

FIXED INCOME INVESTOR PRESENTATION

SPEAKER BIOGRAPHIES









- Faisal has held several senior roles working for sovereign wealth funds and public companies such as Mubadala Investment Company and Emaar Properties. His experience includes M&A and asset management having deployed capital across the US and Europe as Vice President of Global Real Estate Investments at Mubadala Investment Company.
- Faisal holds a B.Sc. in Finance from the American University of Sharjah and an MBA from The Wharton School – University of Pennsylvania. Faisal is also a CFA Charter holder.



Chris Wilson
CFO, Aldar Investment

- Chris Wilson is Chief Financial Officer of Aldar Investment, Aldar Properties' core asset management platform, which includes Aldar Investment Properties, Aldar Education, Aldar Hospitality, and Principal Investments.
- Prior to his current role, Chris served as CFO of Aldar Education.
- He has extensive experience within multiple sectors across capital markets, corporate finance and a broader range of finance roles across both the UAE and UK.
- Chris holds a First Class Hons in Finance from Lancaster University Management School and a chartered accountancy certification with ICAS.



Daniele Vecchi Corporate Finance & Treasury

- Daniele is Executive Director of Corporate Finance at Aldar Properties PJSC.
- Prior to joining Aldar, Daniele held several senior positions in Treasury and Corporate Finance at Nestle' in Italy, USA, Switzerland and was Group Treasurer at Majid Al Futtaim in Dubai from 2007 to 2014. His last assignment was Group Head of Treasury and IR for Investcorp, an alternative asset manager with more than USD40bn in AUM.
- Daniele holds a M.Sc. in Political Sciences with major in Economics from the University of Bologna in Italy and a M.Sc. in Risk Management from Leonard Stern School of Business at New York University. He also completed an executive education program at LSE.



James Finucane Associate Director, Group Treasury

- James is Associate Director of Group Treasury at Aldar Properties PJSC.
- Prior to joining Aldar, James was Head of Treasury and Corporate Finance at Emirates Steel Industries.
- James is a chartered accountant by training and holds a BA in History, Economics and Politics from The University of Limerick and a post graduate diploma in Business from University College Dublin



Pamela Chahine Head of Investor Relations

- Pamela is Head of Investor Relations at Aldar Properties PJSC.
- Prior to joining Aldar, Pamela was Senior Advisor at Iridium Advisors and Head of Investor Relations and Corporate Communications at Agthia Group, listed on ADX.
- Pamela holds a B.Eng and MBA from McGill University and an M.Eng IT from Massachusetts Institute of Technology.

TABLE OF CONTENTS



| 01 | Introduction and Background | 4 |
|----|-----------------------------|----|
| 02 | Business Overview | 11 |
| 03 | Financial Overview | 19 |
| 04 | Green Finance Framework | 23 |
| 05 | Transaction Overview | 29 |
| Al | Operating Environment | 32 |
| A2 | Financial Statements | 37 |



ALDAR INVESTMENT PROPERTIES HAS AN ESTABLISHED TRACK RECORD



Aldar Investment Properties - Highlights



INVESTMENT PROPERTIES

- Region's largest diversified real estate investment company with highest non-GRE credit rating at Baa1
- Recurring revenues of USD 504mn in FY 2022 with visible growth prospects through
 (i) contracted rent escalations, (ii) revenue-accretive acquisitions and asset optimization
- 3 Unmatched investment portfolio with strategic importance to the Emirate of Abu Dhabi
- 4 Managed by long serving and experienced Aldar Investment team with proven track record
- Diversified revenue mix; retail (38%), residential (32%), commercial properties (27%), and logistics (3%)
- High average portfolio occupancy rate, outperforming wider market performance (92% average portfolio occupancy)
- High quality and diversified tenant mix with long term WAULT¹ (2.8-4.8 years) across the portfolio
- Prudent funding strategy LTV policy is up to 40% of GAV²; LTV: 37.1% (31-Dec-2022)

LARGEST DIVERSIFIED REAL ESTATE OWNERSHIP PLATFORM IN THE REGION



Aldar Investment Properties LLC ("AIP"), rated Baa1 with stable outlook by Moody's, owns and operates a diverse and high-quality property portfolio across the UAE, predominantly in Abu Dhabi

AIP owns stable and recurring revenue producing assets with long term and highly visible cashflows

Gross Asset Value

USD 6.5bn

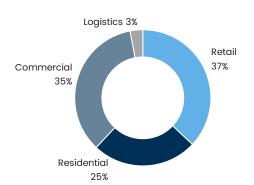
Revenue

USD 504mn

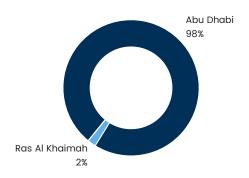
Gross Profit

USD 395mn

Gross Asset Value by Segment



Gross Asset Value by Region



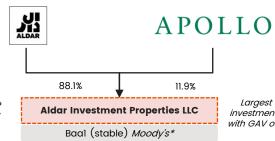
AIP SHAREHOLDING STRUCTURE



AIP Shareholders

Abu Dhabi's largest diversified asset management and real estate company

> Strong corporate governance with seven board of directors (5 Aldar & 2 Apollo)



One of the largest asset managers serving many of the world's most prominent investors

Largest diversified real estate investment company in the region with GAV of USD 6.5bn (31-Dec-22)

Apollo Transactions

USD 900mn of Long-Term Investment

HYBRID PERPETUAL NOTES

USD 500mn non-call 15 Hybrid Perpetual Notes to AIP completed and priced at 5.625%

Closed 23rd March 2022





Closed 15th August 2022

Hybrid Perpetual Notes

Largest corporate hybrid private placement in the MENA region, with the longest non-call period

Equity

New equity issued at NAV is a testament to the credibility of AIP investment portfolio

USD 400mn equity in AIP at NAV.

* Ratings reaffirmed in April 2023 AED/USD exchange rate: 3.6725 All numbers are as of 31 December 2022

EQUITY

AIP FLAGSHIP ASSETS

Diverse portfolio across commercial, residential, retail and logistics segments

COMMERCIAL



- 4 Grade-A commercial buildings
- 181k sqm GLA



- Iconic circular building
- Leased to Federal and Abu Dhabi government departments
- 48k sqm GLA



- Grade A office building in the Capital Gate district
- 39k sqm GLA
- Leased to Abu Dhabi government departments and corporate tenants

RESIDENTIAL



- Low-rise development located adjacent to Abu Dhabi National Golf Course
- 1.537 units



- Dynamic complex of homes, retail and leisure facilities on Reem Island, Abu Dhabi
- 1,520 units



- Contemporary tower at the heart of the cosmopolitan community on Reem Island, Abu Dhabi
- 636 units

RETAIL



- 3rd largest mall in the UAE
- Largest mall in Abu Dhabi
- 98% Occupancy
- 221k sqm GLA



- Destination mall located in Al Ain
- 79k sqm GLA



- Located in the multi-awardwinning residential community of Al Hamra Village in Ras Al Khaimah
- 26k sqm GLA

LOGISTICS

ALDAR



- Strategically located warehouse
- Total 166k sqm GLA
- 132k sqm of warehousing, undeveloped industrial land plots and three office buildings in Industrial City of Abu Dhabi
- Acquired 70% of Abu Dhabi Business Hub

GLA: Gross Leasable Area

AIP Fixed Income Investor Presentation

STRONG RELATIONSHIP WITH THE GOVERNMENT OF ABU DHABI





Aldar Properties PJSC originally spun-out of Mubadala to activate real estate investment in Abu Dhabi

Government is a sizeable / long term strategic shareholder (Mubadala shareholding is 25.1%)

Alignment with Abu Dhabi's **Economic Vision 2030**

Aldar Properties PJSC has a diverse strategic land bank with a major presence in key designated investment zones in Abu Dhabi

Government is a significant customer and tenant

One of Abu Dhabi's key sovereign wealth funds with USD 284bn of assets under management Abu Dhabi's largest diversified asset management and real Moody's* estate company Laraest diversified real estate investment company in the region with GAV of USD 6.5bn (31-Dec-22)

Highest rated sovereign in GOVERNMENT OF ABU DHABI MENA. Aa2/AA/AA (all stable) Moody's/S&P/Fitch MUBADALA Aa2/AA/AA (all stable) Total Government of Abu Moody's/S&P/Fitch Dhabi shareholding in Aldar Properties PJSC is c.25.1% Aldar Properties PJSC was listed on Abu Dhabi **Aldar Properties PJSC** Securities Exchanae ("ADX") in 2005 Baa2 (stable) International shareholding of over 20% Aldar Investment Properties LLC Baal (stable) Moody's*

Proposed Sukuk Issue

"Developing a sufficient and resilient infrastructure capable of supporting anticipated economic growth"

- Abu Dhabi Economic Vision 2030

ABU DHABI REAL ESTATE MARKET STRENGTHS





Recent federal law changes to enhance UAE's competitiveness through long-term visas and 100% foreign ownership



Abu Dhabi government directly and through GREs remains a key tenant across all real estate sectors, reducing counterparty risk



Strong macro fundamentals with one of the highest GDP/capita levels in the world (2023E: USD82,400) and strong net fiscal asset position



growth through USD 13.6 billion Ghadan 21 plan and federal law changes to visas and foreign ownership





Strong population growth supported by Abu Dhabi government led capex programme to drive economic diversification



Residential supply-demand balance protected by Aldar's dominant off-plan development position



Significant growth in tourism supported by Abu Dhabi's Economic Vision 2030 and delivery of key tourism infrastructure (ie. Saadiyat cultural district and YAS Island)



Stable regulatory environment as well as well-regulated financial sector which contributes to the overall stability of the real estate market



PORTFOLIO OVERVIEW¹



Commercial



Residential



Retail



Logistics



| No. of Properties | 14 properties | 12 properties | 34 properties | 2 properties |
|---|---------------|---------------|---------------|--------------|
| Gross Leasable area ("GLA") / No. of Units | 463k sqm | 7,123 units | 532k sqm | 166k sqm |
| Occupancy | 87% | 97% | 91% | 91% |
| Weighted Average Unexpired Lease Term ("WAULT") | 4.0 years | 2.8 years | 4.0 years | 4.8 years |

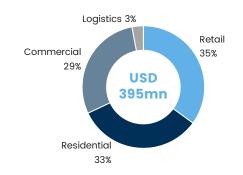
Gross Asset Value by Segment



Revenue by Segment



Gross Profit by Segment



ACQUISITION STRATEGY



Pursuing portfolio growth opportunities through...

Acquiring high quality income generating assets (from Aldar Properties PJSC and/or third-party entities)

Recycling capital by selling low yielding and non-core properties and reinvesting in higher yielding assets

Identifying assets where Aldar Investment Properties can drive value creation

...while adhering to 4 key principles...

Limiting concentration risk in each sector

Balancing longer leases, providing certainty, while shorter leases provide higher yields

Maintaining a high quality of tenants with strong credit profiles Commercially
minded
real estate
leader, enabling
Abu Dhabi's
infrastructure
goals

2022 CAPITAL DEPLOYMENT

Significant activity in 2022 across existing and new markets and segments: c. USD 1,500mn of capital deployed, 7 - 8% stabilized NOI yield on investments





- Addition of new logistics segment
- Geographic diversification into RAK

| Aldar Investment Properties (c. USD 1,500mn) | | | | | |
|--|---|----|---------------|------------|--|
| Date-2022 | Transaction | | Value (USDmn) | Segment | |
| | | Q1 | | | |
| February | Al Hamra Mall (Ras Al Khaimah) | | 112 | Retail | |
| | | Q2 | | | |
| April | Abu Dhabi Business Hub³ | | 90 | Logistics | |
| | | Q3 | | | |
| July | 4 Grade-A commercial buildings4 at Abu Dhabi Global Market (ADGM) | | 1,191 | Commercial | |
| | | Q4 | | | |
| December | Al Maryah Tower ⁵ | | 125 | Commercial | |

¹ UAE only (excluding SODIC IP)

AED/USD exchange rate: 3.6725

² Excludes fair value adjustment

³ Aldar ownership of 70% in ADBH

RECENT DEVELOPMENTS





June 2019:
Acquired full ownership of Etihad
Plaza and Etihad Airways
Centre for USD 327mn



March 2021: Acquired 636 residential units of the Bridges 2



February 2022: Acquired Al Hamra Mall in Ras Al Khaimah for a total Consideration of



July 2022:
Acquired 4 Grade-A
commercial buildings in
ADGM Towers for a total
consideration of

USD 1,191mn

ADGM Towers



0

2019

2020

















March 2019:
Completed and opened of Al Jimi Mall extension adding 33k sqm GLA to retail portfolio



April 2020:
Acquired the retail
assets of Mamsha
Al Saadiyat, an
exclusive beachfront
development



November 2021: Acquired Yas RA with 1,344 residential units



April 2022: Acquired 70% of the shares of Abu Dhabi Business Hub for a total consideration of USD 90mn



0

December 2022: Acquired 60% of the shares of Al Maryah Tower for a total consideration of USD 125mn

HIGH QUALITY AND DIVERSIFIED TENANT MIX



16

Key Highlights

Low tenant concentration risk

Reputable "sticky" tenants (majority are GREs or international entities)

Mostly bulk tenants leasing large spaces

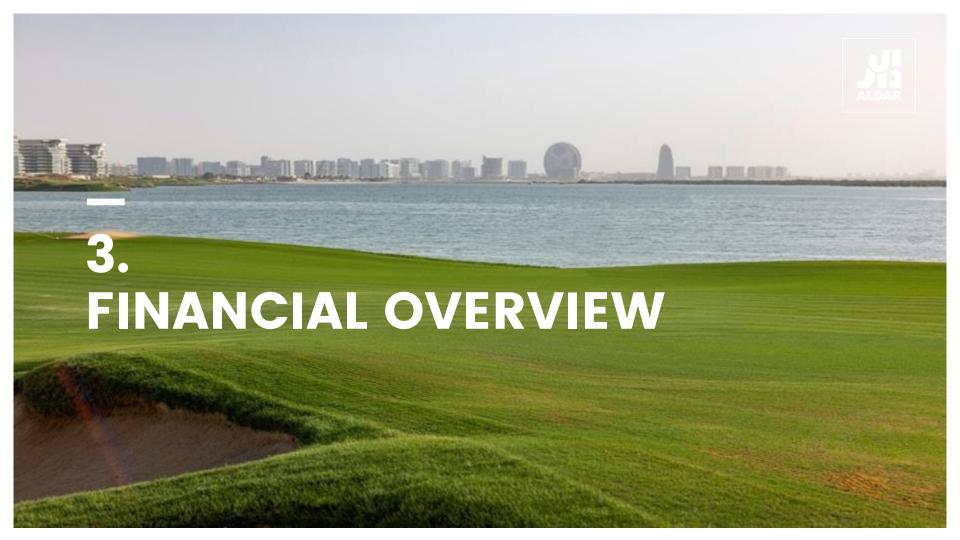
High tenant renewal rates



Over 5 years 30% 2 to 5 years 50%

Lease Tenor

Top Tenants as Percentage of Portfolio Commercial Residential Retail Logistics % of Tenant % of Rent Tenant % of Rent Tenant % of Rent Tenant Rent Department of Economic 15% Cleveland Clinic Abu Dhabi 14% M.H Al Shaya Group 10% HCSEZ - ZonesCorp - ADPC 28% Development Signals Intelligence Agency 7% **Etihad Airways** 10% Majid Al Futtaim Group 10% **Etimad Holding** 13% National Health Insurance Defense Conseil International 7% Landmark Group 12% 6% TwoFour54 FZ Company-Daman Services **Etihad Airways** Aldar Academies Al Futtaim Group Al Seer Trading Agencies 8% 5% 6% 5% Lulu Logistics General Trading -Repton School 4% Charter Schools 6% Azadea Group 5% Sole Proprietorship Top 5 as % of Residential Top 5 as % of Commercial Rent 38% Top 5 as % of Retail Rent Top 5 as % of Logistics Rent 44% 35% 66% Rent



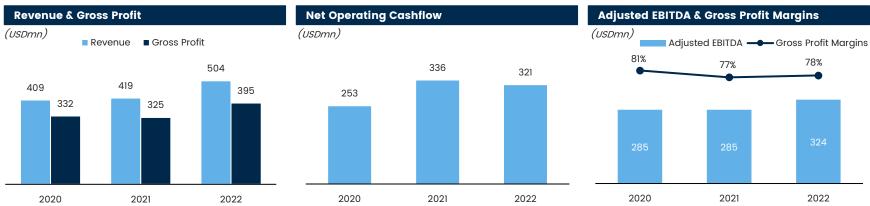
RECURRING REVENUE STREAM WITH LONG WAULT (2.8 TO 4.8 YEARS)



Key Messages

- Recurring Revenues (USD 504mn for FY 22): AIP revenues are underpinned by the acquisitions of ADGM office towers, strong performance at Yas Mall, improved occupancy across the residential portfolio, and revenues generated from logistics segment.
- Strong Gross Profit Margins (78%): Given the existing infrastructure and the limited overhead & variable costs, AIP has maintained strong Gross Profit margins in recent years.
- Cashflow Visibility (WAULT 2.8 to 4.8 years): The growth in the tenant base, combined with high renewal rates and long-term structure of the leases provides AIP with better certainty regarding future cashflows.





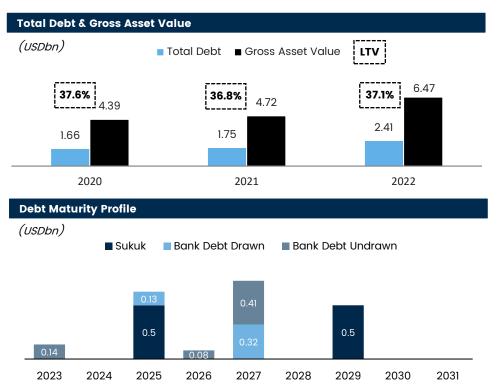
All numbers are as of 31 December 2022
AED/USD exchange rate: 3.6725
2020, 2021 and 2022 numbers include Hospitality and Cooling

AIP Fixed Income Investor Presentation

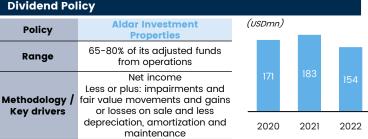
ROBUST BALANCE SHEET WITH LOW DEBT AND RESILIENT ASSET VALUATION

Prudent funding strategy with an LTV policy up to 40% of GAV





| Liquidity | |
|---------------------------------|--|
| | Aldar Investment Properties |
| Outstanding Debt (31 Dec 22) | Sukuk: USD 1.0bn Bank: USD 1.1bn |
| LTV (31 Dec 22) | 37.1% |
| Leverage Policy | <40% |
| Cost of debt | 4.98% |
| Avg. maturity | 4.85 years |
| Liquidity | USD 871mn of undrawn credit facilities. USD 368mn bank credit facilities USD 503mn committed RCF¹ with Aldar |
| AIP Credit Rating | Baal stable (Moody's) Issuer of USD 1 bn of Islamic bonds maturing in 2025 and 2029 |
| Dividend Polic | V |



Revolving Credit Facility
All numbers are as of 31 December 2022
AED/USD exchange rate: 3.6725

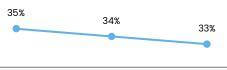
CONSERVATIVE LEVERAGE METRICS & HIGH INTEREST COVERAGE



Total Debt to Total Assets

Healthy debt to asset ratio highlighting AIP's prudent financing policies aligned with the overarching growth objectives

Total Debt/Total Assets (%)



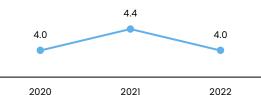
2020 2021 2022

Interest Coverage

2020

High interest coverage (4.0x in 2022) with contracted longterm rents protects against cashflow volatility

(USDbn) ---- Adj. EBITDA to Net Finance Costs



2021

Leverage Ratios

Leverage ratios expected to decline as rental income increases on the back of contractual rent escalations and other yield enhancement strategies

Total Debt to Adj. EBITDA (USDbn) Net Debt to Adj. EBITDA 7.7 6.3 5.3

2021

Cashflow

| (USDmn) | 2020 | 2021 | 2022 |
|------------------------------------|-------|-------|---------|
| Net cash from operating activities | 253 | 336 | 321 |
| Net cash from financing activities | (293) | (155) | 1,205 |
| Dividend Payout ¹ | 171 | 183 | 154 |
| Net cash from investing activities | (78) | (75) | (1,364) |
| Closing cash | 170 | 276 | 438 |

- AIP's cashflows are predictable due to the amount of contractual base rent in tenancy agreements, minimal lack of tenant termination clauses and post-dated cheques required from tenants covering future contractual rental payments.
- This provides significant certainty through the real estate cycle and also supports occupancy.

Investment Grade Credit Rating

Baal (Stable Outlook)

2020



Strona market position



income from investment properties



financial

profile

High-quality, diversified across asset classes

High occupancy rates and diversified tenant base

Limited development risk

2022

¹ Dividend payout represents cash outflow in the financial year for dividend declared for the previous year All numbers are as of 31 December 2022

AED/USD exchange rate: 3.6725



KEY 2022 ALDAR SUSTAINABILITY HIGHLIGHTS

Good progress in our sustainability strategy



Economy

- Recirculated USD 2.1 bn to the local economy by awarding contracts to ICV-certified companies
- Trained 400+ suppliers on sustainability

Community

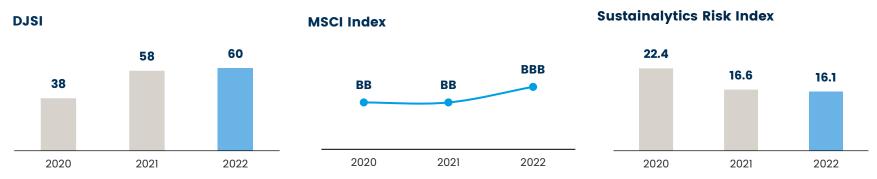
- Announced first Sustainable City in Abu Dhabi on Yas Island in collaboration with Diamond Developers
- Revamped CSR strategy & investment model placing strategic collaborations at the heart of approach to create positive social & environmental impact.

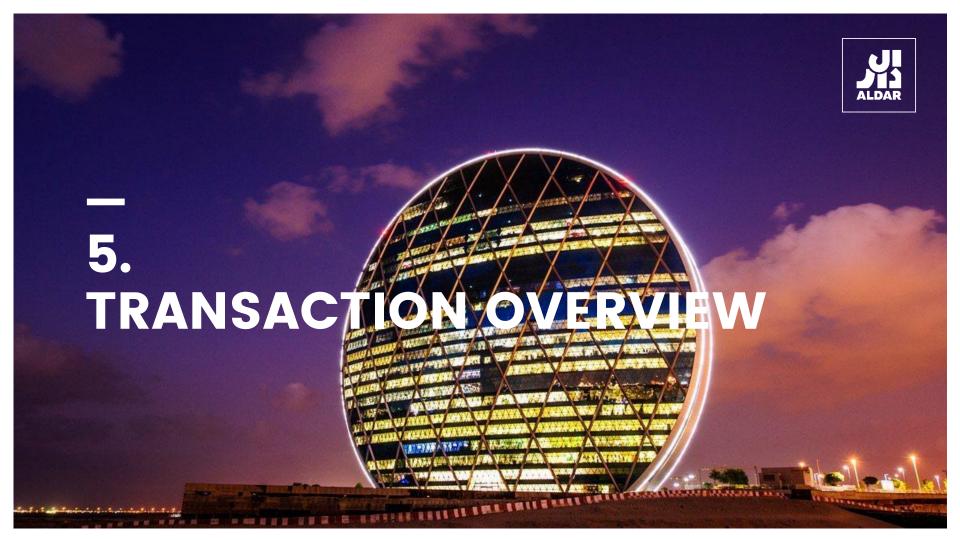
People

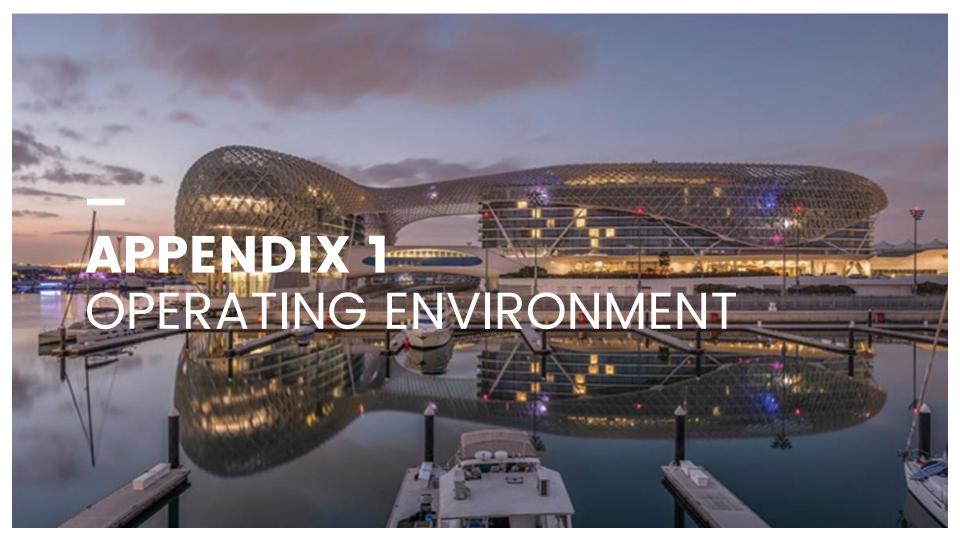
- Launched free 24/7 grievances hotline for workers deployed on three active project sites
- 100% of general contractors have demonstrated an improvement in employment practices related compliance since initial onboarding
- Women in top-management from 18.6% (2021) to 21.7% (2022)
- Group turnover rate down from 23.6% (2021) to 18.7% (2022)

Environment

- Activated Aldar Net Zero Plan, that outlines our pathway to achieve Net Zero emissions by 2050
- Completed energy retrofit project on 38 assets under management and committed to report savings in 2023.
- Invested additional USD 6.8mn in energy retrofit projects across 13 managed residential communities. Completion expected in May 2023.







ONE OF THE MOST ATTRACTIVE & STABLE INVESTMENT DESTINATIONS GLOBALLY

Abu Dhabi presents a unique opportunity to earn one of the highest spreads to sovereign returns on institutional-grade real estate in AA-rated USD pegged economy



UAE is the 2nd
largest GCC
economy after KSA
(GDP: USD 507bn³)

- Abu Dhabi contributes the majority of the UAE's GDP (USD 272bn¹)
- 6th largest proven country oil reserves: c. 111 billion barrels²
 (8.9% of world's oil reserves²)
- Over two-thirds of GDP from non-hydrocarbon sources

Robust fiscal and sovereign balance sheet position

- One of the few AA economies in the world (top-rated in the GCC)
- As of 2021, Sovereign foreign assets (309% GDP³) and low net Government debt (4% of GDP³)
- Among the highest GDP / capita in the world: USD 88k³

Strong basis for Foreign Direct Investment

- USD-pegged currency, unconstrained cross border flow of capital
- Reform and pro-business minded government with sizeable fiscal expansion agenda
- Significant recent legislative changes to enhance UAE's competitiveness



- Abu Dhabi is the capital city and largest Emirate of the UAE
- Abu Dhabi represents 87% of UAF's land area
- UAE population of 10.09 million

The National News

OPEC Annual Statistic Bulletin 2022

³ Abu Dhabi Fitch Ratinas Report

POSITIONED FOR SIGNIFICANT GROWTH





DIVERSIFIED ECONOMY

Investments beyond oil with growth in sectors such as tourism, renewable energy and financial services



COMMITMENT TO SUSTAINABILITY

Through Dubai Clean Energy Strategy 2050 and Abu Dhabi's Masdar City



AND
POLICY REFORMS

Increasing local residency, boosting aggregate demand and economic diversification



ADVANCING PPP / PRIVATIZATION AGENDA

Significant opportunity for private sector partners (unique access to deals, capital, network)

BOLD FISCAL AGENDA AND POLICY REFORMS

In addition to supportive macro fundamentals, Abu Dhabi is underpinned by progressive policy / legislative reform and structural attributes



Federal law changes to enhance UAE's competitiveness

Visa / immigration reform -Citizenship, Golden 10-yr visa, short-term worker visas

Company law reform – 100% foreign ownership

Real estate law reform – designated investment zones & foreign ownership in 'land'

Liberalization of personal / civil laws

Fiscal stimulus to support long-term growth and aggregate demand

USD 13.6bn Ghadan 21 stimulus plan for businesses

USD 122bn 5-yr capex program for ADNOC

Operation 300bn – double industrial sector GDP contribution by 2031

Capex incentives to attract Foreign Direct Investment

Number of Key Initiatives and Reforms to Maintain a Robust Response to Drop in oil Prices

Continued growth of the economy with focus on higher value added and non-hydrocarbon sectors

Introduction of structural measures to encourage foreign investment

Announcement of the TESS to support the corporate, retail and banking sectors

Limit its exposure to geopolitical risks through its energy and foreign policy

Maturation of real estate market

Balanced & regulated property market anchored by local demand

Increasing resident expat / foreign buyer profile

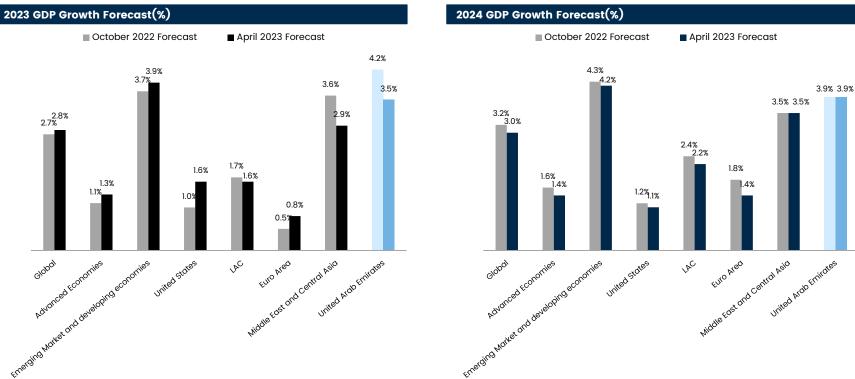
Increasing institutional ownership of real estate

Strong program of government infrastructure investment / capex

UAE – STRONG GROWTH PROSPECTS DESPITE GLOBAL HEADWINDS









INCOME STATEMENT, CASHFLOW STATEMENT, BALANCE SHEET & KEY RATIOS OF ALDAR INVESTMENT PROPERTIES (SUMMARY)



| Income Statement | | | |
|--|------|------|------|
| (USD mn) | 2020 | 2021 | 2022 |
| Revenue | 409 | 419 | 504 |
| Finance income | 2 | 1 | 7 |
| Finance cost | (72) | (66) | (88) |
| Net finance cost | (71) | (65) | (81) |
| Depreciation | (1) | (1) | (2) |
| Provisions | (10) | (6) | (18) |
| Fair value loss on investment properties | (70) | 58 | 92 |
| EBITDA | 285 | 285 | 324 |
| Cashflow Statement | | | |
| (USD mn) | 2020 | 2021 | 2022 |
| Net cash from operating activities | 253 | 336 | 321 |

| Submitted Statement | | | |
|------------------------------------|-------|-------|---------|
| (USD mn) | 2020 | 2021 | 2022 |
| Net cash from operating activities | 253 | 336 | 321 |
| Net cash from financing activities | (293) | (155) | 1,205 |
| Net cash from investing activities | (77) | (75) | (1,364) |
| Net cash | (118) | 105 | 162 |

| Balance Sheet | | | |
|-----------------------|-------|-------|-------|
| (USD mn) | 2020 | 2021 | 2022 |
| Cash | 212 | 276 | 438 |
| Investment properties | 4,388 | 4,716 | 6,473 |
| Total assets | 4,747 | 5,141 | 7,169 |
| Total debt | 1,720 | 1,799 | 2,492 |
| Net debt | 1,508 | 1,523 | 2,054 |
| Total Equity | 2,842 | 3,125 | 4,395 |