



FULL YEAR 2017 RESULTS PRESENTATION

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A SUCCESSFUL YEAR

Talal Al Dhiyebi, Chief Executive Officer

2017 AT A GLANCE



Launch and sale of The Bridges on Reem Island



Launch and sale of Water's Edge on Yas Island



Completion of International Tower acquisition



Commenced handover of Ansam and Al Hadeel

OPERATIONAL HIGHLIGHTS

- AED 3.5 billion full year development sales value
- AED 1.6 billion recurring revenue NOI guidance met, supported by a strong Q4
- Resilient asset management occupancy performance throughout 2017

FINANCIAL HIGHLIGHTS

- AED 6.2 billion revenue (2016: AED 6.2 billion)
- AED 2.7 billion gross profit (2016: AED 2.7 billion)
- AED 2.0 billion net profit (2016: AED 2.8 billion)
- 2017 dividend of 12 fils proposed, 9% increase on 2016

2017 DEVELOPMENT HIGHLIGHTS

DEVELOPMENT SALES ACTIVITY

- Development sales value of AED 3.5 billion
 - Strong Q4 – AED 1.1 billion across over 600 units, driven by sales at Water’s Edge and West Yas
- 1,900 units launched in 2017 – ahead of 1,500 unit guidance
- 83% sold across all Aldar units launched as at 31 December 2017

CONTRACT AWARDS

- AED 3.0 billion contract awards in 2017 across Yas Acres, Mayan and The Bridges

DEVELOPMENT MANAGEMENT

- Key projects on track – West Yas to commence handovers from Q1 2018



CLEAR DEVELOPMENT PIPELINE



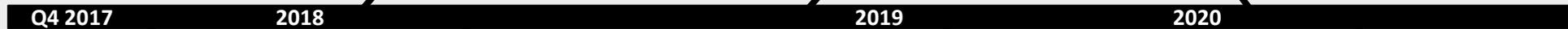
NAREEL AND AL MERIEF
 Entering final stages of construction
 Handover from Q1 2018



MEERA
 Construction progress on-track
 Handover from Q4 2018



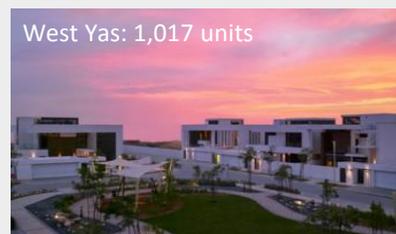
THE BRIDGES
 Early works underway with main works to commence in Q2 2018



ANSAM AND AL HADEEL
 Handover commenced in December 2017



WEST YAS
 Entering final stages of construction
 Handover from Q1 2018



YAS ACRES AND MAYAN
 Main construction well underway



WATER'S EDGE
 Three phases launched
 Main contract out for tender

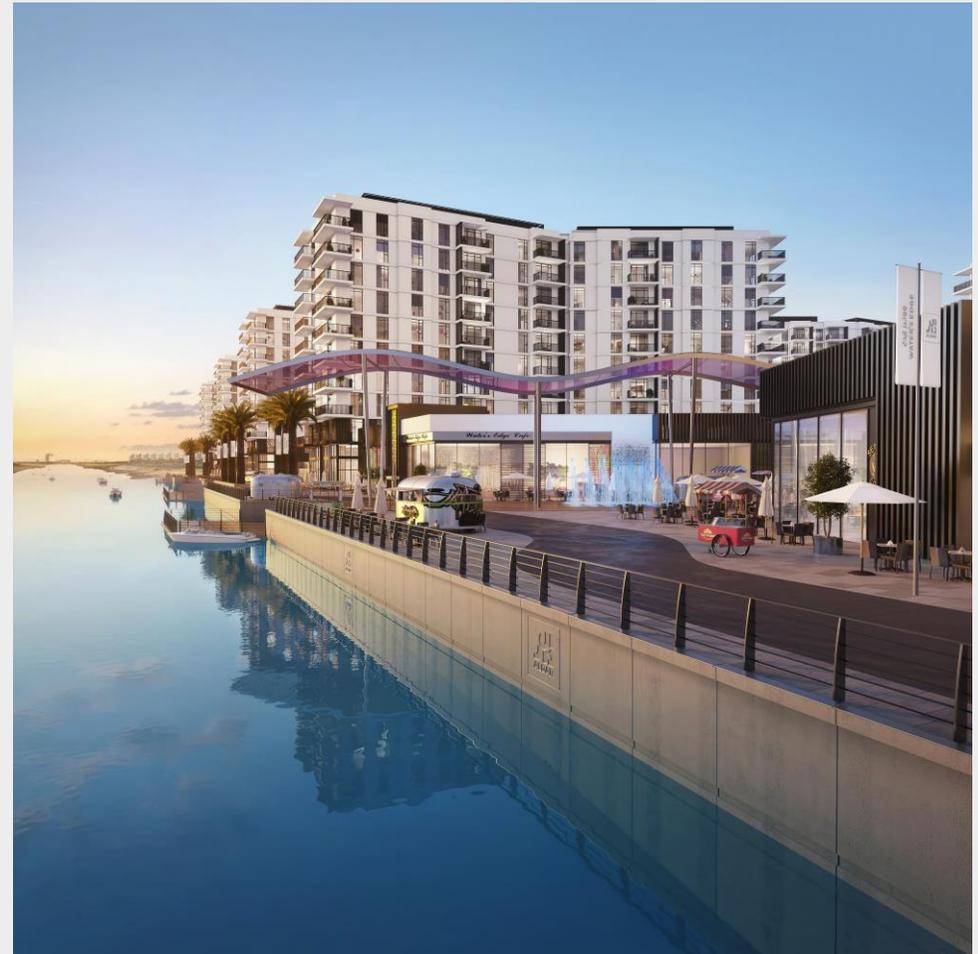


Close to 7,000 residential units currently under development, of which 5,000 are on Yas Island

DEVELOPMENT OUTLOOK



- Consistent track record of successful development launches
 - 83% sold across all units launched – AED 4 billion sales back log as at 31 December 2017
- Success of The Bridges and Water's Edge demonstrates Aldar is launching the right product into the market
- Near-term focus to remain on addressing the underserved mid-market segment
- 2018 sales guidance
 - Target AED 3.7 billion in sales





ASSET MANAGEMENT
Jassem Busaibe, Chief Investment Officer

ASSET MANAGEMENT HIGHLIGHTS



RESIDENTIAL

- Occupancy remained stable at 91% as at 31 December 2017
- Bulk tenancies represents 36%

OFFICE

- Recently acquired 39,000 sqm NLA International Tower incorporated into portfolio
- Occupancy stands at 88% as at 31 December 2017 – International Tower currently 68%

RETAIL

- Yas Mall occupancy 94% occupancy as at 31 December 2017
 - Renewals process mostly complete

HOTELS

- Full year occupancy of 78% (2016 FY: 77%), versus wider Abu Dhabi market at 72%¹
- Solid fourth quarter – high occupancy (87%) and cost management measures coming into effect

¹ Source: ADTCA December 2017 hospitality sector occupancy

ASSET MANAGEMENT OUTLOOK



- 2017 NOI met despite challenging market conditions
- Resilient and diverse asset base performance throughout 2017
- Remain committed to growth – increase investment plan from AED 3 billion to AED 5 billion
 - Focus on near-term NOI growth
- Single-digit NOI growth for 2018

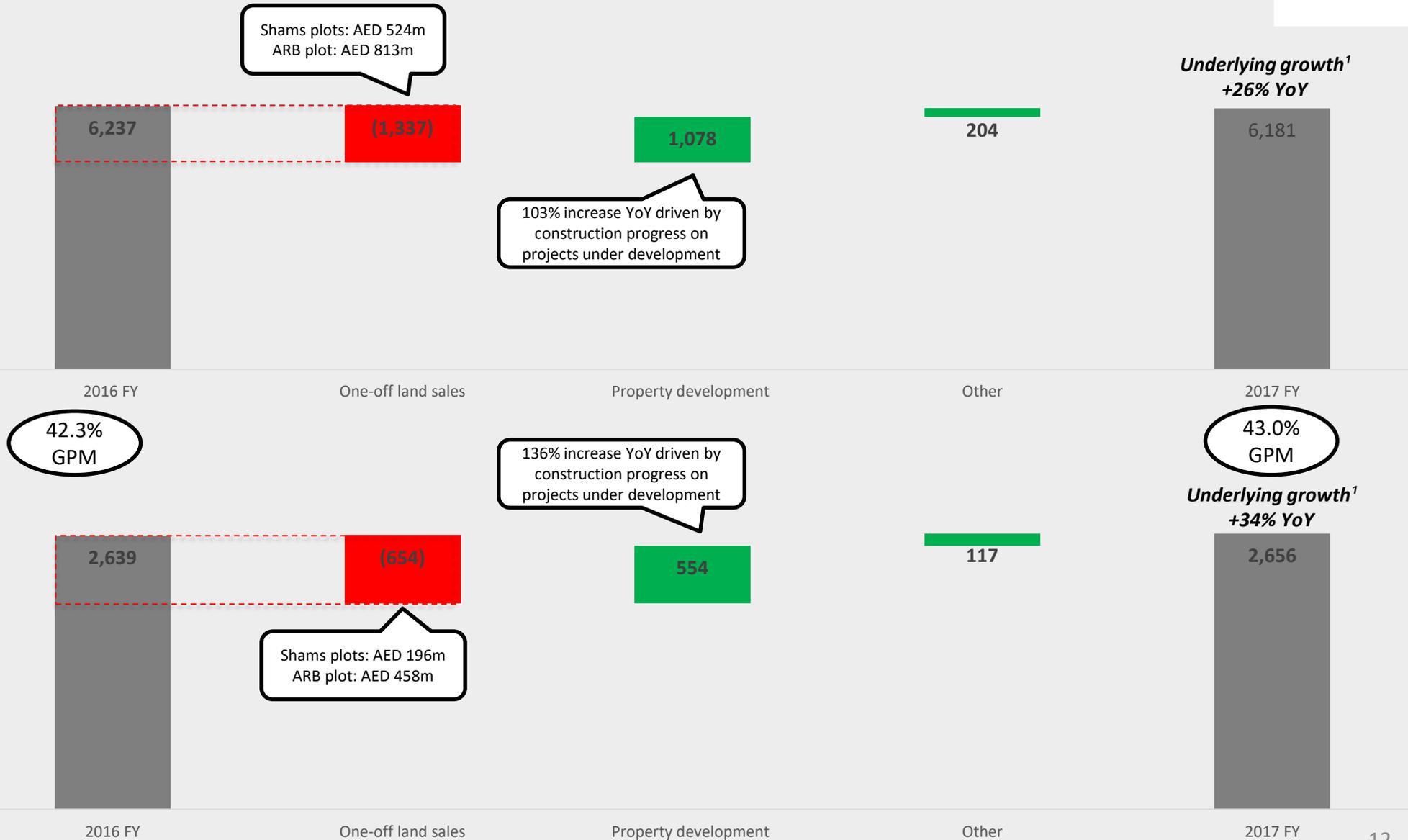




FINANCIAL HIGHLIGHTS

Greg Fewer, Chief Financial Officer

UNDERLYING BUSINESS DRIVING PERFORMANCE



¹ Underlying growth excludes one-off land sales in 2016

FINANCIAL STATEMENTS – PROFIT AND LOSS



AED millions	Q4 2017	Q4 2016	2017 FY	2016 FY
Revenues	1,869	1,411	6,180	6,237
Direct costs	(1,096)	(889)	(3,525)	(3,598)
Gross profit	773	552	2,655	2,639
<i>Gross profit Margin</i>	41%	37%	43%	42%
SG&A expenses	(143)	(112)	(407)	(404)
Depreciation and Amortization	(48)	(50)	(186)	(199)
Gain on disposals	-	-	4	14
Share of profit from associates/ JVs	(1)	13	42	67
Other Income	127	475	636	954
Finance expense	(68)	(62)	(254)	(241)
Finance income	37	31	125	120
Fair value gains/ (losses), provision/ reversal for impairments	(532)	(109)	(613)	(198)
Net Profit for the period	144	707	2,006	2,752
Attributable to:				
Owners of the Company	141	728	1,996	2,782
Non-controlling interests	3	(21)	10	(30)
Profit for the period	144	707	2,006	2,752
<i>Basic and diluted earnings per share (fils)</i>	2	9	25	35

DIVIDEND POLICY AND RECOMMENDATION



		Asset management business		Development business
Policy	Pay-out factor	Distributable free cash flow	+	Realised profit
	Range	65-80%		20-40%
Methodology/ key drivers		Net operating income <i>Less:</i> Interest expense Maintenance capex Overheads		Upon completion and handover of developments

- Updated dividend policy clarification to provide further transparency and underscore commitment to shareholder returns
- 2017 dividend of 12 fils proposed
 - 9% increase on 2016

FINANCIAL DEBT POLICIES



	AM business	DM business
Debt policy	<i>Investment Properties and Operating businesses including IPUD¹</i> 35-40% LTV	<i>Build-to-sell</i> <25% LTV Costs incurred + land
Gross debt as at 31 Dec 17 Group: AED 6.0 billion	AED 5.9 billion (33% LTV)	AED 0.1 billion (4% LTV)
Debt facilities	<ul style="list-style-type: none"> • Bank loans – term loans • Debt capital markets 	<ul style="list-style-type: none"> • Bank loans – RCF and term loans

- Updated conservative financial debt policy to optimise gross debt capacity across both AM and DM businesses
- Formalisation of conservative development debt policy to support working capital requirements

¹ Offtake agreement from DM business to AM business on completion of IPUD

SUMMARY



DEVELOPMENT MANAGEMENT

- Success of Water's Edge and The Bridges – exceeded sales guidance
- 2018 focus remains on underserved mid-market
- Development sales target for 2018 of AED 3.7 billion

ASSET MANAGEMENT

- Resilient operational performance, remain well positioned in all key sectors
- Investment plan increased to AED 5 billion with focus on nearer-term NOI growth
- Single-digit NOI growth for 2018

FINANCIAL

- Strong underlying financial performance during 2017
- Balancing our commitment to shareholder returns with growth opportunities



APPENDIX

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DEVELOPMENT SUMMARY TABLE – 31 DEC 17



Project	Location	Recognition	Launch	Q4 2017		2017 FY		Total as at 31 Dec 2017 *						Expected completion		
			Date	Sold units ¹	Sold unit sales value (AEDm) ¹	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	7	3	9	508	852	547	93%	99%	846	6	Completed in Q4 2017	
Hadeel	Al Raha Beach	Over-time	2014	2	7	9	21	216	431	233	93%	99%	428	3	Completed in Q4 2017	
Nareel	Abu Dhabi Island	Over-time	2015	2	20	12	105	88	1,117	148	59%	84%	937	180	2018	
Merief	Khalifa City	Over-time	2015	-	-	-	-	281	609	281	100%	60%	363	246	2018	
Meera	Al Reem Island	Over-time	2015	-	-	5	8	371	461	408	91%	68%	315	146	2018	
Mayan	Yas Island	Over-time	2015	3	5	20	40	415	746	512	81%	21%	153	593	2019	
Yas Acres	Yas Island	Over-time	2016	1	4	33	124	428	1,593	652	66%	10%	158	1,435	2019	
The Bridges	Al Reem Island	Over-time	2017	13	9	593	597	593	597	636	93%	22%	134	463	2020	
Water's Edge	Yas Island	Over-time	2017	502	479	979	955	979	955	1,236	79%	0%	-	955	2020	
Aldar developments					525	531	1,654	1,859	3,879	7,362	4,653	83%	45%	3,335	4,026	
West Yas	Yas Island	n/a	2015	106	485	299	1,356	718	3,222	1,017	71%				2018	
Total developments					631	1,016	1,953	3,215	4,597	10,584	5,670	81%				
Other (land and inventory)	Various	Point-in-time	n/a	1	40	7	238									
Total developments					632	1,056	1,960	3,453								

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 cancellations.

FINANCIAL STATEMENTS – BALANCE SHEET



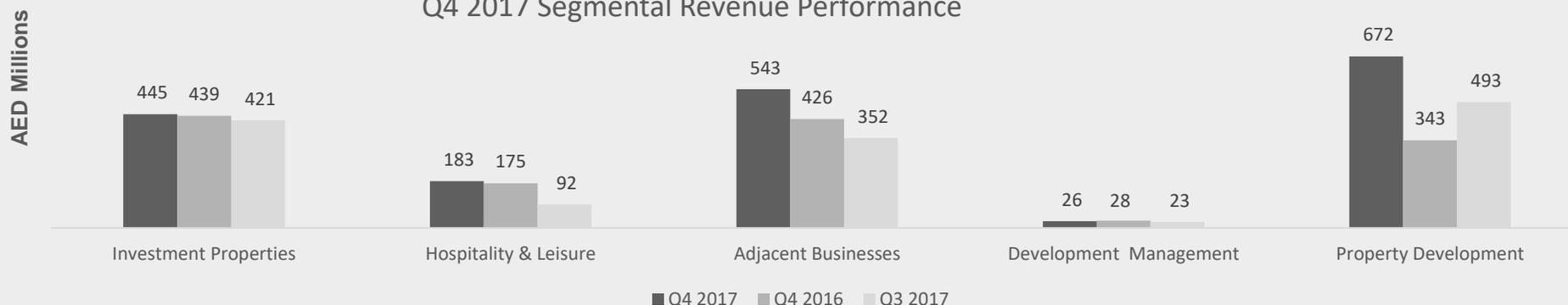
AED millions	As at 31 Dec 2017	As at 31 Dec 2016
Property, plant and equipment	2,931	2,986
Investment properties	16,077	15,773
Development work in progress	1,477	1,298
Inventory	2,593	2,449
Receivables	5,353	5,263
Cash	6,885	6,696
Other Assets	1,082	1,096
Total Assets	36,397	35,561
Equity	23,235	22,086
Debt	5,956	5,564
Payables, Advances and Other Liabilities	7,206	7,911
Total Liabilities and Equity	36,397	35,561

QUARTERLY SEGMENTAL ANALYSIS



Q4 2017 recurring revenues of AED 796 million (Q4 2016: AED 787 million, Q3 2017: AED 666 million) ¹

Q4 2017 Segmental Revenue Performance



Q4 2017 recurring revenues gross profit of AED 438 million (Q4 2016: AED 424 million, Q3 2017: AED 360 million) ¹

Q4 2017 Segmental Gross Profit Performance

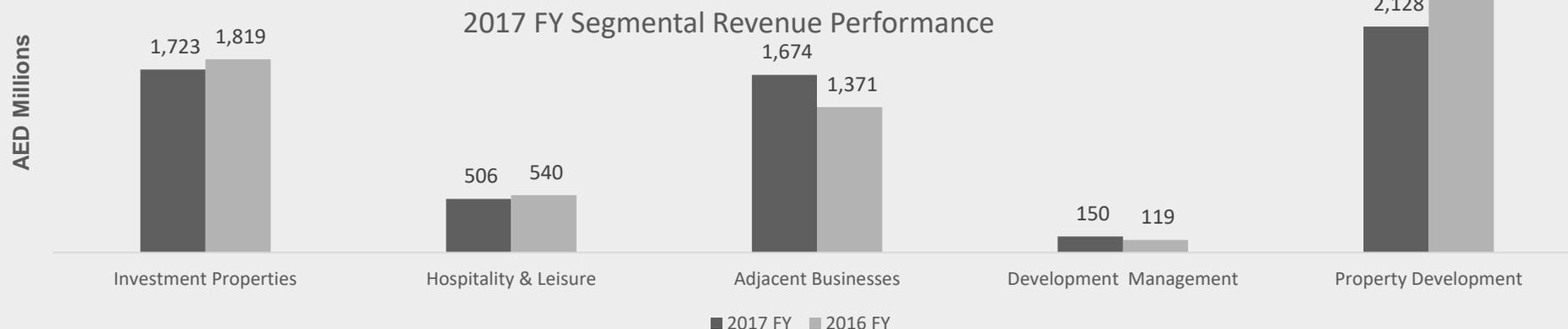


¹ Recurring revenues assets include Investment Properties, Hospitality & Leisure, Operative Villages, Schools (Aldar Academies) and Property & Facilities Management (Khidmah). Q4 2017 recurring revenues excludes Pivot revenue of AED375m (Q4 2016 revenue: AED253m, Q3 2017 revenue: AED198m), Q4 2017 recurring revenues gross profit excludes Pivot gross loss of AED1m (Q4 2016 gross loss: AED65m, Q3 2017 gross profit: AED1m). NB: Prior results segmental analysis included a separate Operative Villages segment, this now forms part of Investment Properties.

FULL YEAR SEGMENTAL ANALYSIS



2017 FY recurring revenues of AED 2,851 million (2016 FY: AED 2,945 million) ¹



2017 FY recurring revenues gross profit of AED 1,557 million (2016 FY: AED 1,584 million) ¹



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

2017 FY recurring revenues excludes Pivot revenue of AED1,052m (2016 FY revenue: AED785m)

2017 FY recurring revenue gross profit excludes Pivot gross profit of AED4m (2016 FY gross loss: AED107m)

NB: Prior results segmental analysis included a separate Operative Villages segment, this now forms part of Investment Properties

GOVERNMENT TRANSACTIONS



Transaction (AEDm)	Remaining cash inflows			Remaining P&L events
	2018	2019	Total	Other income
Sale of Al Raha Beach Land ¹	285	190	475	-
Infrastructure recoverables ²	363	256-535	619-898	201-480 ³
	648	446-725	1,094-1,373	201-480

¹ Al Raha Beach land plot handed over in Q3 2016 with a payment plan structure

² Cash flow timing depends on handover of related assets

³ Additional infrastructure reimbursement submissions made to Government of Abu Dhabi, subject to approval

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