


أمانات
AMANAT
HEALTHCARE & EDUCATION

RESULTS PRESENTATION

9M-2020



Period	Value
1	1
2	5
3	3
4	6
5	7
6	4
7	6
8	2
9	5
10	7

Disclaimer

Important Information

Upon receipt of this Investors' Presentation, the accompanying Press Release to Invest, or any oral presentation relating thereto (collectively, the "Information"), and confirmation of subscription to the Offer Shares, you irrevocably agree to be bound by the following terms and conditions:

The Information is confidential and may not be reproduced, redistributed, published or passed on to any other person, directly or indirectly, in whole or in part, for any purpose. If you were not meant to receive the Information, or received it illegally by any third party's breach of the aforementioned confidentiality undertaking, you must immediately return it to its owner - that is Amanat Holdings PJSC (the "Company").

The Information is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

The Information has not been reviewed, verified, approved and/or licensed by the Central Bank of the United Arab Emirates ("UAE"), Securities and Commodities Authority of the UAE and/or any other relevant licensing or regulatory authority in the UAE including any licensing authority incorporated under the laws and regulations of any of the free zones established and operating in the territory of the UAE, notably the Dubai Financial Services Authority ("DFSA").

The Information does not constitute a recommendation regarding the offering of the Offer Shares. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Company and the nature of the Offer Shares before taking any investment decision with respect thereto. If you do not understand the contents of the Information you should consult an authorized financial adviser.

Subject to applicable law in the UAE, the Company shall not accept any responsibility whatsoever in relation to the Information and makes no representation or warranty, express or implied, for the contents of the Information, including its accuracy, completeness or verification or for any other statement made or purported to be made in connection with the Company, and nothing in the Information, or this Disclaimer, shall be relied upon as a promise or representation in this respect, whether as to the past, the present, or the future. The Information contains forward-looking statements, including the Company's target return on investment. These statements and any other statements that are not historical fact that are included in the Information are forward-looking statements. Forward-looking statements give the Company's current expectations and projections relating to its financial condition, results of operations, plans, objectives, future performance and business. These statements may include, without limitation, any statements preceded by, followed by or including words such as "target," "believe," "expect," "aim," "intend," "may," "anticipate," "estimate," "plan," "project," "will," "can have," "likely," "should," "would," "could" and other words and terms of similar meaning or the negative thereof. Such forward-looking statements involve known and unknown risks, uncertainties and other important factors beyond the Company's control that could cause the Company's actual results, performance or achievements to be materially different from the expected results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which it will operate in the future.

The Information has not been independently verified and will not be updated. The Information, including but not limited to forward-looking statements, applies only as of the date of this Investors' Presentation and is not intended to give any assurances as to future results. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to the Information, including any financial data or forward-looking statements, and will not publicly release any revisions it may make to the Information that may result from any change in the Company's expectations, any change in events, conditions or circumstances on which these forward-looking statements are based, or other events or circumstances arising after the date of this document. Market data used in the Information not attributed to a specific source are estimates of the Company and have not been independently verified.

Results Update 9M-2020



Amanat At a Glance



HEALTHCARE

3

Investments in Healthcare

Total Operational Beds



462

Across 3 Specialized Hospitals

Healthcare Revenues
(9M-2020)

AED **0.9** BN



EDUCATION

5

Investments in Education

Total Number of Students

c. **20k**



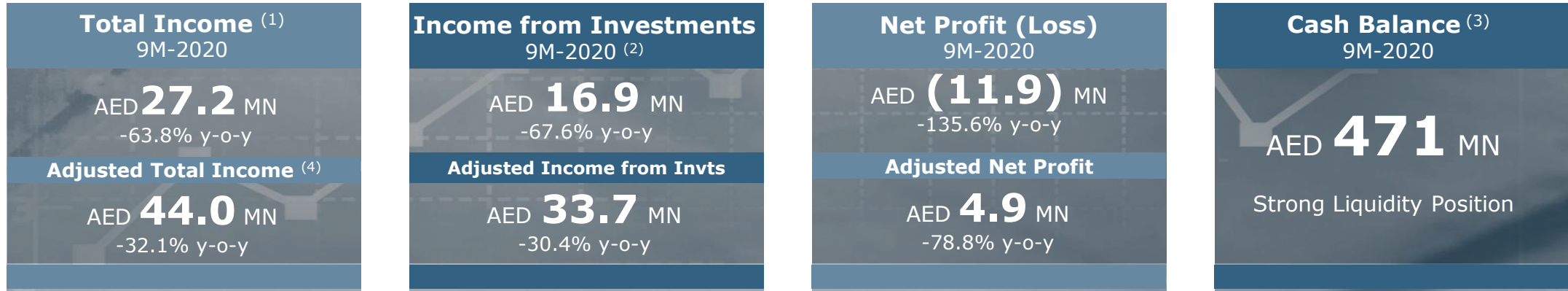
Across 1 Pre-school, 8 Schools, 3 Universities & 1 EdTech company

Education Revenues
(9M-2020)

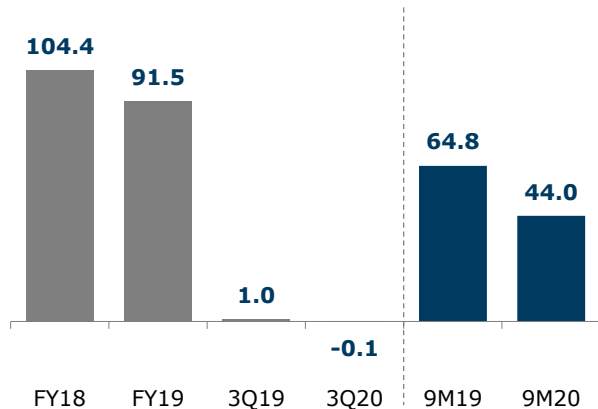
AED **1.1** BN



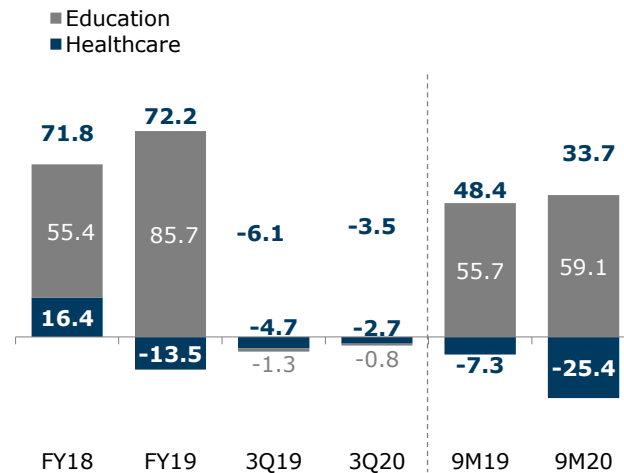
Performance Highlights 9M-2020



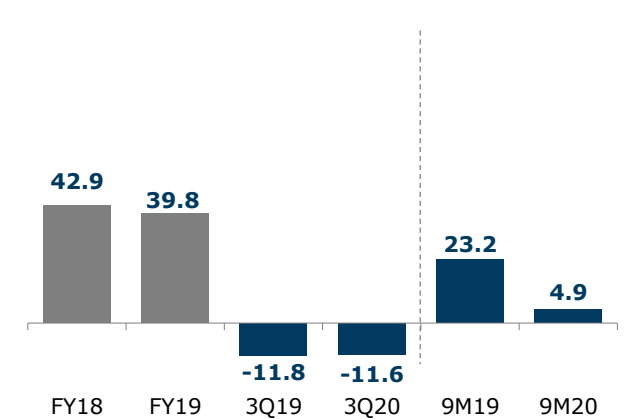
Adjusted Total Income | AED MN



Adjusted Income from Investments | AED MN



Adjusted Net Profit | AED MN



(1) Excluding NCI

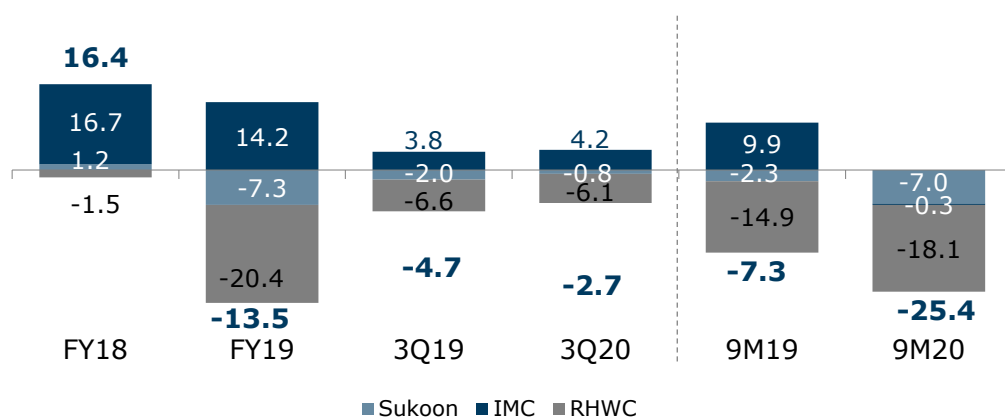
(2) Includes share of results from associates (Sukoon, Taleem, International Medical Center and Abu Dhabi University Holding Company), share of net income from subsidiaries (Middlesex University Dubai and Royal Hospital for Women & Children) and Finance Lease income generated from the real estate assets of North London Collegiate School Dubai less PPA costs.

(3) Amanat Holdings. (4) Adjusted Total Income, Adjusted Income from Investments and Adjusted Net Profit excluding one-off items

Portfolio Highlights

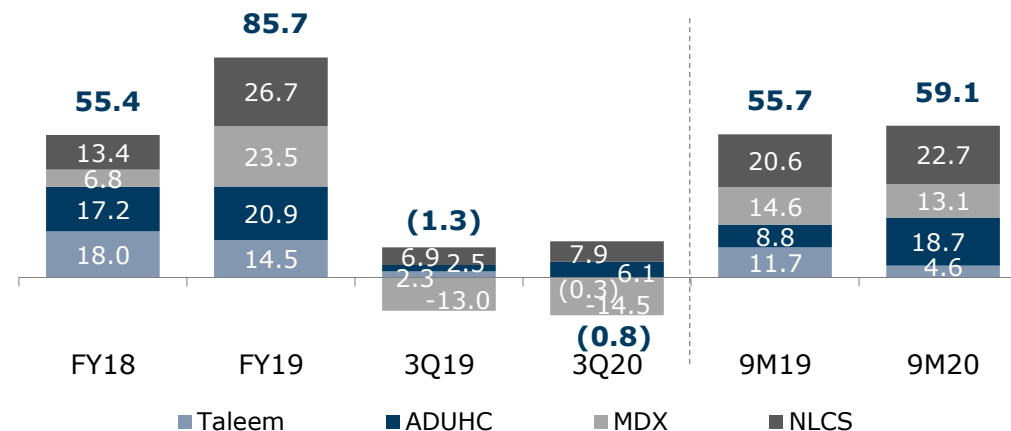
Healthcare Platform

Income from Investments Build-Up 9M-2020 | AED MN ⁽¹⁾

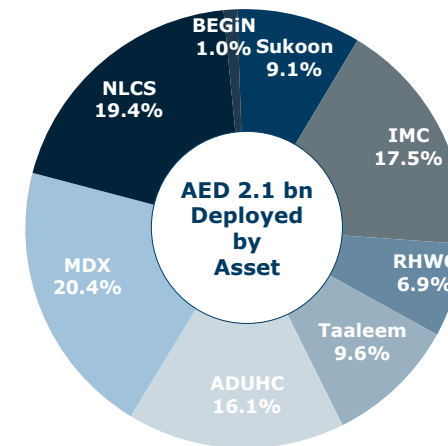
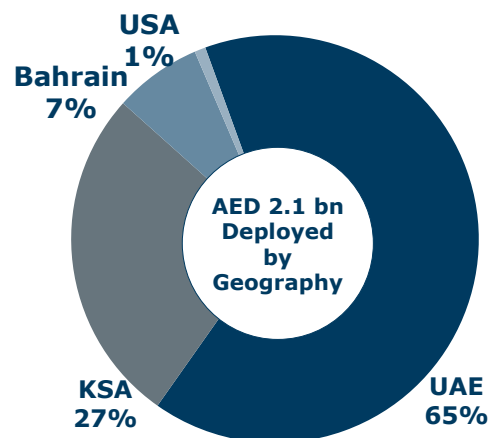
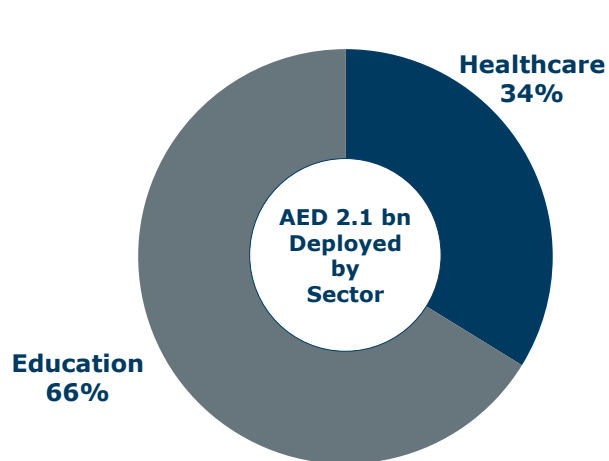


Education Platform

Income from Investments Build-Up 9M-2020 | AED MN ⁽²⁾



Investments Breakdown



(1) & (2) Amanat Income from Investments excludes one-off items

Summary Consolidated Income Statement

AED' 000	9M-19	9M-20	Change
Subsidiaries Revenue	100,024	99,229	-1%
Direct Costs	(50,466)	(51,289)	2%
Subsidiaries Gross Profit	49,558	47,940	-3%
Subsidiary-related Employee Expenses	(19,307)	(26,729)	38%
Other Subsidiaries Income	1,369	1,209	-12%
Other Subsidiaries Expenses	(25,715)	(25,594)	0%
Subsidiaries Interest Income	165	89	
Subsidiaries Interest Expense	(2,267)	(3,725)	64%
Other Subsidiaries Expenses	-	-	
Subsidiaries Net Profit	3,803	(6,811)	-279%
Non controlling Interest Subsidiaries	5,987	7,992	33%
Subsidiaries PPA Expenses	(3,375)	(3,375)	0%
Eliminations Interest income	(461)	(872)	
Eliminations Other income	(2,500)	(1,875)	-25%
Amanat Share of Subsidiaries' Net Income	3,454	(4,941)	-243%
Share of Associates Results	29,993	(827)	-103%
Non-Controlling Others	(1,950)	-	
Amanat Share of Associates	28,042	(827)	-103%
Share of Associates Results Attributable to Equity Holders	31,496	(5,768)	-118%
Finance Lease Income	20,636	22,658	10%
Interest Income	12,018	8,079	-33%
Other Income	10,891	2,225	-80%
Total Income	75,042	27,195	-64%
Amanat-related Employee Expenses	(24,330)	(18,221)	-25%
Amanat-related General and Admin. Expenses	(12,850)	(13,221)	3%
Projects Expenses	(4,427)	(7,643)	73%
Total Expenses	(41,607)	(39,084)	-6%
Net Profit / (Loss) for the Period	33,435	(11,889)	-136%
Net Profit Margin	44.6%	-43.7%	198 pts
Adjusted Net Profit / (Loss) for the Period	23,208	4,928	-79%
Adjusted Net Profit Margin	30.9%	11.4%	63 pts

Key Highlights

- Subsidiaries comprise MDX and RHWC, both of which were acquired at the end of August 2018.
- Share of Associates Results include IMC, Sukoon, Taaleem and ADUHC while Finance Lease Income represents the real estate assets of NLCS.
- The increase in subsidiary-related expenses was driven by RHWC's ramp up which reflects a full 9 months of operations in 9M 2020 vs. only 6 months last year given the hospital launched in March 2019
- Interest income in 9M-2020 reached AED 8.1 million vs. AED 12.0 million in 9M-2019 on account of a significant decline in interest rates y-o-y.
- NCI others represents our partners share in IMC which is not applicable in 2020 after shares were directly invested in IMC separately.
- Eliminations of interests and other income has been deducted from the subsidiaries performance and added to the same line item at the corporate level; this is to tally financials with performance at the Holding level.
- Amanat's total income, which includes share of results from associates, net profit from subsidiaries excluding NCI, finance income, interest and other operating income recorded AED 27.2 million in 9M-2020, down by 63.8% compared to the AED 75.0 million booked in the same period last year.
- Total holding expenses recorded AED 39.1 million in 9M-2020, down by 6.0% y-o-y versus the AED 41.6 million recorded in 9M-2019. Amanat recorded a 25% decline in staff costs to AED 18.2 million, with a 3.0% increase in G&A expenses to AED 13.2 million.
- Amanat recorded a net loss for 9M-2020 of AED 11.9 million compared to a net profit of AED 33.4 million in the same period last year, impacted by lower contributions to income from investments by the healthcare platform companies on account of COVID-19 and further compounded by a one-off provision of AED 16.8 million related to Sukoon. Excluding this one-off provision, Amanat would have turned a net profit of AED 4.9 million in 9M-2020.

Summary Consolidated Balance Sheet









AED' 000	31-Dec-19	30-Sep-20
Property & Equipment	134,933	130,799
Goodwill & Intangible Assets	485,849	482,474
Finance Lease Receivables (NLCS)	336,417	368,781
Investments in Associates	1,107,774	1,100,152
Other Non-Current Assets	40,867	28,372
Total Non-Current Assets	2,105,840	2,110,578
Cash and Cash Balances	571,702	504,301
Other Current Assets	86,915	51,926
Total Current Assets	658,617	556,227
Total Assets	2,764,457	2,666,805
Share Capital	2,500,000	2,500,000
Share Premium	0	251
Treasury Shares	0	-6,200
Reserves	8,111	2,652
Retained Earnings	55,790	(11,100)
Non-controlling Interests	16,864	8,872
Total Equity	2,580,765	2,494,475
Bank Financing – Long Term	57,152	59,967
Other Long-Term Payables	3,916	4,013
Other Long-Term Liabilities	26,186	27,039
Total Non-Current Liabilities	87,254	91,019
Trade & Other Payables	30,531	49,452
Financial Liability at Fair Value through Profit or Loss	27850	0
Other Current Liabilities	38,057	31,859
Total Current Liabilities	96,438	81,311
Total Liabilities	183,692	172,330
Total Liabilities & Equity	2,764,457	2,666,805

Key Highlights

- Property, plant and equipment largely reflects the assets of RHWC.
- Goodwill and intangible assets of AED 482 million is related to the acquisitions of Middlesex and RHWC
- Investments in associates (Sukoon, Taaleem, IMC & ADUHC) stood at AED 1,100 million as at 30 September 2020 compared to AED 1,108 million as at 31 December 2019.
- Total cash and bank balances stood at AED 504.3 million as at 30 September 2020, down from AED 572 million in 31 December 2019 and representing 18.9% of Amanat's total assets.
- Cash balances held at Amanat Holdings as at 30 September 2020 stood at AED 471.0 million, down from AED 522.7 million at year-end 2019.
- The decline in cash and bank balances was mainly attributed to the AED 27.5 million draw-down from NLCS for the campus expansion as well as the distribution of dividends for the year 2019.
- Share premium of AED 251 thousand accounts for profit from the liquidity provision contract Amanat entered into in November 2019.

A Unique and Diversified Portfolio

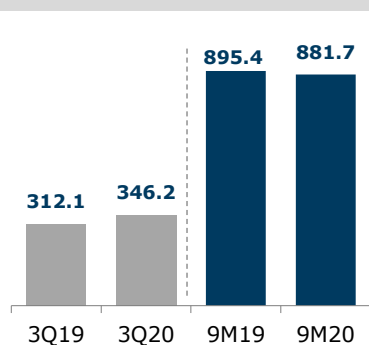
The region's largest integrated healthcare and education investment company

Healthcare Investments			Education Investments				
Our healthcare investments encompass general hospitals, tertiary and specialized care facilities			Our education investments cover K12 and early learning education as well as graduate, post-graduate and vocational training				
Sukoon Acute & Post-Acute Care	IMC Multi-Disciplinary Hospital	RHWC Women & Children Hospital	Taaleem K12 & Early Learning	ADUHC University & Post Graduate	MDX University & Post Graduate	NLCS Real Estate	BEGiN EdTech
Aug 2015 & Feb 2016	Dec 2016	Aug 2018	Apr 2016 & Dec 2017	Mar 2018	Aug 2018	Jun 2018	Oct 2020
							
KSA	KSA	Bahrain	UAE	UAE	UAE	UAE	USA
Stake: 33.25%	Stake: 13.13%	Stake: 69.36%	Stake: 21.67%	Stake: 35.0%	Stake: 100%	Stake: 100% Of Real Estate	Stake: 2% On a fully diluted basis
Investment: AED 188 mn	Investment: AED 360 mn	Investment: AED 142 mn	Investment: AED 198 mn	Investment: AED 330 mn	Investment: AED 419 mn	Investment: AED 402 mn	Investment: AED 18.4 mn
Operational Beds 130	Operational Beds 300	Operational Beds 32	Number of Students c. 8,800	Number of Students c. 8,000	Number of Students c. 3,300	N/A	N/A

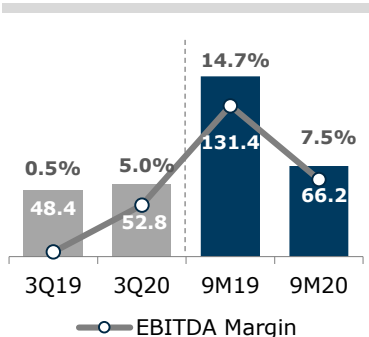
Healthcare Platform | IMC

Financial and Operational Review | Nine-months ended 30th September

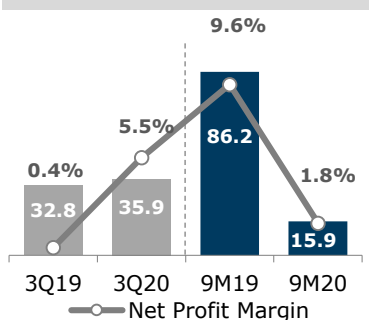
Revenue | SAR MN



EBITDA | SAR MN



Net Profit | SAR MN



Financial Performance

IMC's revenues declined 2% y-o-y due to the temporary drop in volumes resulting from COVID-19 restrictions on elective surgeries in H1 2020.

- However, during Q3 2020, inpatient and outpatient volumes recovered to all time high levels as restrictions in Jeddah were lifted
- Lower revenues, in addition to higher cost base due to COVID-related purchases and full year impact of North Jeddah costs, led to profit of SAR 15.9 mn recorded in Q3 2020 vs profits of SAR 86.2 mn in Q3 2019.




SAR **(183.4)** MN ⁽¹⁾

Net Debt (Cash)
30 Sep 2020

Action Plan

✓ Completed Initiative

⊕ Ongoing Initiative

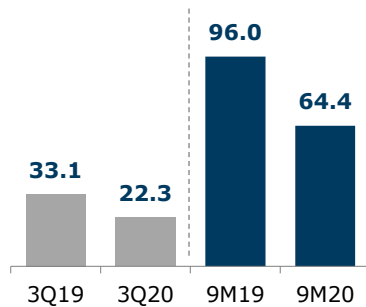
 <p>Corporate Strategy</p>	<ul style="list-style-type: none"> ✓ Revenue initiatives successfully implemented including expansion of Homecare, Telemedicine and ER services ✓ Operational integration of recent North Jeddah acquisition complete, with day-time utilization expanded and day case surgeries ramped up ⊕ Approved growth plans including tower expansion of existing facility, expected to result in 50% additional capacity, as well as expansion of mother and child services ✓ Formulated 5-year growth strategy ⊕ Implementing cost productivity initiatives
 <p>Corporate Finance</p>	<ul style="list-style-type: none"> ⊕ Evaluating optimal capital structure and funding options for expansion plans
 <p>Corporate Governance</p>	<ul style="list-style-type: none"> ✓ Completed the implementation of ERP system with full IFRS compliance and undergoing the upgrade of the HIS systems ✓ Fortified management capabilities with a full C-suite now in place

(1) Includes: Cash of SAR 240.5 mn and Lease Liabilities of SAR 57.1 mn

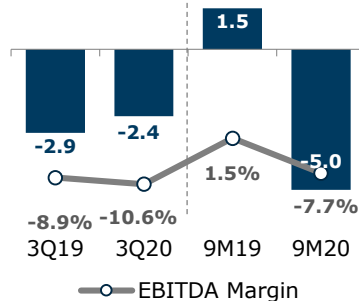
Healthcare Platform | Sukoon

Financial and Operational Review | Nine-months ended 30th September

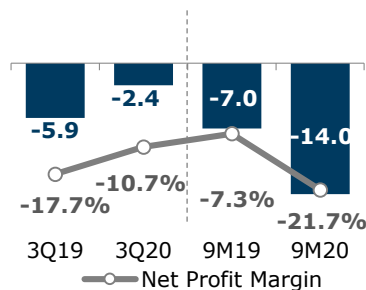
Revenue | SAR MN



EBITDA | SAR MN



Net Profit | SAR MN ⁽²⁾



Financial Performance

Sukoon's revenues declined 33% y-o-y driven by temporarily reduced capacity due to refurbishment of the facility

- Downward pressure on top-line affected the company's profitability despite cost saving initiatives implemented to offset the decline, resulting in a net loss pre one-off items of SAR 14.0 million
- In fact, EBITDA of core operations was positive during Q3 2020
- As part of the restructuring exercise, management has provided for c. SAR 52.6 million of aged receivables which affected bottom line in Q3 2020 and resulted in a net loss of c. SAR 67 million.




SAR **(174.5)** MN ⁽¹⁾

Net Debt (Cash)
30 Sep 2020

Action Plan

✓ Completed Initiative

⊕ Ongoing Initiative

 <p>Corporate Strategy</p>	<ul style="list-style-type: none"> ✓ Defined turnaround strategy & identified new revenue streams ✓ Completed facility redesign and renovation is underway to improve patient flow and increase capacity ⊕ Diversifying client base away from the concentration of the Ministry of Health ⊕ Improving revenue cycle management ⊕ Initiated cost-saving plan
 <p>Corporate Finance</p>	<ul style="list-style-type: none"> ⊕ Optimizing the company's capital structure and utilization of excess cash ⊕ Growth plans expected to be completely financed by internal funds ⊕ Improving recoverability of receivables
 <p>Corporate Governance</p>	<ul style="list-style-type: none"> ✓ Hired a new CEO and CFO in December 2019 ✓ Enhanced controls through the development board committee charters, establishment of an Internal Audit function and improving current policies & procedures ✓ Maintaining CBAHI and JCI accreditation

(1) Includes: Cash of SAR 177.0 mn and Lease Liabilities of SAR 2.5 mn (2) Excludes one-off items of SAR 53.0 mn in 9M20




Healthcare Platform | RHWC

Financial and Operational Review | Nine-months ended 30th September

Financial Performance

RHWC recorded revenues of BHD 0.8M in 9M-2020, significantly above 9M-2019 of BHD 0.2M, the improved performance was attributable to:

- Ramp-up in volumes across IP and OP and activation of 90% of the hospital's service lines.
- 9M-2020 EBITDA⁽¹⁾ recorded loss of BHD 1.7M, vs. BHD 1.5M in 9M-2019 as a result of increased hiring in anticipation of service launching
- While the pace of ramp-up and magnitude of losses were adversely affected by COVID-19 restrictions, mitigating measures on the cost side were undertaken by management which helped moderate YTD losses

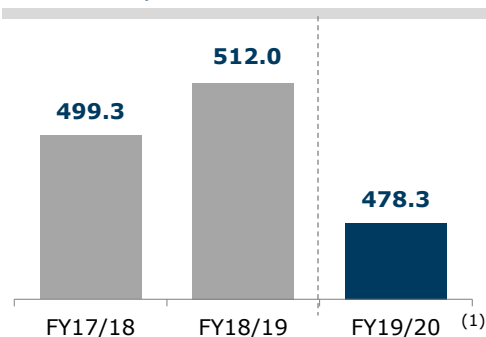
	Action Plan	✓ Completed Initiative	⊕ Ongoing Initiative
<p>BHD 0.8 MN</p> <p>Revenues 9M20</p>	 <p>Corporate Strategy</p>	<ul style="list-style-type: none"> ✓ Contracts signed with 6 insurance companies accounting for c. 90% market share ⊕ Hiring of physicians ongoing to fill remaining vacant positions ✓ In-house laboratory service established to improve lab referral volume and overall patient experience ⊕ Completed activation of Cosmetology department in Q3 2020; awaiting final regulatory approval for launch of IVF services ⊕ Exploring M&A opportunities for the creation of a regional Mother & Child platform 	
<p>BHD (2.7) MN</p> <p>Net Loss 9M20</p>	 <p>Corporate Finance</p>	<ul style="list-style-type: none"> ✓ Completed funding requirements to fund operations and growth capex 	
<p>BHD 8.9 MN</p> <p>Net Debt (Cash)⁽²⁾ 30 Sep 2020</p>	 <p>Corporate Governance</p>	<ul style="list-style-type: none"> ✓ Implemented strong governance frameworks driven by the Board and Steering Committee ✓ Implemented financial and operational KPIs to track department-wise performance ✓ Defined authority matrix and circulated to all department heads ✓ Developing company organization structure, roles, responsibilities, and KPIs 	

(1) EBITDA 2019 and 2020 is pre-IFRS 16 (2) Cash excludes BHD 400K of DSRA, debt includes shareholder loan

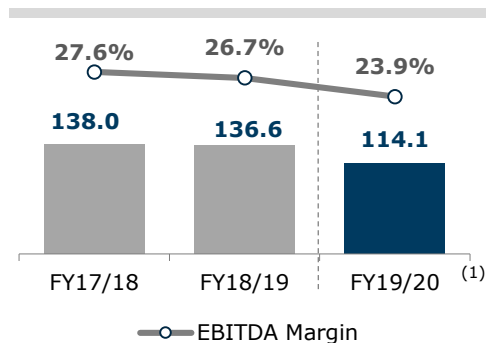
Education Platform | Taaleem

Financial and Operational Review | Full Academic Year 2019 - 2020

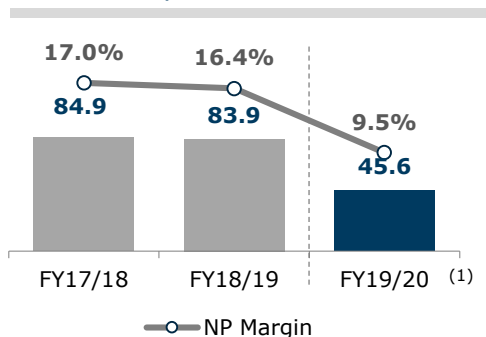
Revenue⁽²⁾ | AED MN



EBITDA⁽²⁾ | AED MN



Net Profit⁽²⁾ | AED MN



(1) FY 19-20 figures are unaudited and represent the full academic year for the company from September 2019 – August 2020.

(2) Figures exclude one-time items.

Financial Performance

- FY 2020 revenues declined 8% YoY mainly due to the implementation of discounts for Term 3 ranging from 20%-25% totalling c. 30 mn
- Taaleem identified cost savings to partially offset the impact of the discounts, however, EBITDA and Net Income in dropped 16% and 46% respectively vs FY 2019
- FY 2020 figures reflect the impact of adopting IFRS 16, which increased EBITDA by AED 17.7 million, while decreasing net income by AED 3.7 million on a like for like basis with FY 2019

AED (30.0) MN

Net Debt (Cash)
30 Sep 20
Excluding lease liability of
AED 156 mn and tuition
fees received in advance of
AED 175 mn

Action Plan

✓ Completed Initiative

⊕ Ongoing Initiative



Corporate Strategy

- ✓ Transitioned to distance learning
- ✓ Developed expansion strategy for execution (organic/in-organic)
- ✓ Launched the new Al Raha International School two in Abu Dhabi (Sept 2021)
- ✓ Implemented effective recruitment efforts for AY 2021
- ✓ DBS Jumeirah Park improved its KHDA rating to 'Very Good'
- ⊕ Restructuring schools into clusters to increase synergies amongst schools
- ⊕ Identifying further efficiency & cost management initiatives for 2021
- ⊕ Continue improving academic quality and school ratings



Corporate Finance

- ⊕ Evaluating optimal capital structure to fund growth initiatives, including avenues for leveraging Taaleem's strong balance sheet
- ⊕ Exploring the potential path towards listing the company at the right time



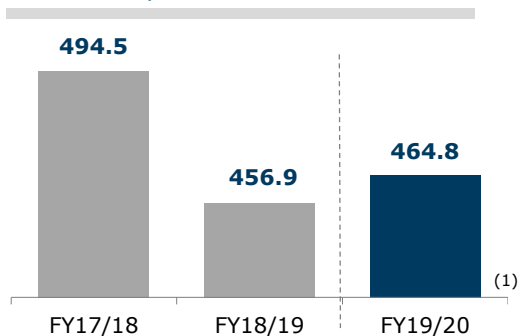
Corporate Governance

- ✓ Hired a new CEO
- ✓ Enhanced the marketing and admissions functions
- ⊕ Strengthening technology and IT systems

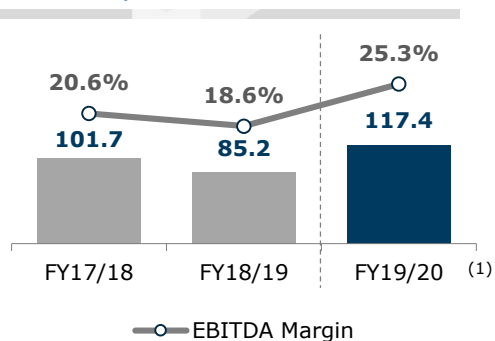
Education Platform | ADUHC

Financial and Operational Review | Full Academic Year 2019 - 2020

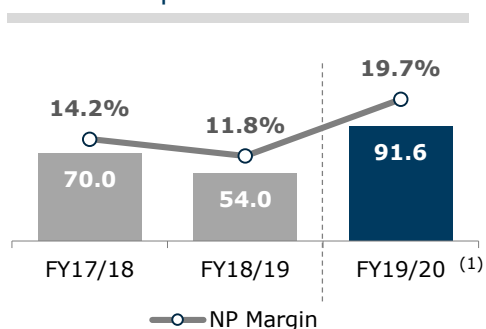
Revenue | AED MN



EBITDA | AED MN



Net Profit⁽²⁾ | AED MN



Financial Performance

- FY 2020 revenues were 2% higher than last year as strong enrolments and higher credit hours sold more than offset lower auxiliary services, lower training revenues and higher scholarships
- EBITDA and net income increased year on year due to the higher revenue combined with improved efficiencies following the implementation of previously identified cost optimization initiatives.




AED 222.6 MN

Net Debt (Cash)
30 Sep 20

Action Plan

✓ Completed Initiative

⊕ Ongoing Initiative

 <p>Corporate Strategy</p>	<ul style="list-style-type: none"> ✓ Launched the College of Health Sciences ✓ Executed cost optimization strategy ✓ Introduced more co-ed programs to improve efficiency ⊕ Screening suitable acquisition targets in new geographies ⊕ Introducing new programs/courses & expanding agent network ⊕ Developing plan to enhance program profitability per campus ⊕ Developing marketing strategy to increase international student acquisition
 <p>Corporate Finance</p>	<ul style="list-style-type: none"> ✓ Implemented cash management initiative ⊕ Evaluating optimal capital structure to fund growth initiatives
 <p>Corporate Governance</p>	<ul style="list-style-type: none"> ⊕ Optimizing organizational structure and human capital ⊕ Focusing on obtaining further academic excellence and recognition

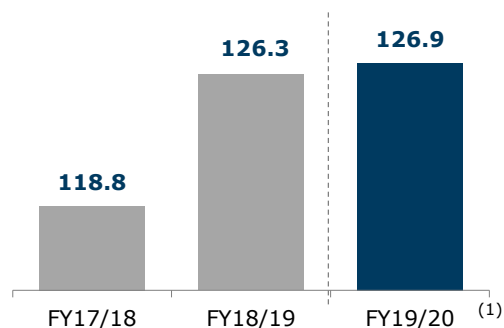
(1) FY 19-20 figures are unaudited and represent the full academic year for the company from September 2019 – August 2020.

(2) Figures exclude one-time items.

Education Platform | Middlesex

Financial and Operational Review | Full Academic Year 2019 - 2020

Revenue | AED MN



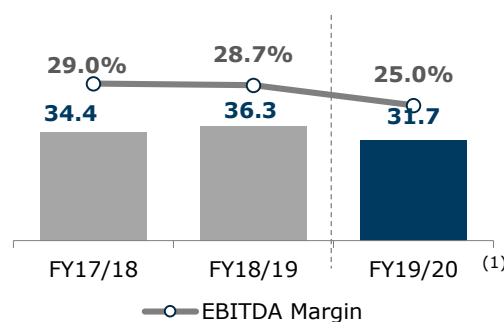
Financial Performance

- FY 2020 revenue was up 1% YoY, as a c. 6% increase in enrolments was partially offset by:
 - Higher discounts and scholarships provided relative to last year
 - Drop in other ancillary revenues due to COVID-19
 - Lower occupancy of student accommodation
- EBITDA was approximately 13% below the previous year due to higher staff costs to accommodate the increase in students as well as a higher bad debt provision due to Covid-19

AED (23.8) MN

Net Debt (Cash)
30 Sep 20

EBITDA | AED MN



Action Plan

- ✓ Completed Initiative
- ⊕ Ongoing Initiative



Corporate Strategy

- ✓ Introduced 9 new programs in Sep 2019
- ✓ Developed, enhanced and tailored international student admissions and marketing plan
- ✓ Achieved highest September student intake (Sep 19) in a challenging and highly competitive Dubai higher education market
- ✓ Launched a host of new virtual events and other recruitment initiatives
- ✓ Awarded 5 Star rating by the KHDA in 2020
- ⊕ Implementing hybrid course offering for academic year 2021
- ⊕ Identifying cost saving initiatives for FY 2021
- ⊕ Continuing assessment of international expansion



Corporate Finance

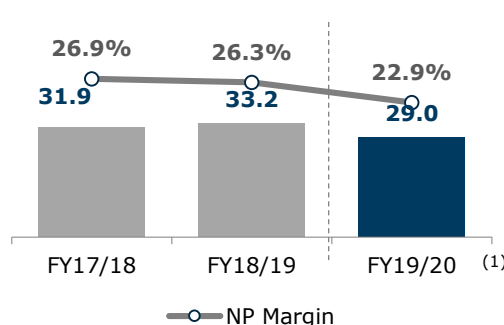
- ✓ Distributed a AED 38 mn dividend in June 2020
- ⊕ Optimizing capital structure to fund growth initiatives



Corporate Governance

- ✓ Completed review and audit of the financial policies and procedures
- ✓ Initiated a risk assessment of all functions within the organization to develop a 3 year audit plan
- ⊕ Establishing governance structure through Board and Committees

Net Profit | AED MN

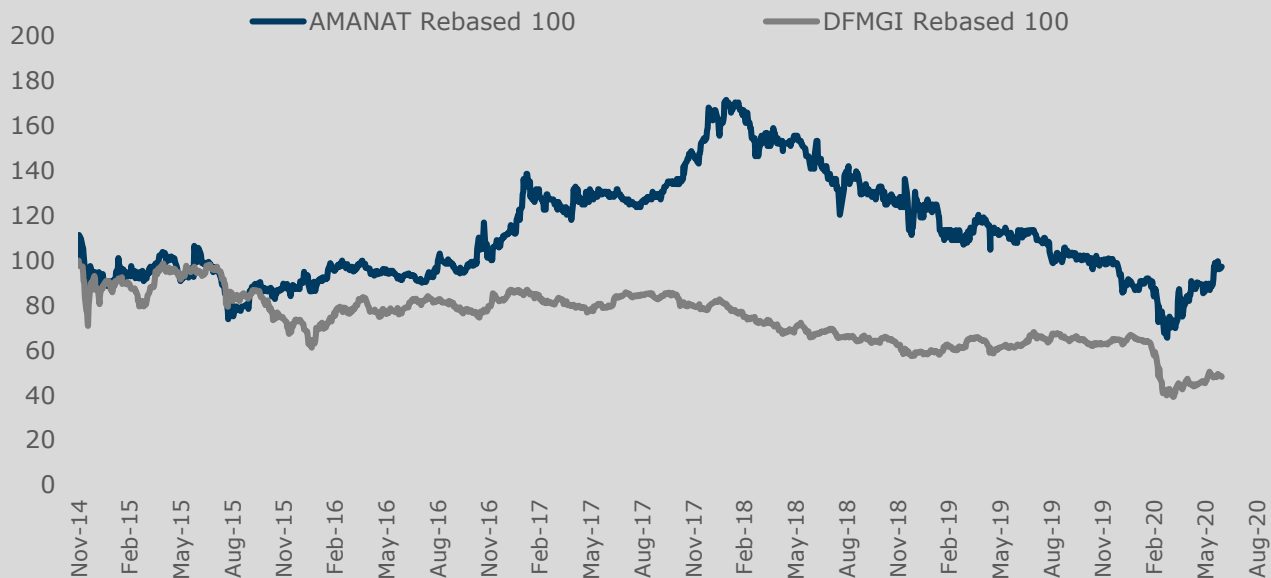


(1) FY 19-20 figures are unaudited and represent the full academic year for the company from September 2019 – August 2020.

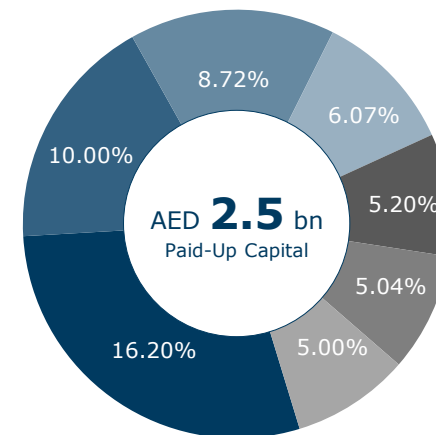
(2) Figures exclude one-time items.

Share Information

Share Performance



Ownership as at 30 September 2020 (5% and above)



- Invest Bank P.S.C.
- Emirates Investment Bank
- AI Salem Limited Co.
- AI Saqr United Group
- Osool Asset Management
- Chimera Investment LLC
- International Capital Trading

Share Information

2014

Listed on the Dubai Financial Market

AMANAT

Share Symbol

2,500,000,000

Outstanding Shares

AED 2.00 BN

Market Capitalization¹

(1) Based on closing price on 30 September 2020



Investor Relations Contact

Sara Shadid

Head of Investor Relations
investor.relations@amanat.com

For further information visit: www.amanat.com

Stay Connected

