

# OUR STRATEGIC PRIORITIES

Dubai Financial Market (DFM) seeks to continually reinforce our leading position in the region, in line with our Vision to become a "World-Class Regional Marketplace". Our strategic focus enables DFM to be a central driver of Dubai's position as a dynamic capital markets hub globally, achieved by applying international best practices, attracting corporates of all sizes, and consistently meeting the growing needs of local and international investors.

**STRATEGIC PILLAR**

**INCREASE LISTINGS AND DIVERSIFY PRODUCTS**

**ENHANCE MARKET ACCESSIBILITY**

**ADVANCE OPERATIONAL EFFICIENCY**

**NURTURE TALENT & PERFORMANCE**

BRIEF DESCRIPTION

2022 ACHIEVEMENTS

- Increase IPOs and listings on both DFM & Nasdaq Dubai, leveraging both exchanges flexible and diversified listing options such as:
  - DFM's Main Market and Direct Market for private companies.
  - Nasdaq Dubai's Main Market and Growth Market for SMEs and new economy businesses while Nasdaq Dubai's Private Market offers an efficient and secured CSD solution for share-related corporate actions.
- Diversified product offering that includes Equities, Fixed income instruments, derivatives and ETFs.

- With the new IPOs, DFM listed 5 new government and private companies, which became a catalyst for growth in the market. We've also listed 1 cooperative as the first listing in the UAE.
- Launched new equity futures contracts on individual stocks for 4 prominent listed companies, bringing the total to 30, while also welcoming the Micro Oman Crude Oil Futures.
- Further diversification of asset classes, Nasdaq Dubai welcomed the listing of 21Shares' Physically Backed Bitcoin ETP, and the listing of Dubai Islamic Bank's first sustainable Sukuk valued at US\$750 million.
- Added new instruments such as the Dirham-denominated treasury bonds issued by the UAE Federal Government.

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

- To boost market accessibility for a greater number of international investors, we've applied the direct market access (DMA) and onboarded Swissquote bank.
- Accredited 2 more market makers xCube and Laval Securities BV, bringing the total to 5.
- Added HSBC as the first international General Clearing Member.
- Utilizing the digital onboarding, new investors reached 167,332; an increase of 23x year-on-year.

- 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.

- Further automated operations of the Central Counterparty Equity and Derivatives Clearing Company (CCP), as it becomes first regional onshore clearing house to be recognized by the European Securities and Markets Authority (ESMA). Thereby, increasing efficiency and accuracy, mainly focusing on institutional trades and end of day settlement runs.
- Further enhance our established framework ensuring adherence to applicable legislations, SCA rules including compliance with Licensing requirements, Anti-Money Laundering "AML" obligations, Risk Assessment, and other relevant legislations.
- DFM continued to invest in digitization and IT infrastructure to enhance efficiency and experience for all stakeholders.

- Aligning performance development framework to corporate performance targets.
- Develop and empower future capital markets specialists.

- All employee's annual KPIs are derived from DFM strategic objectives with cultural focus on growth.
- Introduced monthly awareness sessions about DFM products and services "Know Your Market".
- Continued to develop talents through financial products training, with some employees earning certifications in different areas.

Aligned with Dubai's strategic plan to develop financial markets and exchanges per the vision of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, and under the supervision of His Highness Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum, Deputy Ruler of Dubai, Deputy Prime Minister and Minister of Finance, Chairman of the Dubai Securities and Exchange Higher Committee, our corporate strategy aims to drive sustainable growth through a focus on the following strategic pillars: