

أمانات
AMANAT
HEALTHCARE & EDUCATION

BROKER
PRESENTATION

MARCH 2021



Amanat At a Glance



HEALTHCARE

4

Investments in Healthcare

Total Operational Beds



718

6 Specialized Hospitals

Healthcare Revenues⁽¹⁾
(FY-2020)

AED 1.7 BN



EDUCATION

5

Investments in Education

Total Number of Students

c. 20k



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










Education Revenues
(FY-2020)

AED 1.1 BN

(1) Includes revenues from CMRC in FY-2020

A Unique and Diversified Portfolio

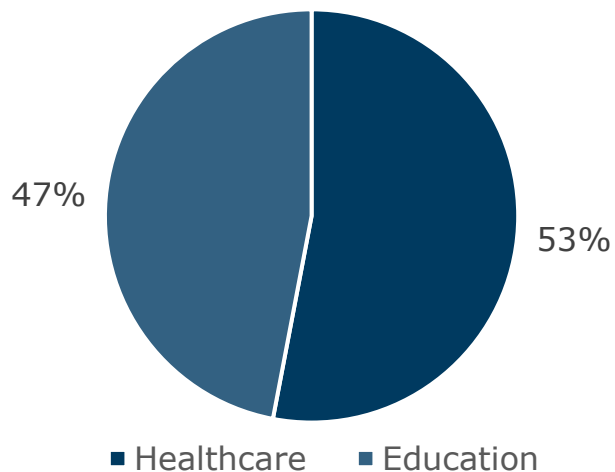
The region's largest integrated healthcare and education investment company

Healthcare Investments				Education Investments				
Our healthcare investments encompass general hospitals, tertiary & 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	CMRC Post-Acute Care & Rehabilitation	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	Feb 2021	Apr 2016 & Dec 2017	Mar 2018	Aug 2018	Jun 2018	Oct 2020
								
KSA	KSA	Bahrain	UAE & KSA	UAE	UAE	UAE	UAE	USA
Stake: 33.25%	Stake: 13.13%	Stake: 69.36%	Stake: 100%	Stake: 21.67%	Stake: 35.0%	Stake: 100%	Stake: 100% Of Real Estate	Stake: c.2%
Investment: AED 188 mn	Investment: AED 360 mn	Investment: AED 142 mn	Investment: AED 851 mn	Investment: AED 198 mn	Investment: AED 330 mn	Investment: AED 419 mn	Investment: AED 407 mn	Investment: AED 18.4 mn
Operational Beds 130	Operational Beds 300	Operational Beds 32	Operational Beds 256	Number of Students c. 8,800	Number of Students c. 8,000	Number of Students c. 3,300	N/A	N/A

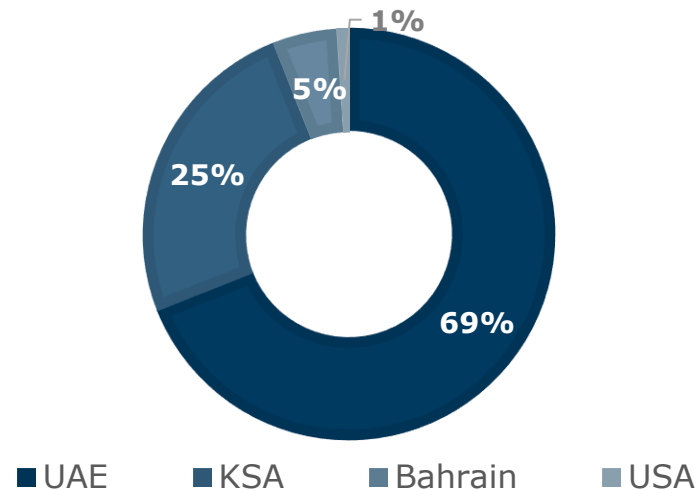
Investments Breakdown

Amanat has fully deployed its paid-up capital and manages nearly AED 3 billion in assets

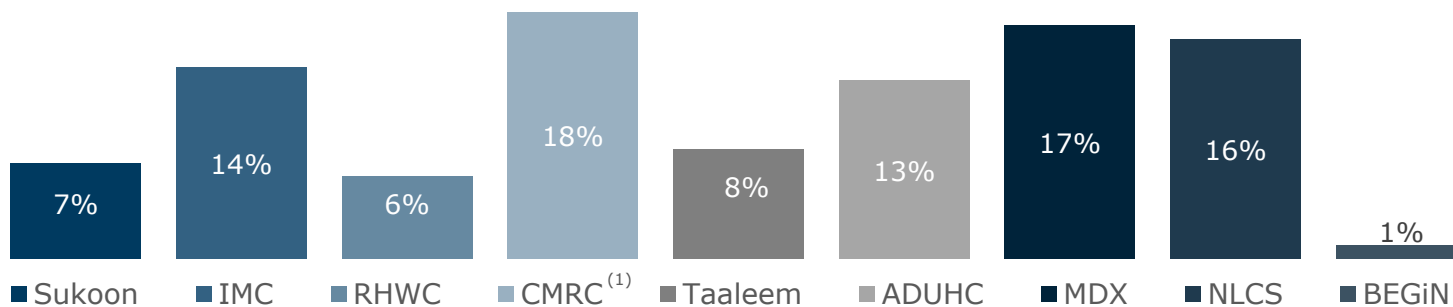
AUMs by Sector



AUMs by Geography



Capital Allocation by Portfolio Company



(1) CMRC's assets under management account for 29% of Amanat's total AUMs

Key Financial and Performance Highlights

Recorded increase in Total Income

Normalized Total Income was up 4.5% & Income from investments remained flat YoY

Reported satisfactory Normalized Net Profit

During COVID-19, Normalized Net Profit was AED 26.9 mn, down 32% YoY

Delivered significant Growth in Education Portfolio

Amanat's Education Platform delivered robust growth in FY-2020, with an increase of 20.2% in income from investments vs. FY-2019 and an increase of 67% in 4Q-2020 vs. 4Q-2019

Achieved a leaner cost structure

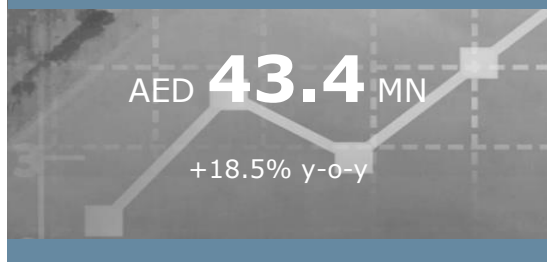
In FY-2020 staff expenses declined 20.4%, G&A declined 6.5% excluding one-offs

Witnessed solid Recovery Indicative of Growth

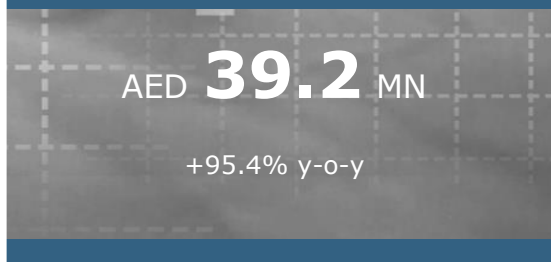
Record volumes at IMC, services ramp-up at RHWC, and the successful restructuring at Sukoon enabled Amanat to narrow the losses from its Healthcare Platform in 4Q-2020 by 24.6% y-o-y

Performance Highlights 4Q-2020

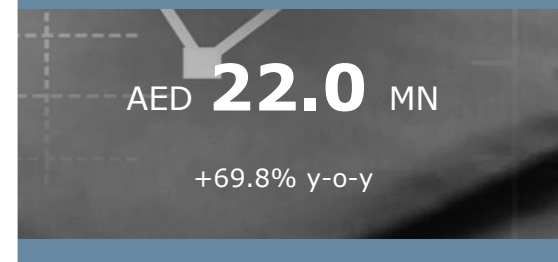
Total Income ⁽¹⁾ 4Q-2020



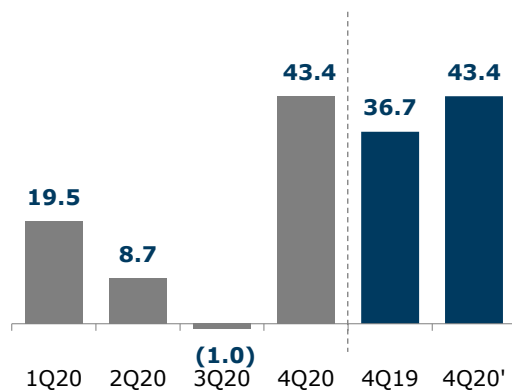
Income from Investments ⁽²⁾ 4Q-2020



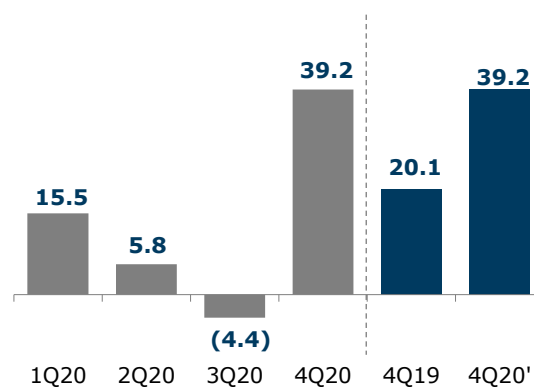
Net Profit ⁽³⁾ 4Q-2020



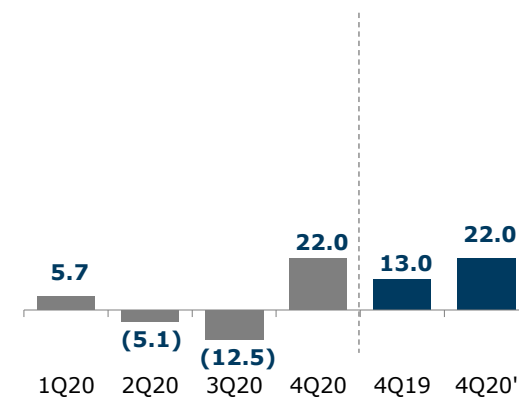
Total Income | AED MN



Income from Investments | AED MN



Net Profit | AED MN

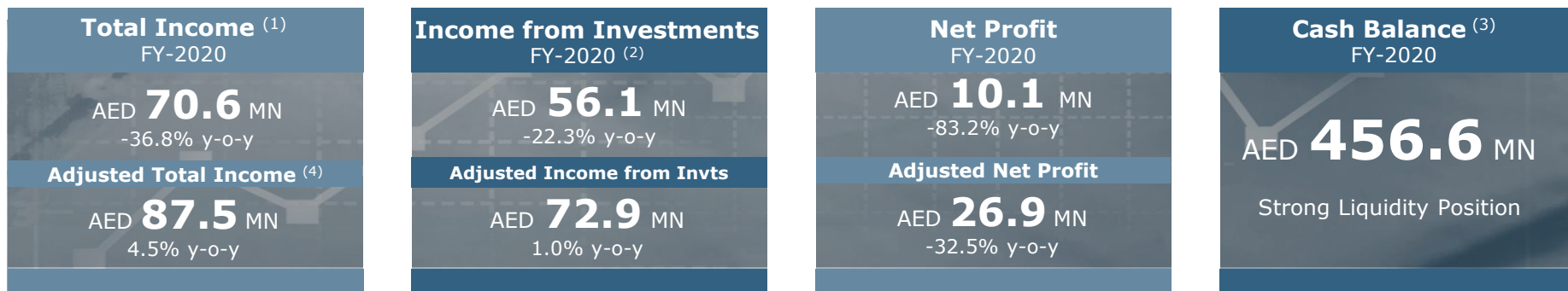


(1) Excluding NCI

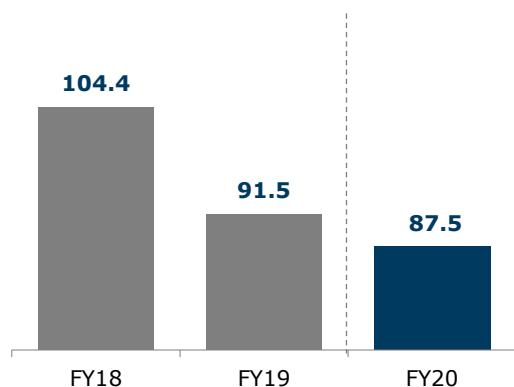
(2) Includes share of results from associates (Sukoorn, Taaleem, International Medical Center and Abu Dhabi University Holding Company), share of net income from subsidiaries (Middlesex University Dubai and Royal Hospital for Women & Children) and Finance Lease income generated from the real estate assets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

(3) FY-2019 excludes one-off of AED13.6mn for MDX earnout

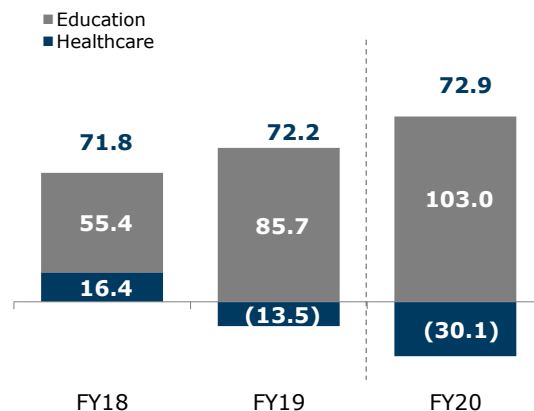
Performance Highlights FY-2020



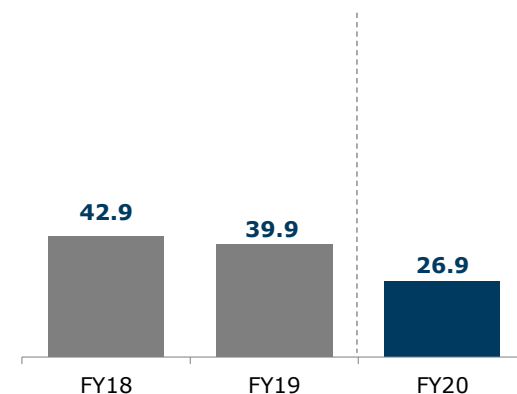
Adjusted Total Income | AED MN



Adjusted Income from Investments | AED MN



Adjusted Net Profit | AED MN



(1) Excluding NCI

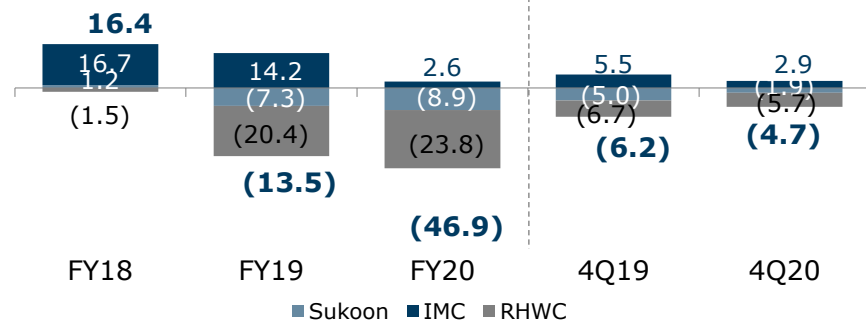
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(3) Amanat Holdings. (4) Adjusted Total Income, Adjusted Income from Investments and Adjusted Net Profit excluding one-off items

Portfolio Highlights

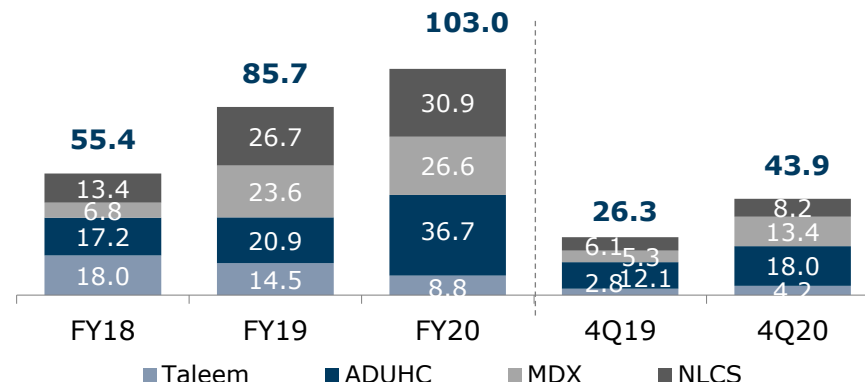
Healthcare Platform

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



Education Platform

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



Highlights

- In 4Q-2020 losses from healthcare investments narrowed by 24.6% vs. 4Q-2019
- IMC, income from investments was AED 2.6 mn in FY-2020 vs. AED 14.2 mn in FY-2019. In 2H-2020 IMC witnessed record volumes with revenues returning to pre-COVID-19 levels.
- Sukoon's results for the year reflect one-off non-cash provisions of AED 16.8 mn. Excluding one-off items, Sukoon's loss from investment in FY-2020 would be AED 8.9 mn, vs. a net loss of 7.3 in FY-2019.
- RHCW's increased volumes & utilization rates, saw the hospital record revenues of AED 12.7 mn in FY-2020, up from AED 3.9 mn last year.

Highlights

- The education segment recorded income from investments of AED 103.0 mn in FY-2020, up 20.2% y-o-y vs. AED 85.7 mn in FY-2019. In 4Q-2020 income from education investments increased 67.0% y-o-y vs. Q4-2019.
- ADUHC recorded income from investments of AED 36.7 mn in FY-2020, up 75.5% y-o-y.
- MDX recorded an income from investments of AED 26.6 mn, up 12.8% y-o-y.
- Taaleem's income from investment was AED 8.8 mn for FY-2020, down 39.2% y-o-y due to AED c.30 mn in discounts offered in 19/20 AY.
- Finance lease income generated by NLCS was AED 30.9 mn in FY-2020, up 16.6% y-o-y on the back of the school expansion funded by Amanat.

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

Strategic Roadmap



Guiding Principles

Establishing alignment on the guiding principles of Amanat's corporate strategy is the key starting point

1

Invest in both the Healthcare and Education sectors

2

Establish specialized platforms with operational capabilities with Amanat being an influential shareholder on the platform

3

Grow earnings and improve Return on Investment

4

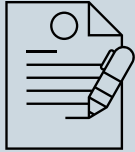
Achieve a sustainable dividend yield above market average

5

Earmark funds to invest in EdTech and HealthTech

The Amanat Value-Add | Post-Acquisition Strategy

Amanat has an active and hands-on role in its investments by leveraging its broad-based operational teams and centralized expertise



Corporate Strategy

Develop organic and inorganic growth strategies and improve efficiency of operations.
Where possible, develop cross asset integration and synergies



Corporate Finance

Formulate efficient corporate finance strategies, including capital structure optimization and support funding requirements.
Lead on execution of opportunistic add-on acquisitions, JVs and PPPs

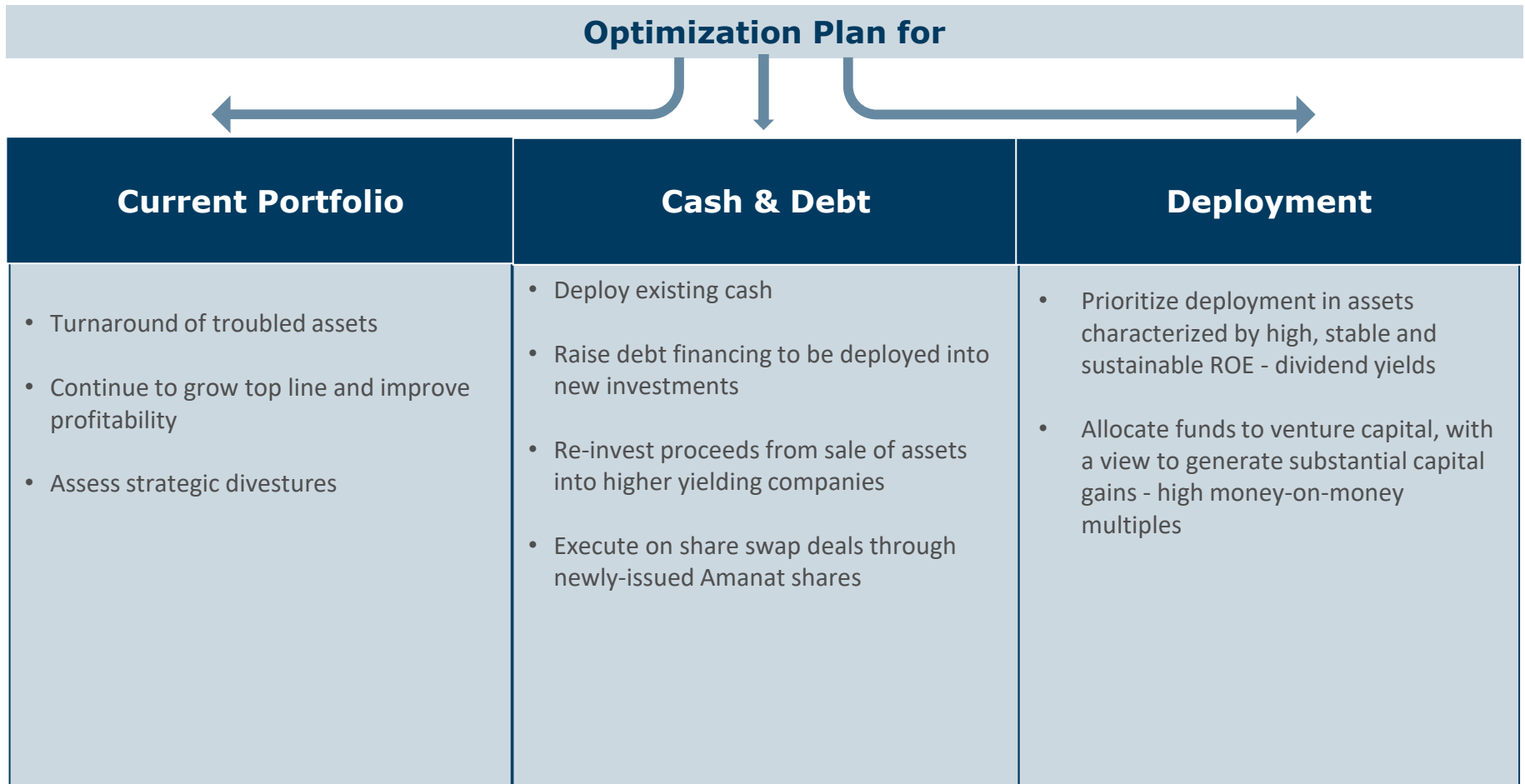


Corporate Governance

Implement efficient governance and decision-making frameworks by establishing best-in-class processes and policies to ensure long-term, sustainable value creation

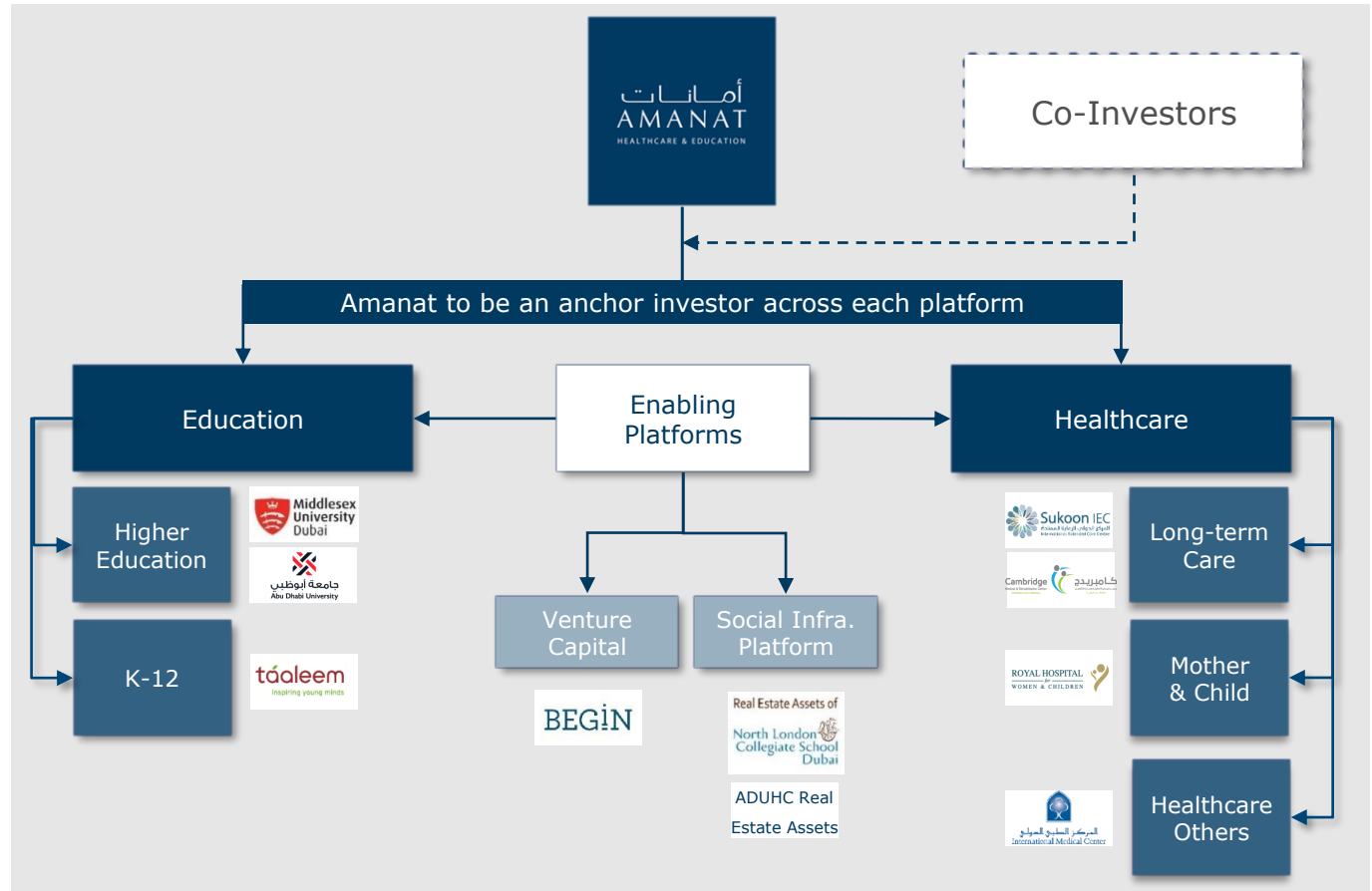
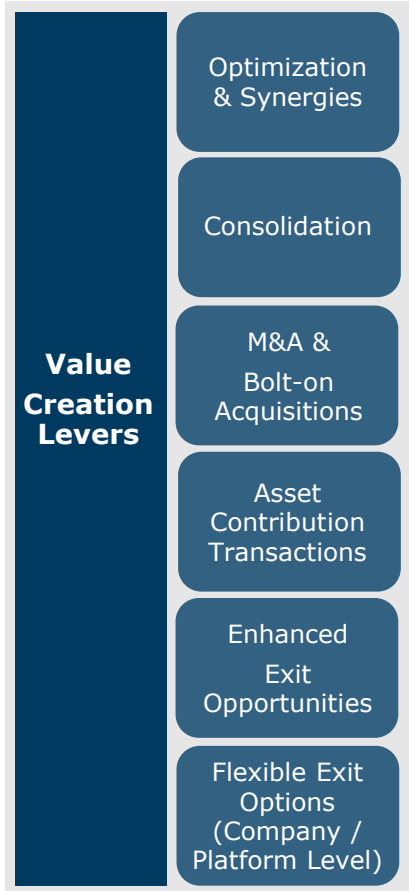
Optimization Plan

To achieve the strategic objectives set, portfolio performance should be improved, capital structure optimized and deployment into high-yielding assets accelerated










Target Operating Model

Amanat's strategy is to invest through specialized platforms which form the basis for further acquisitions, creating value through economies of scale and building larger and more attractive companies for monetization
 Amanat will aim to build platforms to expand AUMs/raise capital and leverage head office costs



Platform Focused Strategy Benefits


The implementation of a platform-focused strategy presents several advantages enabled by clear designation of roles and responsibilities

Benefits for Amanat		
	Diversification	Provides increased diversity of business models, target customer base and regulatory exposures, as well as different stages of maturity and growth profile
	Control and Optimization	Ability to fully drive strategy and operations through a strong specialized management at the platform level, optimizing operations and enabling partnerships between assets
	Synergy Extraction	Ability to leverage shared services and marketing channels to realize cost efficiencies as well as revenue and cost synergies
	M&A Firepower	Larger scale provides increased financing capacity to pursue M&A opportunities
	Opportunistic Restructuring	Potential to raise capital at platform level, partnering with minority investors and increasing AuM for Amanat
	Multiple Arbitrage	Large and well-run integrated platforms command higher valuations than single assets
	Monetization Options	Larger scale, improved business profile, strong management teams and leading market positions, ideally position platforms for liquidity events such as IPOs, investments from premier institutional investors and other liquidity events



Investment Overview
"CMRC"

Cambridge Medical and Rehabilitation Center (“CMRC”)

CMRC	Post-acute care & Rehabilitation
Feb. 2021	<p>Cambridge Medical and Rehabilitation Centre (CMRC) is a provider of specialized rehabilitation and long-term care, with facilities in Abu Dhabi and Al Ain in the UAE, and Dhahran in Saudi Arabia. CMRC provides multidisciplinary and intensive rehabilitation for individuals suffering from a range of medical conditions such as strokes, brain or spinal cord injuries, or congenital conditions including Cerebral Palsy. With operational and medical excellency central to their ethos, CMRC is accredited by the joint Commission International, the pre-eminent body for healthcare quality and safety in the world.</p>
	
UAE & KSA	
Stake: 100%	
Investment AED 851 mn	



Strength drivers of CMRC’s business
<ul style="list-style-type: none"> ✓ Solid Growth in Revenues. Consolidated revenues grew by a CAGR of 28% from 2017 to reach USD 75.3 million in 2020 ✓ Strong Earnings Growth: EBITDA in the UAE grew by a CAGR of 58% from 2017 to reach USD 26.6 million 2020. Consolidated EBITDA in FY-2020 recorded USD 22 million ✓ Net Income in the UAE grew from USD 2.6 mn in 2017 to USD 21 mn in 2020. Consolidated Net income in FY-2020 recorded USD 15.2 mn ✓ Unlevered Balance Sheet. Closed FY-2020 with net cash position of USD 25.7 mn ✓ Highly Regarded Accreditations ✓ Experienced Management Team

Amanat Post Acquisition
<ul style="list-style-type: none"> ✓ Amanat has fully invested its AED 2.5 billion in paid-up capital and tapped into its debt capacity to optimize its capital structure ✓ AUMs expanded to nearly AED 3 billion; 53% in healthcare and 47% in education ✓ Created the largest GCC PAC platform, a specialized sub-sector ripe for public-private partnership growth that will aid governments to diversify their healthcare budgets and optimize their specialized care offering in the region. ✓ Growth potential through geographic and service diversification with support from a strong and established management team and an asset light business model. ✓ Attractive market segment with strong market fundamentals conducive to growth, supported by ageing population, increased life expectancy and a significant supply gap in KSA.

Why Invest in Amanat?

1

Amanat is the only healthcare and education investment company listed in MENA with a paid-up capital of AED 2.5 billion and an authorized capital of AED 5 billion.

2

Amanat's balance sheet is unlevered, and the company has several means to raise additional funding, including raising debt, exiting investments as well as increasing capital.

3

Amanat offers investors diversification across asset classes and has proved resilient to the economic repercussions of COVID-19 during FY-2020 having emerged profitable with growth delivered across its portfolio

4

Amanat operates in a region with strong demand for quality and specialized healthcare and education services, backed by favorable long-term fundamentals.

5

Amanat's strategy is to invest through specialized platforms which form the basis for further acquisitions, creating value through economies of scale and building larger and more attractive companies for monetization

6

Amanat is committed to the creation of sustainable value without mandated timeframes contrary to private equity, holding and assessing its assets based on their potential to deliver the right return on investment.



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