

## FIXED INCOME INVESTOR PRESENTATION

Aldar Investment Properties

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#### SPEAKER BIOGRAPHIES







- Faisal is Acting Group Chief Financial and Sustainability Officer at Aldar Properties PJSC, having previously held the position of Chief Financial Officer of Aldar Investment, Aldar's core asset management business.
- 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.

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#### 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 Baal
- 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
- 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 WAULT<sup>1</sup> (2.8-4.8 years) across the portfolio
- Prudent funding strategy LTV policy is up to 40% of GAV<sup>2</sup>; LTV: 37.1% (31-Dec-2022)

<sup>2</sup> GAV: Gross Asset Value (total value of AIP's asset management portfolio)

#### 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 highquality 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

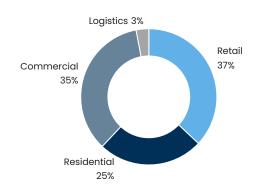
USD 504mn

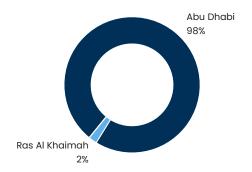
**Gross Profit** 

USD 395mn

**Gross Asset Value by Segment** 

**Gross Asset Value by Region** 





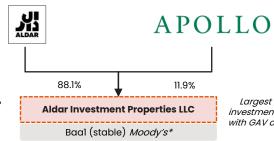
#### AIP SHAREHOLDING STRUCTURE



#### **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**

1 HYBRID PERPETUAL NOTES

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

Closed 23<sup>rd</sup> March 2022



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

2 EQUITY

USD 400mn equity in AIP at NAV.

Closed 15th August 2022

#### **Equity**

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

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

#### **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 sam 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**



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

## Al Jimi Mall

- 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

#### STRONG RELATIONSHIP WITH THE GOVERNMENT OF ABU DHABI





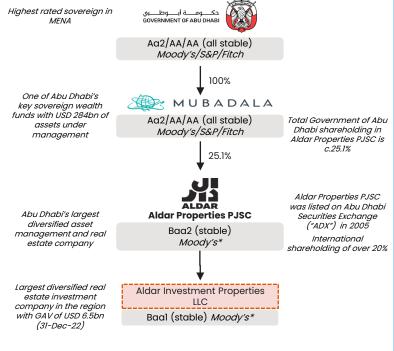
Aldar Properties PJSC originally spun-out of Mubadala to activate real estate investment in Abu Dhabi

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



Proposed Sukuk Issue

"Developing a sufficient and

of supporting anticipated

economic growth"

resilient infrastructure capable

<sup>-</sup> 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



Fiscal stimulus to support 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 wellregulated financial sector which contributes to the overall stability of the real estate market



#### **AIP'S LEADING MANAGEMENT TEAM**

The management team responsible for Aldar's historical asset management business has assumed non-executive board roles in AIP and brings over 45 years of experience with Aldar



#### Aldar Investment Properties - Management Bios



Jassem Busaibe Chief Executive Officer

Jassem has over 20 years of experience in the fields of finance and investment, having held a number of high-profile roles at several private and public companies in Abu Dhabi. He was most recently the CFO of SENAAT and prior to that served as CEO of Arady Properties, an investment company focused on the private equity and real estate sectors in the GCC and was formerly Senior Vice President of Private Equities at Invest AD – the Abu Dhabi Investment Company. Prior to that, he spent seven years at the Abu Dhabi Investment Authority (ADIA), where he worked as a Portfolio Manager focusing on European Equities. Mr. Busaibe is a CFA Charter holder and holds an M.Sc. in Finance from London Business School, UK.



Jahed Rahman Chief Investment Officer

Jahed's responsibilities include oversight of the asset management business with a specific focus on portfolio allocation and Aldar's non-traditional operating businesses (schools, hotels, leisure and other principal investments). His team is also tasked with executing corporate and asset acquisitions/disposals and restructuring. Prior to his existing role, Jahed was an Investment Banker and has over a decade of M&A and ECM experience gained at firms such as Credit Suisse and Dresdner Kleinwort in London and Dubai. Jahed is Chairman of Aldar Hospitality and has a MA in Law (Jurisprudence) from the Queen's College, Oxford University.



Chris Wilson Chief Financial Officer

Chris was recently appointed as Chief Financial Officer at Aldar Investment. Prior to his current role, Chris served as Chief Financial Officer of Aldar Education. In this role, he oversaw all financial, investment and digital transformation aspects of the business as well as leading the company's strategic growth efforts. 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.



Saoud Khoory Chief Retail Officer

Saoud is the Executive Director of Retail Asset Management, overseeing more than 30 assets from community centres to regional and super regional malls and mixed-use destinations across Abu Dhabi. He also holds board positions at Yas Experience Hub, C2i and Aldar Hospitality. Driving innovation sits at the forefront of Saoud's priorities, as he currently leads several initiatives introducing technological advancements to the company's retail assets. Saoud holds a Bachelor degree from Boston University and attended executive programs with Oxford Business School.



Maan Al Awlaqi Chief Portfolio Officer

Maan oversees Asset Management of the residential, commercial, industrial, and logistics recurring income portfolios at Aldar Investment Properties. He is responsible for ensuring that all strategies adopted across leasing, property management, facilities management, development, and acquisitions are value accretive for the portfolio, while ensuring best in class customer experience. Educated in London, Maan graduated from the globally ranked SOAS, University of London and has previously held roles at Dubai Capital Group, Dubai Bank, and Masdar Capital.

#### PORTFOLIO OVERVIEW<sup>1</sup>



#### 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

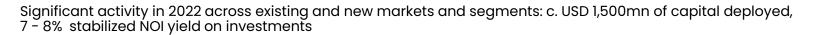
Identifying assets where Aldar Investment Properties can drive value creation

#### ...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**





Geographic diversification into RAK



Aldar Inve	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 <sup>5</sup>		125	Commercial

<sup>1</sup> UAE only (excluding SODIC IP)

<sup>&</sup>lt;sup>2</sup> Excludes fair value adjustment

<sup>3</sup> Aldar ownership of 70% in ADBH

#### RECENT DEVELOPMENTS





Al Murjan Tower

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 USD 112mn



Acquired 4 Grade-A commercial buildings in ADGM Towers for a total consideration of USD 1,191mn



2022



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



2020

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



2021

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**



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#### **Key Highlights**

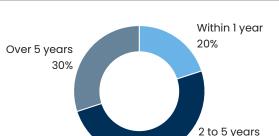
Low tenant concentration risk

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

Mostly bulk tenants leasing large spaces

High tenant renewal rates





50%

**Lease Tenor** 

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

#### LEASING STRATEGY PROTECTS & GROWS RENTAL INCOME

JI3 ALDAR

AIP's tenancy contract structure ensures current income is protected, including no termination clauses on majority of leases, and future income grows via contracted rest escalations



Typical lease terms range from 3 to 20 years



Lease contracts have built-in annual rent escalations



Active Tenant management, with targeted tenant selection

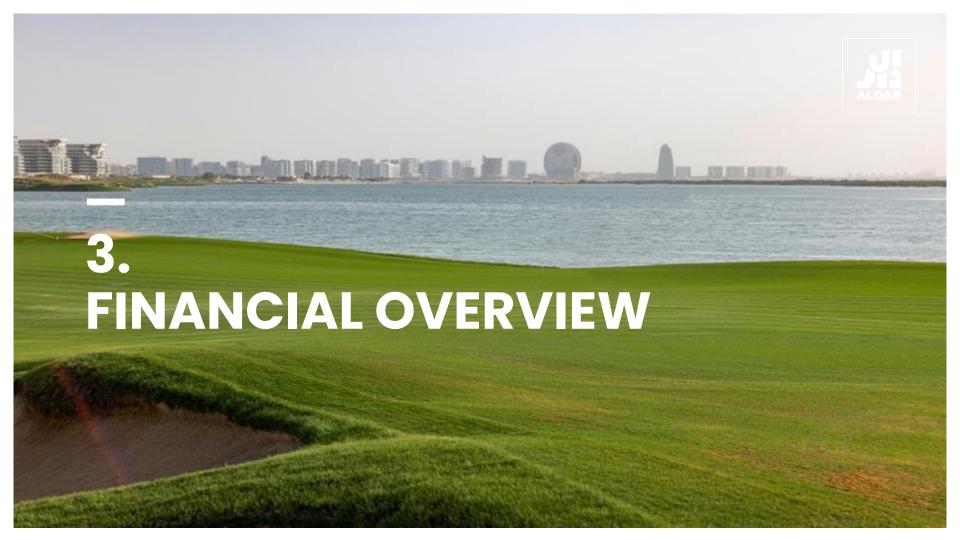
Provides future cashflow visibility and predictability

Provides stability through the real estate cycle

Supports occupancy performance

#### **Lease Tenors by Segment**

Segment	Typical Lease Term	Portfolio WAULT (31-Dec-22)	
Residential (Individual)	ΊΥ	2.8 years	
Residential (Bulk)	3Y to 20Y		
Retail (Small Tenants)	3Y to 5Y	4.0 years	
Retail (Anchor Tenants)	5Y to 10Y		
Commercial	3Y to 10Y	4.0 years	
Logistics	4Y to 5Y	4.8 years	



#### **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.

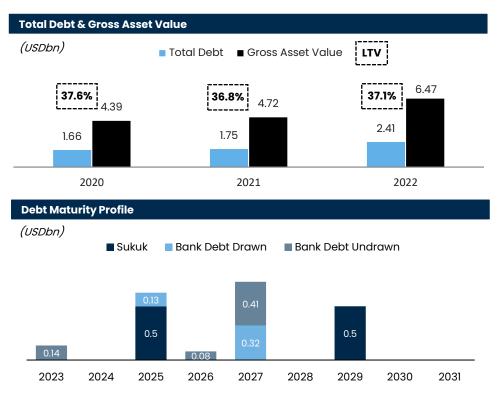




#### ROBUST BALANCE SHEET WITH LOW DEBT AND RESILIENT ASSET VALUATION

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 RCF <sup>1</sup> with Aldar		
AIP Credit Rating	Baal stable (Moody's)     Issuer of <b>USD 1 bn</b> of Islamic bonds maturing in 2025 and 2029		
Dividend Poli	су		
Policy	Aldar Investment Properties (USDmn)		
Range	65-80% of its adjusted funds from operations		
Methodology / Key drivers	Net income Less or plus: impairments and fair value movements and gains or losses on sale and less depreciation, amortization and		

maintenance

2022

2020

2021

<sup>&</sup>lt;sup>1</sup> Revolving Credit Facility All numbers are as of 31 December 2022 AED/USD exchange rate : 3.6725

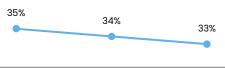
#### CONSERVATIVE LEVERAGE METRICS & HIGH INTEREST COVERAGE



#### **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 (%)



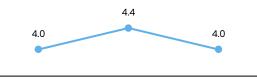
2021

#### **Interest Coverage**

2020

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

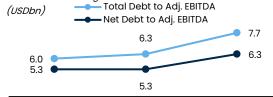
(USDbn) ---- Adj. EBITDA to Net Finance Costs



2021

#### **Leverage Ratios**

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



2021

#### Cashflow

2020

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

2022

- 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**

2022

Baal (Stable Outlook)

2020







income from profile investment properties



High-quality, diversified across asset classes

High occupancy rates and diversified tenant base

Limited development risk

2022

<sup>1</sup> 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



#### ALDAR'S GREEN FINANCE FRAMEWORK OVERVIEW

Aldar has established its Green Finance Framework in line with its broader sustainability commitment



Framework has been assessed by Sustainalytics to be aligned with sustainable finance market standards and best practice, primarily the International Capital Market ("ICMA") Association Green Bond Principles ("GBP") and Loan Market Association ("LMA") Green Loan Principles ("**GLP**") 2021.







#### **Key Framework Highlights**









**Energy** Efficiency

Lookback period - 3 years Time period to Allocation

- 2 years from date of issuance



**Pollution Prevention** 

and Control



Renewable **Energy** 

Aldar's Sustainability Council will be responsible for governing and implementing the initiatives set out in the Framework

Proceeds of each Green issuance will be earmarked for allocation towards Eligible Green Projects using the Green **Finance Register** 

**Sustainable Water** 

Management

On an annual basis, Aldar will publish an allocation report and an impact report on its Eligible Green Projects

#### ALDAR'S GREEN FINANCE FRAMEWORK IN DETAIL

Aldar's Framework is aligned with the four core components of ICMA's GBP and LMA's GLP



Project Category	Eligibility Criteria
Green Buildings	Investment in new or existing commercial or residential buildings that have received, or expect to receive based on its design, construction and operational plans, certification according to the following third-party verified green building standards:  • LEED (Gold and above)  • Estidama (3 Pearl with a minimum 20% improvement above ASHRAE 90.1 criteria)
Energy Efficiency	Investment in <b>refurbishments/upgrade</b> of buildings including <b>energy-saving retrofit</b> of cooling systems and/ <b>or energy optimisation measures</b> including automation of energy systems through IOT/ AI/ BMS that result in a minimum of <b>30%</b> energy savings compared to existing baseline and replacement of lighting equipment with LED
Sustainable Water Management	Investment in technologies, projects and infrastructure for the collection, distribution, treatment, recycling or reuse of water, rainwater or waste water
Pollution Prevention and Control	Investment in waste reduction, reuse or recycling projects
Renewable energy	Generation or procurement of energy to power the company's operations from the following renewable sources: Solar PV Concentrated solar heat & power generation (CSP) plants where at least 85% of the electricity generated will be sourced from solar energy Onshore and offshore wind

#### **Process for Project Evaluation and Selection**

Aldar's Sustainability Council <sup>(1)</sup> Members
identify
potential
projects
meeting
eligibility
criteria
Project
Selection

Council

Due

Diligence

Process

Project

**Projects** 

Ratified by

Project Review Earmark as Eligible Green Project

Regular Monitorina Facilitate
Allocation &
Impact
reporting

#### **Management of Proceeds**

- Proceeds of each Green issuance will be earmarked for allocation towards Eligible Green Projects using the Green Finance Register
- Any proceeds temporarily unallocated will be invested according to the Company's standard liquidity policy. For the avoidance of doubt, unallocated funds will not be allocated towards fossil-fuel intensive activities

#### Reporting

- Aldar will publish an allocation report and an impact report on its Eligible Green Projects, as detailed below, which will be updated annually until full allocation
- Aldar intends to engage a third-party reviewer to provide an independent assessment of allocation and impact of funds with Framework's criteria

#### Allocation Reporting

List of eligible projects
Projects allocated to each category
Examples of financed projects
Share of financing vs. refinancing
Amount of unallocated proceeds

#### Impact Reporting

e.g. Level of certification by property Energy efficiency gains in MWh or % vs. baseline

Estimated avoided GHG emissions (tCO2eq)
Annual energy savings (MWh pa)

<sup>&</sup>lt;sup>1</sup> Council comprises of members from the Group Treasury and Funding Team, Sustainability and Corporate Social Responsibility (CSR) team, Development Team, Engineering Team, Operating & Management team, Legal team and Project Financing team and is chaired by the Group Director of Sustainability and CSR

#### SECOND PARTY OPINION FROM SUSTAINALYTICS

Aldar's Green Finance Framework has a Second Party Opinion from Sustainalytics





**Alignment** with the **GBP and GLP**  Credible and impactful and aligns with the four core components of GBP 2021 and GLP 2023

- Use of Proceeds aligned with GBP / GLP
- Project Evaluation and Selection in line with market practice
- Management of Proceeds in line with market practice
- Reporting aligned with market practice

**Alignment with** Aldar's Sustainability Strategy

- Framework is **aligned** with Aldar's overall sustainability strategy and will further its action on key environmental priorities
- Aldar has measures in place to manage and mitigate environmental and social risks commonly associated with projects

**Contribution to Sustainability: Expected Impacts** 

- The instruments issued under the Framework are expected to help advance the UN SDGs 6,7,9 and 12
- Aldar's investment in green buildings in the UAE is expected to contribute to decarbonizing the building stock in the country and contribute to its climate goals





#### **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

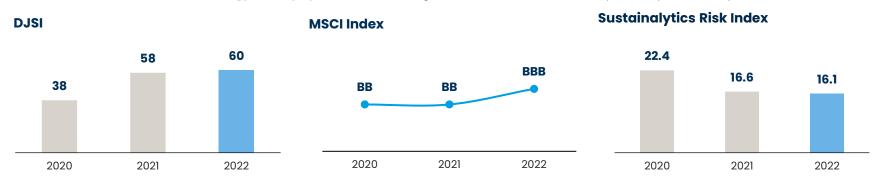
- Announced first Sustainable City in Abu Dhabi on Yas Island in collaboration with Diamond Developers
- Revamped CSR strategy & investment model placing strategic collaborations at the heart of approach to create positive social & environmental impact.

#### **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.



# TOGETHER WE CAN ACHIEVE NET ZERO.





## CLEAR TARGETS TO COMPEL ACTION



90% REDUCTION IN SCOPE 1 AND 2 EMISSIONS

45% REDUCTION IN SCOPE 3 EMISSIONS INTENSITY

v. 2021 baseline.



## 97% REDUCTION IN GREENHOUSE GAS EMISSIONS

produced by our value chain where we exert reasonable control over reduction activities

### OUR DECARBONISATION FOCUS AREAS









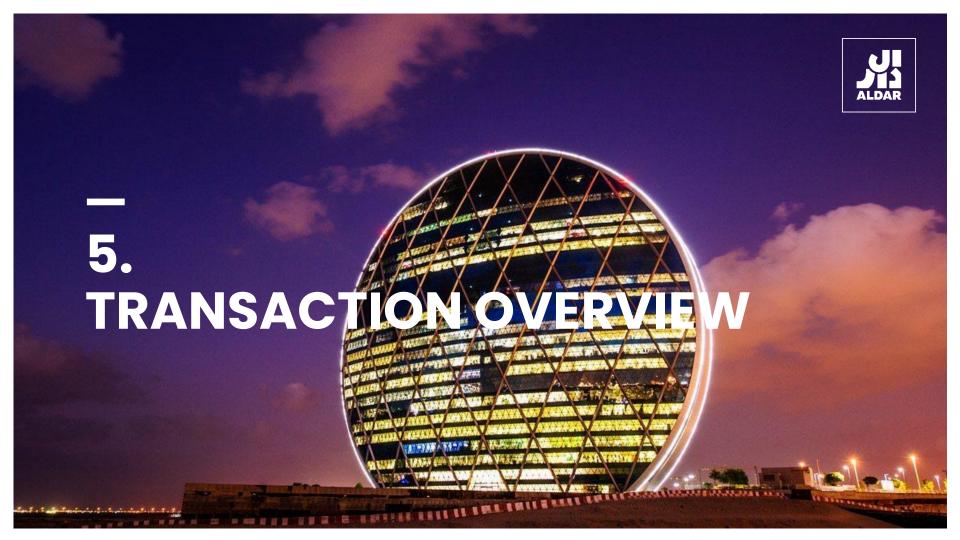








Aldar is committed to seeking validation from the SBTi for their targets once SBTi publishes their methodology for the buildings sector in 2023.



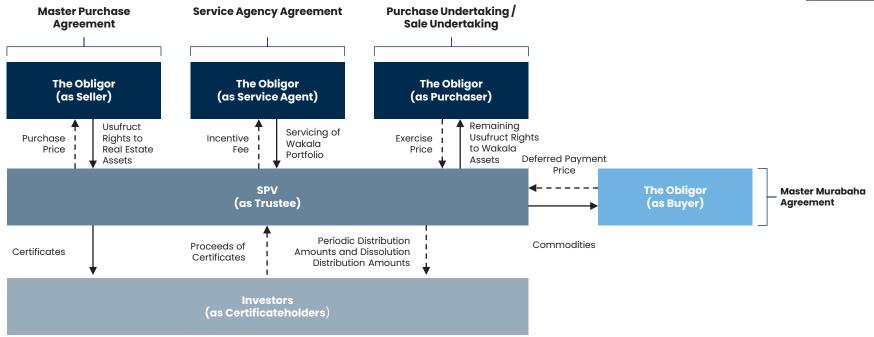
#### **INDICATIVE TERM SHEET**



Issuer	Aldar Investment Properties Sukuk Limited
Obligor	Aldar Investment Properties LLC
Obligor Rating	Baal (stable) by Moody's
Sukuk Rating	Baal by Moody's
Status of Certificates	Senior unsecured
Sukuk Structure	Wakala / Murabaha
Format	Regulation S, Registered, Category 2
Tenor	■ 10-year
Currency and Issue Size	■ USD benchmark
Key Terms & Conditions	<ul> <li>Change of control put option if either (a) any person other than the Government of Abu Dhabi and/or the Government of the United Arab Emirates acquires more than 50% of the issued share capital of Aldar Properties PJSC or (b) Aldar Properties PJSC ceases to control or hold (directly or indirectly) more than 50% of the issued share capital of the Obligor.</li> <li>Customary events of default, including cross acceleration of the Obligor or any Material Subsidiary in the aggregate amount of more than U.S.D40,000,000 (Condition 14).</li> <li>Customary capital markets negative pledge (Condition 5).</li> </ul>
Listing	<ul> <li>Euronext Dublin (GEM); and</li> <li>Abu Dhabi Securities Exchange (expected)</li> </ul>
Governing Law of Certificates	■ English law
Denominations	■ USD 200,000 and integral multiples of USD 1,000
Use of Proceeds	<ul> <li>An amount equal to the net proceeds is intended to be used by the Obligor to finance or refinance eligible green projects in accordance with the Obligor's green framework dated May 2023.</li> </ul>
Joint Global Coordinators	HSBC Bank plc (B&D) and Standard Chartered Bank
Joint Lead Managers	<ul> <li>Abu Dhabi Commercial Bank PJSC, Abu Dhabi Islamic Bank PJSC, Dubai Islamic Bank PJSC, Emirates NBD Bank PJSC, First Abu Dhabi Bank PJSC, HSBC Bank plc, Mashreqbank psc (acting through its Islamic Banking Division), and Standard Chartered Bank</li> </ul>

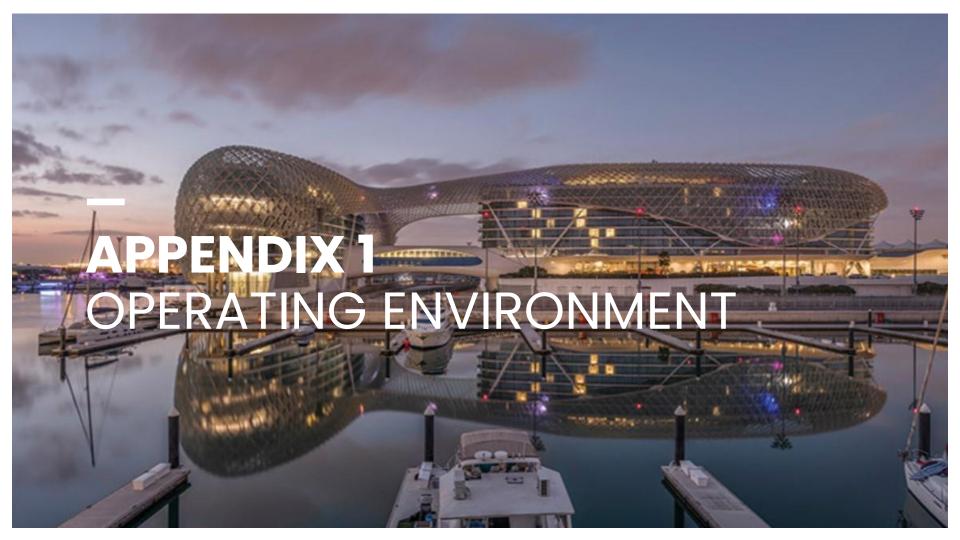
#### **SUKUK STRUCTURE**





#### **Notes:**

Asset Movement
Cash Movement



#### 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 2<sup>nd</sup> largest GCC economy after KSA (GDP: USD 507bn<sup>3</sup>)

- Abu Dhabi contributes the majority of the UAE's GDP (USD 272bn¹)
- 6<sup>th</sup> largest proven country oil reserves: c. 111 billion barrels<sup>2</sup> (8.9% of world's oil reserves<sup>2</sup>)
- 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

<sup>1</sup> The National News

OPEC Annual Statistic Bulletin 2022

<sup>3</sup> 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



BOLD FISCAL AGENDA
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 nonhydrocarbon 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

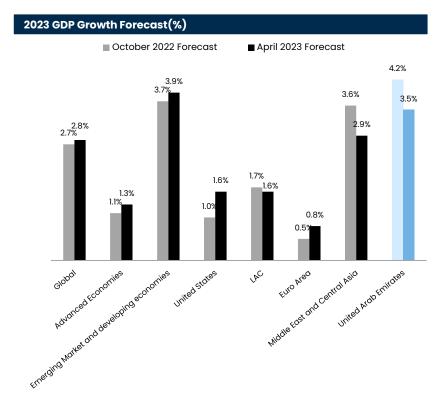
Increasing institutional ownership of real estate

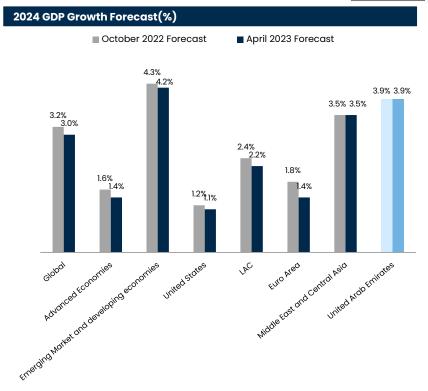
Strong program of government infrastructure investment / capex

#### **UAE – STRONG GROWTH PROSPECTS DESPITE GLOBAL HEADWINDS**











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

(USD mn)

Total assets

Total debt

**Total Equity** 

Net debt

Investment properties

Cash



(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
Net cash from financing activities	(293)	(155)	1,205
Net cash from investing activities	(77)	(75)	(1,364)
Net cash north livesting activities	(118)	105	162

438

6,473

7.169

2,492

2.054

4,395

2021

276

4,716

5,141

1,799

1,523

3,125

2020

212

4,388

4.747

1,720

1,508

2.842