



ARQAAM CAPITAL MENA INVESTORS CONFERENCE
SEPTEMBER 2017

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ALDAR AT A GLANCE

- Leading Abu Dhabi developer behind the Emirate's most iconic and complex projects
 - Ferrari World, Yas Marina F1 circuit, World Trade Centre, The Gate Towers, Yas Island, Al Raha Beach and Shams Abu Dhabi infrastructure
- Incorporated and listed on the Abu Dhabi Stock Exchange in 2005
- Decades of development through 75 million sqm land bank
- Large and diverse AED 18 billion asset management business
- Strategic partner of the Government of Abu Dhabi
 - Aligned with Abu Dhabi Plan 2030
- Clear dividend policy providing transparency and visibility on shareholder returns

AED 18.2¹ billion
market cap

23,000 residential
units delivered to
date

AED 1.6 billion
NOI guidance
(2017E)

4,900 off-plan
residential units
currently launched
–c.80% sold

AED 2.8 billion net
profit in 2016FY
(+8%)

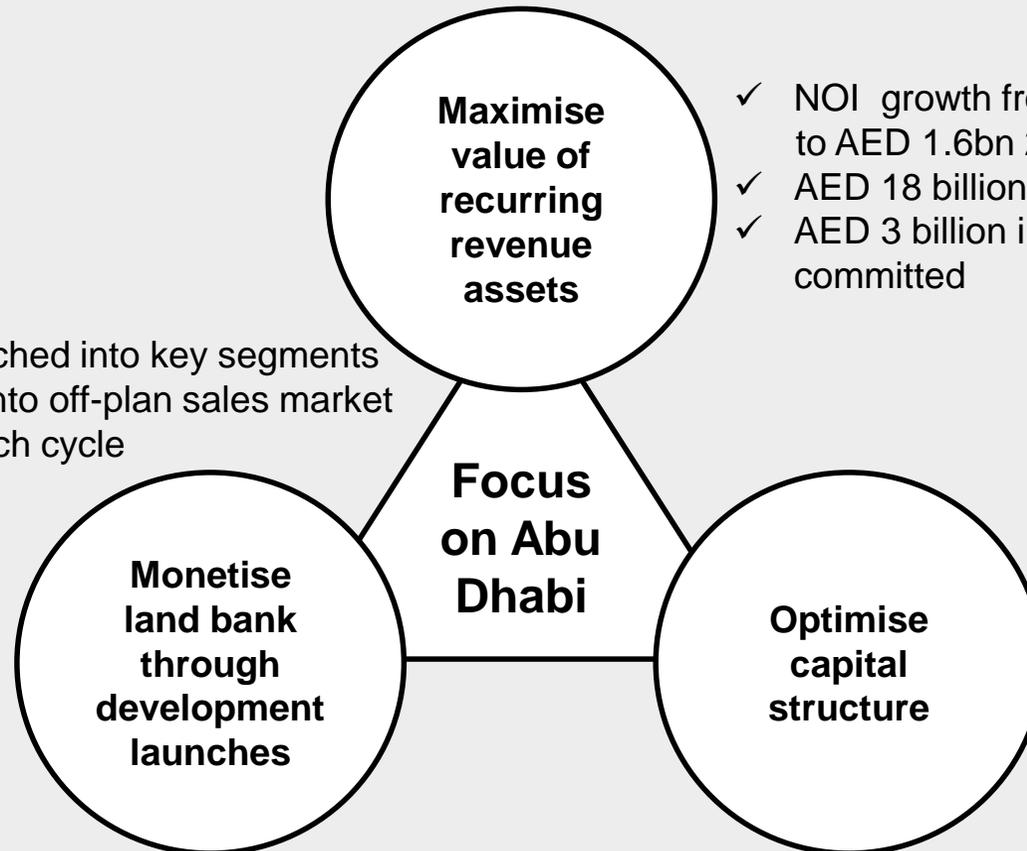
11 fil per share
dividend for
2016FY
(+10%)

¹ Market capitalization as at 14 September 2017

BUSINESS OVERVIEW

	Developer		Asset Manager		Adjacent businesses
Features	75 million sqm land bank	1,500 unit off-plan launch cycle	AED 18 billion assets	AED 1.6 billion NOI (2017E)	Education (Aldar Academies)
	Focus on key destinations	6.1 million approved GFA	Diverse revenue mix	Target 40% growth in NOI by 2020	Property and facilities management (Khidmah)
Debt policy	Currently unlevered		35-40% LTV		Construction (Pivot)
Dividend policy	Discretionary dividend on handover		65-80% distributable FCF pay-out		

EXECUTION OF STRATEGY



- ✓ 10 developments launched into key segments
- ✓ 4,900 units launched into off-plan sales market
- ✓ 1,500 unit annual launch cycle

- ✓ NOI growth from AED 0.7bn in 2013 to AED 1.6bn 2016
- ✓ AED 18 billion asset valuation
- ✓ AED 3 billion investment growth plan committed

- ✓ Maintain financial flexibility in line with investment grade parameters
- ✓ Extended debt maturities
- ✓ Formalised dividend policy

KEY MESSAGES

Strong development business

- 1,500 units per year launch guidance – AED 3 billion sales value target in 2017
- Destination development around Yas Island, Shams Abu Dhabi and Al Raha Beach
- Tapping into market demand – high quality, mid-market residential

High quality, diverse asset management business

- Resilient performance despite softer market backdrop
- 2017 NOI guidance flat – AED 1.6 billion
- Target NOI growth – AED 3 billion investment plan fully committed

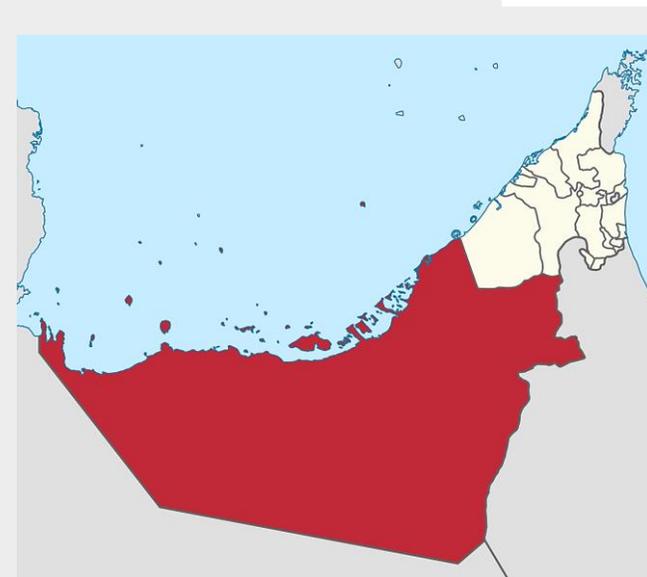
Group strategy remains unchanged

- Financial position remains strong
- Formal dividend policy in place provides transparency and visibility on shareholder returns
- Capital structure – efficient and sustainable

ABU DHABI MACRO OVERVIEW



- Strong 'AA' rated economy
 - Net assets 282% of GDP – one of the highest globally¹
 - GDP per capita \$75k²
 - Government debt 3.6% of GDP¹
 - C.6% of global oil reserves
- Low oil prices driving fiscal reform and operational efficiency
 - Increased non-oil net revenues from removal of fuel/utility subsidies, additional municipality charges and the introduction of VAT from 2018
 - Government operational expenditure cut by 30-35% in 2016⁴
- but capital investment programme continued to support diversification strategy
 - Nuclear power plant, increased oil capacity, road networks
 - Midfield airport terminal, Louvre museum (opening Nov 2017), Warner Bros, Sea World and Yas South mixed use destination
- Confidence and growth from here
 - Projected fiscal surplus in 2017 and c.4.5% surpluses from 2018²
 - Total GDP growth projected at c.2.7% pa out to 2020²
 - Non-oil economy represents c.62% of total GDP and estimated to grow at 4.0-4.5% out to 2018²
 - 2.8m population expected to rise to 3.5m by 2020²



Abu Dhabi map

Abu Dhabi context

- Capital and largest Emirate in UAE (over 80% of the total land)
- Population of 2.8 million (2015), a 80% increase since 2008
- FY16E nominal GDP of USD209 billion² – representing c.60% of total UAE nominal GDP
- 49% of 2015 GDP³ is generated from hydrocarbon sector
- 2.0% real GDP growth (FY16E)²
- 2.8% inflation (CPI) (FY16E)²
- Key global oil producer and exporter – 7th largest oil reserves in the world (92bn barrels)
- Transition and investment underway to develop a more diversified economy

¹ Source: Fitch January 2017

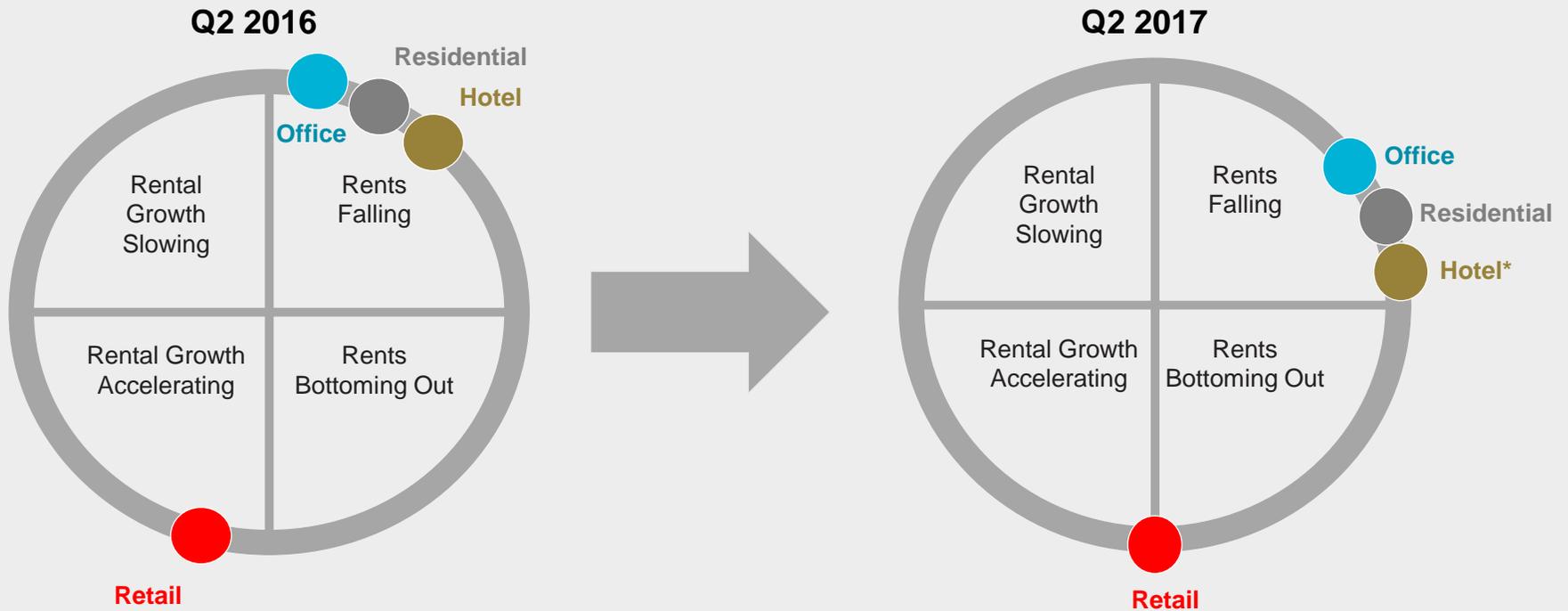
² Source: S&P, February 2017

³ Source: Statistical Centre for Abu Dhabi (SCAD)

⁴ Source: Abu Dhabi Sovereign Bond Prospectus 2016

Q2 2017 REAL ESTATE MARKET OVERVIEW

Residential and hospitality saw a decline, while retail and office remained relatively stable



* Hotel clock reflects the movement of RevPAR
 Source: JLL Q2 2017 Abu Dhabi Real Estate Market Overview

DEVELOPMENT OVERVIEW

Where we stand today

- 10 major projects at various stages of development
- 4,900 units currently launched to market to date
- AED 4.1 billion revenue backlog as at 30 Jun 2017
- 2017 development focus on mid-market - 2 development launches to date – 1,100 units launched sold out in a matter of weeks
- Fully owned land bank and key GFA approvals in place

Development strategy

- Focused around core destinations
- Untapped segments in the market
- Launch cycle of 1,500 units per year

10 current projects

4,900 units launched

AED 4.1 billion revenue backlog

75 million sqm land bank

6.1 million sqm approved GFA across 3 key destinations

Launch cycle of 1,500 units per year

DESTINATION DEVELOPMENT – YAS ISLAND

Growing local population

- Aldar currently has over 3,000 units under construction
- Bring c.10,000 residents onto Yas Island by 2020
- 2,255-unit Water's Edge development launched early September – first phase (437 units) sold out

Government – enabling key tourism infrastructure

- Existing projects – Ferrari World, Yas Waterworld, Yas Marina F1 race track and Yas Marina
- New projects under construction – c.\$5-6bn between Yas South, Warner Bros and SeaWorld
- Target 30 million visitors by 2018 and 48 million by 2022
- New Midfield terminal to expand capacity



Yas Island projection 2020

NEW REAL ESTATE LAW

- Introduced from 1 January 2016 – a significant step forward for the Abu Dhabi real estate sector
- Key features
 - Enhanced industry regulation
 - Mandatory escrow accounts
 - Title deeds and registry
 - Strata title
 - Enhanced protections for off-plan purchasers
 - Clarity around mortgage enforcement
- New laws create a more stable, robust and transparent legal platform for owning, investing in, developing and financing real estate in Abu Dhabi
 - Small amount of institutional money historically invested into Abu Dhabi real estate
 - Changing buyer base – owner occupier vs investor, buyer demographics

ASSET MANAGEMENT OVERVIEW

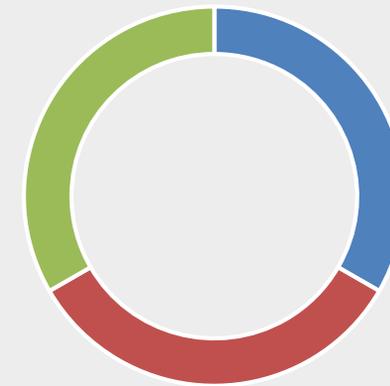
Large and diverse asset base

- AED 18 billion asset value across retail, residential, office and hotels
- Diverse NOI contribution
- Strong occupancy performance across asset classes

Committed to growth

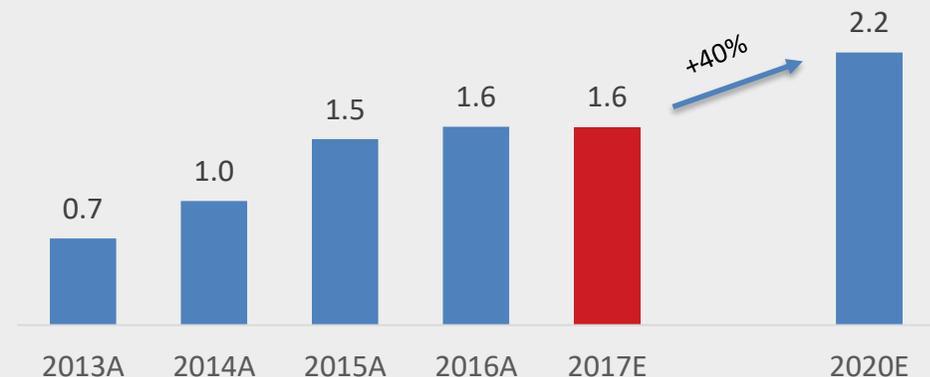
- Track record of delivering growth over last few years on handover of key assets
- Target 40% growth in NOI by 2020
 - Organic growth of existing assets
 - AED 3 billion investment plan now fully committed

Diverse NOI contribution (2016E split)



■ Residential ■ Retail ■ Office, hotels and other

Growth of NOI set to grow (AED billions)



ASSET MANAGEMENT PERFORMANCE



470,00

sqm GLA across 25 retail assets

94%

Yas Mall trading occupancy



4,800

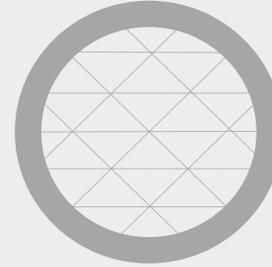
Residential units across 10 developments

90%

Jun 2017 residential occupancy

35%

Bulk tenants as at Mar 2017



204,000

sqm GLA across 7 office assets

92%

Jun 2017 office occupancy

77%

Government and GRE lease tenants



2,500

hotel key rooms across 9 hotels

78%

H1 2017 average occupancy

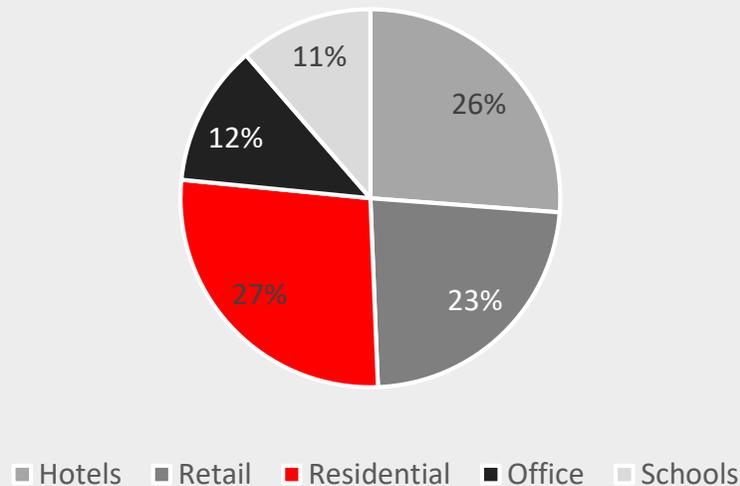
90%

hotel keys located on Yas Island

AED 3 BILLION INVESTMENT PLAN FULLY COMMITTED

- AED 3 billion now fully committed, including 8 assets across residential, retail, office, hotels and schools
- 90% investment plan allocated to development projects – achieve higher yield on cost
- Achieve AED 300 million stabilised NOI
- Continue to monitor opportunities in the market

Investment split by asset class



Al Mamoura school, opened in Sep 2016



Daman House, acquired in Dec 2015

CAPITAL STRUCTURE

Debt policy

- Operating in line with debt policy to maintain 35-40% LTV against the 100% owned investment properties and operating businesses
- AED 5.5 billion gross debt as at 30 Jun 17 – no further significant pay down of debt expected
- 3.0 years weighted average debt maturity as at 30 Jun 17
- Debt capacity will grow as we build out recurring revenue business to achieve 2020 target
- S&P and Moody's upgrades – BBB (Aug-16) and Baa2 (Feb-17) respectively

Development business funding

- Fully paid land bank – 75 million sqm
- Escrow accounts
- Changing payment plan terms
- Modest working capital funding requirement anticipated

DIVIDEND POLICY

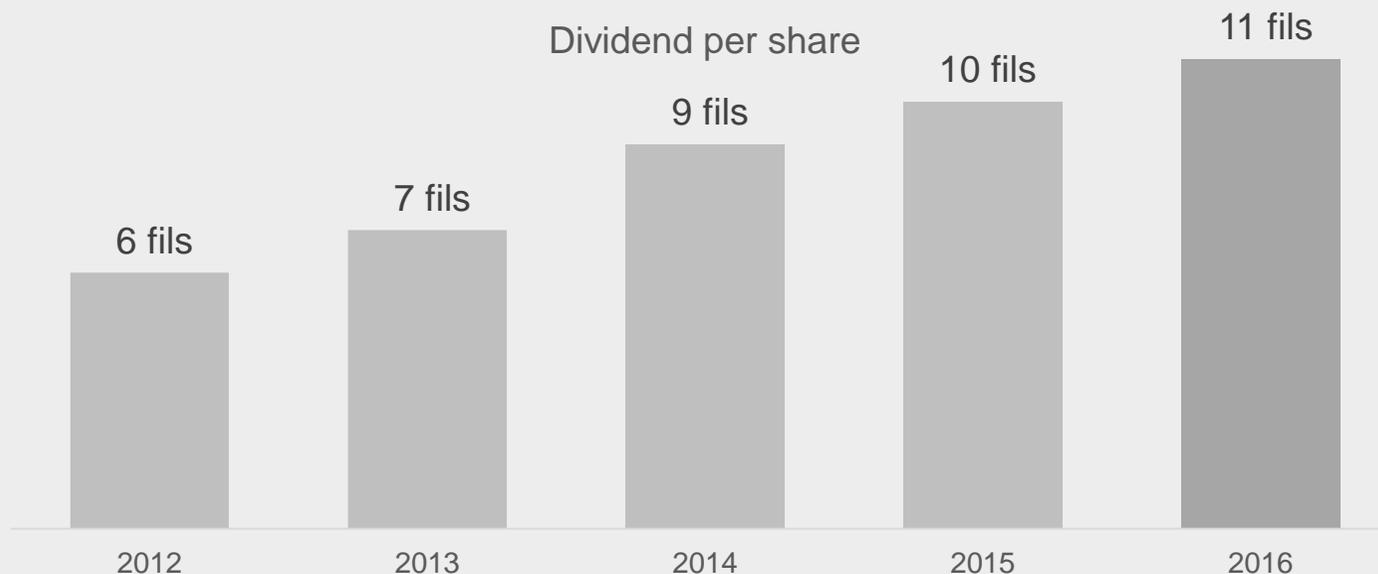
		Asset management business		Development business
Policy	Pay-out factor	Distributable free cash flow ¹	+	Realised profit
	Range	65-80%		Discretionary
Methodology/ key drivers		Net operating income Less: Interest expense Maintenance capex Overheads		

- New dividend policy applicable from 2016
- Based on the cash flow performance of the asset management and development businesses
 - Asset management dividend component based on 65-80% distributable free cash flow of 100% owned recurring revenue assets
 - Development dividend component based on a discretionary percentage of realized cash profit on off-plan project completion

¹ Distributable free cash flow from 100% owned investment properties and operating businesses – recurring revenues excluding Khidmah (only 60% owned)

FOCUS ON SHAREHOLDER RETURN

- Progressive dividend over last five years, supported by growth and stabilization of recurring revenues
- Formalised dividend policy provides clear and transparent shareholder returns
- 2016 proposed dividend of 11 fils per share
 - Top-end of distributable free cash flow pay-out range
 - No development dividend component – no handovers during the year



SUMMARY

Strong development business

- 1,500 units per year launch guidance – AED 3 billion sales value target in 2017
- Destination development around Yas Island, Shams Abu Dhabi and Al Raha Beach
- Tapping into market demand – high quality, mid-market residential

High quality, diverse asset management business

- Resilient performance despite softer market backdrop
- 2017 NOI guidance flat – AED 1.6 billion
- Target NOI growth – AED 3 billion investment plan fully committed

Group strategy remains unchanged

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APPENDIX

DEVELOPMENT SUMMARY TABLE – 30 JUN 17



Project	Location	Recognition	Launch date	Q2 2017		Total as at 30 Jun 2017 *						Expected completion	
				Sold units ¹	Sold unit sales value (AEDm) ¹	Sold units ¹	Sold unit sales value (AEDm) ¹	Units launched	% sold	Revenue recognition %	Revenue recognised		Revenue backlog
Ansam	Yas Island	Over-time	2014	2	5	506	845	547	93%	80%	676	168	2017
Hadeel	Al Raha Beach	Over-time	2014	-	-	214	426	233	92%	82%	349	77	2017
Nareel	Abu Dhabi Island	Over-time	2015	-	-	86	1,097	148	58%	72%	785	312	2017
Merief	Khalifa City	Over-time	2015	-	-	281	609	281	100%	26%	161	448	2018
Meera	Shams Abu Dhabi	Over-time	2015	-	-	371	461	408	91%	47%	216	246	2018
Mayan	Yas Island	Over-time	2015	8	17	411	739	512	80%	0%	-	739	2019
Yas Acres The Bridges	Yas Island Shams Abu Dhabi	Over-time Over-time	2016 2017	11 556	46 562	432 556	1,605 562	652 636	66% 87%	4% 0%	70 -	1,535 562	2020 2020
Aldar developments				577	630	2,857	6,344	3,417	84%		2,257	4,087	
West Yas	Yas Island	n/a	2015	31	141	598	2,674	1,017	59%				2018
Total developments				608	771	3,455	9,018	4,434	78%				

¹ Sold units and sold units sales value includes all units where a sales purchase agreement ("contract") has been signed. This does not include sales reservations and pending sales contracts. Total units and values as at period end are net of fully cancellations.

FINANCIAL STATEMENTS – PROFIT AND LOSS



AED millions	Q-o-Q		Y-o-Y	
	Q2 2017	Q2 2016	2017 YTD	2016 YTD
Revenues	1,354	1,696	2,932	2,928
Direct costs	(812)	(1,003)	(1,637)	(1,694)
Gross profit	542	693	1,295	1,234
<i>Gross profit Margin</i>	40%	41%	44%	42%
SG&A expenses	(94)	(90)	(180)	(192)
Depreciation and Amortization	(48)	(52)	(98)	(101)
Gain on disposals	-	1	-	15
Share of profit from associates/ JVs	12	16	28	34
Other Income	289	172	372	426
Finance expense	(62)	(59)	(123)	(118)
Finance income	27	30	59	58
Fair value gains/ (losses), provision/ reversal for impairments	(45)	(56)	(92)	(49)
Net Profit for the period	620	654	1,261	1,308
Attributable to:				
Owners of the Company	620	657	1,256	1,306
Non-controlling interests	-	(3)	5	2
Profit for the period	620	654	1,261	1,308
<i>Basic and diluted earnings per share (fils)</i>	7.9	8.4	16.0	16.6

NB:
Q2 2016 included a significant Shams land transaction (Revenue AED 524 million and gross profit of AED 196 million)

FINANCIAL STATEMENTS – BALANCE SHEET



AED millions	Q-o-Q		Y-o-Y	
	As at 30 Jun 2017	As at 31 Mar 2017	As at 31 Dec 2016	As at 31 Dec 2015
Property, plant and equipment	2,909	2,951	2,986	2,936
Investment properties	15,829	15,770	15,773	15,570
Development work in progress	1,470	1,391	1,298	2,745
Inventory	2,512	2,519	2,449	2,030
Receivables	5,279	5,057	5,263	5,535
Cash	5,944	6,975	6,696	6,260
Other Assets	1,084	1,084	1,096	1,065
Total Assets	35,029	35,747	35,561	36,141
Equity	22,455	21,865	22,086	20,288
Debt	5,495	5,519	5,564	5,947
Payables, Advances and Other Liabilities	7,079	8,363	7,911	9,906
Total Liabilities and Equity	35,029	35,747	35,561	36,141

GOVERNMENT TRANSACTIONS



Transaction (AEDm)	Remaining cash inflows			Remaining P&L events
	H2 2017	2018	Total	Other income
Sale of F1 Race Track	348	-	348	-
Sale of Al Raha Beach Land ¹	190	475	665	-
Shams Infrastructure Reimbursement ²	300	-	300	300
	838	475	1,313	300
Infrastructure recoverables	n/a	n/a	500 ³ -800	0-300 ⁴
			1,813-2,113	300-600

¹ Al Raha Beach land plot handed over in Q3 2016

² Cash flow timing depends on handover of related assets

³ On-balance sheet infrastructure recoverables outstanding as at 30 Jun 17

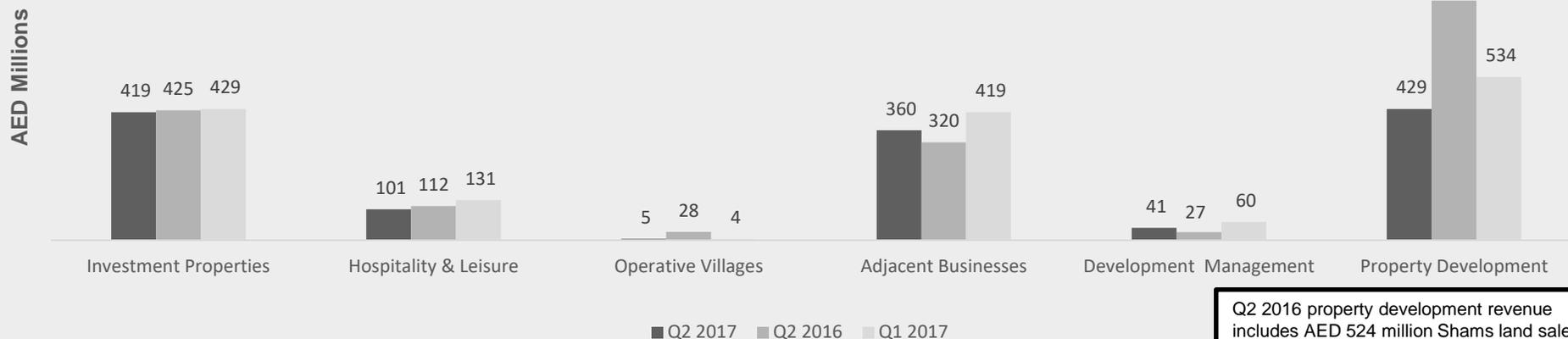
⁴ Additional infrastructure reimbursement submissions made to Government of Abu Dhabi, subject to approval

QUARTERLY SEGMENTAL ANALYSIS



Q2 2017 recurring revenues of AED 666 million (Q2 2016: AED 706 million, Q1 2017: AED 723 million) ¹

Q2 2017 Segmental Revenue Performance



Q2 2016 property development revenue includes AED 524 million Shams land sale

Q2 2017 recurring revenues gross profit of AED 357 million (Q2 2016: AED381 million, Q1 2017: AED 402 million) ¹

Q2 2017 Segmental Gross Profit Performance



Q2 2016 property development gross profit includes AED 196 million Shams land sale

¹ Recurring revenues assets include Investment Properties, Hospitality & Leisure, Operative Villages, Schools (Aldar Academies) and Property & Facilities Management (PFM) (Khidmah)
 Q2 2017 recurring revenues excludes Pivot revenue of AED217m (Q2 2016 revenue: AED179m, Q1 2017 revenue: AED262m),
 Q2 2017 recurring revenues gross profit excludes Pivot gross loss of AED1m (Q2 2016 gross loss: AED19m, Q1 2017 gross profit: AED5m)

HALF YEAR SEGMENTAL ANALYSIS



H1 2017 recurring revenues of AED 1,389 million (H1 2016: AED 1,455 million) ¹

2017 YTD Segmental Revenue Performance



H1 2017 recurring revenues gross profit of AED 759 million (H1 2016: AED 799 million) ¹

2017 YTD Segmental Gross Profit Performance



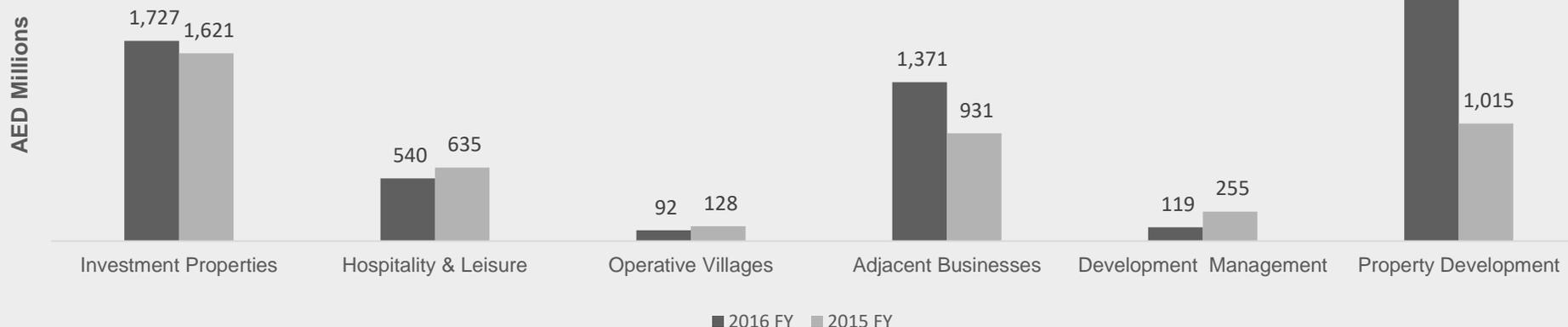
¹ Recurring revenues assets include Investment Properties, Hospitality & Leisure, Operative Villages, Schools (Aldar Academies) and Property & Facilities Management (PFM) (Khidmah)
 H1 2017 recurring revenues excludes Pivot revenue of AED479m (H1 2016 revenue: AED347m),
 H1 2017 recurring revenue gross profit excludes Pivot gross profit of AED3m (H1 2016 gross loss: AED11m)

FULL YEAR SEGMENTAL ANALYSIS



2016FY recurring revenues of AED2,945 million (2015FY: AED2,865 million) ¹

Segmental Revenue Performance



2016FY recurring revenues gross profit of AED1,584 million (2015FY: AED1,505 million) ¹

Segmental Gross Profit Performance



¹ Recurring revenues assets include Investment Properties, Hospitality & Leisure, Operative Villages, Schools (Aldar Academies) and Property & Facilities Management (PFM) (Khidmah)

2016 FY recurring revenues excludes Pivot revenue of AED785m (2015 FY revenue: AED451m)

2015 FY recurring revenue gross profit excludes Pivot gross loss of AED107m (2015 FY gross profit: AED31m)

BUSINESS OVERVIEW



Development

Property Development

- Current projects – Ansam, Hadeel, Nareel, Merief, Meera, Mayan, Yas Acres, The Bridges and Water's Edge

Development Management

- Development management projects including Abu Dhabi Plaza Kazakhstan, West Yas and TwoFour54 media freezone (Phase I)

Asset management

Retail

- 470,000 sqm GLA across 27 assets

Residential

- 4,800 units across 10 developments

Office

- 204,000 sqm GLA across 7 assets

Hotels

- 2,536 keys across 9 hotels

Other

- Operative villages, third party asset management services

Adjacent Businesses

Schools

- Aldar Academies – 100% owned

Property & Facilities Management

- Khidmah – 60% owned

Construction

- Pivot – 65.2% owned

DEVELOPMENT PROJECTS FOCUSED AROUND DESTINATIONS

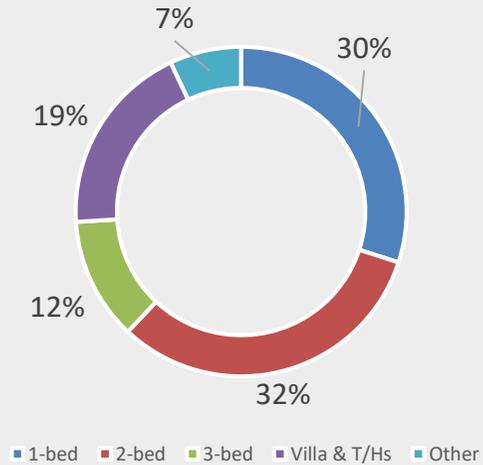
Project	Location	Launch	Details	Expected completion	Announced	Launched	Sold at Q2'17
Ansam	Yas Island	2014	Prime apartments and townhouses	2017	547	547	93%
Hadeel	Al Raha Beach	2014	Prime apartments and townhouses	2017	233	233	92%
Nareel	Abu Dhabi Island	2015	High-end villa plots	2017	146	146	58%
Merief	Khalifa City	2015	Villa plots	2018	281	281	100%
Meera	Reem Island	2015	Mid-market apartment	2018	408	408	91%
Mayan	Yas Island	2015	Prime apartments and townhouses	2019	800	512	80%
Yas Acres	Yas Island	2016	Villas and townhouses	2019	1,315	652	66%
The Bridges	Reem Island	2017	Mid-market apartments	2020	1,272	636	87%
Water's Edge	Yas Island	2017	Mid-market apartments	2020	2,255	437	n/a – sold in Sep'17



RESIDENTIAL PORTFOLIO

- 4,800 units across 10 developments
- 30 Jun 2017 occupancy at 90%
- 35% of units on bulk deals
- ‘Flight to quality’ remains true – tenants want newer units with better facilities

Units split by type



Al Rayyana – 1,537 residential units, 100% owned



Gate Towers, Shams Abu Dhabi

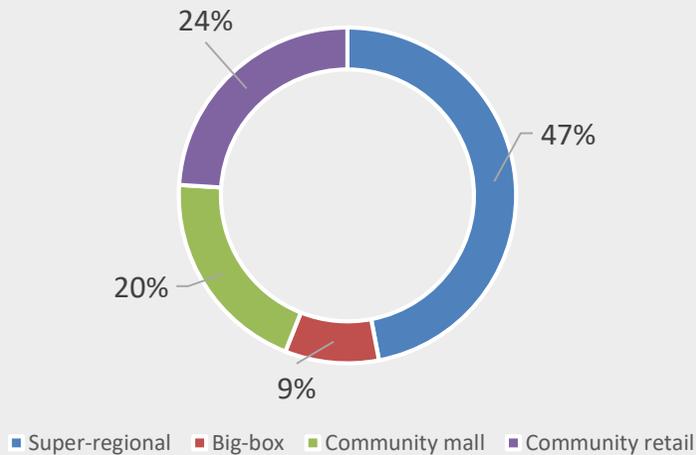
RETAIL PORTFOLIO

- Retail strategy to own the local convenience store and destination mall
- 470,000 sqm GLA across 25 assets
- GLA split between super-regional, big box, community retail and community malls
- Reinvesting into existing asset to improve consumer experience
- Yas Mall 94% trading occupancy as at 30 Jun 17



Shams Boutik, Shams Abu Dhabi

Retail asset mix



Al Jimi Mall, 45,000 sqm GLA

OFFICE PORTFOLIO

- 204,000 sqm GLA across 7 assets
- 92% occupancy across portfolio as at 30 Jun 2017
- 77% GLA leased to Government or GRE
- Limited renewals over 2017 – sub 5% GLA
- Weighted average remaining maturity is 4 years

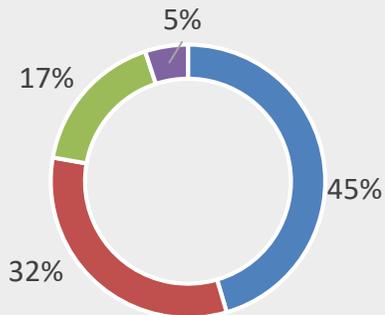


Baniyas Towers – 43,000 sqm GLA



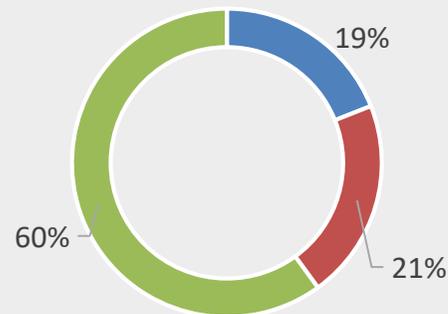
HQ Building, 48,000 sqm GLA

Tenant mix



■ Government ■ GRE ■ Corporate ■ Vacant

Remaining lease maturity

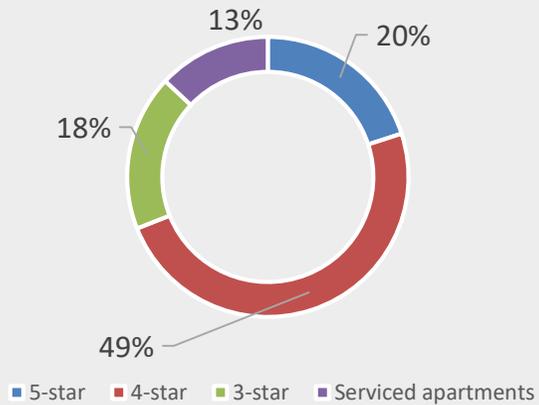


■ 0-3 years ■ 3-5 years ■ Over 5 years

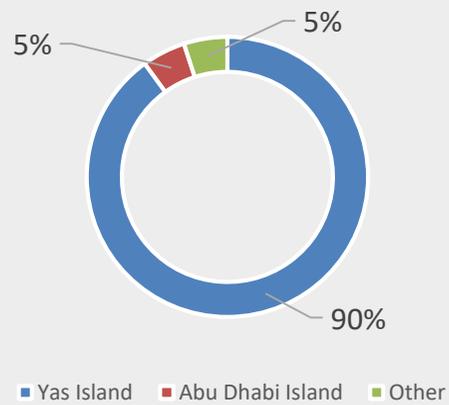
HOTEL PORTFOLIO

- 2,536 keys across 9 hotels
- Portfolio H1 2017 occupancy outperforms the market - 78% versus 70% (ADTCA)
- 90% hotel keys located on Yas Island

Keys split by type



Keys split by location



¹ Source: ADTCA



Viceroy hotel, Yas Island

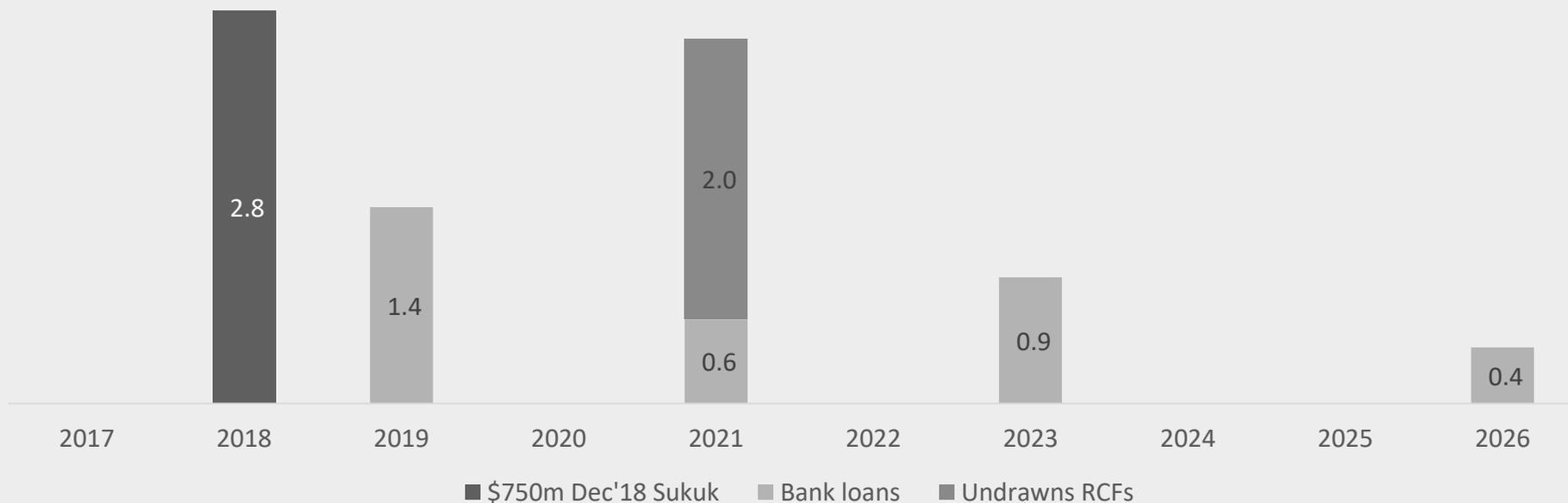


Staybridge, Yas Plaza

CREDIT OVERVIEW



Debt maturity profile 2017-2026 (AED billion)



- Weighted average debt maturity is 3.0 years (Jun 17)
- c.45% debt is fixed (\$750m sukuk)
- Q2 2017 blended interest rate 3.5%

Credit rating summary		
Moody's	Baa2	Feb-17
S&P	BBB	Aug-16



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