

Q1 2020 RESULTS PRESENTATION



QUARTER ENDED 31 MAR 2020

21 MAY 2020

#ALDARQ120 #ALDAR



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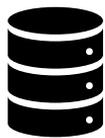
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Resilient financial performance



- Revenue flat at AED 1.8 bn
- Gross profit down 3% to AED 0.7 bn
- Net profit down 39% to AED 0.3 bn

Robust balance sheet and ample liquidity



- Debt well within policies for AM and DM at 38.0% and 10.0% respectively
- AED 6.8 billion free cash and undrawn committed credit facilities available as at 31 Mar 20

Commitment to shareholder returns



- AED 1.14 bn 2019 dividend approved at AGM in March, paid in April
- No change to dividend policy

Lower development sales



- Development sales down 67% to AED 0.3 bn, no new development launches
- 83% sold across development pipeline
- AED 3.9 bn revenue backlog

NOI impacted by hospitality



- NOI down 6% to AED 0.4 bn
- Hospitality business impacted during quarter
- Resilient investment properties occupancy at 89%

2020 outlook



- Too early to quantify the full impact of the ongoing period of disruption on our business
- Continue to monitor the situation closely and update the market when appropriate

Development impact

- **Handovers** – slower than expected handed over to customers given careful management of customer interactions
- **Development activity** – slower than expected progress due to implemented safety measures and supply chain. Construction activities in UAE progressing without mandatory shutdowns
- **New launches** – no new launches in Q1 and future launch pipeline being reviewed

Asset management impact

- **Hotels** – largest impact for Q1 as Yas hotel lockdown commenced end of Feb'20, majority of portfolio remains closed
- **Retail** – majority of retail portfolio closed end of Mar'20 – limited Q1 P&L impact
- **Commercial and residential** – limited impact during Q1
- **Valuations** – internal valuation assessment resulted in AED 95 mn FV loss (predominantly Yas Mall)
- **Aldar Education** – distance learning platform rolled out in early March

Corporate impact

- **Business continuity** – majority of employees have been working from home productively since early March
- **Cost management** – suspension of all non-essential expenses and temporary pay reductions initiated
- **Tenant and customer support** – AED 190 million in support and programmes announced across DM and AM
- **Innovation** – drive to mitigate current market challenges ie. whatsapp delivery service and virtual handover snagging

DEVELOPMENTS HIGHLIGHTS

AED mn	Q1 2020	Q1 2019	Variance
Development sales	333	1,016	(67%)
Development revenues	808	718	+13%
<i>Property development</i>	683	692	(1%)
<i>Development management</i>	125	26	+371%
Development gross profit	290	280	+4%
<i>Property development</i>	273	255	+7%
<i>Development management</i>	17	25	(33%)
Gross profit margin	36%	39%	(3%)
Revenue backlog	3.9	4.3	(9%)
Percentage sold	83%	78%	+5%
Development pipeline	6,509	5,899	+10%
Units sold	109	455	(76%)

No new development launches and impact of COVID-19 restrictions

Progress on projects under construction, inventory sales and govt projects (twofour54)

Q1 2020 property development profits supported by release of excessive cost provisions on projects recently completed (Mamsha, Jawaher, Yas Acres and Bridges)

Lower margin DM govt projects are contributing more to revenue mix

Decline in backlog is predominantly due to progress of projects under development

Strong sales thresholds achieved across development pipeline

3 developments launched in Q2-Q4 2019. No new developments launched in 2020

No new development launches and weaker inventory sales during the quarter due to COVID-19 restrictions

ASSET MANAGEMENT HIGHLIGHTS

AED mn	Q1 2020	Q1 2019	Variance
Recurring revenues	805	858	(6%)
<i>Asset Management</i>	559	632	(11%)
<i>Adjacent Businesses</i>	246	226	9%
Net operating income (NOI)	404	431	(6%)
<i>Asset Management</i>	352	394	(11%)
<i>Adjacent Businesses</i>	52	37	41%
Occupancy ¹	89%	90%	(1%)
Gross asset value (GAV) ²	18.7	18.9	(1%)
Portfolio WAULT (years)	4.7	4.5	+4%
Residential bulk leases ³	50%	42%	+19%
Govt/ GRE commercial leases ³	60%	59%	+2%
Hotel RevPAR (AED)	240	397	(40%)

Both revenue and NOI decline predominantly due to Covid-19 impact on hospitality business during Q1 2020

Resilient occupancy maintained in challenging market conditions

No major changes to portfolio over last 12 months

Portfolio WAULT extended supported by increased residential bulk component and several new commercial leases

Effective strategy to grow bulk residential component over past 2 years

Decline due to Covid-19 impact on business

¹ Occupancy of investment properties (residential, retail and commercial) as at period end

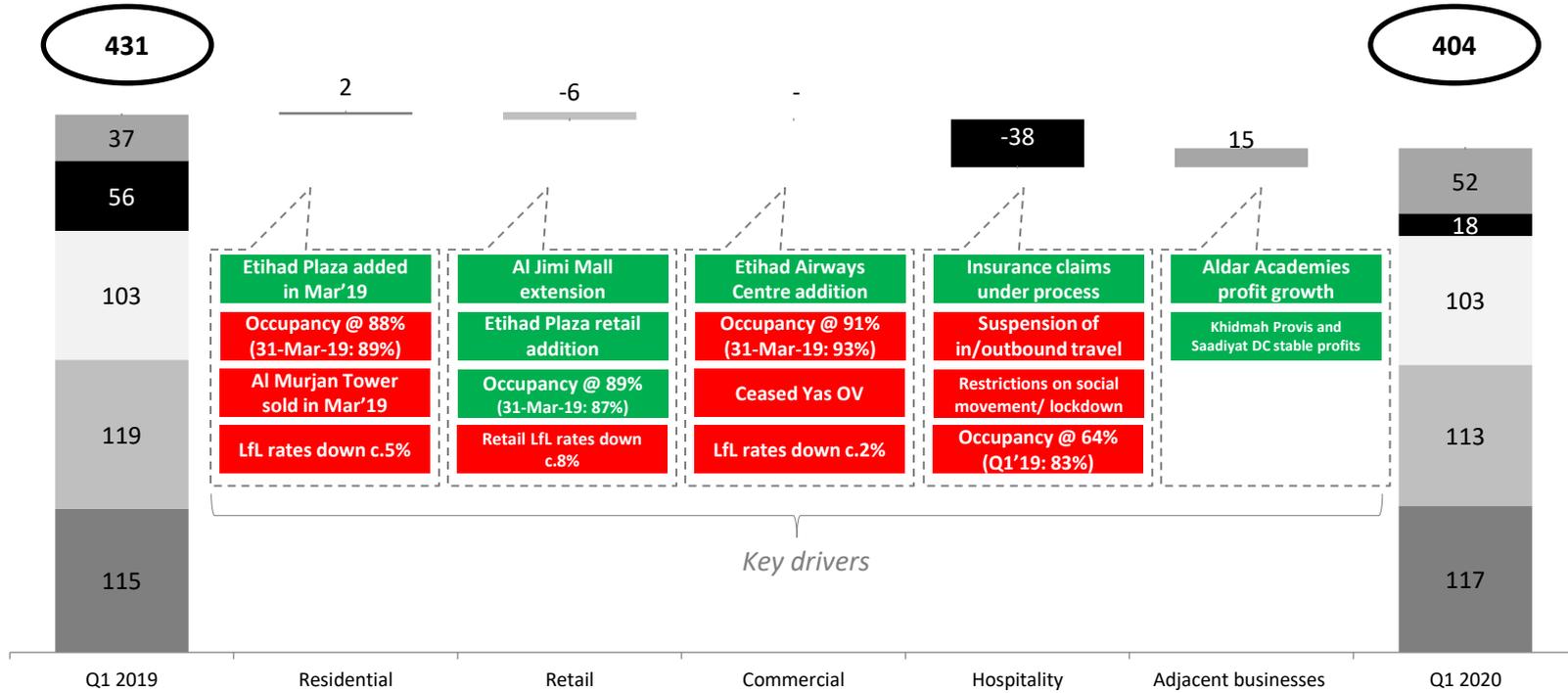
² Gross Asset Value of Asset Management segments; completed investment properties (retail, residential and commercial) and operating businesses (hospitality) as at 31 March 2020

³ Residential bulk leases as a percentage of total residential units in portfolio and Govt/ GRE commercial leases as a percentage of total GLA



ASSET MANAGEMENT NOI WALK

NOI decline of 6% predominantly due to Covid-19 impact on hospitality business (AED mn)

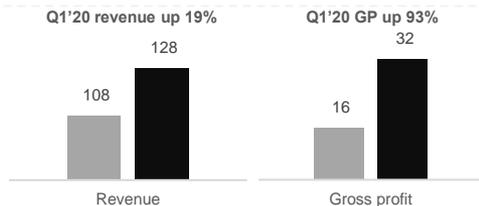


KEY ADJACENT BUSINESSES



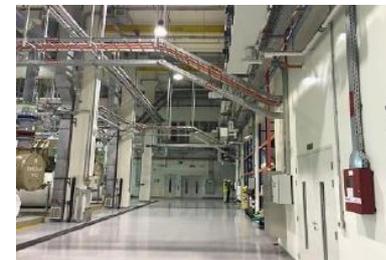
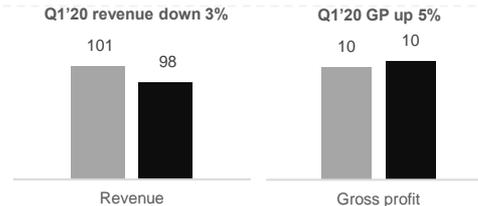
Aldar Education

- Aldar Academies is the leading operator and provider of private education in Abu Dhabi with the largest network of schools, delivering the English, IB and American Curriculums adapted for the UAE
- Tripled student numbers to c.22,000 students in last 2 academic years driving revenue growth
- Aldar Academies operates 4 ADNOC schools and 4 charter schools in addition to 8 Aldar Academies schools and nurseries



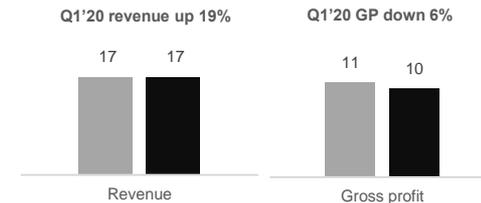
Khidmah Provis

- 40% minority stake acquired in September 2018
- Previously held under Khidmah, offering properties and facilities management
- Spun off property management services into Provis in February 2019 to drive growth, improve efficiencies and expand product offering



Saadiyat district cooling assets

- Assets acquired as part of TDIC asset acquisition in Q2 2018
- Medium term growth driven by capacity requirements from new key Saadiyat Island assets



¹ As at 31 Mar 20

Robust balance sheet position

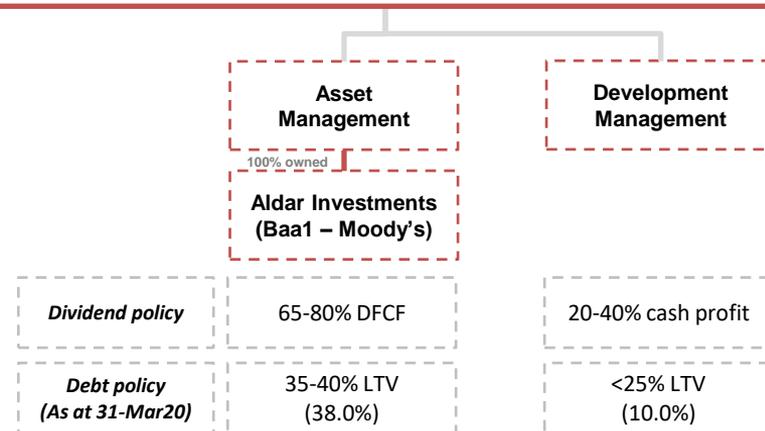
AED millions	As at 31 Mar'20	As at 31 Dec'19
<i>Assets</i>		
Property, plant and equipment	3,447	3,505
Investment properties	16,734	16,782
DWIP and inventories	8,543	8,397
Investments in associates and JVs	200	199
Receivables and other assets	6,478	6,698
Cash	5,775	5,686
Total Assets	41,177	41,267
<i>Equity and liabilities</i>		
Equity	24,103	24,951
Debt	8,149	8,147
Payables, advances and other liabilities	8,925	8,168
Total equity and liabilities	41,177	41,267

Key balance sheet highlights

- Net decrease in Investment Properties reflects Q1 FV adjustments (Covid-19) and amortization of short-life assets, partly offset by additions/ transfers (Mamsha retail)
- AED 0.2 bn decrease in receivables due to collection of Government of Abu Dhabi infrastructure receivable
- AED 5.8 billion gross cash – AED 2.9 bn relates to Aldar's free and subsidiary cash, AED 2.0 bn restricted and AED 0.8 bn escrow – AED 1.1 bn 2019 dividend paid in April'20

Prudent capital management and governance in place

Aldar Properties PJSC



- Aldar Investments – highest non-GRE, corporate rating in region at Baa1 (stable)
- Debt position remains well within debt policy ranges
- As at 31 March 2020, 3.5% average cost of debt and average debt maturity was 5.1 years
- Strong liquidity position with undrawn facilities of AED 3.9 billion as at 31 March 20

KEY MESSAGES

Covid-19	Impact felt across entire group, proactive measures taken to manage situation
Resilient financial performance	Flat revenue and gross profit performance in challenging market conditions
Development sales	No new development launches and slower inventory sales
Diversified multi asset class AM portfolio	Reduction in hospitality and retail, offset by growth in schools and residential
Robust balance sheet	Strong cash and liquidity position; debt policies well within range
Committed to shareholder returns	2019 dividend approved in March and paid in April 2020
2020 outlook	Highly fluid situation being closely monitored



APPENDIX



Total as at 31 Mar 20									
Project	Location	Launch date	Sold units ¹	Sales value (AEDm) ¹	Units launched	% sold	% completion	Expected completion	
Ansam	Yas Island	2014	534	944	547	98%	100%	Handed over	
Hadeel	Al Raha Beach	2014	230	491	233	99%	100%	Handed over	
Nareel	Abu Dhabi Island	2015	88	1,078	161	55%	100%	Handed over	
Merief	Khalifa City	2015	270	600	281	96%	100%	Handed over	
Meera	Reem Island	2015	386	499	408	95%	100%	Handed over	
Mamsha	Saadiyat Island	2016	205	840	461	44%	100%	Handing over	
Jawaher	Saadiyat Island	2016	76	698	83	92%	100%	Handing over	
Mayan	Yas Island	2015	418	759	512	82%	64%	2020/21	
Yas Acres	Yas Island	2016	612	2,314	652	94%	90%	Handing over	
The Bridges	Reem Island	2017	620	638	636	97%	100%	Handing over	
Water's Edge	Yas Island	2017	1,196	1,211	1,236	97%	43%	2021	
Reflection	Reem Island	2018	156	162	192	81%	33%	2021	
Alghadeer	Seih Sdeirah	2018	439	311	707	62%	54%	2021	
Al Reeman	Al Shamka	2019	910	1,448	1,012	90%	18%	2021	
Lea	Yas Island	2019	203	402	238	85%	0%	2021	
Al Reeman II	Al Shamka	2019	484	488	557	87%	0%	2021	
Reserve	Saadiyat Island	2019	117	276	223	52%	0%	2021	
Aldar developments (ex handed over)			5,436	9,548	6,509	84%			
West Yas	Yas Island	2015	928	4,308	1,017	91%	Handed over		
West Yas plots	Yas Island	2018	50	187	194	26%	2021		
Total developments			6,414	14,043	7,720	83%			

- Q1 2020 development sales of AED 333 mn driven by Nareel (AED 68 mn across 9 plots), West Yas (AED 52 mn across 10 villas), Yas Acres (AED 48 mn across 11 units), Jawaher (AED 37 mn across 3 villas), Ansam (AED 28 mn across 11 units), Saadiyat reserve (AED 19 mn across 7 units) and Water's Edge (AED 17 mn across 14 units)
- Revenue backlog as at 31 Mar 2020 now stands at AED 3.9 billion (31 Mar 19: AED 4.3 billion)

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 or units still in process. Total units and values as at period end are net of cancellations.



HANDED OVER

Ansam

Type: Prime residential apartments
 Land: Investment zone
 Location: Yas Island
 Units launched: 547
 Sold as at 31 Mar 2020: 98%



HANDED OVER

Nareel Island

Type: Exclusive land plots for villa development
 Land: Non-investment zone
 Location: Nareel Island, off Abu Dhabi Island
 Units launched: 161
 Sold as at 31 Mar 2020 : 55%



HANDED OVER

West Yas

Type: Villa development
 Land: Investment zone
 Location: Yas Island
 Units launched: 1,017
 Sold as at 31 Dec 2019: 91%



EXPECTED COMPLETION: 2020/21

Mayan

Type: Prime residential apartments
 Land: Investment zone
 Location: Yas Island
 Units launched: 512
 Sold as at 31 Mar 2020: 82%



COMMENCED HANDOVER

Jawaher

Type: Golf-view villas and townhouses
 Land: Investment zone
 Location: Saadiyat Island
 Units launched: 83
 Sold as at 31 Mar 2020: 92%

HANDED OVER

Al Hadeel

Type: Prime residential apartments
 Land: Investment zone
 Location: Al Raha Beach
 Units launched: 233
 Sold as at 31 Mar 2020: 99%



HANDED OVER

Al Merief

Type: Land plots for villa development
 Land: Non-investment zone
 Location: Khalifa City
 Units launched: 281
 Sold as at 31 Mar 2020 : 96%



HANDED OVER

Meera

Type: Residential apartments
 Land: Investment zone
 Location: Reem Island
 Units launched: 408
 Sold as at 31 Mar 2020: 95%



COMMENCED HANDOVER

Mamsha

Type: Beachfront residential apartments
 Land: Investment zone
 Location: Saadiyat Island
 Units launched: 461
 Sold as at 31 Mar 2020: 44%





COMMENCED HANDOVER

Yas Acres

Type: Villa and townhouse development
Land: Investment zone
Location: Yas Island
Units launched: 652
Sold as at 31 Mar 2020: 94%



EXPECTED COMPLETION: 2021

Alghadeer

Type: Residential land plots
Land: Investment zone
Location: Seih Sdeirah
Units launched: 707
Sold as at 31 Mar 2020: 62%



EXPECTED COMPLETION: 2021

Reflection

Type: Mid-market residential apartments
Land: Investment zone
Location: Reem Island
Units launched: 192
Sold as at 31 Mar 2020: 81%



EXPECTED COMPLETION: 2021

Alreeman II

Type: Mid-market residential apartments
Land: Non-Investment Zone
Location: Al Shamkha
Units launched: 557
Sold as at 31 Mar 2020: 87%



EXPECTED COMPLETION: 2021

Saadiyat Reserve

Type: Residential land plots
Land: Investment zone
Location: Saadiyat Island
Units launched: 223
Sold as at 31 Mar 2020: 52%

COMMENCED HANDOVER

The Bridges

Type: Mid-market residential apartments
Land: Investment zone
Location: Reem Island
Units launched: 636
Sold as at 31 Mar 2020: 97%



EXPECTED COMPLETION: 2021

Water's Edge

Type: Mid-market residential apartments
Land: Investment zone
Location: Yas Island
Units launched: 1,236
Sold as at 31 Mar 2020: 97%



EXPECTED COMPLETION: 2021

Alreeman

Type: Mid-market residential land plots
Land: Investment zone
Location: Al Shamka
Units launched: 1,012
Sold as at 31 Mar 2020: 90%



EXPECTED COMPLETION: 2021

Lea

Type: Residential land plots
Land: Investment zone
Location: Yas Island
Units launched: 238
Sold as at 31 Mar 2020: 85%





Retail



Residential



Commercial



Hospitality

	Retail	Residential	Commercial	Hospitality
Number of properties ¹	32	12	15	20
Leasable area	1,236 retail units (485,548 sqm GLA)	5,614 units (828,826 sqm GLA)	236 units (318,074 sqm GLA)	2,930 keys (436,313 sqm GLA)
Portfolio occupancy ¹	89% (incl. Yas Mall 85%)	88%	91%	64%
WAULT ¹	3.7 years	5.7 years	4.6 years	n/a
Q1 2020 Revenue	AED 163mn	AED 139 mn	AED 116 mn	AED 141 mn
Q1 2020 NOI	AED 113 mn	AED 117 mn	AED 103 mn	AED 18 mn
Gross profit margin	70%	85%	89%	13%

¹ As at 31 Mar 2020



FINANCIAL STATEMENTS

Profit and loss

AED millions	Q1 2020	Q1 2019
Revenue	1,757	1,765
Direct costs	(1,058)	(1,042)
Gross profit	699	723
<i>Gross profit Margin</i>	<i>40%</i>	<i>41%</i>
SG&A expenses	(100)	(100)
Depreciation, amortization and write downs/ provisions	(99)	(80)
CSR contribution	(9)	(5)
Gain on disposal of JV/ Investment Property/ PPE	(0)	18
Share of profit from associates/ JVs	(1)	3
Net finance income/expense	(69)	(65)
Fair value loss on investment properties, impairments and write downs	(131)	(40)
Other Income	2	38
Net Profit for the period	302	493
Attributable to:		
Owners of the Company	300	553
Non-controlling interests	2	(60)
Profit for the period	302	493
Basic and diluted earnings per share (AED)	0.038	0.070

Balance sheet

AED millions	31-Mar-20	31-Dec-19
Property, plant and equipment	3,447	3,505
Investment properties	16,734	16,782
DWIP & Inventories	8,543	8,397
Investments in associates & JVs	200	199
Receivables & other assets	6,478	6,698
Cash	5,775	5,686
Total Assets	41,177	41,267
Equity	24,103	24,951
Debt	8,149	8,147
Payables, Advances and Other Liabilities	8,925	8,168
Total Liabilities and Equity	41,177	41,266

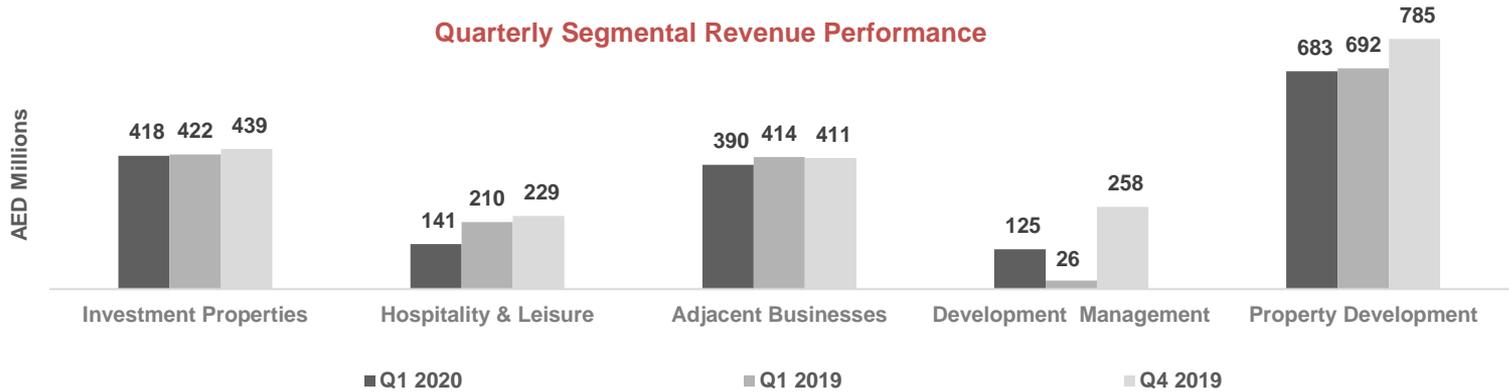
¹ As at 31 Mar 2020



SEGMENTAL ANALYSIS

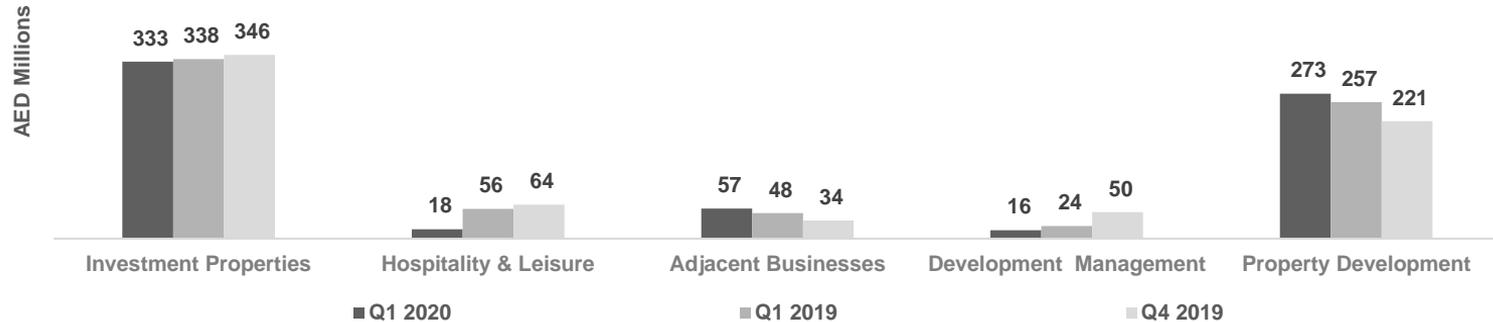
Q1 2020 recurring revenues of AED 808 million (Q1 2019: AED 858 million; Q4 2019: AED 924 million) ¹

Quarterly Segmental Revenue Performance



Q1 2020 recurring revenues gross profit of AED 404 million (Q1 2019: AED 431 million, Q4 2019: AED 467 million) ¹

Quarterly Segmental Gross Profit Performance



¹ Recurring revenues assets include Investment Properties (Retail, Residential, Commercial and OVs), Hospitality (Hotels & Leisure), Schools (Aldar Academies), Property & Facilities Management (Khidmah) and District Cooling assets
 Q1 2020 recurring revenues excludes Pivot revenue of AED148m (Q1 2019 revenue: AED188m and Q4 2019 revenue: AED155m)
 Q1 2020 recurring gross profit excludes Pivot gross profit of AED5m (Q1 2019 gross profit: AED11m and Q3 2019 gross loss: AED23m)



Federal Government initiatives

The UAE has rolled out stimulus plans that so far total AED 282.5 billion (\$79 billion)

Banking

- The UAE Central Bank has rolled out economic stimulus package at AED256 billion (US\$70bn)
- The Targeted Economic Support Scheme (TESS) consists of AED50 billion in capital buffer relief, AED50 billion in zero-cost funding support, AED95 billion in liquidity buffer relief and AED61 billion reduction of cash reserve requirements
- Extension of the capital buffer relief to the end of 2021 and extension of the zero-cost funding facility until end of 2020.
- Reduced reserve requirements for bank demand deposits from 14% to 7%
- Reduced interest rates to 0.75%
- Postponed enforcement of certain Basel III capital standards until March 31, 2021
- Increased LTV ratios applicable to mortgage loans for first-time home buyers by 5%
- Revised limit on bank exposure to the real estate sector

People

- Extended validity of all residency visas, entry permits and Emirates IDs until the end of 2020
- Waived visa fines for permits that expired before March 1, 2020
- Opened a virtual labor market to enable temporary work with other employers
- Provided dedicated repatriation flights

Taxes

- The Federal Tax Authority extended the due date for filing the excise tax return and payment of excise tax to 17 May 2020

Foreign Aid

- Provided 523 metric tonnes of aid to 47 countries, supporting more than 523,000 medical professionals

Technology

- Plans to accelerate recovery and advance growth using technologies such as AI, IoT, 5G networks, blockchain, smart cities, green economy, renewable energy, and robotics



Abu Dhabi Government initiatives

Abu Dhabi Executive Council launched 16 initiatives to support businesses and the community

Exemptions until the end of 2020

- No annual registration fees for commercial vehicles
- No toll gate tariffs for all vehicles
- No individual or commercial real estate registration fees
- No Tawtheeq fees this year for commercial and industrial activities

People, SMEs & Startups

- AED 5bn to subsidize water and electricity for citizens and commercial & industrial activities
- Subsidies for electricity connection fees for startups for this year
- AED 3bn for SME credit guarantee programme
- Performance guarantees for projects up to AED50 million waived for startups

Lending Options

- New committee to review lending options to support local companies

Waivers & Rebates

- Suspending bid bonds
- Industrial land leasing fees reduced by 25% for new contracts
- Industrial and commercial penalties waived

Acceleration

- Payment of approved government invoices within 15 working days

Tourism

- Up to 20% rebate on rentals for the restaurant, tourism and entertainment sectors
- Tourism and municipality fees for the tourism and entertainment sectors suspended for this year

Capital Markets

- Establish AED 1bn market maker fund to enhance liquidity and sustain balance between supply and demand for stocks

Stimulus packages and policy reforms aimed at reducing the impact of coronavirus on the economy



Abu Dhabi Government initiatives

- 'Ghadan 21' is a programme that aims to make Abu Dhabi one of the best cities in the world to do business, invest and live in. Recent updates include:
 - In response to Covid-19, the Abu Dhabi Executive Council launched an economic stimulus package, fast-tracking the implementation of key Ghadan 21 initiatives. Under the package, 16 initiatives have been announced to improve the ease of doing business and reduce the cost of living in the Emirate.
 - 17 financial initiatives for SMEs and individuals to reduce finance-related costs, facilitate ease of access to financing, as well as maintain the resilience of the Abu Dhabi economy.
 - In March 2020, the Authority of Social Contribution – Ma'an launched the 'Together We Are Good' programme to encourage financial and in-kind contributions from individuals and companies to support the community and promote social responsibility.
 - Through Hub71, startups and venture capitals in Abu Dhabi now have access to more than \$500 million in new capital.
 - Through the Abu Dhabi Local Content Programme, the Abu Dhabi Department of Economic Development has announced 1,244 government tenders worth a total of AED 15 billion.
 - The Abu Dhabi Investment Office invested in four AgTech companies as part of AED 1 billion Programme



Energy industry plans

- ADNOC will continue to deliver on its 2030 smart growth strategy, including its value maximization initiatives, as it drives profitability and sustainable returns for the UAE. Its ICV program has driven more than AED 44 billion (\$12 billion) back into the UAE economy and created over 1,500 private-sector jobs for UAE nationals since it was launched in 2018
- ADNOC capex plans - five-year investment plan of \$132 billion (AED486bn) for upstream, midstream, and downstream segments of its business.
- In Feb 2020, UAE had a new gas find with 80 tscf of shallow gas resources, a discovery that could help the country's goal to achieve gas self-sufficiency.
 - ADNOC and Dubai Supply Authority (DUSUP) have signed an agreement to continue to explore and develop the shallow gas resources in this area in a joint project named 'Jebel Ali'
- ADNOC Downstream - \$45bn (AED165bn) new investment on downstream operations, including the expansion of Ruwais complex with a third refinery, expanding capacity by 600,000 bpd to reach 1.5 million bpd by 2025.
- ADNOC infrastructure - Singapore's sovereign wealth fund GIC, BlackRock and KKR also invested in ADNOC's pipeline infrastructure with a total deal value of \$5 billion.
- Abu Dhabi has built the world's largest independent solar power plant, Noor Abu Dhabi, in Sweihan, with a capacity at 1.17GW at the cost of AED 3.2bn.



Federal announcements

- The UAE has rolled out stimulus plans that so far total AED 282.5 billion (\$79 billion) aimed at reducing the impact of coronavirus on the economy
- This Stimulus Package comprises of 16 wide-ranging initiatives aimed at businesses and individuals across Abu Dhabi.
- The "Targeted Economic Support Scheme" was introduced to provide temporary relief from the payments of principal and interest in respect of outstanding loans for all private sector companies affected by COVID-19
- Launch of "For Abu Dhabi" initiative from Department of Municipalities and Transport earmarking AED 8bn investment to enhance urban spaces and nature sites in a bid to categorise Abu Dhabi as one of the most liveable cities in the world.
- The Tajar Abu Dhabi license is open to all GCC nationals and UAE residents, under a new 'Golden Package'. Companies are eligible to obtain commercial licenses without a physical office.
- 5 and 10-year (Gold Card) renewable visas for eligible investors, entrepreneurs, special talents, and select doctors battling Covid-19
- Foreigners allowed to own freehold property in investment zones.
- Introduction of 100% foreign ownership in 122 economic activities across 13 sectors. On March 2020, the UAE confirmed the Positive List of 122 economic sectors and activities in which foreign direct investment is permitted

Policy reform, stimulus and energy strategy supporting growth and increasing development in region

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