



Aldar Properties PJSC
EFG Hermes 12th Annual 1-1 Conference 2016

7 March 2016

DISCLAIMER

This disclaimer governs the use of this presentation. You must not rely on the information in the presentations and alternatively we recommend you to seek advice from an appropriately qualified professional. If you have any specific questions about any matter in this presentation you should consult an appropriately qualified professional.

The statements made in this presentation are only forward thinking statements. Such statements are based on expectations and are subject to a number of risks and uncertainties that could differ materially from any expected outcome or results expressed or implied in these statements.

Without prejudice to the generality of the foregoing paragraph, we do not represent, warrant, undertake or guarantee that the information in the presentation is accurate or use of guidance in the presentation will lead to any particular outcome or result.

We will not be liable to you in respect of any business losses, including without limitation loss of or damage to profits, income, revenue, use, production, anticipated savings, business, contracts, commercial opportunities reputation or goodwill.

ALDAR AT A GLANCE

- Leading Abu Dhabi real estate developer and asset manager
- Listed on the Abu Dhabi Stock exchange since 2005
- Market capitalisation of AED19.3bn¹ (\$5.3bn)
- Sizeable land bank
- Large and diverse recurring revenue real estate business
- Strong partner of the Government of Abu Dhabi

Key metrics	
AED19.3bn Market cap ¹	c.23,000 Residential units delivered ²
75mm sqm Land bank	AED1.5bn 2015FY recurring revenue gross profit
AED4.6bn 2015 FY revenue	62% recurring revenues (2015 FY revenue)
48% 2015 FY gross profit margins	AED2.6bn 2015 FY net profit

¹ Market capitalization as at 28 Feb 2016

² Cumulative units delivered since inception

BUSINESS OVERVIEW



Property development management

Property Development

- Current projects – Ansam, Hadeel, Nareel, Merief, Meera and Mayan

Development Management

- Development management projects including Abu Dhabi Plaza Kazakhstan
- National Housing Initiative – no active projects

Asset management

Retail

- 470,000 sqm GLA across 27 assets
- Yas Mall: 96% trading occupancy

Residential

- 4,800 units across 10 developments
- 98% leased as at 31 Dec 15

Office

- 204,000 sqm GLA across 7 assets
- 95% leased as at 31 Dec 15

Hotels

- 2,536 keys across 9 hotels
- 79% occupancy (2015FY)

Adjacent Businesses

Schools

- Aldar Academies – 100% owned
- 5,500 student seats across 6 schools

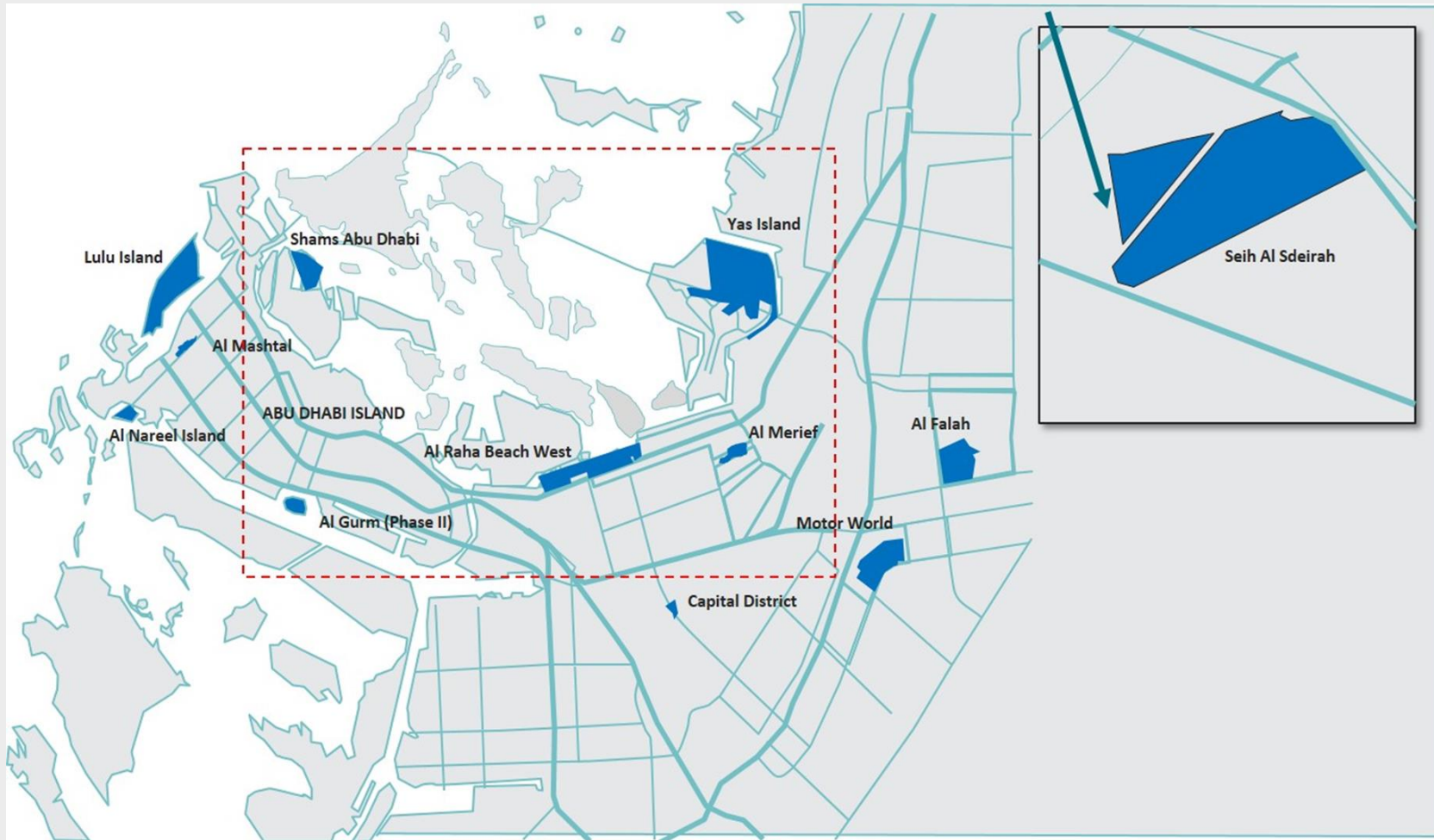
Property & Facilities Management

- Khidmah - 60% owned

Construction

- Pivot – 60% owned

SIGNIFICANT LAND BANK



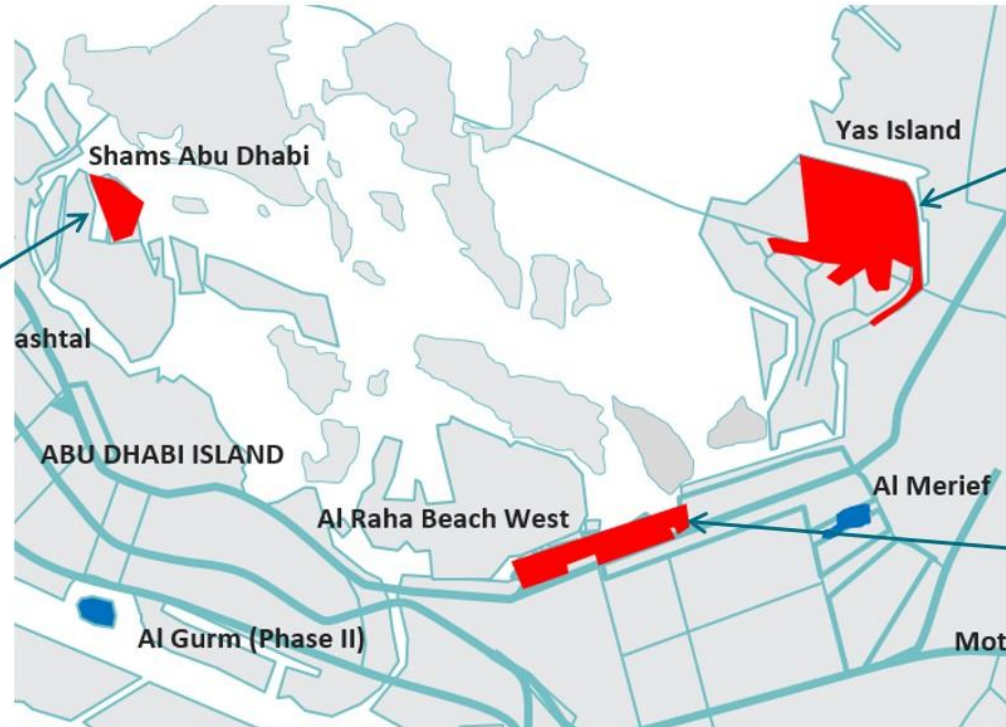
75 million sqm of land development across Emirate of Abu Dhabi

DEVELOPMENT FOCUS - DESTINATIONS

Shams Abu Dhabi



- ❑ High density urban destination
- ❑ Will feature high quality retail and commercial space
- ❑ Major landmarks include Sky Tower, Sun Tower and Gate Tower



Yas Island



- ❑ World class entertainment and leisure destination including a world-class motor sports racetrack, the Ferrari World theme park, and water park

Al Raha Beach



- ❑ Luxury, family living destination

Development strategy focused on enhancing destinations

CURRENT DEVELOPMENT PROJECT OVERVIEW

Project	Location	Launch	Details	Expected completion
---------	----------	--------	---------	---------------------

Ansam	Yas Island	2014	Prime apartments and villas	2017
Hadeel	Al Raha Beach	2014	Prime apartments and villas	2017
Nareel	Abu Dhabi Island	2015	High-end villa plots	2017
Merief	Khalifa City	2015	Villa plots	2017
Meera	Shams Abu Dhabi	2015	Mid-income apartments	2018
Mayan	Yas Island	2015	Prime apartments and villas	2018



6 development projects under way - 73% sold out as at 31 December 2015

RECURRING REVENUE ASSET OPERATIONAL PERFORMANCE



Retail – Yas Mall

18m footfall in 2015, ahead of projections
361 units trading today representing 96% trading occupancy



Residential

98% occupancy, ahead of market average
Continued demand for quality residential
Bulk deals represent one third of all leases



Office

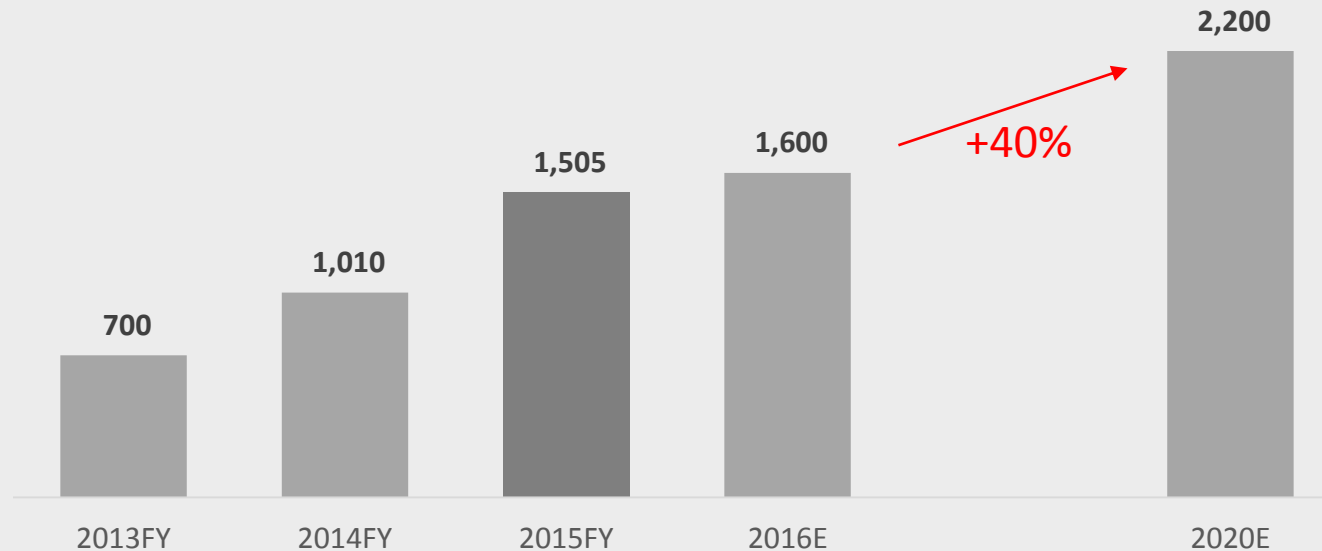
95% leased occupancy up 5% as at 31 Dec 15 (31 Dec 14: 91%)
13% increase in GLA to 204k GLA following Daman House acquisition
75% portfolio leased to Government related entities
4 years average remaining lease



Hotels

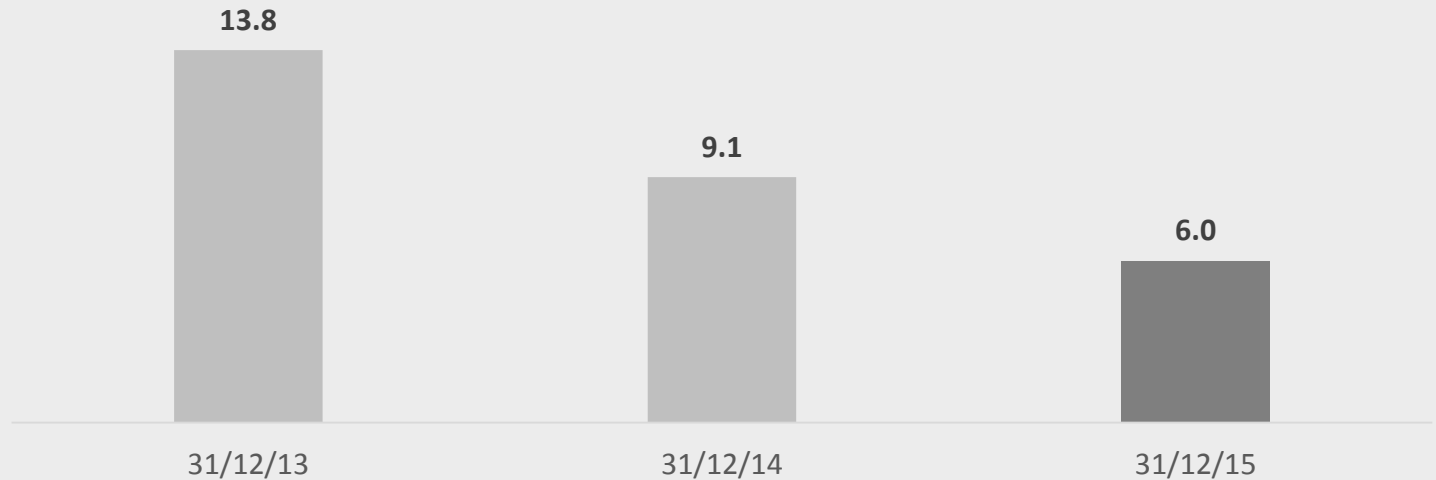
79% average occupancy during 2015 in line with 2014
Hotel portfolio continues to outperform the AD market occupancy

GROWTH IN RECURRING REVENUE NOI SET TO CONTINUE



- 49% increase in gross profit from recurring revenues in 2015 to AED 1.5 billion
- 2016 guidance remains at AED 1.6 billion
- Target over 40% growth in NOI by 2020 through asset maturity and AED 3 billion investment plan
- 30% of investment plan committed to date

GROSS DEBT TARGET ACHIEVED

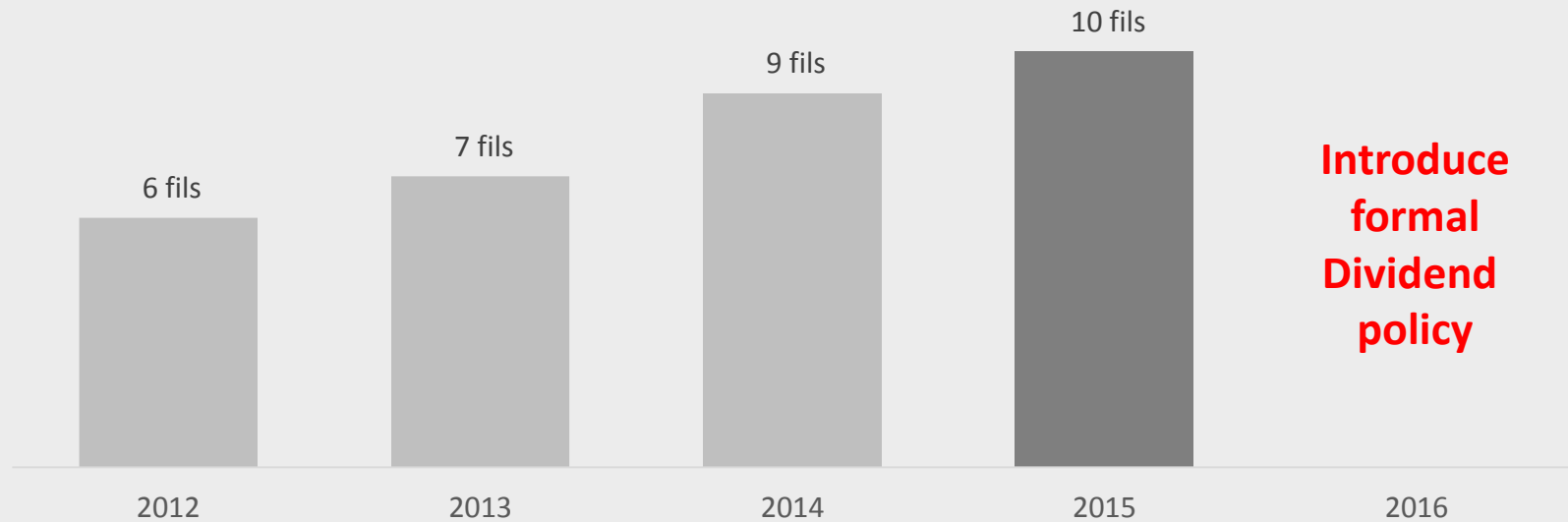


Interest expense (AEDm)	727	382	240
Average interest rate	5.9%	2.7%	3.2%
Debt LTV ¹			35%

- Significant refinancing and deleveraging efforts over last two years
- Gross debt now in line with debt policy, no further pay down expected

¹ Debt LTV is based on gross debt at period end as a percentage of the value of investment properties less those under development and PPE Land & Buildings

FOCUS ON SHAREHOLDER RETURN



- 2015 dividend recommendation of 10 fils per share, up 11%
- Progressive dividend over last four years, supported by growth and stabilization of recurring revenues
- From 2016, a formal dividend policy based on the cash flow performance of the business
- Commitment to shareholder returns

OUTLOOK

- Recurring revenue assets now fully in place
- Further growth ahead – 2020 NOI target of AED 2.2 billion set and under way
- Untapped development opportunities exist – focus on destinations Yas Island, Al Raha Beach and Shams Abu Dhabi
- Strong balance sheet position today – no further pay down of debt expected
- Dividend policy formalised – committed to shareholder returns



THANK YOU

ALL RIGHTS RESERVED