NAYIFAT AT A GLANCE

NAYIFAT FINANCE COMPANY ANNOUNCES INTENTION TO FLOAT ITS SHARES ON THE SAUDI EXCHANGE

Message from the MD & CEO

"This IPO is the next stage of our development story, as it would further promote the NFC brand and support our growth in the core consumer financing business as well as expansion into SME, FinTech and credit card businesses."

Mission

We aim to carry on our legacy as pioneers in the NBFI sector by facilitating the financing needs of all people in Saudi Arabia through innovative, Shari'a compliant offerings that range across consumer and SME financing to credit cards and FinTech lending

Vision

We strive to be the go-to financing provider in Saudi Arabia, while supporting the ambitions of Vision 2030 to build a thriving society and achieve economic prosperity

Products and services

- **Consumer Finance**
- **SME Finance**
- **FinTech (ULend)**
- **Credit Cards**

HISTORY OF DELIVERING ON GROWTH OBJECTIVES

- **2002** Incorporation of NFC with a capital of **SAR 10m (~$2.7m)**
- **2008** Capital increase to **SAR 250m (~$66.6m)**
- **2010** Converted to a CJSC
- **2014** First NBFI to be licensed by SAMA
- **2015** Achieved **SAR 1b (~$266m)** in loan acquisitions
- **2016** Net income surpasses **SAR 100m (~26.7m)**
- **2017** Capital increase to **SAR 635m (~$169m)**
- **2018** Capital increase to **SAR 850m (~$226.6m)**
- **2019** Capital increase to **SAR 1b (~$266m)**
- **2020** Obtained FinTech License, soft launch of Credit Cards and FinTech

Flagship brand in Saudi consumer finance space with a strong distribution network

- Wide branch network consisting of **27 branches**
- Across **23 cities**
- Capturing under-banked locations with the support of **392 employees**

A client-centric brand that has grown in scale and exposure across the Kingdom

- Innovative **Shari'a compliant product** offering
- **SAR 1.59b (~$430m)** gross receivables and **SAR 1.56b (~$415m)** net receivables (H1 2021)
- **Over 44k** customers
- **Focus on customer care** and efficient collections mechanism
- **Over 280k+** customers served since inception

THE OFFERING

All the Offer Shares will be offered to institutional investors, with a claw-back by the retail investors of up to 10%, as determined by the Bookrunners

- **35M** Offer Shares will be listed on the Saudi Exchange as a secondary offering by the selling shareholders
- **35%** Of NFC's issued share capital of **100m shares**
- **100%** Or **35m shares** will be offered to institutional investors
- **10%** Or **3.5m shares** to be clawed back and offered to retail investors

The final offer price will be determined at the end of the book-building period

TIMELINE

12th Oct	21st Oct	28th Oct	2nd Nov	7th Nov	8th Nov	13th Nov	15th Nov
ITF Announcement	Start of book building process	Close of book building process	Final offer price	Start of retail subscription period	End of retail subscription period	Final allocation of shares	Refund of excess subscription amounts

Key Investment Highlights

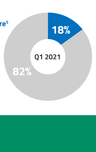
- **AVERAGE 20%** Return on Equity
- **AVERAGE 10%** Net income CAGR FY18-21[2]
- **65%** Dividend payout ratio (H1 2021)[1]

Strong top-line growth and robust financial position...

- **6.8% REVENUE CAGR** (2018 – 2021)[2]
- **SAR1.9B / $0.5B** Total assets (H1 2021)
- **SAR1.2B / $0.3B** Total equity (H1 2021)
- **SAR1.6B / $0.4B** Total gross loans[3] (H1 2021)
- **1.3X (UNUTILIZED CAPACITY OF 2.2X)** Finance to equity ratio[4] (H1 2021)

One of the market leaders in consumer finance

Market share[5]



Growth potential in all business lines

Consumer Finance
Opportunity to cement dominance in a growing market

SME Finance
Growth opportunities provided by Vision 2030

FinTech (ULend)
Expand offering by tapping the FinTech space through the launch of ULend (Lending and debt crowdfunding platform)

Credit Cards
Headroom for growth driven by the Government's digitization agenda

1- Based on 4Q 2020 and 1Q 2021 net income
2- Calculated on an annualized basis
3- Net of unearned finance income
4- Calculated as net loans over equity
5- Calculated on a gross loans basis based on SAMA Monthly Bulletin "Personal Finance" loans by finance companies (Q1 2021 preliminary data)