



# INVESTOR PRESENTATION

9M 2023





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

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

This presentation may contain statements that are not historical facts, referred to as “forward looking statements.” The Company’s actual future results may differ materially from those suggested by such statements.

- No representation or warranty is made by DFM or any of its advisers, agents or employees as to the accuracy, completeness or reasonableness of the information in this presentation or provided in connection with it.
- No information contained in this presentation or any other written or oral communication in connection with it is, or shall be relied upon as, a promise or

representation and no representation or warranty is made as to the accuracy or attainability of any estimates, forecasts or projections set out in this presentation.

- No liability will attach to DFM, with respect to any such information, estimates, forecasts or projections.
- Unless otherwise stated, DFM owns copyright on 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.

Please note rounding differences may appear in the presentation.



# CONTENT

DFM AT A GLANCE	4
MARKET STRUCTURE & OFFERING LANDSCAPE	7
MACROECONOMIC OVERVIEW	20
OPERATIONAL & FINANCIAL HIGHLIGHTS	25



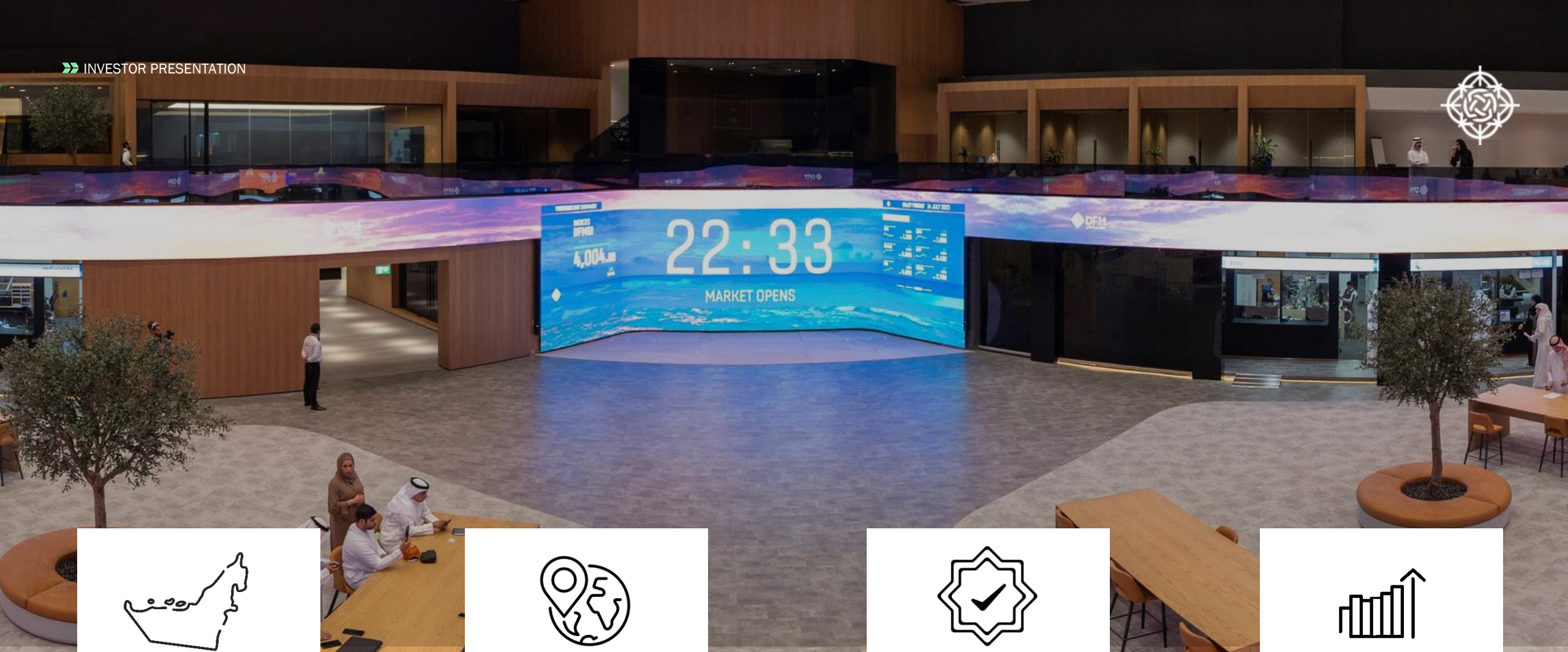
# DUBAI FINANCIAL MARKET

Dubai Financial Market (DFM) is the leading financial market in the region, operating as a thriving and powerful multi-asset platform marketplace for raising capital, listing and trading across a range of securities and asset classes.

DFM leverages integrated operations with its subsidiary Dubai Central Clearing and Depository and its sister exchange Nasdaq Dubai to seamlessly connect various market participants locally, regionally, and globally.

As the IPO and listing exchange of choice for leading issuers across key economic sectors and international companies seeking dual listing, we play a vital role in empowering economic development in the UAE.





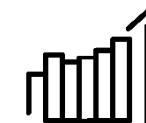
**1st exchange** in  
UAE



**1st regional**  
exchange to be  
publicly listed



**40%**  
contribution to IPO  
activity in GCC 2022



**AED 136 bn**  
capital raised since  
inception



# DFM AT A GLANCE

## 9M 2023 HIGHLIGHTS

### Performance

**AED 697 bn**  
Total market capitalization

**+25%**  
Increase in DFMGI

**AED 78 bn**  
Total traded value

### Investors

**+35,357**  
Investors onboarded

**74%**  
Of new investors are foreign

**1mn+**  
Total investor base

### Listings

**66**  
Number of listed  
companies\*

**160**  
Listed bonds & Sukuk  
valued USD 126 bn\*

**AED 136 bn**  
Total funds raised since  
inception\*

\* Includes Nasdaq Dubai

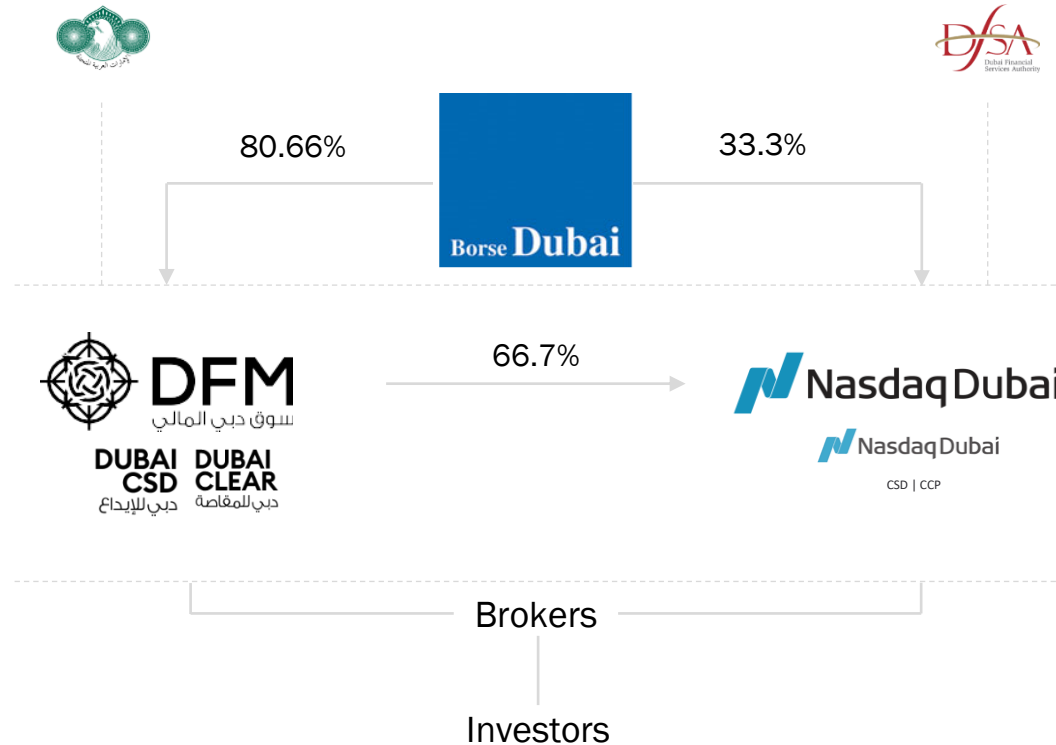






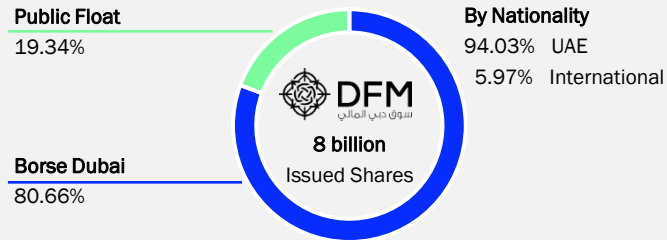
# MARKET STRUCTURE

2 Exchanges → 1 Capital Market → Combined Liquidity Pool



## WHO WE ARE

### Ownership Structure as of 30 September 2023



DFM leverages **integrated operations** with its subsidiary Dubai Central Clearing and Depository and its sister exchange Nasdaq Dubai to seamlessly connect various market participants locally, regionally, and globally.

**Two Regulators:** Securities and Commodities Authority regulates DFM and Dubai Financial Services Authority regulates Nasdaq Dubai.



# OUR STRATEGIC PRIORITIES



## Listings & Product Diversification

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

## Enhance Market Accessibility

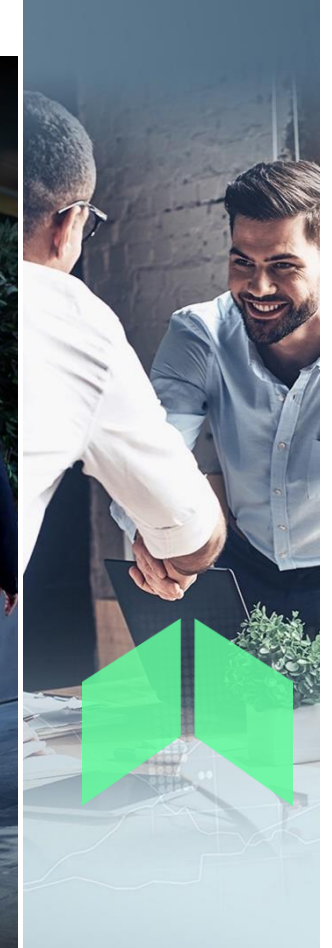
- Increase the number of members providing fintech solutions, General Clearing Members and Market Makers as well as Direct Market Access (DMA).
- Attract investors focusing on youth via digital channels.

## Advance Operational Efficiency

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

## Nurture Talent & Performance

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





# DFM INTEGRATED BUSINESS MODEL

## LISTING OPTIONS

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



### Private Company

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



### Family Business

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



### SMEs

Small & medium businesses with minimum financial record of 1 year.



### State-Owned

Dubai state-owned enterprises as part of government IPO program.

### The Drivers

- 2 Regulators offering capital market frameworks that cater local and international issuers
- Government commitment towards the IPO program
- Availability of global advisory, legal and financial firms

## ASSET CLASSES

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

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

## POST-TRADE SERVICES

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

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



# REGIONAL AND INTERNATIONAL INVESTORS

## 9M 2023 Key Highlights

**+ 35,357**

New investors

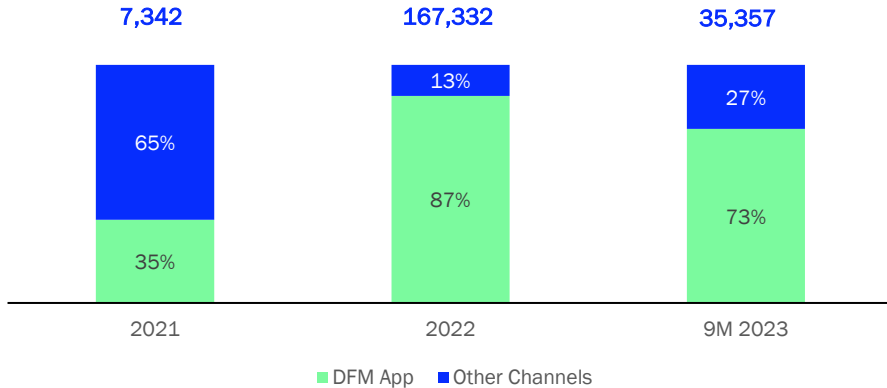
**72%**

New investors are foreign

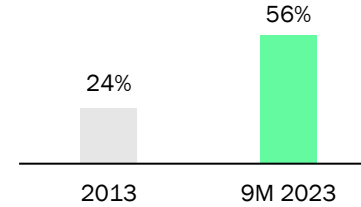
**1+ million**

Representing 200+ nationalities

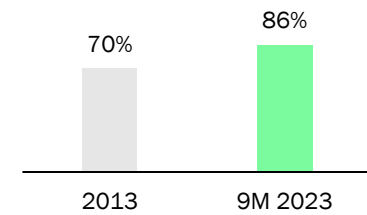
## Investors Onboarding Channels



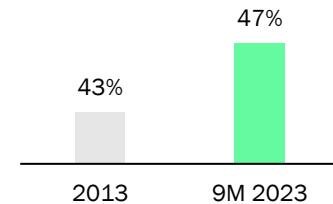
## Institutional Investors' Trading Share (%)



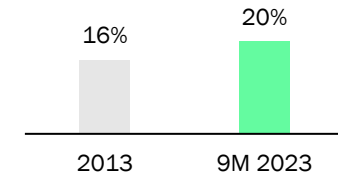
## Institutional Ownership (% of Market Cap)



## Foreign Investors' Trading Share (%)



## Foreign Ownership (% of Market Cap)



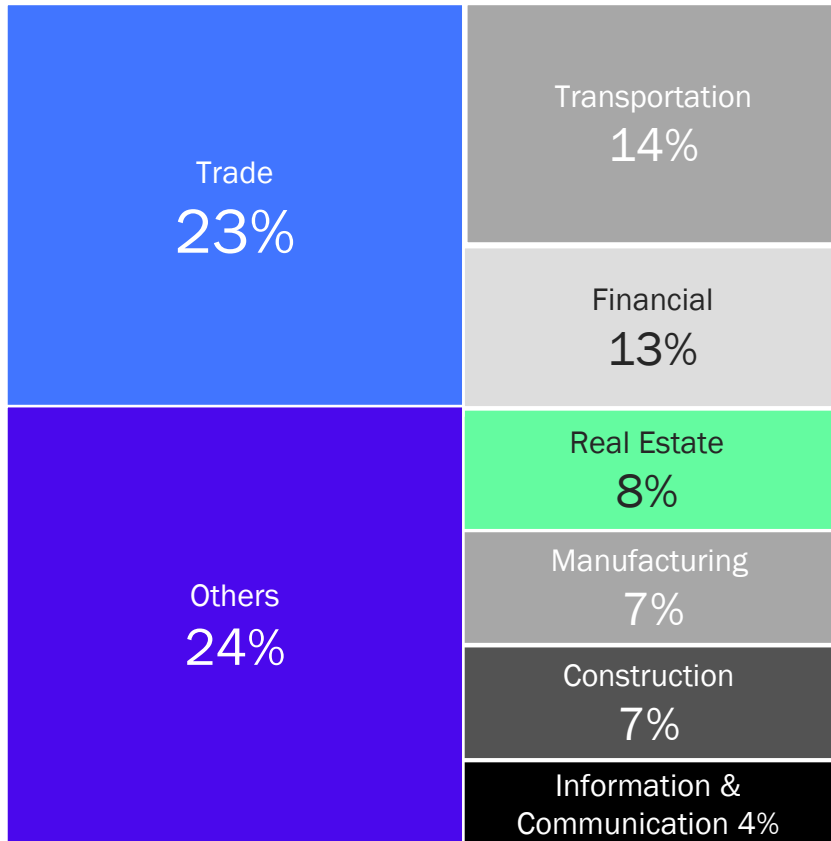




# SECTOR DIVERSIFICATION

- Increasing the opportunity for companies from diverse sectors to capitalise on the demand from investors

DUBAI'S REAL GDP BREAKDOWN<sup>1</sup> – Q1 2023

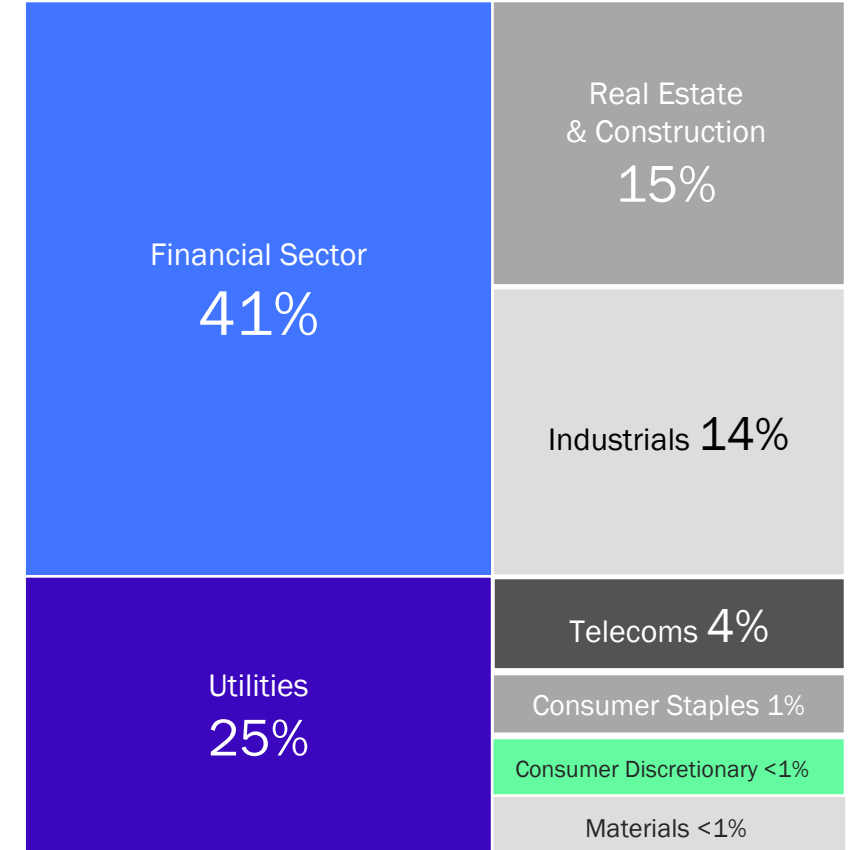


**DUBAI'S GDP**  
SPREAD OVER MANY DIFFERENT SECTORS

**DFM LISTINGS**  
FOCUSED PRIMARILY ON SPECIFIC SECTORS

**OPPORTUNITY**  
CAPITALISE ON SECTOR DIVERSIFICATION DEMAND

DFM'S SECTOR BREAKDOWN<sup>2</sup> – Q1 2023

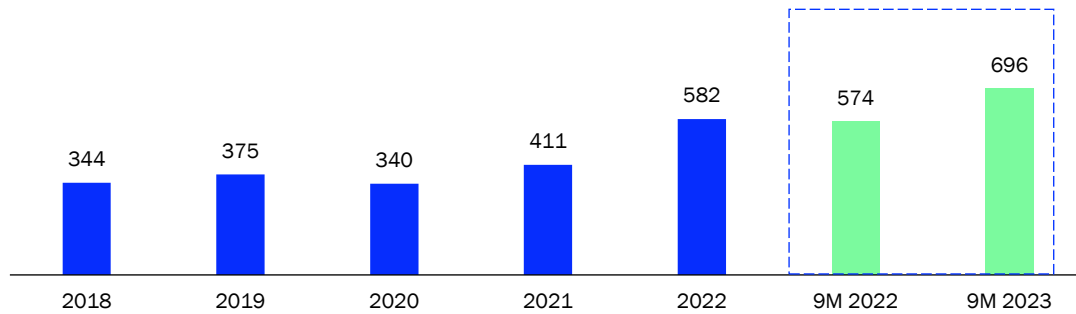


FIGURES MAY NOT ADD UP TO 100% DUE TO ROUNDING. 1 SOURCE: DUBAI STATISTICS CENTER PRELIMINARY ESTIMATES Q1 2023. 2 DFM SECTOR BREAKDOWN IS BY MARKET CAP.

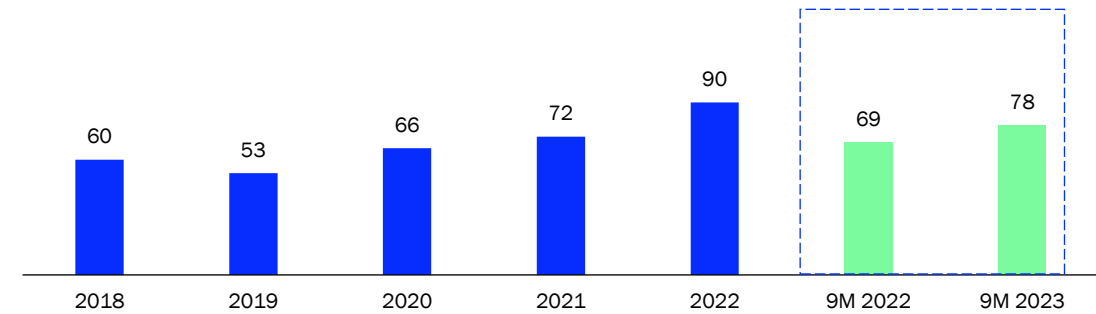


# MARKET PERFORMANCE 9M 2023

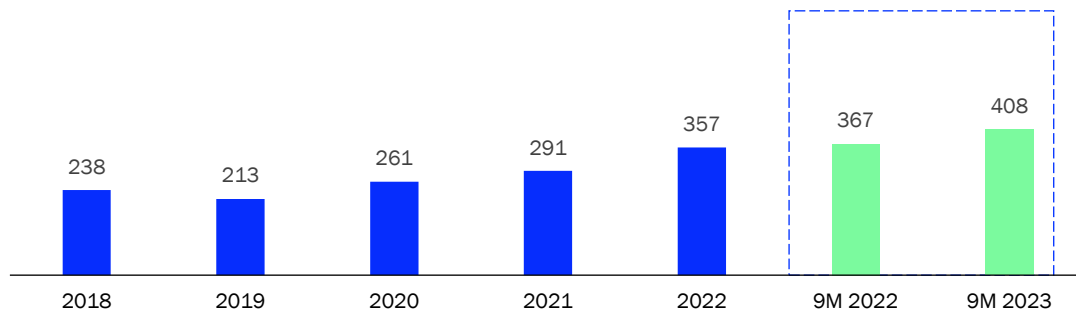
Market Capitalization (AED bn) ▲ 21%



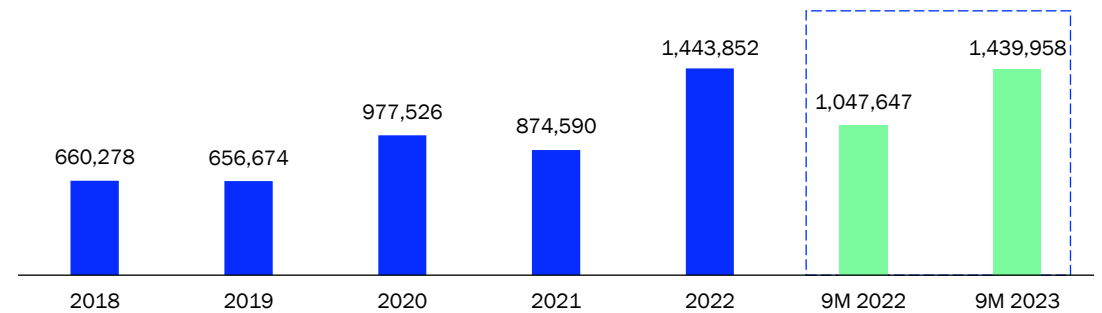
Total Traded Valued (AED bn) ▲ 13%



Market ADTV (AED mn) ▲ 11%



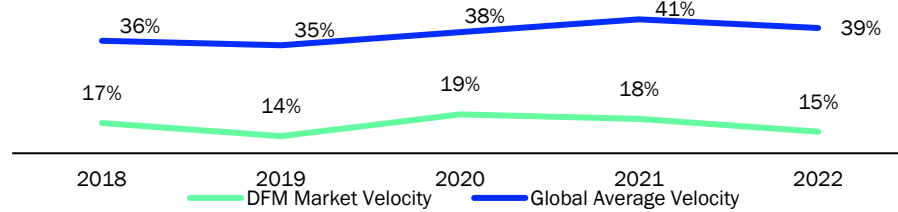
Number of Trades ▲ 37%



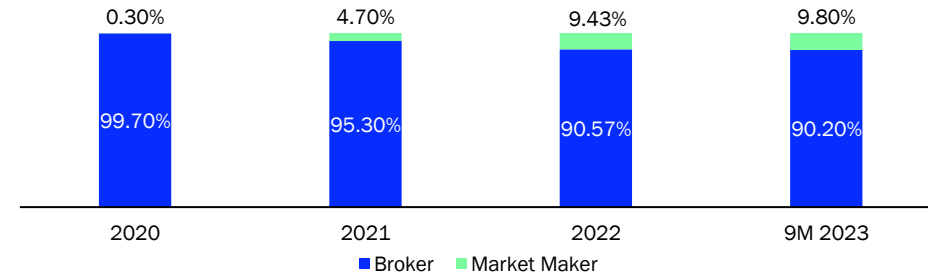


# MARKET PERFORMANCE 9M 2023

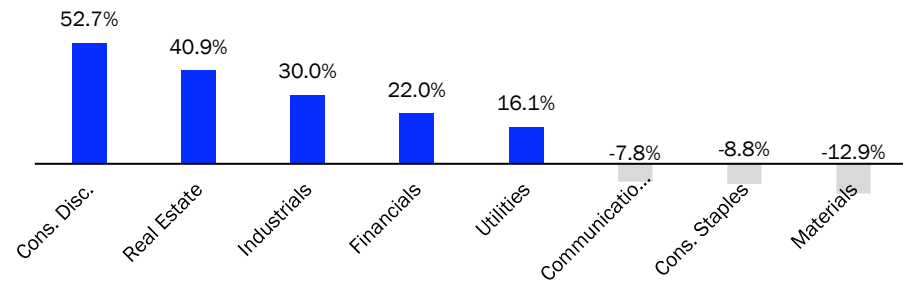
Market Velocity (%)



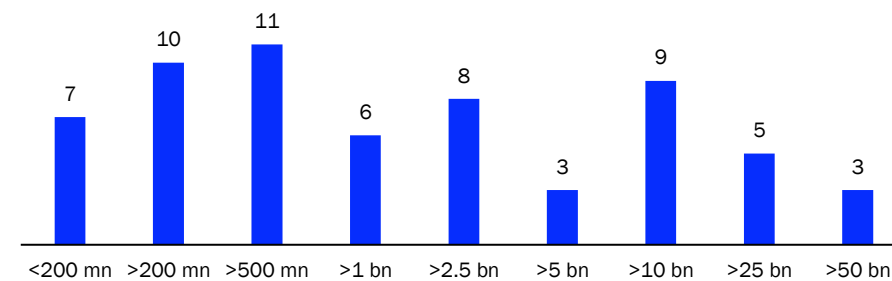
Broker Activity Breakdown (%)



DFMs Best and Worst Performing Sectors YTD 30 Sept 2023



Spread of companies by Market Cap (AED)







# RECORD IPO ACTIVITIES

## IPO Key Highlights

**AED 32 billion**  
Capital Raised

**AED 683 billion**  
Demand Received

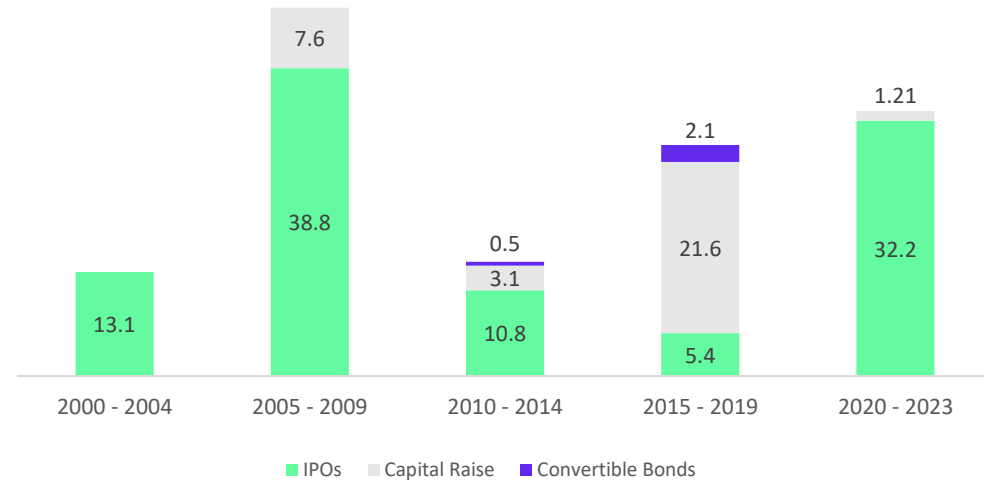
**18x – 49x**  
Oversubscription Range

## Growing IPO Market

Dubai's capital market stands resilient despite global volatility, following record success of 2022 IPOs which accounting for 40% of IPO activity in the Gulf region.



## Capital Raised Since Inception in Dubai





# STRATEGIC ROLE IN DRIVING ECONOMIC PROSPERITY

## The Drivers

Amendment to foreign ownership law to operate a business in the UAE without a local sponsor, eligible for key sectors.

## Index Representation

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

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



- MSCI UAE
- MSCI GCC Countries
- MSCI Emerging Market



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



- DFM General Index
- DFM Shari'a



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



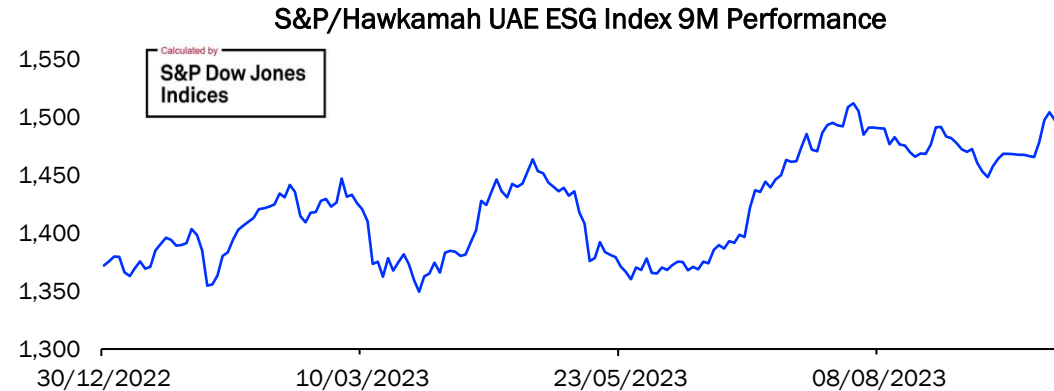
- Dow Jones GCC
- Dow Jones MENA
- Dow Jones Sustainability



# SUSTAINABLE CAPITAL MARKET

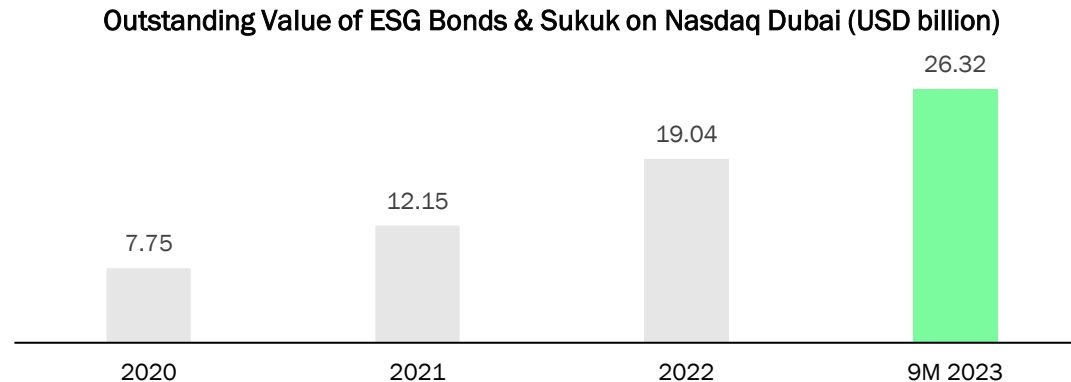
## ESG Index

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



## Green & ESG Driven Products

- As the market moves towards greater adoption of ESG convergence, Nasdaq Dubai continues to be the preferred destination for green, sustainable and ESG bonds and Sukuk from the region and across the globe, with a total market value exceeding US\$26 billion in 9M 2023.







# DFM'S SUSTAINABILITY STRATEGY PILLARS

## GOVERNANCE EXCELLENCE

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



## SUSTAINABLE CAPITAL MARKET

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



## POSITIVE SOCIAL & ENVIRONMENTAL IMPACT

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



# DRIVING MOMENTUM COMMUNITY ENGAGEMENT

## Hosted 1st MENA IPO Summit

The 3-day event brought together global industry leaders to unite the IPO value chain.

## Launched IPO Accelerator Program

In partnership with Dubai Chamber of Commerce and 20 regional and global advisors, DFM launched the IPO Accelerator Program to support the growth of regional private businesses on their path to growth and IPO.

## DFM International Investor Roadshows

To increase participation in Dubai's Capital Markets, DFM holds annual International Investor Roadshow that aims to reinforce collaboration between issuers and leading investment institutions from around the world.

## Issuer Engagement: IR & ESG Educational Workshops

Conducting focus sessions for DFM anchor issuers to address market trends and developments within investor relations and ESG disclosures.

## Analyst Engagement

Communicating financial results through earnings calls to discuss key financial metrics, provide insights into operations and strategies with analysts to manage expectations.





# MACROECONOMIC OVERVIEW

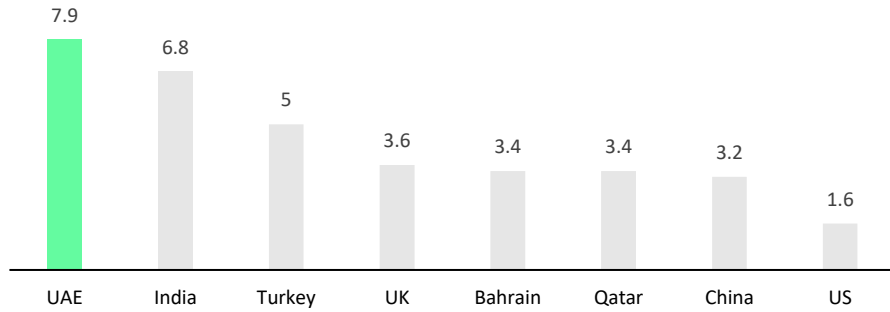
02



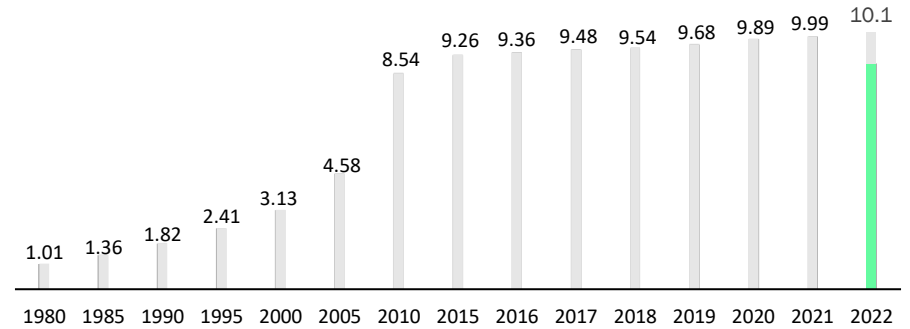
# UAE POSITIONED FOR GROWTH

## MACROECONOMIC OVERVIEW

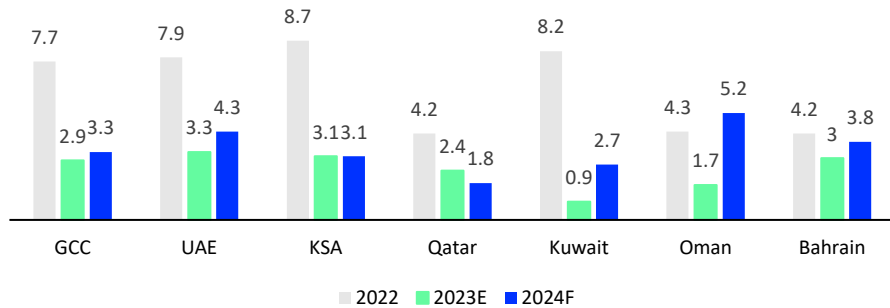
Real GDP Growth (%) - 2022



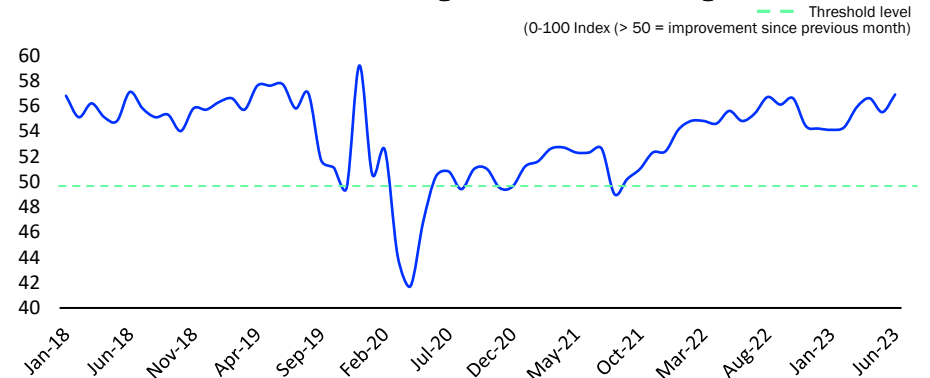
UAE Population Growth (in millions) – supported by social reforms



Global Growth in GCC Economies (%)



UAE PMI - non-oil sector growth remains strong in June





# SUPPORTED BY REBOUND IN DOMESTIC ACTIVITY

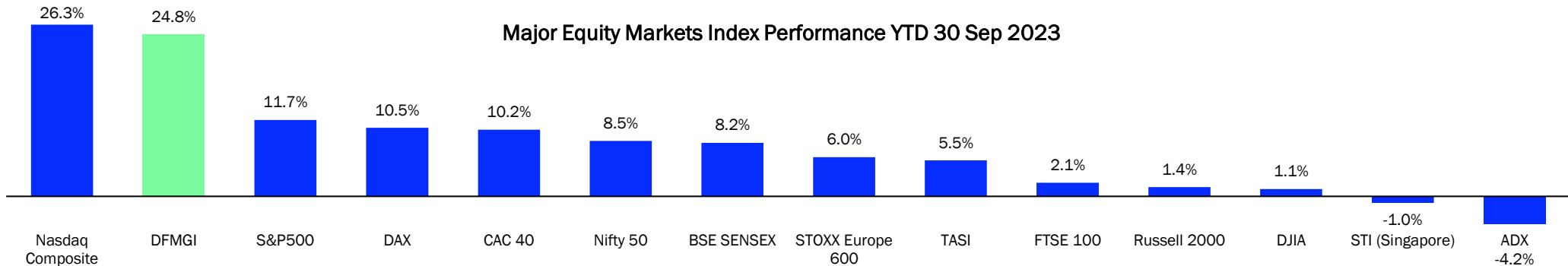
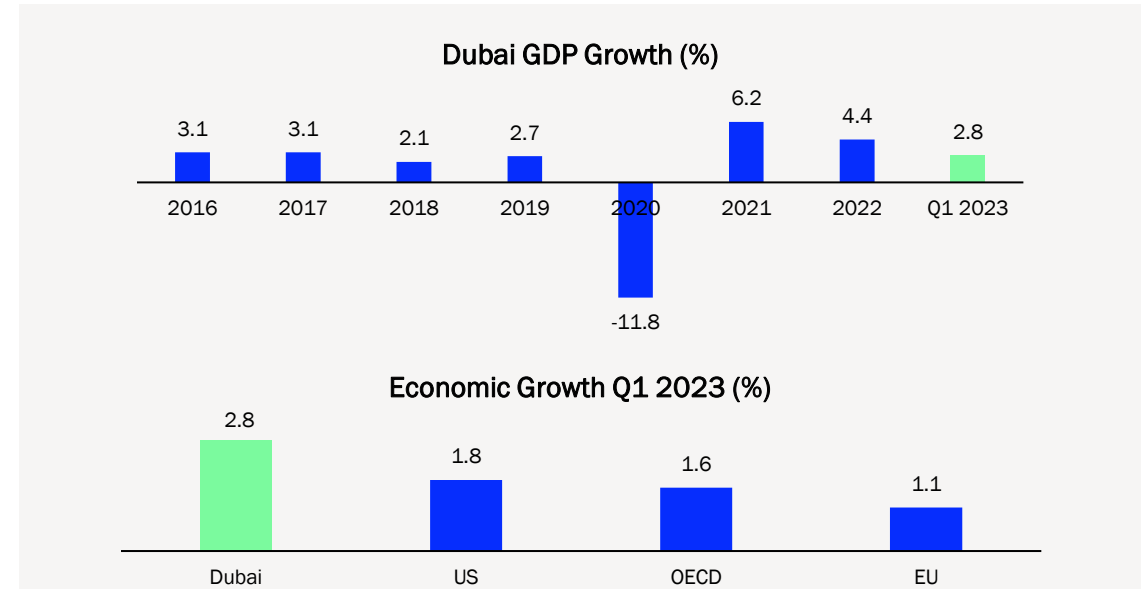
# ECONOMIC GROWTH

## DUBAI'S ECONOMY

**“D33 Agenda”:** Dubai revealed an AED 32 trillion economic plan “D33” that includes 100 transformative projects and doubling foreign trade and investment over the next 10 years to improve its standing as a global financial hub.

**GDP Growth:** Dubai's real GDP grew 2.8% year-on-year in Q1 2023 to AED 111.3 billion surpassing average global growth rates of most developed countries for the same period.

**FDI Flows:** Dubai retained its No. 1 spot globally for attracting Greenfield FDI projects in 2022, a total of 1,173 FDI projects with the total estimated FDI capital flowing into Dubai in was AED 47 billion compared to AED 26.07 in 2021.



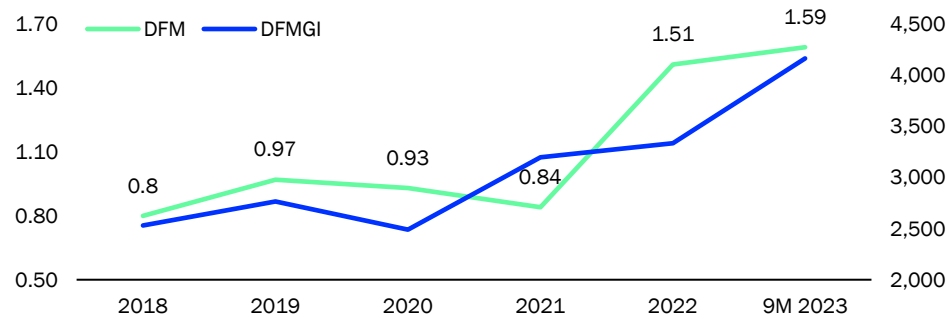
Source: Organisation for Economic Cooperation and Development (OECD) Dubai Statistics Center as per the latest available data; some GDP growth percentages were revised due to a new national account series issued by the Dubai Statistics Center. Dubai Economy & Tourism, Dubai Media Office - August 2023



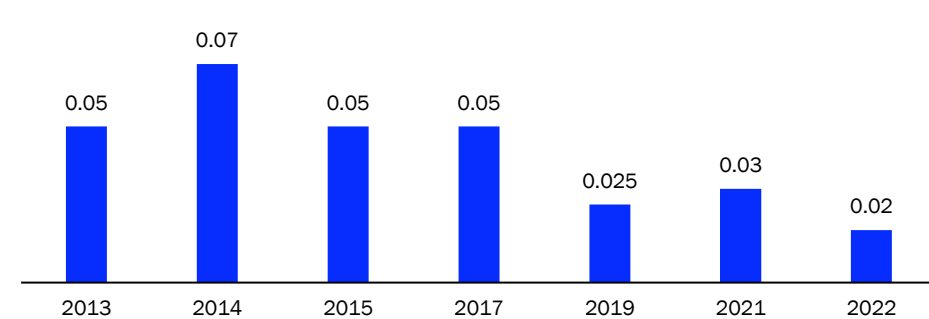


# DFM PJSC PERFORMANCE AND DIVIDENDS

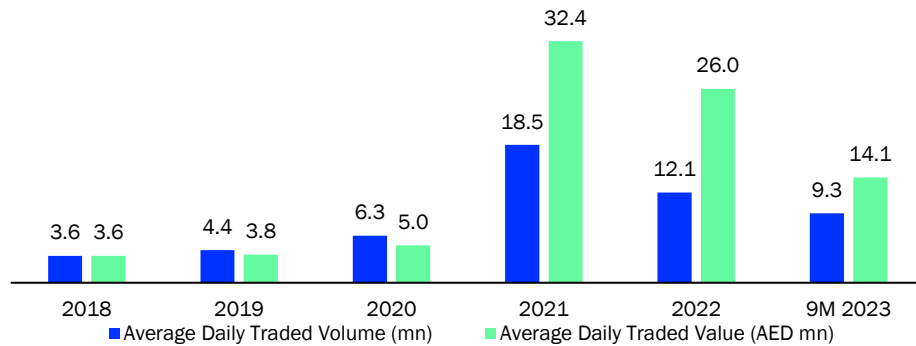
DFM PJSC Closing Price (AED) Against DFMGI



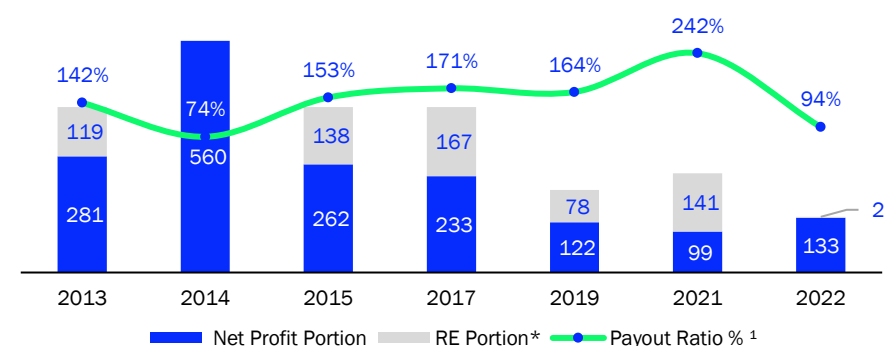
Dividends Per Share (AED)



DFM PJSC Trading Activity



Dividends Payout History (AED millions)



\*RE stands for Retained Earnings.  
<sup>1</sup> Calculated as dividend (paid following year) divided by the net profit of the year.

# 9M 2023 PERFORMANCE HIGHLIGHTS

## Consolidated financial results for the period ended 30 September 2023

Net profit increased by 116% to AED 186.4 million, compared to AED 86.2 million in the corresponding period in 2022. With a notable increase in the number of trades, overall trade value, and an influx of new investors.

## Strong financial performance

DFM's total consolidated revenue increased by 48.2% to AED 356 million during the first nine months of 2023, compared to AED 240.2 million during the corresponding period of 2022.

Revenue comprises AED 216.4 million in operating income and AED 139.6 million in investment returns and other income.

Total operating expenses reached AED 155.3 million compared to AED 150.8 million in the same period ending September 2022.

Total non operating and provision expenses reached AED 14.3 million compared to AED 3.1 million in the same period ending September 2022.





**OPERATIONAL &  
FINANCIAL HIGHLIGHTS**

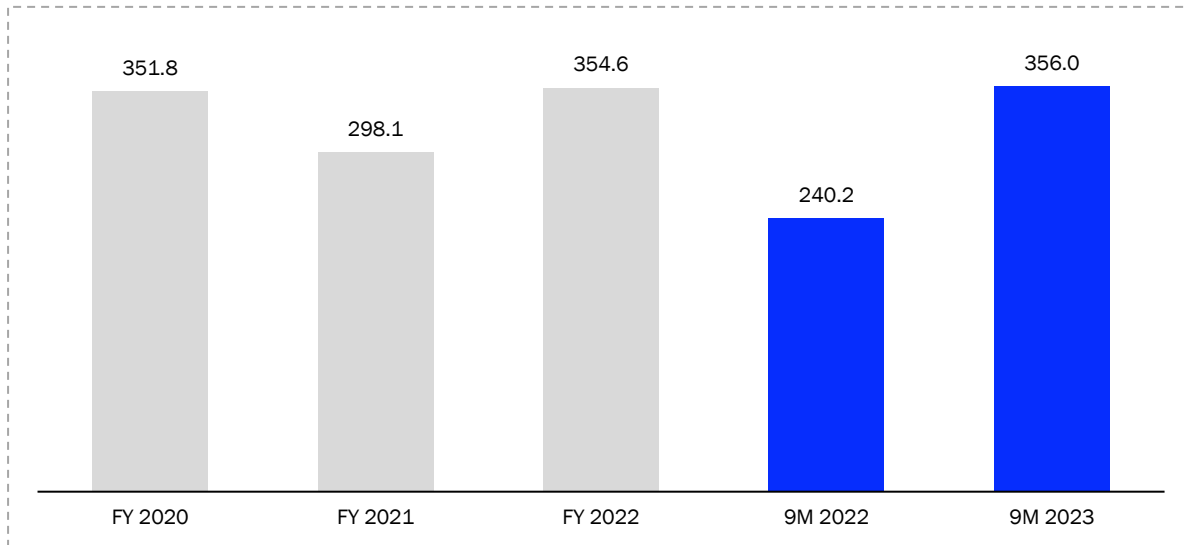
03



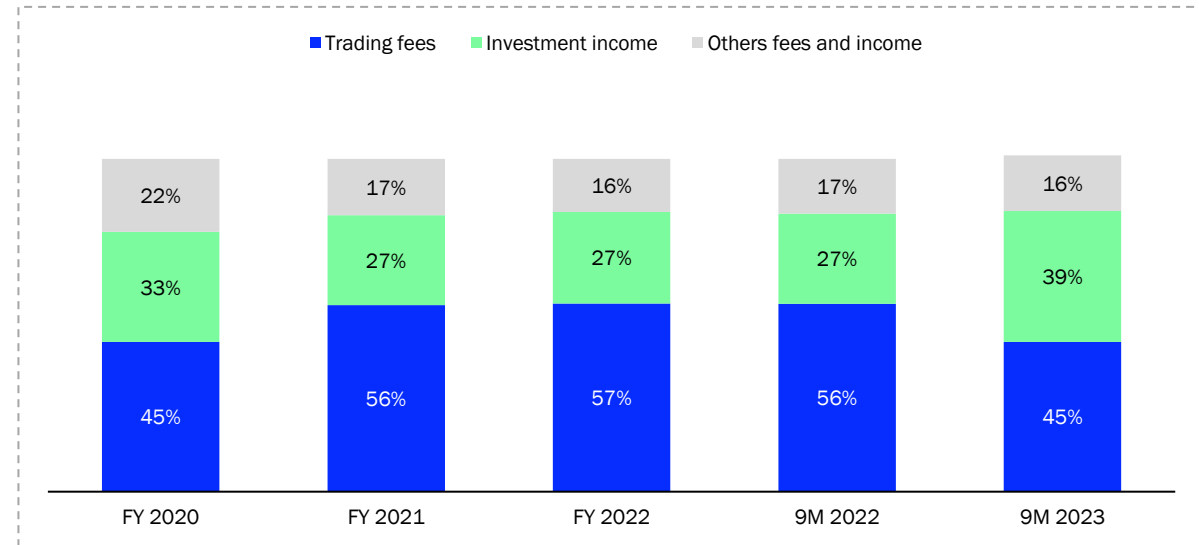
# REVENUE BREAKDOWN

## FINANCIAL HIGHLIGHTS

Total Revenue (AED mn)



Total Revenue Mix (%)

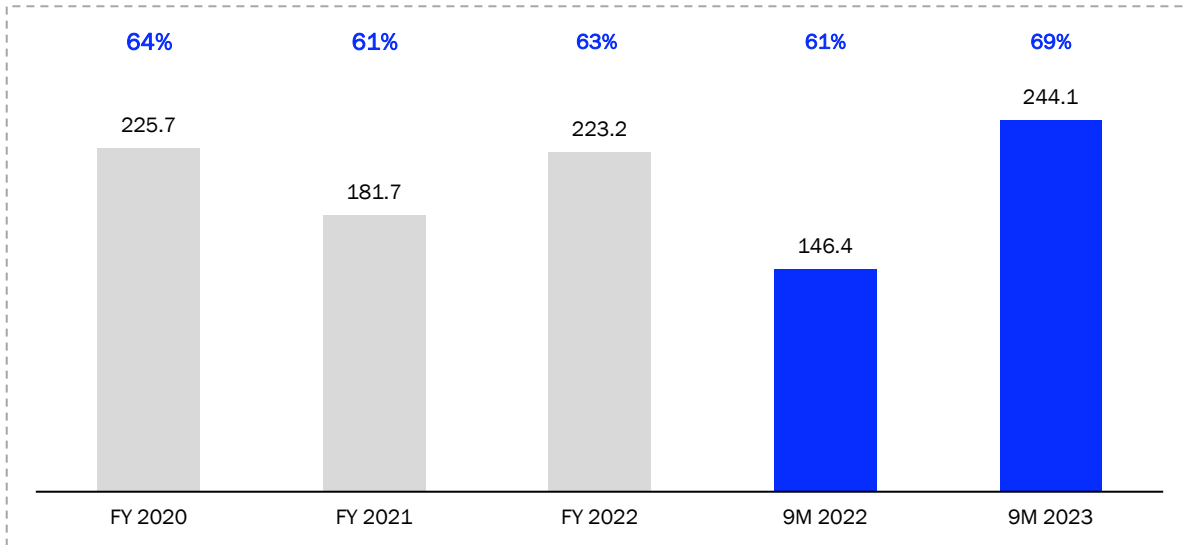


\*Investment income includes profit earned on third party deposits.

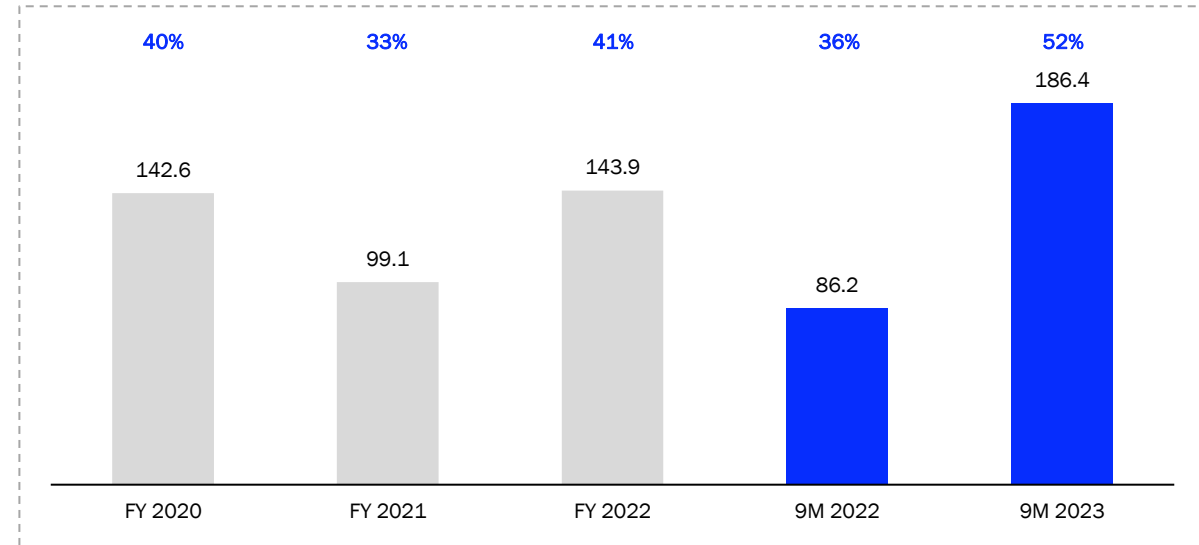


# EBITDA & NET PROFIT MARGIN FINANCIAL HIGHLIGHTS

EBITDA (AED mn) and EBITDA Margin (%)



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

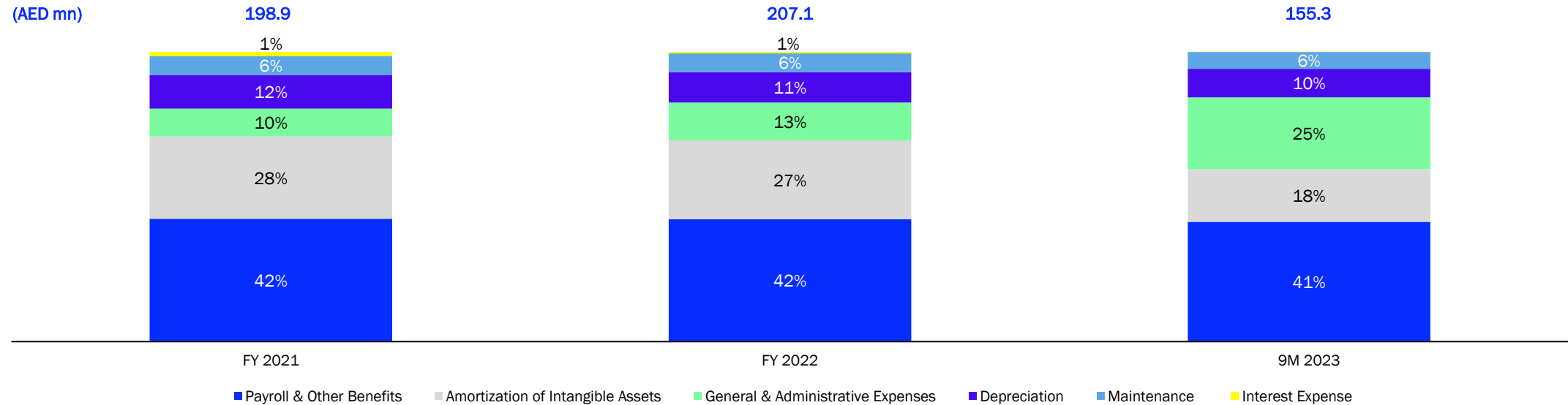






# OPERATING EXPENSE BREAKDOWN (%)

## FINANCIAL HIGHLIGHTS



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



# BALANCE SHEET ITEMS

## FINANCIAL HIGHLIGHTS

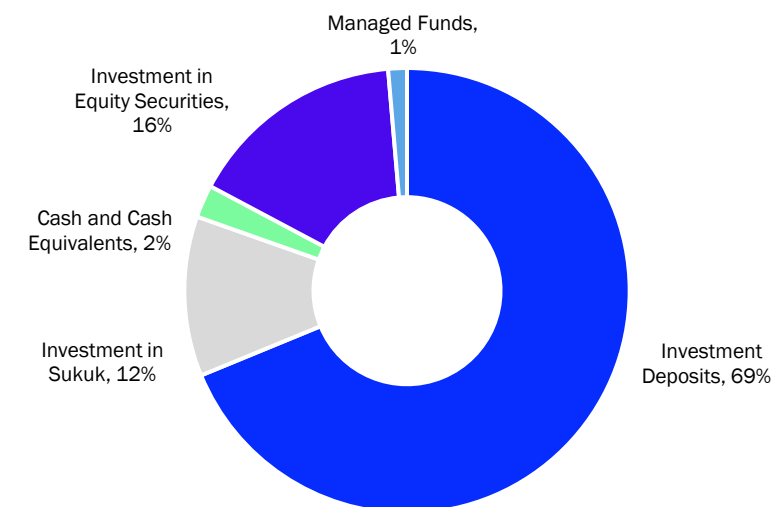
Selected Balance sheet items (AED mn)

	FY 2022	9M 2023
Investment Deposits	2,517	3,096
Financial Assets Measured at FVOCI & amortized cost	1,243	1,298
Goodwill	2,879	2,879
Other Intangible Assets	1,921	1,878
Property and Equipment	320	326
<b>Total Assets</b>	<b>9,494</b>	<b>9,844</b>
<b>Total Equity</b>	<b>7,948</b>	<b>8,070</b>
<b>Total Liabilities</b>	<b>1,546</b>	<b>1,774</b>

Main Financial Assets (AED mn)

9M 2023		
Cash and Cash Equivalents		107
Investment Deposits		3,096
Less than 3 Months	584	
Up to 1 Year but More than 3 Months	2,356	
More than 1 Year	156	
Other Financial Assets Measured at Fair Value – (FVTOCI) & amortized cost		1,298
Investment in Equity Securities	714	
Managed Funds	62	
Investment in Sukuk	522	
<b>Total</b>		<b>4,501</b>

Main Financial Assets Breakdown (%)



### Commentary

- Investment deposits are placed with financial institutions in the UAE, with profit rates ranging from 4.85% to 5.75% per annum.
- Investment in Sukuk in the UAE matures in 4-9 years and carries an average fixed profit rate of 4% per annum.
- 98% of the investments made by DFM are within the UAE.

\*Investment income includes profit earned on third party deposits.



# CONSOLIDATED P&L

For the nine months ended

(AED'000)	30 Sep 2022	30 Sep 2023
<b>Income</b>		
Trading commission fees	135,485	160,030
Brokerage fees	10,221	9,591
Clearing settlement and depository fees	16,898	28,911
Listing and market data fees	7,345	8,483
Other fees	5,210	9,380
<b>Operating income</b>	<b>175,159</b>	<b>216,395</b>
Investment income	52,327	119,713
Dividend income	9,634	20,060
Other income	(68)	(372)
Profit income	3,124	226
<b>Total investment and other income</b>	<b>65,017</b>	<b>139,627</b>
<b>Total income</b>	<b>240,176</b>	<b>356,022</b>
<b>Expenses</b>		
General and administrative expenses	(107,280)	(112,849)
Amortisation of intangible assets	(42,366)	(42,366)
Interest expense	(1,162)	(37)
<b>Operating expenses</b>	<b>(150,808)</b>	<b>(155,252)</b>
Provision expense	—	(14,165)
Profit expense	(3,124)	(226)
<b>Total expenses</b>	<b>(153,932)</b>	<b>(169,643)</b>
<b>Net profit for the period</b>	<b>86,244</b>	<b>186,379</b>



# CONTACT US

## Investor Relations

T: +971 4 305 5447

Email: [ir@dfm.ae](mailto:ir@dfm.ae)



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



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



[www.dfm.ae](http://www.dfm.ae)



Dubai Financial Market

Access our latest sustainability report and ESG disclosure guide

