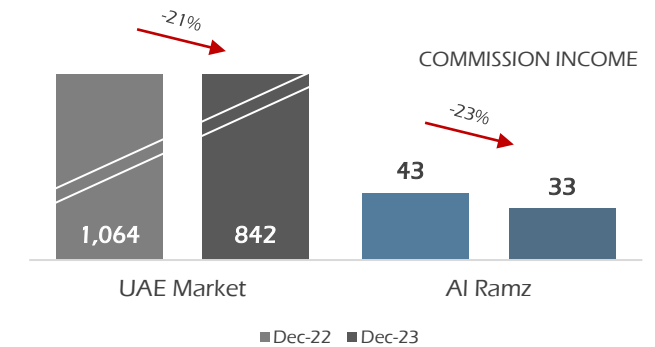
Net commission income
Net interest income
Net investment income
Corporate finance
Market making
Asset management
Other income
Net revenues

EXPENSES

Staff costs
General & admin expenses
Depreciation
Total expenses
Tax expense


NET PROFIT

	ACTUAL DEC-23	ACTUAL DEC-22	VAR
Net commission income	32.8	42.8	▼ (10.0)
Net interest income	46.3	29.4	▲ 16.9
Net investment income	16.8	(13.0)	▲ 29.8
Corporate finance	10.7	28.9	▼ (18.2)
Market making	8.7	10.5	▼ (1.8)
Asset management	2.8	4.0	▼ (1.2)
Other income	0.5	0.4	▲ 0.1
Net revenues	118.6	103.0	▲ 15.6
Staff costs	57.0	53.6	▲ 3.4
General & admin expenses	16.4	12.4	▲ 4.0
Depreciation	5.1	4.5	▲ 0.6
Total expenses	78.5	70.5	▲ 8.0
Tax expense	0.4	0.0	▲ 0.4
NET PROFIT	39.7	32.5	▲ 7.2



segmented results..

increasingly diversified service lines to which assets are allocated based on RAROC
maturing new service lines generating returns on investment and diversifying our sources of revenue

 **prime brokerage** REVENUES **28%**
-23% YOY


- Since 2001
- Market share of ~3.27% in the UAE
- Equities, fixed income and derivatives

 **corporate finance** REVENUES **9%**
-63% YOY

- Since 2010
- Leader in mergers, acquisitions, valuations, restructuring, public and private offerings and underwriting.

 **collateralized margins** REVENUES **39%**
+57% YOY


- Since 2010
- A leading margin provider in the UAE
- Asset based financing secured by traded securities

 **proprietary portfolio** REVENUES **14%**
+229% YOY

- Non trading portfolio
- Strategic holdings promoting revenue growth of business lines within Al Ramz

 **market making** REVENUES **7%**
-17% YOY

- Since 2016
- A leading UAE market maker and liquidity provider
- Cash equities and derivatives

 **asset & fund mgmt** REVENUES **3%**
-30% YOY

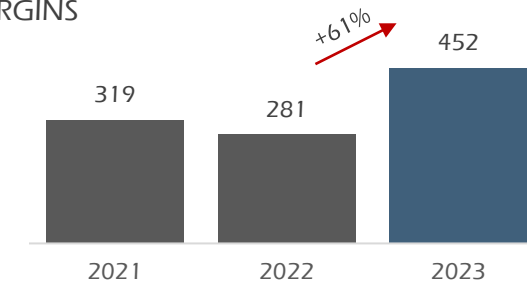
- Since 2016
- Managed assets of AED 1.3bn
- UAE's sole Dirham based Money Market Fund

financial position

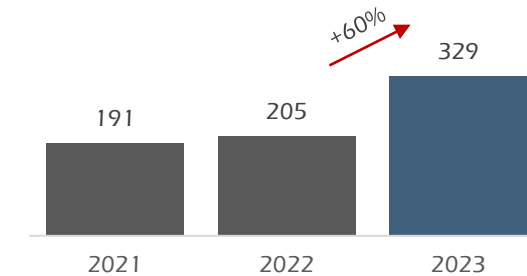
clean balance sheet, healthy capitalization and liquidity
increase in borrowings to fund margin business growth

AED'MN		ACTUAL	—— ACTUAL ——	
		DEC-23	DEC-22	VAR
ASSETS				
Margin & trade receivables	37%	452	281	▲ 171
Investment portfolio	6%	76	55	▲ 21
Cash and bank balances	42%	522	587	▼ 65
Other assets	15%	184	63	▲ 121
		1,234	986	248
EQUITY & LIABILITIES				
Short term borrowings	27%	329	205	▲ 124
Other liabilities	1%	8	33	▼ 25
Customer balances	28%	345	203	▲ 142
Shareholder's equity	45%	552	545	▲ 7
		1,234	986	248
LIQUIDITY				
Liquid coverage ratio		76%	66%	▲ 10%
Cash / total assets ratio		25%	39%	▼ 14%

MARGINS



BORROWINGS



notes

*In accordance with the regulations issued by the Securities and Commodities Authority ("SCA") the Group maintains separate bank accounts for customer balances. These balances are not available to the Group and have been presented on balance sheet as required by SCA.

credit risk | margins

margins repricing quarterly secured at inception by 200% and subject to forced sale at 125%
credit expansion reflecting increased appetite particularly for banking blue chips

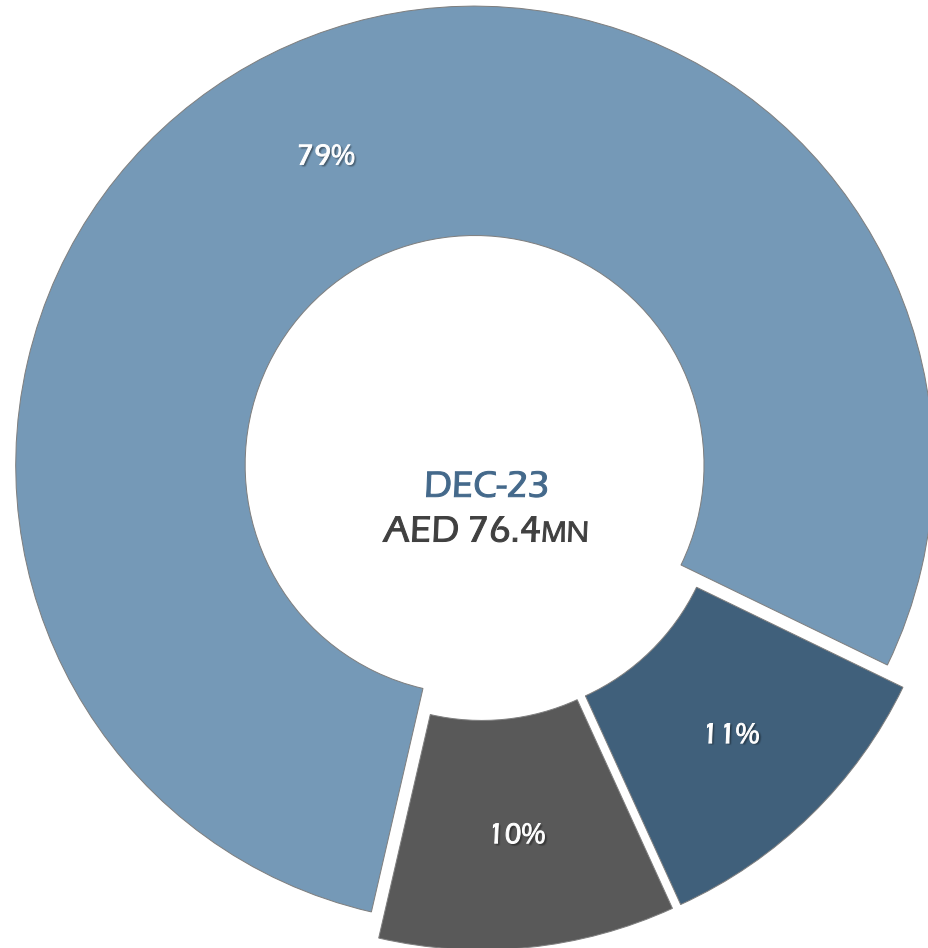
TOP 10 CLIENT EXPOSURES 77.1%			+ 150% COVER 97.7%			TOP 10 SECURITY EXPOSURES 69.1%							
CLIENT CONCENTRATION YOY ▲ 13.6%			COVERAGE YOY ▼ 1.5%			SECURITY CONCENTRATION YOY ▲ 4.7%							
AED'MN						AED'MN							
#	O/S	COVERAGE	#	O/S	COVERAGE	COVERAGE	WEIGHT	#	O/S	WEIGHT	#	O/S	WEIGHT
1	67.5	225%	1	43.1	406%	Above 200%	63.8%	SEC 1	77.8	17.3%	SEC 1	30.2	12.7%
2	66.9	182%	2	31.4	204%	175% - 200%	31.4%	SEC 2	63.6	14.1%	SEC 2	25.7	5.6%
3	41.2	205%	3	19.2	291%	150% - 175%	2.5%	SEC 3	38.9	8.7%	SEC 4	25.3	5.5%
4	41.1	181%	4	17.0	582%	125% - 149%	2.1%	SEC 4	30.7	6.8%	SEC 3	25.1	5.4%
5	36.7	263%	5	15.8	649%	113% - 125%	0.0%	SEC 5	27.2	6.1%	SEC 5	19.1	4.4%
6	25.7	204%	6	11.8	236%	Below 113%	0.2%	SEC 6	18.2	4.0%	SEC 6	11.7	4.0%
7	25.2	207%	7	10.1	192%			SEC 7	13.7	3.0%	SEC 7	11.0	3.9%
8	18.2	181%	8	8.0	204%			SEC 8	13.7	3.0%	SEC 8	9.2	3.7%
9	14.3	671%	9	7.4	257%			SEC 9	13.5	3.0%	SEC 9	8.5	3.3%
10	9.9	427%	10	7.3	732%			SEC 10	13.3	3.0%	SEC 10	7.6	3.2%
	346.7	TOP 10		171.1	TOP 10				310.6	TOP 10		173.3	TOP 10
	449.5	TOTAL		269.4	TOTAL				449.5	TOTAL		269.4	TOTAL
	77.1%			63.5%					69.1%			64.3%	
RISK APPETITE LIMIT OF 15% OF NET EQUITY						RISK APPETITE LIMIT OF 15% OF NET EQUITY							

notes

Al Ramz has developed a robust risk framework that monitors large exposure limits, security exposure limits, single sector exposure limits as well as sector limits

investment portfolio

representing 6% of assets and restricted to strategic positions and HQLA



SECTOR	LISTED HEALTHCARE & EDUCATION
DOMICILE	UNITED ARAB EMIRATES
STAKE	2% OR 50MN SHARES
DIVESTMENT HORIZON	MEDIUM TERM (~24 MONTHS)
TOTAL ASSETS	AED 3.9BN
NET ASSETS	AED 2.8BN
NET PROFIT	AED 155MN
BOOK VALUE PER SHARE	AED 1.12
CARRYING VALUE PER SHARE	AED 1.20

SECTOR	FIXED INCOME
DOMICILE	UNITED ARAB EMIRATES
DIVESTMENT HORIZON	SHORT TERM (~12 MONTHS)
PURPOSE	HIGH-QUALITY LIQUID ASSETS

SECTOR	LISTED EQUITIES MARKET MAKING POSITIONS
DOMICILE	UNITED ARAB EMIRATES
DIVESTMENT HORIZON	SHORT TERM (~1 MONTH)

other assets

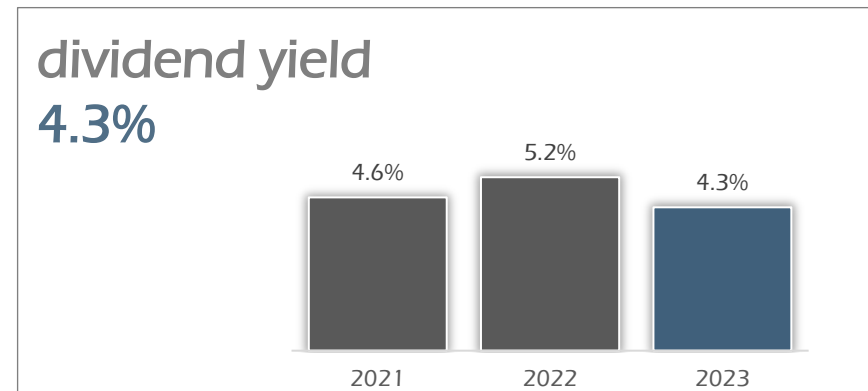
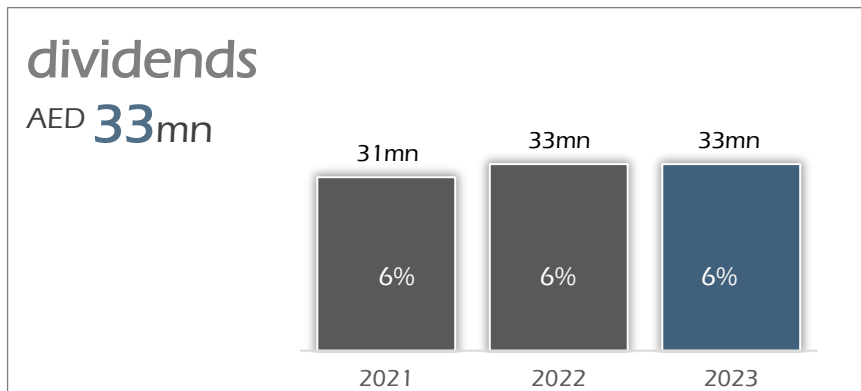
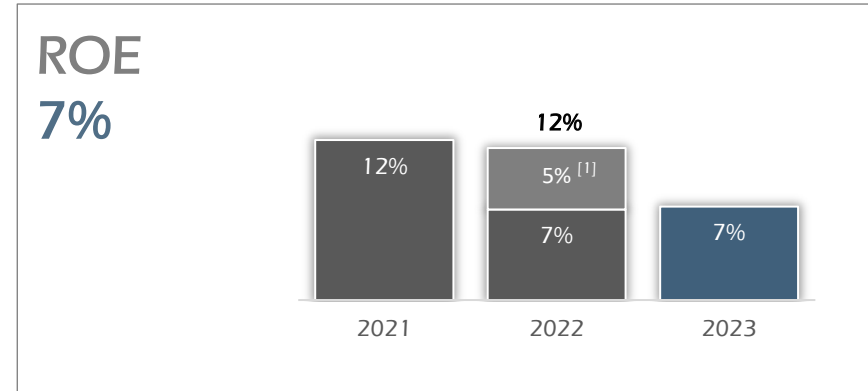
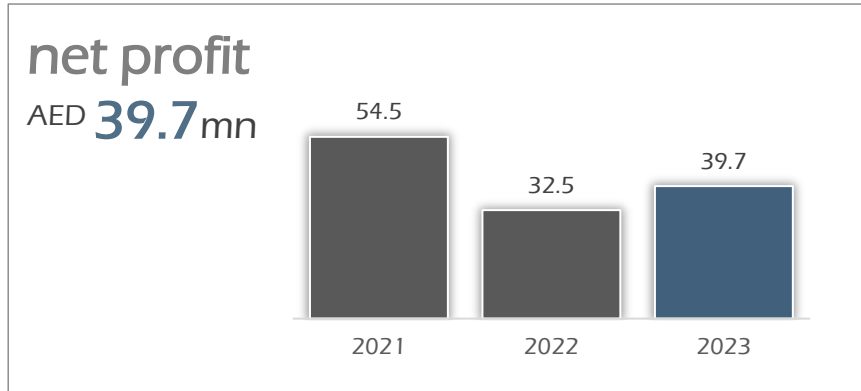
increase in other assets in account of unsettled trades at the close of the fiscal year

		ACTUAL	—— ACTUAL ——	
		DEC-23	DEC-22	VAR
AED'MN				
	OTHER ASSETS			
Due from securities markets	59%	108.9	0.5	▲ 108.4
Property and equipment	22%	41.2	34.0	▲ 7.2
Goodwill	13%	24.6	24.6	▶ 0.0
Others	5%	9.0	4.0	▲ 5.0
		183.7	63.1	120.6

- Representing balance due from markets in relation to client transactions.
- Balance settled within two working days.

shareholder value creation

consistent dividend payout of 6% over the past 3 years

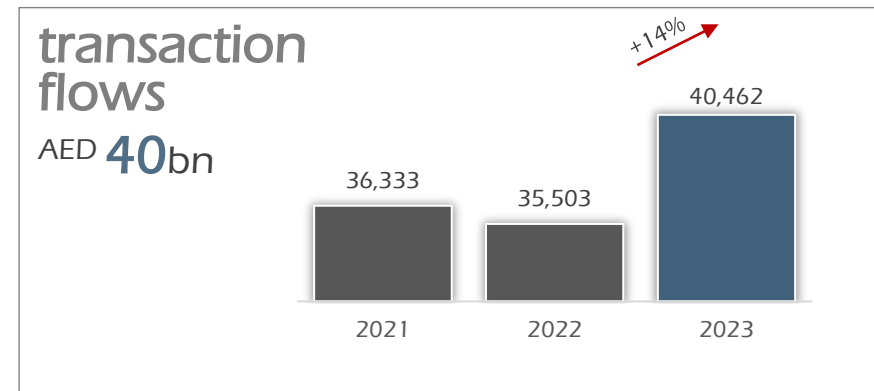
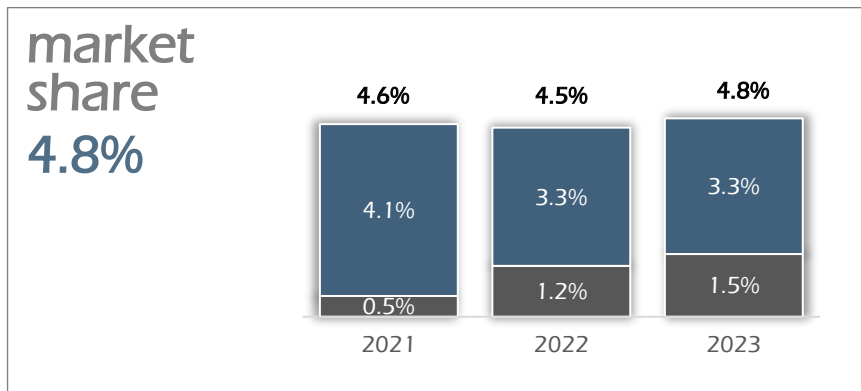
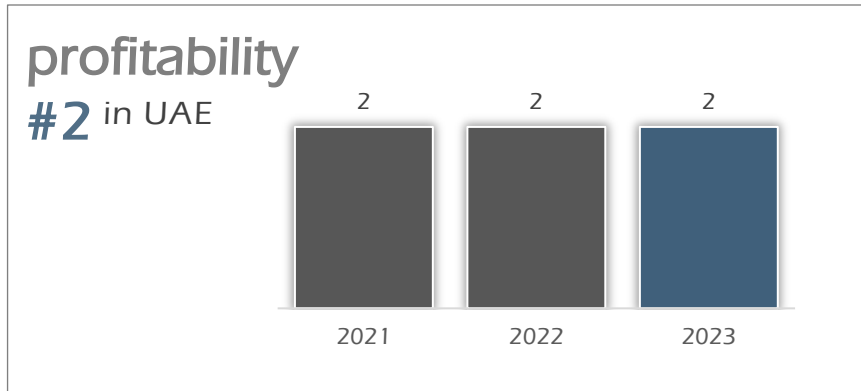


note

[1] during 2021 and 2022 the company bought and sold treasury stocks resulting in an increase in equity of AED22mn (ROE of 5%)

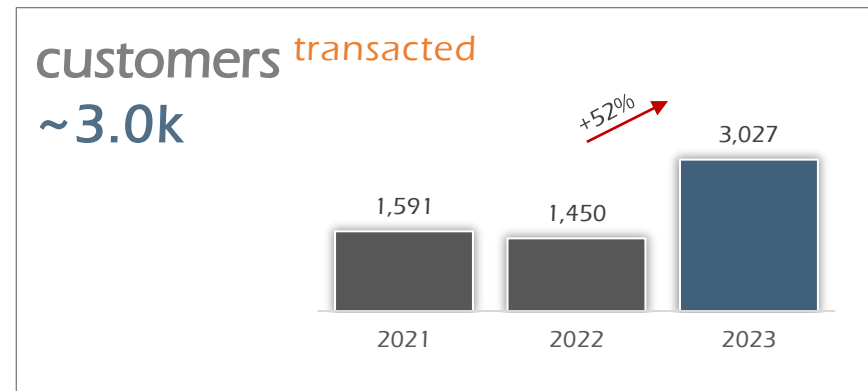
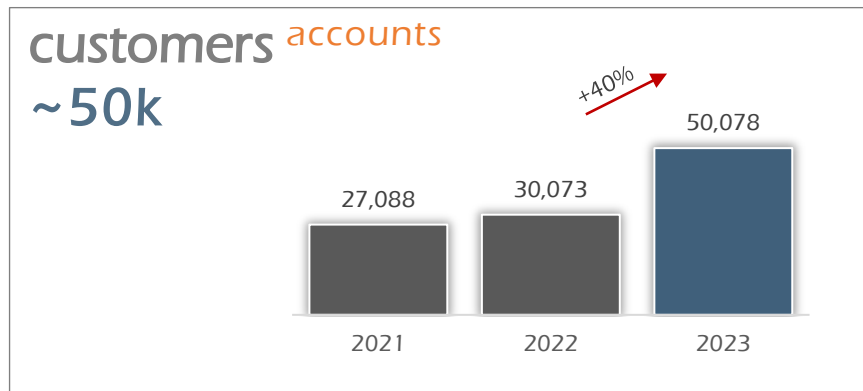
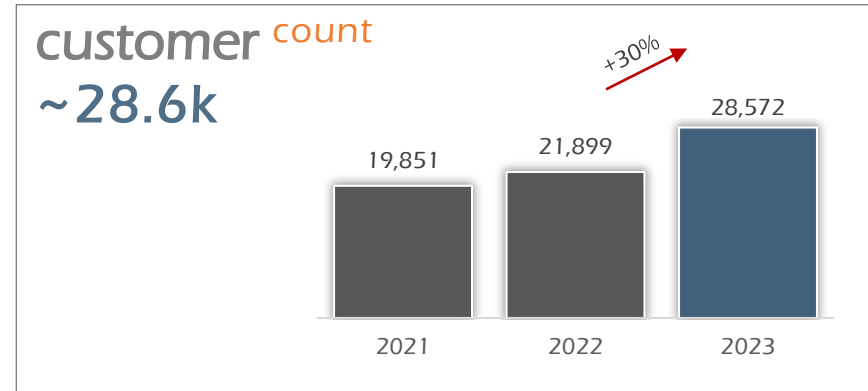
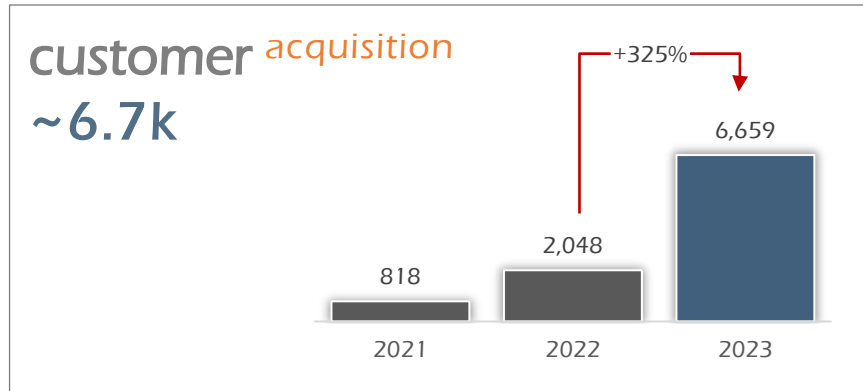
market position

enhanced market position as a result of an increase in client holding and transaction flows



market reach

surge in customer acquisition and related metrics during the year



note

In 2022/2023, a partnership was formed with DIB where DIB agreed to provide brokerage and related services to its clients through Al Ramz Capital

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RECAP

strategic priorities..

balancing strategic priorities to safeguard shareholder interest

STRATEGIC PURPOSE

To create **sustainable value creation** investment bank with diversified and complementary offerings to serve the needs of our customers, stakeholders and the community at large.

KEY ENABLERS

DIGITALIZATION



- Improving efficiency and customer friendliness across channels
- Intuitive and seamless customer journeys
- Digital first conviction
- Technology and data-driven

VALUE PROPOSITION



- Expand offering to additional asset classes
- Improve cross border offering reach
- Extend offering to different channels
- Segmented offerings to meet specific customer needs

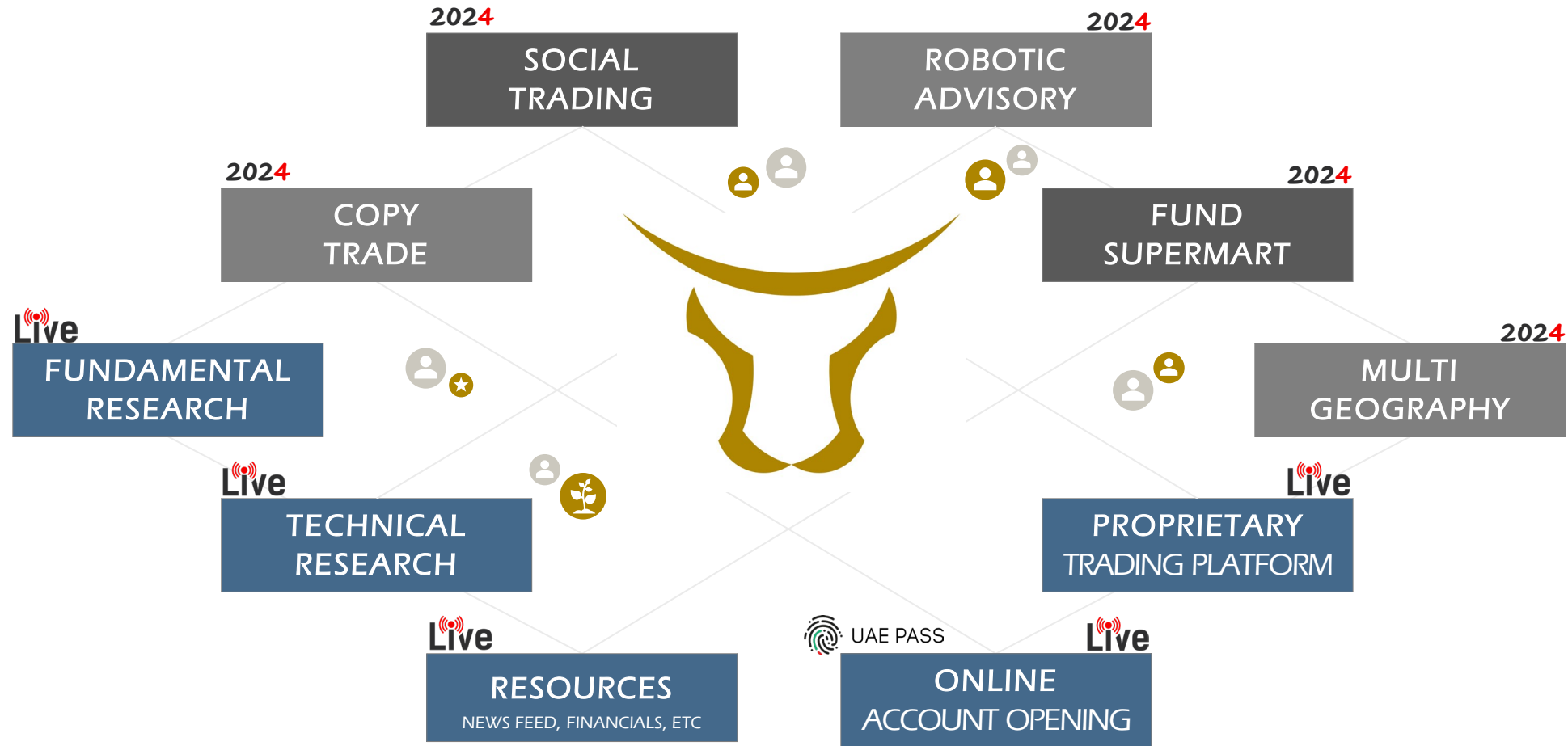
TALENT



- Technology-specific recruiting
- Reshaping career paths
- Role and strategic clarity, competitive insights, and personal ownership
- Diversification of workforce
- Fresh graduates program

proprietary platform..

development of proprietary digital solution including innovative investment offerings



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RECAP



recap..

consistent financial performance coupled with a robust balance sheet
established strategic direction emphasizing future growth and value generation

PERFORMANCE

business growth

- **EXPANDING** reach and market position through digitalization and partnerships
- **PROGRESSIVE** value proposition incorporating elevated and differentiated offering

HEALTH

risk management

- **RESILIENT** framework integrated into decision making and encompassing a broad spectrum
- **ROBUST** financial position with limited leverage to capture emerging opportunities

DEVELOPMENT

strategic emphasis

- **FOCUSED** strategy aimed at delivering enduring shareholder value through distinguished offering
- **TRACK RECORD** of agile delivery of customer centric value proposition

THANK YOU..

WWW.ALAMZ.AE

