



# **Q1 2022 RESULTS PRESENTATION**

## **QUARTER ENDED 31 MARCH 2022**

28 APRIL 2022

# AGENDA



**1** Aldar Value Proposition

**2** Q1 2022 Results Summary

**3** Aldar Development

**4** Aldar Investment

**5** Appendix

# ALDAR VALUE PROPOSITION



# LEADING REGIONAL REAL ESTATE PLAY POISED FOR GROWTH

## SAFE HARBOUR BENEFITING FROM MARKET TAILWINDS



### INVESTMENT HIGHLIGHTS

---

- ✓ **Abu Dhabi master developer of iconic destinations** with proven delivery and sales track-record and leading share in off-plan residential sales: **+80% mkt share<sup>1</sup>**
- ✓ **Well-positioned strategic landbank** across prime locations in Abu Dhabi: **69m sqm controlled / owned landbank**
- ✓ **Unique institutional-class investment portfolio in UAE** supporting a growing, recurring revenue base: **AuM of AED +21bn**
- ✓ **Strategic delivery partner for the Government of Abu Dhabi** on social infrastructure projects: **AED 41.2bn Projects backlog**
- ✓ **Transparent and consistent policies on leverage and dividend pay-out**, supporting prudent capital allocation and visibility of shareholder returns: **2012-2021 dividend CAGR: 11%**
- ✓ **Poised for growth with expansion into new markets: majority shareholder in leading Egyptian developer, SODIC<sup>3</sup>**
- ✓ **Experienced and established management** team with demonstrated performance record
- ✓ **Top-rated real estate company across DFM and ADX (ESG Invest)** as of 2020<sup>2</sup>

Note:

1. Aldar estimate for primary residential sales in designated Investment Zones in Abu Dhabi.
2. 2021 rating pending.
3. Owned in consortium with ADQ. Consortium owns 85.5% of SODIC (Aldar share of 59.9%).

# KEY VALUE DRIVERS

**LEADING ABU DHABI PROPERTY COMPANY WITH DIVERSIFIED BUSINESS MODEL COMPRISED OF TWO CORE BUSINESSES: MARKET LEADING FRANCHISES ACROSS ASSET MANAGEMENT (ALDAR INVESTMENT) AND HOMEBUILDING (ALDAR DEVELOPMENT)**



**Mkt Cap: AED 42.9bn / US\$ 11.7bn<sup>1</sup>**  
**Credit rating: Baa2 (Parent) / Baa1 (AIP)<sup>2</sup>**



## ALDAR INVESTMENT

Region's largest diversified and most efficient platform for real estate ownership

**LOWEST COST OF CAPITAL**

Leading asset manager with track-record of successful capital deployment / allocation

**CREDIBLE GROWTH**

Growing contributions from Education and Principal Investments businesses

**ENHANCING VALUE**

Established and transparent dividend and leverage policies

**TRANSPARENCY**

Rigorous capital allocation policies and processes

**SUSTAINABLE & DISCIPLINED GROWTH**



## ALDAR DEVELOPMENT

Leading primary residential market share of +80%

Best land bank with sizeable opportunity for new destination growth

**ESTABLISHED MOAT**

Growing Projects business built on active privatization-oriented, well-funded government

**SIGNIFICANT RUNWAY**

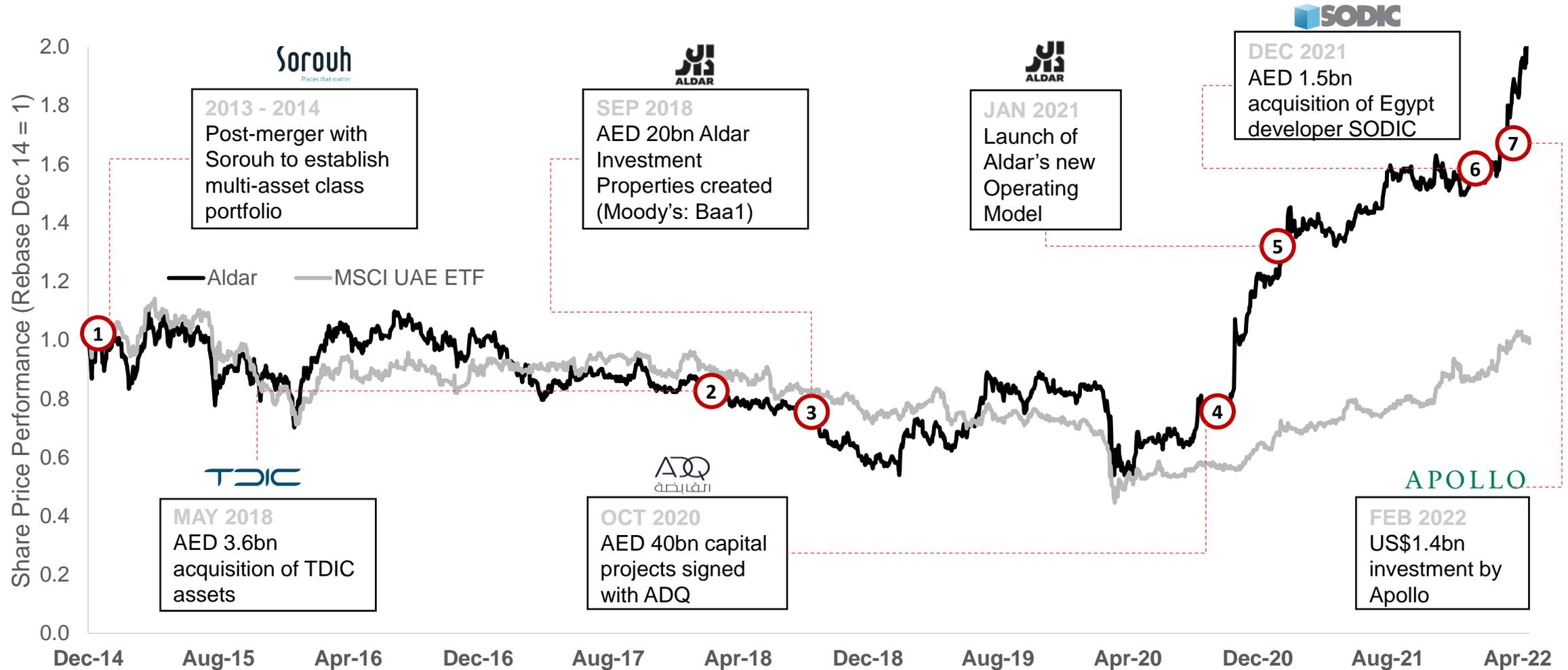
Growing international presence on the back of platform acquisitions

**GROWTH MARKETS**

Note:  
 1. Share price as of close on 25 April 2022.  
 2. Moody's credit rating for Aldar Investment Properties LLC – issuer of US\$ 1bn of Islamic bonds maturing in 2025 and 2029.

# TRACK RECORD OF GROWTH

## DEMONSTRATED TRACK-RECORD OF GROWTH THROUGH ACQUISITIONS



Note: Share price as of close on 25 April 2022.

# RECENT CAPITAL DEPLOYMENT

**SIGNIFICANT ACTIVITY ACROSS EXISTING AND NEW MARKETS: +AED 7BN DEPLOYED OR COMMITTED OVER LAST 18 MONTHS**

- New Geography
- New Sector



**AED 346m**  
Develop to hold investment into Staff Accommodation



Nov 2021

**AED 1.0bn<sup>1</sup>**  
59.9% stake in SODIC (through Aldar-led consortium)



Dec 2021

**+AED 1bn**  
Investment to diversify Aldar's portfolio of schools



Feb 2022

**AED 410m**  
acquisition of Hamra Mall (RAK)



Feb 2022

**AED 770m**  
acquisition of Ultra-all-inclusive Rixos Bab Al Bahr beach resort (RAK)



Apr 2022

**AED 3.68bn**  
acquisition of 6.2m sqm prime land located on the east side of Saadiyat Island<sup>2</sup>



Apr 2022

**AED 459m<sup>3</sup>**  
70% stake acquisition of Abu Dhabi Business Hub



Apr 2022

**+AED 9-10bn to be deployed over 12-18 months**

Note:

1. Acquired in consortium with ADQ. Consortium owns 85.5% of SODIC (Aldar share of 59.9%).
2. Land valued at AED 3.68bn. Acquisition consideration to be paid in-kind as the development progresses, with construction scheduled to begin in the second half of 2022 over a 4-year development period.
3. 100% total consideration for Abu Dhabi Business Hub.

# ROBUST GROUP BALANCE SHEET SUPPORTING GROWTH

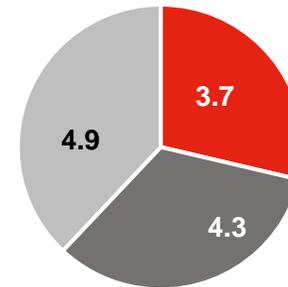
HIGHEST NON-GRE / CORPORATE CREDIT RATING OF BAA1 (ALDAR INVESTMENT PROPERTIES) WITH ONE OF THE LOWEST COSTS OF CAPITAL



<i>AED bn</i>	Q1 2022
Debt	7.9
Cash	9.1
Equity	29.3
Total Assets	49.9

Key Ratios	Q1 2022
Debt / Equity	0.3x
Debt / Total Assets	0.2x
EBITDA / Interest	11.7x
Credit Rating	Baa 2 (Aldar) / Baa1 (AIP)

## Debt and Facilities Breakdown



■ Sukuk ■ Facilities drawn ■ Facilities undrawn

## Debt Maturity Profile



# ALDAR GROWTH AGENDA

**WELL-FUNDED AND LIQUID BALANCE SHEET WITH FURTHER GROWTH CAPITAL FROM APOLLO TO FUND WAVE OF DEPLOYMENT**



## DEVELOPMENT

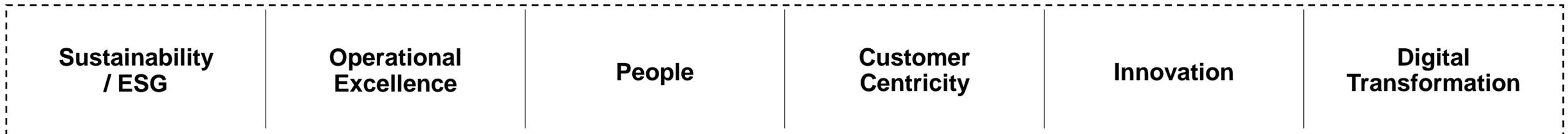
- Structural increase in development sales
- Growth of Projects fee stream
- Geographic diversification (Egypt, UAE)



## INVESTMENT

- Capital deployment for asset and geographic diversification
  - Logistics / warehouses
  - Expansion beyond Abu Dhabi and UAE
- Scale Education and Principal Investments

## ENABLERS



# Q1 2022 RESULTS SUMMARY



# Q1 2022 – KEY HIGHLIGHTS



**Solid Group performance continues into Q1 2022...**

- Group Revenue +32% YoY and Net Profit +27% YoY driven by growth in UAE business and inclusion of SODIC
- Strong balance sheet with AED 5.6bn of free & subsidiary cash and AED 4.9bn of undrawn committed facilities
- Landmark US\$ 1.4bn strategic investment by Apollo Global Management announced in February
- Delivering on ESG agenda: clean energy certification allowing for complete decarbonization of grid emissions across the Group; launched Aldar's first fully sustainable community project, 'Sustainable City' on Yas Island

**...led by consistent growth in Development business...**

- Highest-ever Q1 Group sales of AED 2.2bn (of which AED 1.5bn UAE and AED 678m Egypt)
- Aldar Development EBITDA +11% YoY to AED 456m driven by UAE inventory sales, ramp-up of government fee-based business and inclusion of SODIC
- Property Development & Sales revenue backlog of AED 10.4bn (of which AED 5.6bn UAE and AED 4.9bn Egypt)
- Project Management Services backlog of AED 41.2bn

**...supported by strong Retail performance and recovering H&L segment**

- Aldar Investment EBITDA +10% YoY to AED 374m mainly driven by strong performance of Retail and Hospitality & Leisure and higher contributions from the Principal Investments business
- Expansion into Ras Al Khaimah through acquisition of AED 410m shopping mall
- AED 1bn commitment to expand Aldar Education's portfolio (including acquisition of Shohub private school)

Note:  
EGP/AED: 0.201

# Q1 2022 – GROUP FINANCIAL HIGHLIGHTS



<i>AEDm</i>	Q1 2022	Q1 2021	Var (%)
<b>Revenue</b>	2,683	2,041	32%
<b>Gross Profit</b>	1,118	776	44%
<i>Margin %</i>	42%	38%	10%
<b>EBITDA</b>	806	658	23%
<i>Margin %</i>	30%	32%	(7)%
<b>Adj. EBITDA<sup>1</sup></b>	821	568	45%
<i>Margin %</i>	31%	28%	10%
<b>Net profit</b>	688	544	27%
<i>Margin %</i>	26%	27%	(4)%



Note:  
1. Adjusted for fair value movements (excluding amortization of leasehold assets) and one-off gains / losses on acquisitions.

# BALANCE SHEET



## ROBUST BALANCE SHEET POSITION SUPPORTED BY PRUDENT CAPITAL MANAGEMENT AND GOVERNANCE



### BALANCE SHEET

AED millions	31 Mar 2022	31 Dec 2021
<b>ASSETS</b>		
Property, plant & equipment	3,681	3,558
Investment properties	18,267	18,026
LHS, DWIP & inventories	9,996	10,671
Investment in associates & JVs	109	108
Receivables & other assets	8,783	8,323
Cash	9,061	8,857
<b>Total Assets</b>	<b>49,896</b>	<b>49,543</b>
<b>EQUITY &amp; LIABILITIES</b>		
Equity	29,286	27,637
Debt	7,928	8,377
Payables, advances & other liabilities	12,681	13,529
<b>Total Equity &amp; Liabilities</b>	<b>49,896</b>	<b>49,543</b>

Note:

1. Includes SODIC.
2. Gross debt.



### LEVERAGE<sup>1</sup>

	Aldar Investment	Aldar Development
<b>Outstanding Debt (AED bn)</b> (as at 31-Mar-22)	<ul style="list-style-type: none"> <li>Sukuk: 3.7bn</li> <li>Bank: 3.6bn</li> </ul>	<ul style="list-style-type: none"> <li>Bank: 0.7bn (o/w SODIC: 516m)</li> </ul>
<b>LTV<sup>2</sup></b> (as at 31-Mar-22)	38.5%	8.2%
<b>Leverage Policy</b>	<40%	<25%
<b>Cost of debt</b>	3.61% (UAE: 3.08%)	
<b>Avg. maturity</b>	3.78 yrs (UAE: 3.84 yrs)	
<b>Liquidity</b>	<ul style="list-style-type: none"> <li>AED 5.6bn free &amp; subsidiary cash</li> <li>AED 4.9bn committed undrawn bank facilities</li> </ul>	
<b>AIP Credit Rating</b>	<ul style="list-style-type: none"> <li>Baa1 stable (Moody's)</li> <li>Issuer of US\$ 1bn of Islamic bonds maturing in 2025 and 2029</li> </ul>	

# APOLLO TRANSACTION

**ALDAR RAISED US\$1.4B IN EQUITY & GROWTH CAPITAL FROM APOLLO, WHICH HAS ENABLED THE MONETIZATION OF THE LONG-TERM LAND BANK AND ADDITIONAL SOURCES OF GROWTH CAPITAL**

## US\$1.4bn of Long Term Investment

①

### Land Joint Venture

- **US\$ 500m** investment into a joint venture between Aldar Properties PJSC (“AP”) and Apollo for a portion of AP’s landbank

②

### Hybrid Perpetual Notes

- **US\$ 500m** non-call 15 Hybrid Perpetual Notes to Aldar Investment Properties (“AIP”) completed and priced at **5.625%**

✓ Closed 23<sup>rd</sup> March

③

### Equity

- **US\$ 400m** equity comprising of:
  - **US\$ 100m** common Equity investment in Aldar Investment Properties (“AIP”)
  - **US\$ 300m** Mandatory Convertible Equity investment in Aldar Investment Properties (“AIP”)

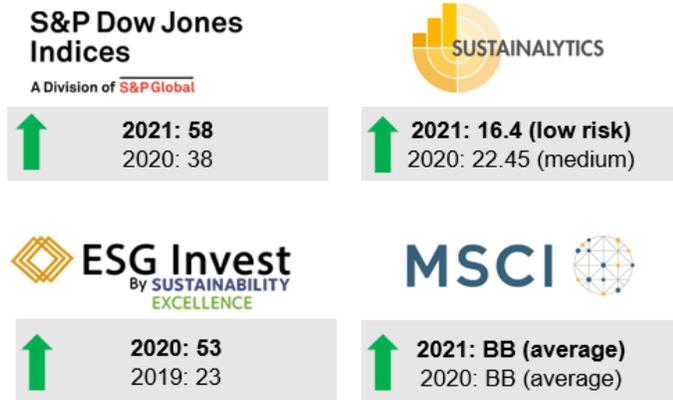
- Land Joint Venture
  - Diversifies funding sources without losing strategic control of land bank activation
- Hybrid Perpetual Notes
  - Largest corporate hybrid private placement in the MENA region, with the longest non-call period
- Common & Mandatory Convertible Preferred Equity
  - New equity issued at NAV endorses credibility of AIP investment portfolio
  - Preferred equity with mandatory conversion

# Q1 2022 – KEY SUSTAINABILITY UPDATES



- Participated at the Future Energy Summit at the Abu Dhabi Sustainability Week, in which we launched two strategic projects;
  - The Sustainable City Abu Dhabi, and
  - The Clean Energy Certificate which will help us reduce our scope 2 emissions for the coming 5 years
- Reinvested AED 8.8bn into the country through the ICV programme
- Signed a MoU with Zayed Higher Organization (ZHO) to enhance opportunities and accessibility for people of determination within Aldar across our retail, hospitality, residential and commercial assets
- Participated at the First MENA Climate Week and we shared Aldar’s sustainability strategy to raise awareness on corporate responsibility towards the transition to net zero
- Invested AED 4m in two projects within Ma’an’s social contracting projects:
  - AED 2.7m will be allocated to the Abu Dhabi Early Childhood Authority’s family counselling project
  - AED1.3m to support beneficiaries of Abu Dhabi Social Support Authority’s programme for Upskilling and Employment of Emiratis
- Pledged AED 5.0m to support the UAE Cycling Team & AED 0.7m for its community outreach programme

## ESG Ratings



## Aligned with National and Global Frameworks

- Global Reporting Initiative
- UN Sustainability Development Goals (SDGs)
- United Nations Global Compact: Aldar recently joined the UNGC, the world’s largest corporate sustainability initiative.
- Aldar become a TCFD supporter – Task Force on Climate Related Financial Disclosures
- Abu Dhabi Economic Vision 2030
- UAE Vision 2021
- UAE Green Agenda 2015-2020

**Year-on-year ESG rating improvement by every agency**

# ALDAR

# DEVELOPMENT



# ALDAR DEVELOPMENT Q1 2022 FINANCIAL PERFORMANCE



<i>AED mn</i>	<b>Q1 2022</b>	<b>Q1 2021</b>	<b>Var (%)</b>
<b>Group Sales</b>	<b>2,191</b>	<b>1,090</b>	<b>101%</b>
UAE	1,512	1,090	39%
Egypt	678	-	-
<b>Revenue</b>	<b>1,777</b>	<b>1,186</b>	<b>50%</b>
Property Dev. & Sales	1,235	800	54%
Project Mgmt. Services	262	386	(32)%
Egypt	280	-	-
<b>Gross profit</b>	<b>650</b>	<b>369</b>	<b>76%</b>
<b>Gross profit margin</b>	<b>37%</b>	<b>31%</b>	<b>17%</b>
<b>EBITDA</b>	<b>456</b>	<b>353</b>	<b>11%</b>
Property Dev. & Sales	286	164	74%
Project Mgmt. Services	120	189	(36)%
Egypt	50	-	0%
<b>EBITDA margin</b>	<b>26%</b>	<b>30%</b>	<b>(14)%</b>
<b>Adj. EBITDA<sup>1</sup></b>	<b>472</b>	<b>254</b>	<b>14%</b>
<b>Adj. EBITDA margin<sup>1</sup></b>	<b>27%</b>	<b>21%</b>	<b>24%</b>
<b>Group Revenue backlog</b>	<b>10,413</b>	<b>3,351</b>	<b>211%</b>
UAE	5,562	3,351	66%
Egypt	4,850	-	-

Note:

EGP/AED: 0.201

1. Adjusted for non-recurring and or one-off gains / losses on acquisitions. (PD&S adjusted for one-off provision of AED 16m in Q1 2022, and PMS adjusted for gain on acquisition of AED 99m in Q1 2021).



## Property Development & Sales

- Group sales (incl. SODIC) +101% y-o-y to AED 2.2bn (highest-ever for Q1)
- Revenue +54% y-o-y, driven by strong inventory sales
- Gross profit margin in-line with Q1 2021 (34%)
- EBITDA +74% y-o-y
- Healthy revenue backlog of AED 5.5bn



## Project Management Services

- Projects back-log of AED 41.2bn (Q4 21 AED 41.1bn)
- Revenue -32% y-o-y due to completion of fixed price contracts
- Adj. EBITDA +33% y-o-y (normalised for one-off acquisition gain in Q1 2021)



## Egypt

- Record for Q1 sales AED 678m (EGP 3.7bn)
- Strong revenue backlog of AED 4.9bn (EGP 25bn)

# LAND BANK OVERVIEW



**ALDAR HAS ACCESS TO A LARGE AND HIGHLY VALUE ACCRETIVE LAND BANK OF C. 69M SQM<sup>1</sup> WHICH IS MONETIZED THROUGH DESTINATION MASTER PLANNING / DEVELOPMENT AND ONGOING INVESTMENT**

**KEY CURRENT DESTINATIONS INCLUDE YAS AND SAADIYAT AND FUTURE DESTINATIONS INCLUDE MINA ZAYED AND AL GHADEER**

## DESTINATIONS

GFA



### SAADIYAT ISLAND

Updated Master Plan;

- Government cultural investments
- Early activations
- Infrastructure & Utilities

**Residential focus with retail, commercial and hospitality**

The Grove  
Saadiyat Living  
Mamsha next phase



### YAS ISLAND

New Master Plan for North Yas

- Government entertainment investments
- Infrastructure Upgrades

**Residential focus**

Noya next phases  
Waters Edge next phase  
Acres next phases  
Differentiated communities offer



### MINA ZAYED

New Masterplan ;

- Early activation of Mina Souk
- District oversight and coordination

**Residential focus mixed-use**

The Marina  
The Rocks  
On the Park



### AL GHADEER

New Master Plan

- Park Life
- Lulu Hyper market
- English school

**Residential with wide complimentary land use mix**

Driving jobs , education and research, alternative energy food production and manufacturing



### SHAMS AD AL REEMAN

Updated Master Plan

- Responding to changing customers needs

Shams Living  
Reeman Living

Note:  
1. Includes Saadiyat land plot of 6.2m sqm / GFA 1.7m (announced in April 2022) – to be partly monetized through fixed-price contracts.

# DEVELOPMENT PROJECTS PIPELINE



Total as at 31 Mar 22								
Project	Location	Launch date	Sold units	Net Sales value (AEDm)	Units launched	% sold	% completion	Project Status
Ansam	Yas Island	2014	547	959	547	100.0%	100%	Handed over
Hadeel	Al Raha Beach	2014	232	478	233	99.6%	100%	Handed over
Nareel	Abu Dhabi Island	2015	162	1,503	161	100.6%	100%	Handed over
Merief	Khalifa City	2015	286	675	286	100.0%	100%	Handed over
Jawaher	Saadiyat Island	2016	83	760	83	100.0%	100%	Handed over
Lea	Yas Island	2019	238	482	238	100.0%	100%	Handed over
Meera	Reem Island	2015	408	522	408	100.0%	100%	Handed over
<b>Mamsha</b>	Saadiyat Island	2016	453	1,885	461	98.3%	100%	Handed over
<b>Mayan</b>	Yas Island	2015	446	851	512	87.1%	100%	Handed over
<b>Yas Acres</b>	Yas Island	2016	650	2,427	652	99.7%	100%	Handed over
<b>The Bridges</b>	Reem Island	2017	631	657	636	99.2%	100%	Handed over
<b>Water's Edge</b>	Yas Island	2017	2129	2,309	2262	94.1%	100%	On handover
<b>Reflection B</b>	Reem Island	2018	177	191	192	92.2%	100%	Handed over
<b>Alghadeer</b>	Seih Sdeirah	2018	622	486	707	88.0%	100%	Handed over
<b>Al Reeman</b>	Al Shamka	2019	915	1,485	1015	90.1%	100%	Handing over
<b>Al Reeman II</b>	Al Shamka	2019	556	593	558	99.6%	62%	under construction
<b>Reserve</b>	Saadiyat Island	2019	223	518	224	99.6%	100%	Handing over
<b>Noya</b>	Yas Island	2020	510	967	510	100.0%	19%	under construction
<b>Noya Viva</b>	Yas Island	2021	479	1,005	479	100.0%	11%	under construction
<b>Noya Luma</b>	Yas Island	2021	189	564	189	100.0%	5%	under construction
<b>S. Reserve Villas</b>	Saadiyat Island	2021	83	617	83	100.0%	0%	under construction
<b>Al Gurm Ph2</b>	Al Gurm	2021	68	722	71	95.8%	12%	under construction
<b>Yas Acres-Magnolias</b>	Yas Island	2021	311	1,201	312	99.7%	10%	under construction
<b>Yas Acres-Dhalias</b>	Yas Island	2021	116	494	120	96.7%	0%	under construction
<b>Reflection A</b>	Reem Island	2022	69	76	182	37.9%	100%	Handing over
<b>Louvre Residences</b>	Saadiyat Island	2022	118	398	421	28.0%	0%	under construction
<b>Aldar developments (ex projects 100% sold and handed over)</b>			<b>8,745</b>	<b>17,446</b>	<b>9,586</b>	<b>91.2%</b>		
<b>West Yas</b>	Yas Island	2015	977	4,495	1007	97.0%		Handed over
<b>West Yas plots</b>	Yas Island	2018	203	681	203	100.0%		Handed over
<b>Total developments (ex projects 100% sold and handed over)</b>			<b>9,722</b>	<b>21,941</b>	<b>10,593</b>	<b>91.8%</b>		

Q1 2022 launch

## Highlights

- **91% of launched pipeline sold**
- **Q1 2022 development sales of AED 1.5bn driven primarily by:**
  - **Large commercial plot sale: AED 300m**
  - **Yas Acres (including Magnolias and Dhalias): AED 257m across 61 units**
  - **Mayan: AED 136m across 60 units**
- Revenue backlog of AED 5.6bn



# ALDAR

# INVESTMENT



# ALDAR INVESTMENT Q1 2022 FINANCIAL PERFORMANCE



<i>AED mn</i>	<b>Q1 2022</b>	<b>Q1 2021</b>	<b>Var (%)</b>
<b>Recurring revenue<sup>1</sup></b>	<b>859</b>	<b>788</b>	<b>9%</b>
Investment Properties <sup>2</sup>	442	420	5%
Hospitality & Leisure	129	93	39%
Education	139	129	8%
Principal investment <sup>1</sup>	149	146	2%
<b>Net operating income<sup>1</sup></b>	<b>469</b>	<b>404</b>	<b>16%</b>
Investment Properties – NOI	347	336	3%
<b>EBITDA<sup>1</sup></b>	<b>374</b>	<b>332</b>	<b>13%</b>
Investment Properties	299	266	13%
Hospitality & Leisure	22	14	57%
Education	36	39	(6)%
Principal Investment <sup>1</sup>	16	13	24%
<b>EBITDA margin<sup>1</sup></b>	<b>44%</b>	<b>42%</b>	<b>3%</b>
<b>Adj. EBITDA<sup>1,2</sup></b>	<b>374</b>	<b>342</b>	<b>10%</b>
<b>Adj. EBITDA margin<sup>1,2</sup></b>	<b>44%</b>	<b>43%</b>	<b>0%</b>
<b>NOI margin – IP<sup>1</sup></b>	<b>79%</b>	<b>80%</b>	<b>1%</b>
<b>Gross asset value (GAV)<sup>4</sup></b>	<b>17,485</b>	<b>16,500</b>	<b>6%</b>
<b>Residential bulk leases<sup>5</sup></b>	<b>57%</b>	<b>51%</b>	<b>12%</b>
<b>Govt./GRE comm. Leases<sup>6</sup></b>	<b>74%</b>	<b>62%</b>	<b>18%</b>

Notes:

1. Excluding Pivot.
2. Adjusted for fair value movements (excluding amortization of leasehold assets) and one-off gains / losses on acquisitions.
3. Includes retail, residential, commercial.
4. Gross Asset Value of completed investment properties (retail, residential and commercial) excluding UAE IPUD and PP&E and including SODIC.



## Investment Properties

- **Retail:** Q1 EBITDA +34% YoY to AED 117m
- Occupancy of 92% (vs. 83% Q1 20), driven by Yas Mall repositioning
- **Residential:** Q1 EBITDA +7% YoY to AED 107m
- Occupancy of 95% (vs. 88% Q1 20), strong leasing at Bridges
- **Commercial:** Q1 EBITDA -5% YoY to AED 74m
- Occupancy of 91% (vs. 91% Q1 21)



## Others

- **H&L:** Q1 EBITDA +57% YoY to AED 22m driven by increase in leisure and business travel
- **Education:** Q1 EBITDA -6% YoY due to increase in overhead costs to support upcoming growth plans
- **Principal Investments:** Q1 EBITDA +24% YoY to AED 16m (excluding Pivot), mainly driven by contributions from Provis

Notes:

5. Residential bulk leases as a percentage of total residential units in portfolio.
6. Govt./GRE commercial leases as a percentage of total GLA.

# INVESTMENT PROPERTIES OVERVIEW<sup>1</sup>



## COMMERCIAL



- Aldar has developed and acquired a predominantly Grade A commercial office portfolio leased to top-tier local and international tenants

## RESIDENTIAL



- Aldar Investment owns a significant residential portfolio of around 7,248 units across Abu Dhabi, which are leased to a mix of individual and corporate tenants

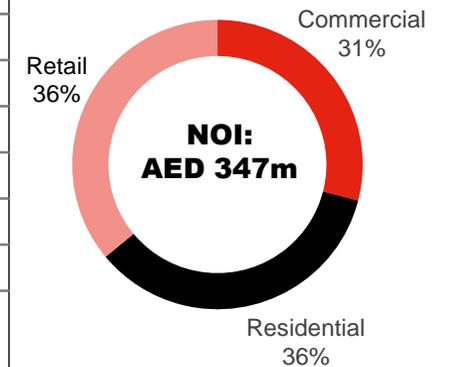
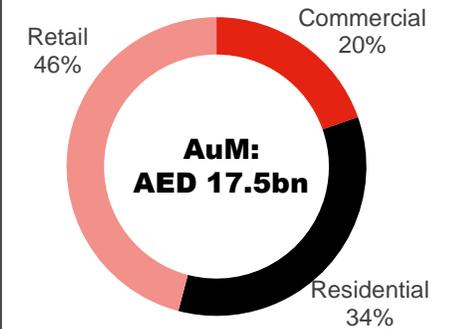
## RETAIL



- Aldar has developed a substantial retail footprint within Abu Dhabi of regional malls as well as community focused retail destinations located around its residential developments

<b>No of properties</b>	14	13	33
<b>Leasable area</b>	318,866 sqm	831,848 sqm	518,200 sqm
<b>Occupancy</b>	91%	95%	92%
<b>WAULTS (yrs)</b>	3.3	3.4	4.0
<b>Q1 22 Revenue</b>	AED 119m (Q1 21: AED 119m)	AED 148m (Q1 21: AED 144m)	AED 174m (Q1 21: AED 157m)
<b>Q1 22 NOI</b>	AED 101m (Q1 21: AED 104m)	AED 122m (Q1 21: AED 120m)	AED 124m (Q1 21: AED 112m)
<b>GAV</b>	AED 3,238m	AED 5,972m	AED 8,338m
<b>Key Assets</b>	<ul style="list-style-type: none"> <li>- HQ</li> <li>- International Tower</li> <li>- Etihad Commercial</li> <li>- Baniyas Towers</li> </ul>	<ul style="list-style-type: none"> <li>- Gate &amp; Arc</li> <li>- Al Rayyana</li> <li>- Etihad Residential</li> <li>- The Bridges</li> </ul>	<ul style="list-style-type: none"> <li>- Yas Mall</li> <li>- Al Hamra Mall</li> <li>- Jimi Mall</li> <li>- Remal Mall</li> <li>- Etihad Retail</li> </ul>

### Q1 2021



Note:

1. UAE only (excluding IPUD and PP&E).

INVESTOR PRESENTATION Q1 2022

# HOSPITALITY & LEISURE



## BROAD RESILIENT PORTFOLIO MAKE UP

### HOTELS



- The hotel portfolio consists of assets from 3 to 5 star, in addition to hotel apartments
- Key assets:
  - W Yas Island
  - Radisson Blu
  - Crowne Plaza
  - Rotana
  - Anantara Eastern Mangroves

### GOLFS



- The golf portfolio features one of the world's top 50 golf course (Yas Links)
- Key assets:
  - Yas Links Golf Club
  - Saadiyat Beach Golf Club
  - Yas Acres Golf and Country Club (opened on 24 Nov. 2021)

### LEISURE



- The leisure portfolio includes marina and beach/beach club facilities on prime beach front locations
- Key assets:
  - Saadiyat Beach Club
  - Yas Beach Club (leased)
  - Eastern Mangroves Marina
  - Marsa al Bateen Marina
  - Al Bandar Marina

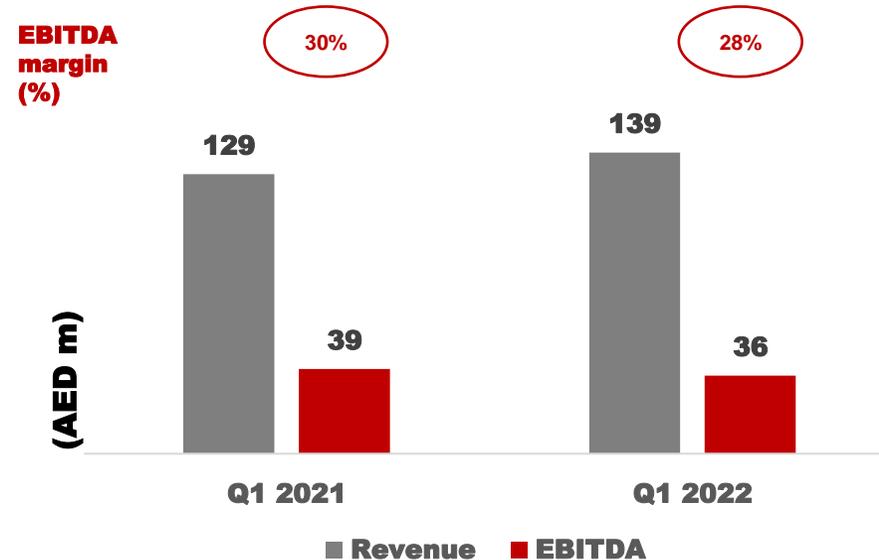
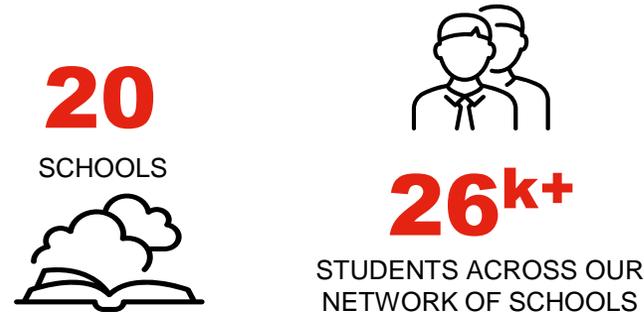
AED m	Q1 2022
Revenue	129
Adj. EBITDA	22
Adj. EBITDA Margin	17%
Occupancy	69%
ADR	361



# ALDAR EDUCATION



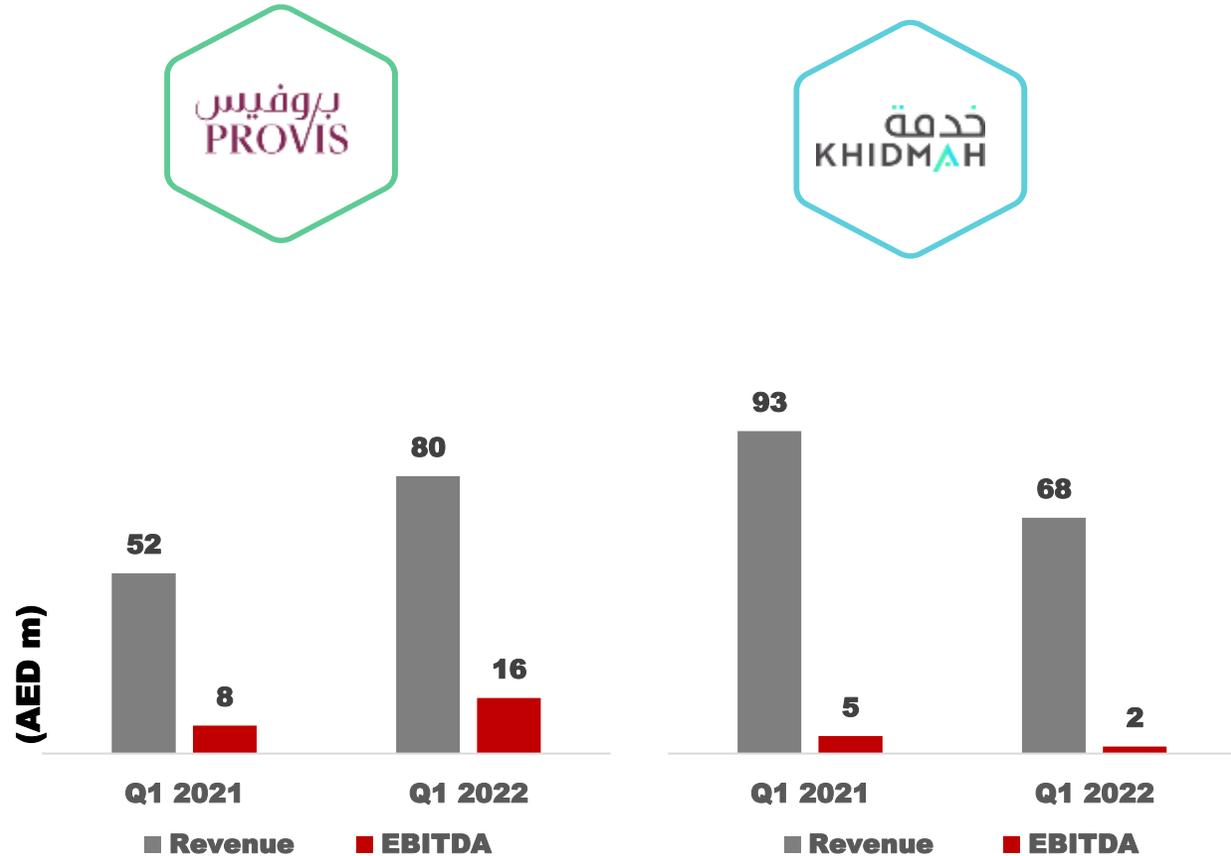
- Leading operator and provider of private education in Abu Dhabi with the largest network of schools, delivering English and American curriculums adapted for the UAE
- Operates 4 ADNOC schools, 7 charter schools in addition to 8 Aldar Academies schools (incl. Cranleigh) and a nursery
- Fast growing student enrolments driving 2018-2021 revenue
- Over AED 1 billion committed to investments to diversify its portfolio of schools and increase the number of students to more than 40,000 by the 2024-2025 academic year.



# PRINCIPAL INVESTMENTS<sup>1</sup>



- Aldar's real estate services arm is comprised of Khidmah, a facilities management business and Provis a property management business
- Provis** undertakes sales and leasing, property management, consultancy services and valuation advisory amongst others – manages more than c. 50k residential units; 317k sqm of commercial assets and over 490k sqm of retail GLA
- Khidmah** is a full-service facility management solutions provider focused on domestic, commercial and retail facility management solutions with over 3,200 team members across the UAE and KSA



Note:

1. Provis & Khidmah (excludes Pivot).

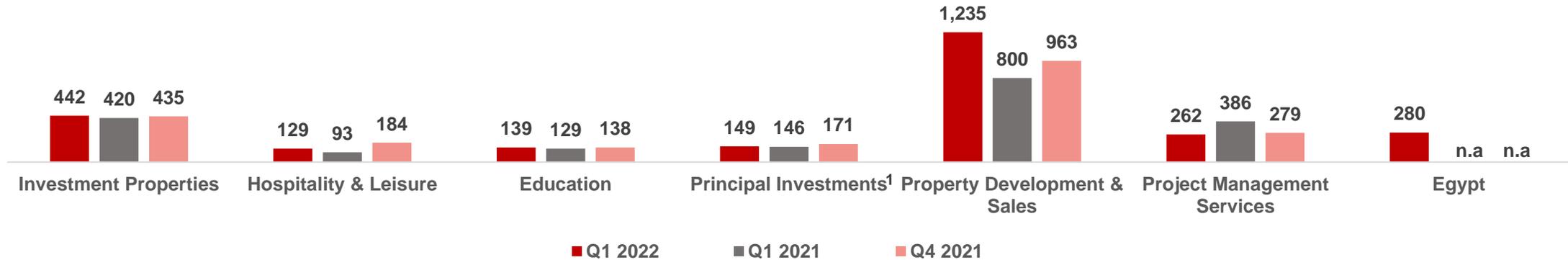
# APPENDIX



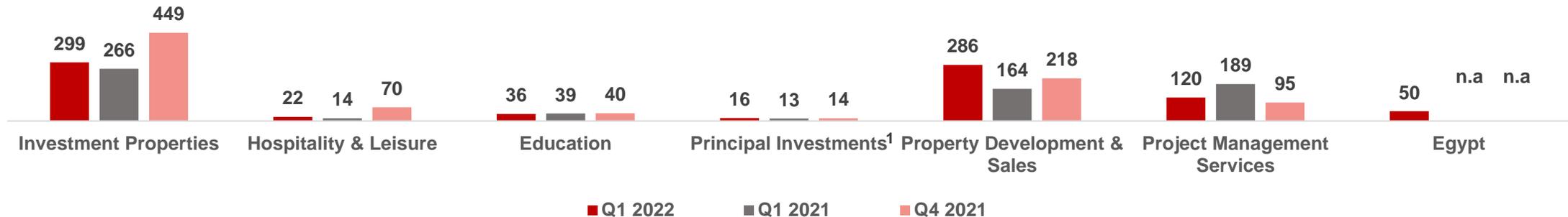
# SEGMENTAL BREAKDOWN – Q1 2022 vs. Q1 2021 & Q4 2021<sup>1</sup>



## REVENUE (AEDm)<sup>2</sup>



## EBITDA (AEDm)<sup>3</sup>



- Notes:
1. Excluding Pivot. Pivot Q1 2022 revenue of AED 90m and EBITDA of AED 2m; Q1 2021 revenue of AED 103m and EBITDA of AED 4m; Q4 2021 revenue of AED 141m and EBITDA of AED 40m.
  2. Excludes eliminations of AED 43.0m (please refer to segment note 28.1 in Q1 2022 Financial Statements).
  3. Excludes eliminations of AED 7.4m (please refer to segment note 28.1 in Q1 2022 Financial Statements).

# SODIC – KEY ACCOUNTING POLICIES IN FINANCIAL STATEMENTS



## NO MAJOR DIFFERENCES IN IFRS VS. EGYPTIAN GAAP

<b>Revenue-recognition</b>	<ul style="list-style-type: none"> <li>▪ SODIC recognizes revenue from sale of development properties at a point-in-time on handover resulting in relatively larger DWIP and contract liabilities (cash collected in advance for sale and purchase contracts) balances</li> </ul>
<b>Receivables</b>	<ul style="list-style-type: none"> <li>▪ Receivables at SODIC also include payments pending from customer financing plans</li> </ul>
<b>Payables</b>	<ul style="list-style-type: none"> <li>▪ Payables include payments pending per revenue sharing agreements for land which are discounted at a rate of 16%</li> </ul>
<b>Investment property</b>	<ul style="list-style-type: none"> <li>▪ SODIC Investment property is carried at cost which is fair valued at Aldar consolidated group level as per Aldar policies</li> </ul>
<b>Income tax and deferred assets/liabilities</b>	<ul style="list-style-type: none"> <li>▪ SODIC is subject to Egyptian corporate income taxation along with various other taxes (mainly WHT, VAT, Payroll tax)</li> </ul>

# HYBRID PERPETUAL NOTES

**THE US\$500M SUBORDINATED PERPETUAL NOTES ARE PART OF APOLLO'S US\$1.4BN INVESTMENT OF STRATEGIC CAPITAL INTO ALDAR'S TRANSFORMATIONAL GROWTH INITIATIVES, WHICH WAS ANNOUNCED IN FEBRUARY 2022**



- Transaction closed on 23rd March 2022
- Largest corporate hybrid private placement in the MENA region, with the longest non-call period
- US\$500m subordinated perpetual notes issued by Aldar Investment Properties LLC (“AIP”) to Apollo
- Priced at coupon of 5.625%
- Initial non-call period of 15 years
- Assigned a Baa3 rating by Moody’s Investor Service
- Coupon payments rank junior to all other senior debt obligations
- Only ranks senior to AIP’s ordinary shares
- Equity accounting treatment



Note: Please refer to Q1 2022 Financial Statements (note 14 Hybrid Equity Instrument) for further details.

# UAE POLICY REFORMS AND ENERGY STRATEGY



## FEDERAL ANNOUNCEMENTS

- Rapid rollout of a major vaccination campaign underpin economic recovery. As of February 2022, the UAE has administered 23.9 million total doses. 100% the population had taken their first vaccine dose while 95.21% are fully vaccinated.
- Implementation of Targeted Economic Support Scheme (TESS) to support individuals and businesses affected by the pandemic. In April 2021, the UAE Central Bank extended some stimulus measures until mid-2022.
- Changes to federal laws related to areas such as marriage, divorce, inheritance, alcohol consumption, equal pay, labor, and protection of women's rights reflects progressive measures to improve living standards, further supporting the UAE's and Abu Dhabi's attractiveness as a lifestyle, business, and tourism destination.
- Introduction of reforms that promote gender equality including the law to ensure private sector wages are determined by market standards and not gender, and the law requiring listed companies in the UAE to have at least one woman on their board of directors.
- Reforms on foreign ownership and investment allowing foreign investors 100% ownership of limited liabilities companies (LLCs) without requiring an Emirati sponsor
- Expansion of Golden 10-year visa programme and amendments to citizenship law
- Launch of a new industrial strategy "Operation 300bn", a 10-year strategy that aims to grow the industrial sector, increasing its contribution to the GDP from the current AED 133 bn to AED 300 bn by 2031.
- Reduction of business setup and license renewal fees for Abu Dhabi private sector.
- Launch of Future Partnerships, to engage leading private sector firms to actively participate in shaping the future of the UAE.
- Launch of 'Projects of the 50', a series of developmental and economic projects that aim to accelerate UAE's development and transform it into a key hub in all sectors and establish its status as an ideal destination for talent and investment.
- Announcement of '10 Principles' for UAE institutions to build a sustainable economy and foster positive global relations.
- UAE established National Human Rights Institution (NHRI) to promote the effective implementation of human rights standards.
- UAE moved its weekend to Saturday and Sunday to strengthen UAE's economic competitiveness globally and consolidate its status as a regional and international business hub.
- UAE government introduced federal corporate income tax which applies to all businesses and commercial activities
- UAE announced Net-Zero by 2050 Strategic Initiative to underpin economic growth with positive environmental impact.
- UAE Cabinet approved the new strategy of the UAE Gender Balance Council 2022-2026, which includes 4 main pillars: economic participation, wellbeing, protection and entrepreneurship. The Gender Balance strategy aims to further reduce the gender gap across all sectors and promote UAE's status as a benchmark for gender balance legislation.
- UAE Cabinet adopted the new Cooperatives Law, which permits the inclusion of cooperatives in the financial markets according to specified standards and conditions.



## Energy industry plans

- ADNOC will continue to deliver on its 2030 strategy, including its value maximization initiatives, as it drives profitability and sustainable returns for the UAE.
- The Supreme Petroleum Council (SPC) approved ADNOC's capital expenditure (CAPEX) plan of AED 448 bn for 2021-2025.
- As part of this plan, ADNOC aims to drive over AED 160 billion back into the UAE economy in the next 5 years
- The SPC announced the discovery of 22 billion stock tank barrels (STB) of recoverable ADNOC's ICV program has driven more than AED 76 billion back into the UAE economy and created over 2,000 private-sector jobs for UAE nationals since it was launched in 2018
- ADNOC joined the Hydrogen Council, an international organization whose member businesses strive to advance the worldwide position of hydrogen.
- ADNOC raised USD 2.7 billion by monetising future rents from non-core real estate assets in a transaction with US-based Apollo Global Management.
- ADNOC invested USD 6 bn (AED 22 bn) to enable drilling growth as it boosts its crude oil production capacity to 5 mn barrels per day by 2030 and drives gas self-sufficiency for the United Arab Emirates.
- ADNOC announced the discovery of natural gas resources offshore of the Emirate of Abu Dhabi in February 2022.
- ADNOC and Abu Dhabi National Energy Company PJSC (TAQA) announced a USD 3.6 billion strategic project to significantly decarbonize ADNOC's offshore production operations in December 2021.

# CONTACT US



For any further enquiries please contact:

**Samar Khan**

**Head of Investor Relations**

Tel: +971 (0)2 810 5624

Email: [skhan@aldar.com](mailto:skhan@aldar.com)

**Basma Almheiri**

**Investor Relations**

Tel: +971 (0)2 810 5992

Email: [balmheiri@aldar.com](mailto:balmheiri@aldar.com)

# THANK YOU

