

SHUAA Capital

Fourth Quarter & Full Year 2013 Results Highlights



Dubai, 16 February 2014

Investment Banking | Capital Markets | Asset Management | Credit

CAUTIONARY STATEMENT

Cautionary Note Regarding Forward-Looking Statements

- This document and presentation contain forward-looking statements. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Forward-looking statements can be identified by words such as: "anticipate," "aspire," "intend," "plan," "goal," "objective," "seek," "believe," "project," "estimate," "expect," "forecast," "strategy," "target," "trend," "future," "likely," "may," "should," "will" and similar references to future periods. Examples of forward-looking statements include, among others, statements we make regarding:
 - » Expected operating results, such as revenue growth and earnings.
 - » Anticipated levels of expenditures and uses of capital for fiscal years 2012 through 2016.
 - » Current or future volatility in the capital and credit markets and future market conditions.
- Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: Our ability to maintain adequate revenue levels and cost control; economic and financial conditions in the global markets and regional markets in which we operate, including volatility in interest rates, commodity and equity prices and the value of assets; the implementation of our strategic initiatives, including our ability to effectively manage the redeployment of our balance sheet and the expansion of our strategic businesses; the reliability of our risk management policies, procedures and methods; continued volatility in the capital or credit markets; developments and changes in laws and regulations, including increased regulation of the financial services industry through legislative action and revised rules and standards applied by the our regulators.
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2013 Financial Performance

P&L Highlights

Q4 2013 TOTAL EXPENSES

Up **59%** vs Q4 12

Q4 2013 REVENUES

Up **153%** vs Q4 12

Q4 2013 NET PROFIT/LOSS

Up **24.5m** vs Q4 12

Financial Highlights in AED Million

	Q4 2013	Q3 2013	Q4 2012
Total Revenues (incl. SHUAA investments P&L)	63.7	54.8	25.2
General & Administrative Expenses	-45.1	-37.4	-33.8
Operating Expenses	-50.6	-41.9	-37.4
Net Profit/Loss	3.8	3.6	-20.7
Earnings per Share	0.004	0.003	-0.020
Cost/Income Ratio	80%	76%	149%
ROAE	0.3%	0.3%	-1.9%

Progress Report

Three consecutive profitable quarters and full year 2013 profit

Net Profit/Loss In AED Million



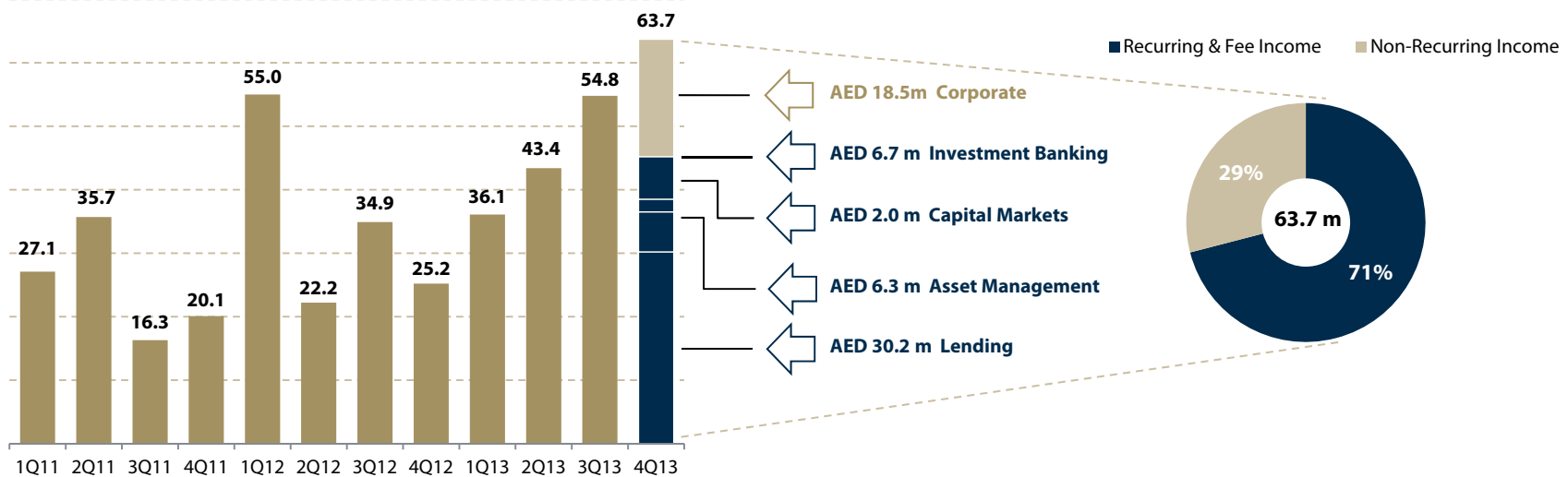
We delivered on 2013 Earnings Guidance

- SHUAA achieved its guidance for 2013 with a net profit of AED 2.8m (2013 earnings guidance: AED-18m to AED+6m)
- Asset Management, Investment Banking, Capital Markets, Lending & Brokerage are profitable as of Q4 and FY 2013.
- Credit generated zero revenues and Corporate (Cost Center) remained loss-making.

Progress Report

Recurring & Fee Income Generation in 4Q 2013

Total Revenues – Quarterly Trend
In AED million as of 31 December 2013

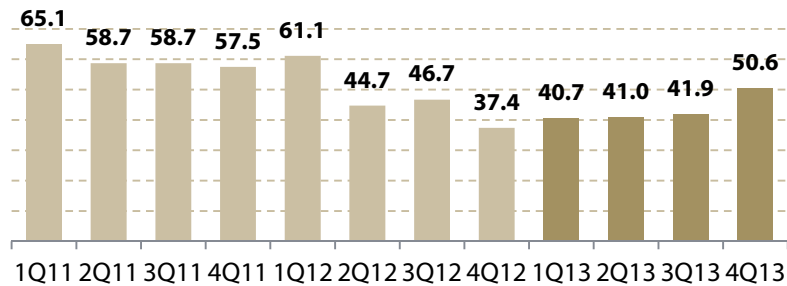


Cost Structure

On track to achieve target cost/income ratio

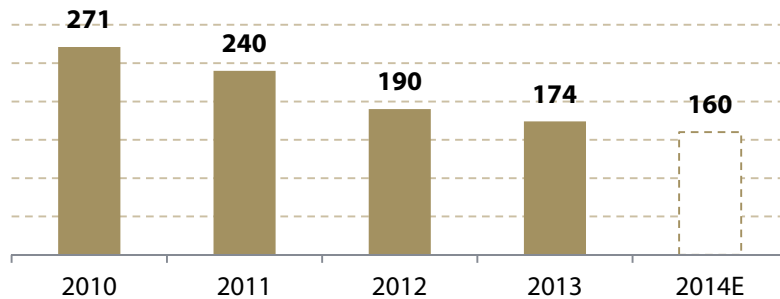
Operating Expenses

In AED million



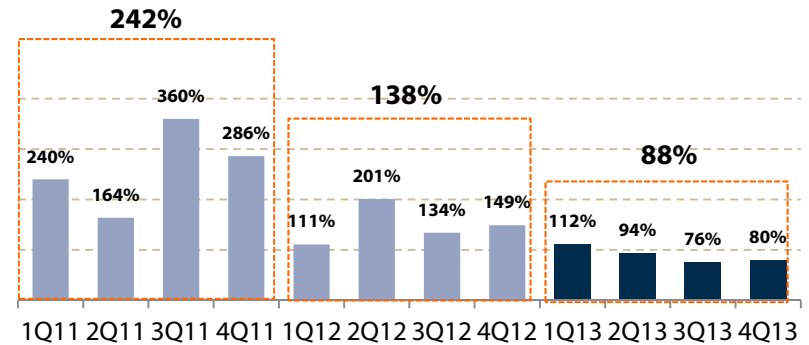
Operating Expenses

In AED million



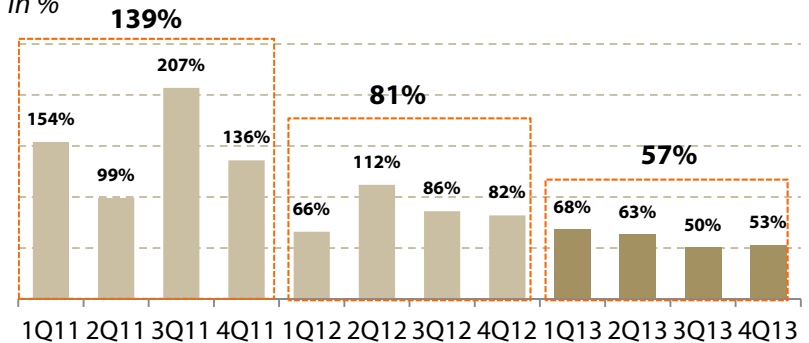
Cost/Income Ratio (Operating Expenses/Revenues)

In %



Compensation Ratio (Compensation/Revenues)

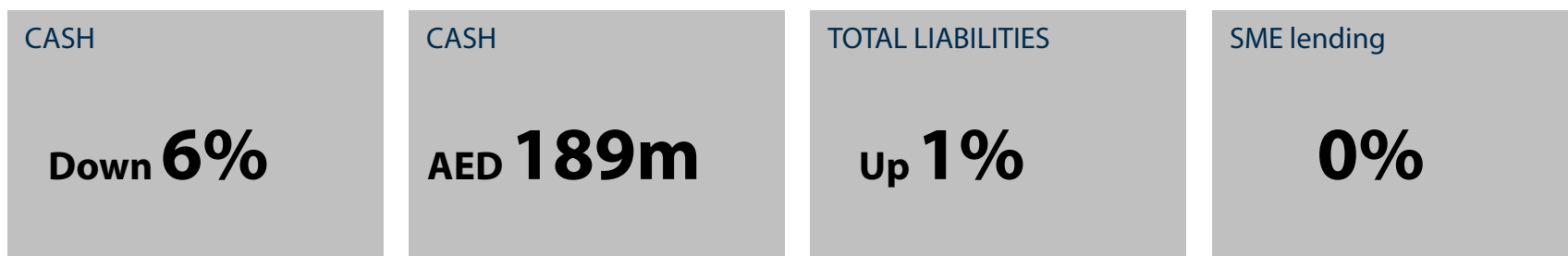
In %



2013 Financial Performance

Quarter-on-Quarter Highlights

Strong Balance Sheet



Financial Highlights in AED Million

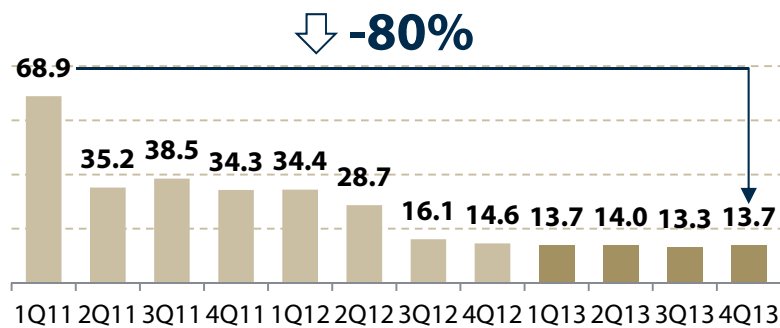
	31 December 2013	30 September 2013	Change
Total Assets	1,489	1,480	1%
Cash	189.5	201.6	-6%
Loans, advances and finance leases	856.8	845.4	1%
<i>Of which SME Lending</i>	814.1	813.9	0%
<i>Of which Private Equity</i>	13.7	13.3	3%
<i>Of which Margin Lending</i>	29.0	18.2	59%
Total Liabilities	375.9	371.5	1%
Shareholder's Equity	1,112.9	1,107.9	0.5%

Balance Sheet Management

Reduce Loss-Leaders and Invest in Growth

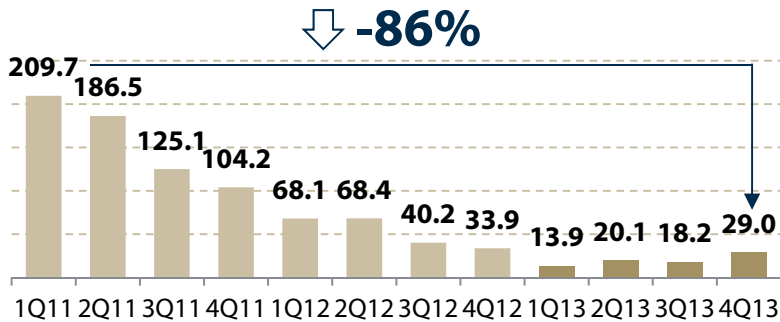
Private Equity Funds Leverage*

In AED Million



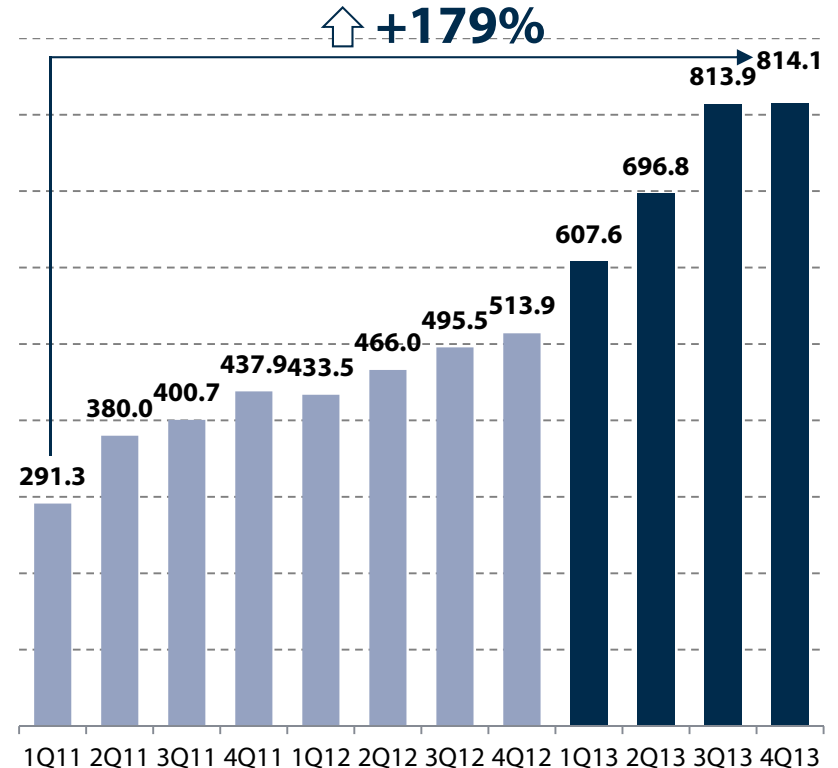
Brokerage Margin Loans*

In AED million



Lending (GFC and GIC)*

In AED Million

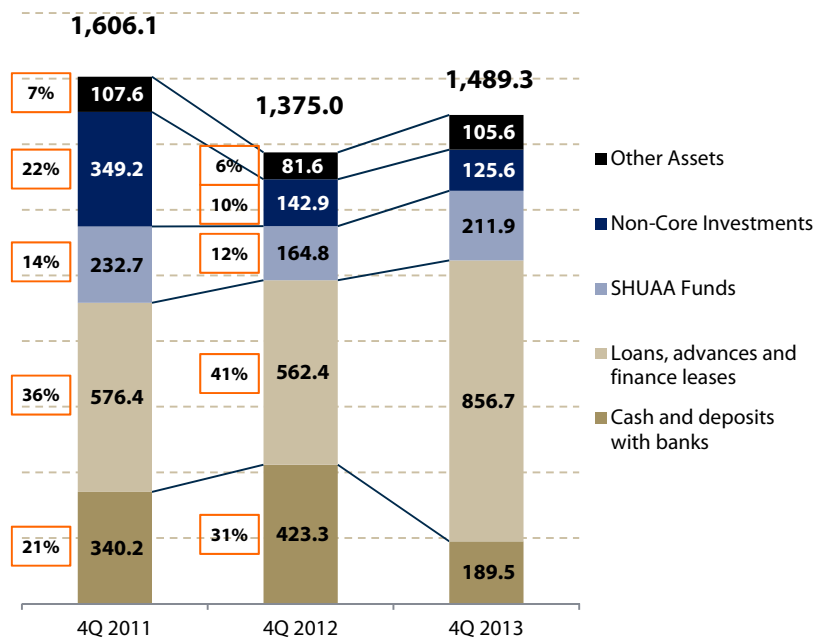


*SHUAA Capital Balance Sheet – Loans, advances and finance leases

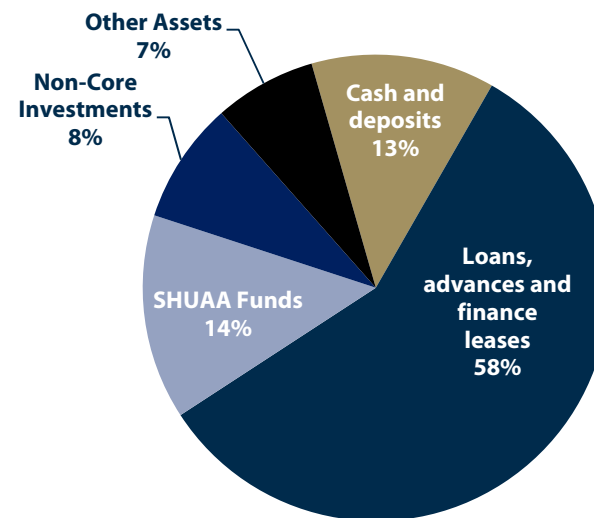
Progress Report

Managing SHUAA's Balance Sheet

Total Assets – Two Year Movement
In AED million



Balance Sheet Composition
As of 31 December 2013

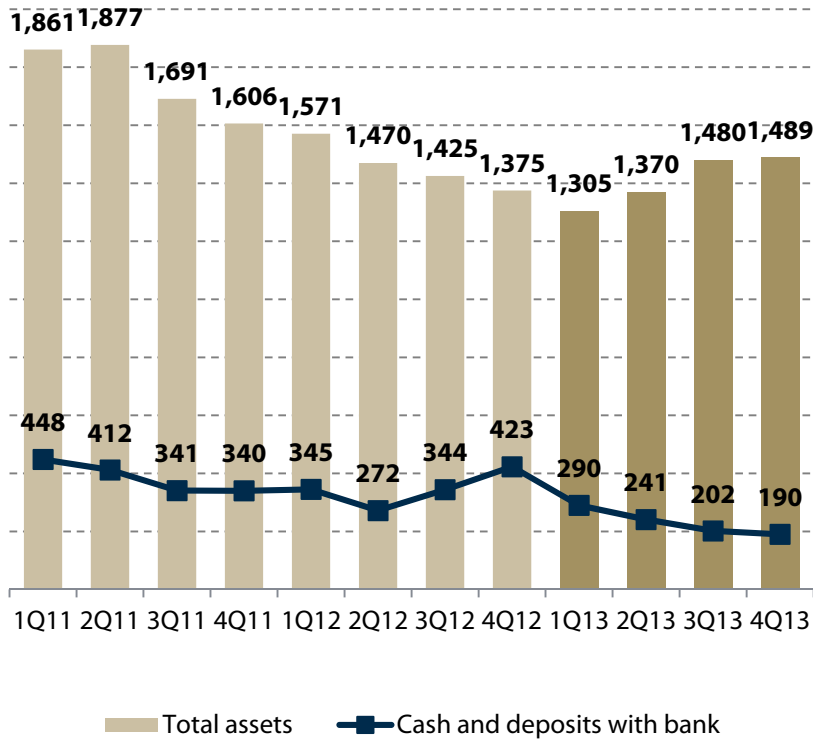


Strong Balance Sheet

Strong asset base and low leverage ratio of 0.23

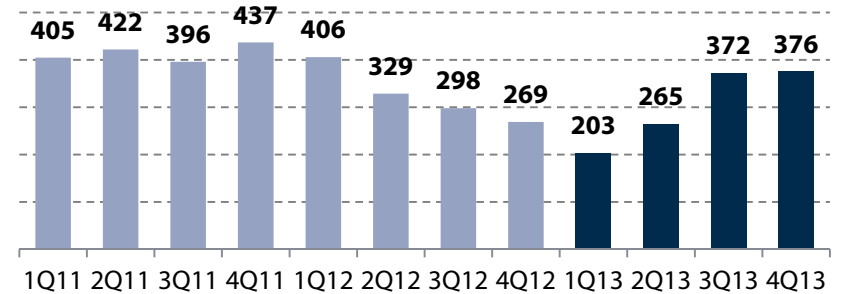
SHUAA Group – Total Assets incl. Cash

In AED Million



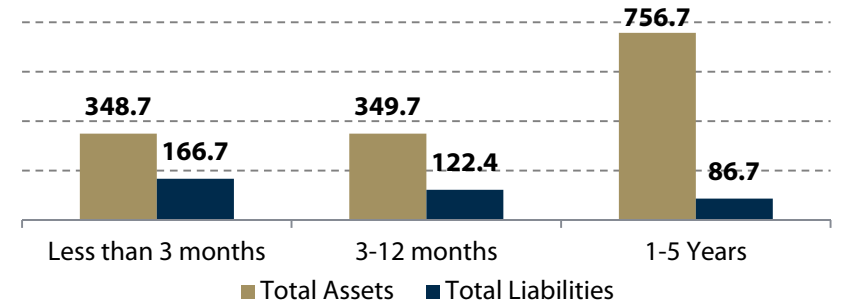
SHUAA Group - Total Liabilities

In AED Million



Maturity Profile as of 31 December 2013

In AED million



Balance Sheet

Consolidated Financial Position

AED Thousands	31-Dec 2012	31-Mar 2013	30-Jun 2013	30-Sep 2013	31-Dec 2013	Dec 2013 vs Dec 2012
Cash and deposits with banks	423,317	289,920	241,256	201,572	189,471	(233,846)
Receivables and other debit balances	21,569	17,173	23,361	45,386	24,064	2,495
Loans, advances and finance leases	562,382	635,156	730,915	845,394	856,756	294,374
Investments in SHUAA managed funds	164,813	171,852	182,705	194,831	211,908	47,095
Investments in third party associates	92,046	89,001	87,443	85,069	89,100	(2,946)
Other investments	50,867	41,927	40,258	40,209	36,472	(14,395)
Property and equipment	25,916	25,754	29,701	33,328	47,422	21,506
Goodwill	34,111	34,111	34,111	34,111	34,111	-
Total Assets	1,375,021	1,304,894	1,369,750	1,479,900	1,489,304	114,283
Due to banks	136,319	79,479	137,210	231,994	258,181	121,862
Payables and other credit balances	133,060	123,153	127,406	139,508	117,671	(15,389)
Total Liabilities	269,379	202,632	264,616	371,502	375,852	106,473
Non-controlling interests	518	519	521	526	539	21

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