

# INVESTOR PRESENTATION

Aldar Properties

May 2025

# ALDAR PROPERTIE OVERVIEW

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Aldar Properties Investor Presentation

May 2025

## **20 YEARS OF HISTORY & EXPERIENCE**

Enabling us to mobilise, optimise and provide exceptional services in the real estate market



## ALDAR PROPERTIES DIVERSIFIED BUSINESS MODEL<sup>1</sup>(31 DEC 2024)

Leading real estate developer, operator and asset manager with two core businesses: Aldar Development & Aldar Investment



<sup>1</sup>All figures as of **31 December 2024**, unless otherwise stated

<sup>2</sup> SODIC owned in consortium with ADQ. Consortium owns 85.5% of SODIC (Aldar share of 59.9%)

<sup>3</sup> As of QI 2025, AIP is an issuer of USD 0.5bn of Sukuks maturing in 2029 & USD 1.5bn Green Sukuks maturing in 2033, 2034, and 2035

<sup>4</sup> Excludes Pivot

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5 As of 30 April 2025

<sup>6</sup> As of OI 2025, Aldar Properties is an issuer of USD 1.5bn Subordinated Hybrid Notes

## **STRONG EXECUTION ON GROWTH & EXPANSION STRATEGY**

An Abu Dhabi based company, leveraging the strengths of its 2020 operating model, delivering an elevated platform in terms of scale, efficiencies and diversification in 2024

D bn		2020		20	24	4 -yr CAGR
Market Cap		24.8		60	<b>.4</b> [~2.4x]	25% 4-yr TSR 178%
Revenue		8.4		23	. <b>o</b> [2.7x]	29%
EBITDA		2.4		7.	7 (_~3.2x ]	33%
Net profit after tax		1.9		6.	<b>5</b> [~3.4x]	35%
<b>Total Assets</b>		40.2		85	<b>.7</b> [_~2.1x]	21%
EPS (AED)		0.25		0.7	<b>0</b> [~2.8x]	30%
ROE		7.6%		16.	<b>%</b> [_~2.1x]	
			Core Business	Growth		
AUM	Sales		Backlog		(eys	Students
AED 42bn+ AED 16bn (2020)	AED 33.6bn AED 3.6bn (2020)		AED 54.6bn AED 3.5bn (2020)		<b>3,949</b> 2,930 (2020)	<b>Operated Schools 16k</b>
[_~2.6x]	[_~9.3x_]		[_~15.6x]		[_~ <u>1.3x</u> ]	Managed Schools 21k
		Segn	ment & Sector D	iversification		
Luxury Living	Logistics	Self Storage	:	Security	Landso	caping Private Credit
			Geographic Ex	pansion		
	Dubai	RAK	GCC	Egypt	UK Euroj	pe
			Aldar Investor Pre			

## **Q1 2025 GROUP FINANCIAL HIGHLIGHTS**

Sustained growth driven by record development performance and enlarged investment properties portfolio



(AED mn)	Q1 25	Q1 24	YoY	FY 24	FY 23	ΥοΥ
Revenue	7,791	5,616	39%	22,998	14,161	62%
Gross profit	2,781	2,026	37%	8,045	5,573	44%
Margin (%)	36%	36%	-37bps	35%	39%	-438bps
EBITDA	2,475	1,814	36%	7,709	5,113	51%
Margin (%)	32%	32%	-53bps	34%	36%	-259bps
Adjusted EBITDA <sup>1</sup>	2,475	1,814	36%	6,813	4,455	53%
Margin (%)	32%	32%	-53bps	30%	31%	-184bps
Net profit before tax	2,185	1,637	33%	6,859	4,528	51%
Income tax <sup>2</sup>	276	66	316%	355	112	217%
Net profit after tax	1,909	1,571	22%	6,504	4,416	47%
Margin (%)	24%	28%	-347bps	28%	31%	-291bps
Net profit attributable to equity holders	1,641	1,317	25%	5,596	3,922	43%

<sup>1</sup> Adjusted for fair value movements (excluding amortization of leasehold assets), recognition/reversal of impairments, and one-off gains/losses on acquisitions <sup>2</sup> Corporate Income Tax Rate is 15% in 2025 versus 9% in 2024. Effective tax rate in Q1 2025 is 12.6% versus 4.1% in Q1 2024

## **STRONG GROUP FINANCIAL PERFORMANCE**

Poised for growth through strategic deployment of surplus capital into new asset classes and geographies



Net profit after tax (AED bn)



EBITDA (AED bn)





<sup>1</sup> Net Profit After Tax. Corporate Income Tax Rate is 15% in 2025 versus 9% in 2024. Effective tax rate in Q1 2025 is 12.6% versus 4.1% in Q1 2024

# ALDAR DEVELOPMENT (1/2)

Strong performance in QI 2025 driven by successful new launches and robust sales of existing inventory



# Group Sales (AED bn)



#### Revenue (AED bn)



#### EBITDA (AED bn)



### Group Backlog (AED bn)



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# ALDAR DEVELOPMENT (2/2) – UAE

Property Development & Sales





### Sales Demographic, UAE









#### Cash collected(AED bn)

# ALDAR INVESTMENT (1/3)

Strong organic growth supported by strategic acquisitions delivering significant contributions

Revenue<sup>1</sup> (AED mn)





Adj. EBITDA<sup>1,2</sup> (AED mn)





<sup>1</sup>Excluding Pivot

<sup>2</sup> Adjusted for fair value movements (excluding amortization of leasehold assets), recognition/reversal of impairments and one-off gains/losses on acquisitions <sup>3</sup> Includes AED 51mn one-off gain

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# ALDAR INVESTMENT (2/3) - INVESTMENT PROPERTIES

Organic

Strong Adj. EBITDA growth across all investment properties segments

### Adj. EBITDA<sup>1</sup> (AED mn)

#### **Investment Properties**



#### Occupancy 96%

- Commercial 98% ٠
- Residential 98% .
- . Retail 90%<sup>2</sup>
- Logistics 91%<sup>3</sup> ٠

#### Acquisitions & Completed D- Hold

- Commercial: .
  - 6 Falak, Dubai (Acquisition, 2024) •
  - Masdar, Abu Dhabi (Mubadala JV, 2024)
- Residential:
  - Masdar, Abu Dhabi (Mubadala JV, 2024)
- Retail:
  - Noya Retail, Abu Dhabi (completed D-Hold, 2025)
- Logistics:
  - ADBH Expansion<sup>4</sup> (completed D-hold, 2024)

Adjusted for fair value movements (excluding amortization of leasehold assets), recognition/reversal of impairments and one-off gains/losses on acquisition <sup>2</sup>97% excluding Remal Mall

<sup>3</sup>96% excluding the newly completed ADBH expansion phase 4 <sup>4</sup>ADBH expansion phase 4

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+1%

+36%

excl. disposals

🔶 +13% —>

Disposals & Divestments

210

0124

Commercial

Retail

#### **Residential**

Acquisitions & completed D-Hold

212

36

OI 25



#### Logistics







# ALDAR INVESTMENT (3/3) - H&L, EDUCATION & ESTATES





- Noya British School (Greenfield D-hold, 2024)

## **ROBUST GROUP BALANCE SHEET SUPPORTING GROWTH**



#### Robust Group liquidity of AED 29.5bn

(AED mn)	31 Mar 25	31 Dec 24
Debt <sup>3</sup>	19,445	16,386
Cash	15,396	15,136
Total Equity	42,295	42,796
Gross Debt to Total Assets	21%	19%
Net Debt to EBITDA <sup>2</sup>	1.1x	0.8x
EBITDA to Interest expense <sup>2</sup>	7.8x	7.9x
Secured Debt to Total Assets	0.3%	0.3%



#### Debt Maturity Profile (AED bn)



<sup>1</sup> Unrestricted cash includes escrow balances for all projects with over 20% progress and projects with less than 20% progress when approval is obtained from relevant authority. Total escrow balance is AED 13.3bn <sup>2</sup> Calculated based on IFRS numbers (excluding IFRS16)

<sup>3</sup> Includes AED 5.5 billion of Subordinated Hybrid notes issued in 2025 by Aldar Properties PJSC

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## TRANSPARENT DIVIDEND AND LEVERAGE POLICIES

Consistently applied dividend and leverage policies demonstrate strong governance and financial discipline

Leverage

(31 Mar 25)

Cost of debt

Liquidity

**Outstanding Debt**<sup>1</sup>



**Aldar Development** 

UAE : AED 6.3bn

Bank:

#### **Shareholder Returns**

- lyr & 4yr TSRs of 48% and 178%, respectively<sup>4</sup>
- Total payout of AED 1.45 billion in 2024 ٠
- 11% CAGR dividend growth between 2012 and 2024



Policy	Aldar Investment		Aldar Development	Aldar Properties	<ul> <li>Credit Rating Baa2 stable</li> <li>Issuer of:</li> <li>✓ USD 1.0 bn 30.25</li> </ul>
Pay-ou factor	Distributable FCF	_	Realized profit		Hybrid ✓ <b>USD 0.5 bn</b> 30.25 Subordinated H
Range	65-80%	+	20-40%		<ul> <li>Credit Rating Baal stable (</li> </ul>
Methodolog Key driver		_	Upon completion and handover of developments	Aldar Investment Properties (AIP)	<ul> <li>Issuer of:</li> <li>✓ USD 0.5bn of Su</li> <li>✓ USD 1.5bn Greer</li> <li>2034, and 2035</li> <li>No cross guarantees betw</li> </ul>
Louis and shake in shorts	AFD F Flag of Culturationstead Underial potention used in	- 200E K	tiller Providentia - P.100		

<sup>1</sup> Gross debt, includes AED 5.5bn of Subordinated Hybrid notes issued in 2025 by Aldar Properties PJSC

<sup>2</sup> Excludes Hybrid Notes

<sup>3</sup> Escrow balances for all projects with over 20% progress are unrestricted & reclassified as available cash. Escrow balances for projects with less than 20% progress are also classified as available cash when approval is obtained from relevant authority. Total escrow balance is AED 13.3bn

<sup>4</sup>Total return based on lyr & 4yr holding period ending 31 Dec 2024

#### Aldar Investor Presentation

#### Bank: AFD 3.9bn SODIC: AED 0.3bn UK: AED 1.5bn LTV<sup>1</sup> (31 Mar 25) 26% 18% **Leverage Policy** <25% <40% 6.0% Avg. maturity<sup>2</sup> 6 years **Fixed vs Floating** 29%:71% AED 29.5bn total liquidity: AED 10.2bn free & unrestricted cash<sup>3</sup> AED 19.3bn committed undrawn bank facilities . (Moody's) 25NC7.25 Public Subordinated 25NC10.25 Privately Placed Hvbrid Notes (Moody's) ukuks maturing in 2029 en Sukuks maturing in 2033, ween Aldar Properties and AIP

Aldar Investment

Sukuk: AED 7.4bn



# STRATEGY & GUIDANCE

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## **2030 STRATEGY MAP**







## **ALDAR GROUP VISION 2030**

Become the regional real estate champion that creates signature experiences to our customers and sustainable value to our shareholders



Purpose

#### To have a positive impact on people's lives

Values

 RESULT-ORIENTED
 GROWTH-MINDED
 COLLABORATIVE
 COMMUNITY-FOCUSED
 RESPONSIBLE



## **CORE BUSINESS GROWTH DRIVERS**



#### Growth driven by UAE, core real estate recurring income portfolio expansion & growing platforms

	Aldar Development	Aldar Investment
UAE	<ul> <li>Become leading destination builder providing signature experiences to customers</li> <li>Diversify product offering across key destinations and segments (affordable, mid market and luxury)</li> <li>Prioritize seamless customer journey to deliver digital first and hospitality-grade service</li> <li>Replenish strategic land bank, Abu Dhabi &amp; Dubai</li> </ul>	<ul> <li>Disciplined expansion of core real estate portfolio (Commercial, Residential, Retail &amp; Logistics) &amp; Hospitality, Education and Estates platforms in Abu Dhabi, Dubai, Northern Emirates</li> <li>Organic growth &amp; through capital deployments (M&amp;A or D-Hold)</li> <li>Partnerships with key value add partners</li> <li>Grow exposure to alternative asset classes</li> <li>Reposition and optimize portfolio to extract additional value</li> <li>Recycle non-core and mature assets into higher return opportunities</li> </ul>
Expansion	<ul> <li>Continue to grow the Egypt &amp; UK platform organically and through land replenishment</li> <li>Cross sell products across 3 countries</li> <li>Penetrate new market such as KSA through partnerships</li> </ul>	<ul> <li>Grow core real estate portfolio &amp; Hospitality, Education &amp; Estates platforms regionally (M&amp;A or D-Hold)</li> <li>Ensure readiness for monetization from different sources (either public listing or private sale)</li> <li>Bolt-on transactions across Aldar Education and Aldar Estates</li> </ul>
	Aldar	Group
	Deployment & D-Hold	3 <sup>rd</sup> Party Capital
	<ul> <li>Group capital deployment strategy includes land replenishment, M&amp;A and Develop-to-Hold (D-Hold)</li> <li>D-Hold to grow recurring income portfolio &amp; strengthen investments in core real estate portfolio</li> </ul>	<ul> <li>Co-invest through funds or strategic partners internationally to enable growth &amp; scale business knowledge in alternative asset classes</li> <li>Create a regional platform to source &amp; manage third party capital</li> </ul>

 New products i.e. Staff & Student Accommodation, Senior Living, Co-Living, Villas & Townhouses

#### **Partner of choice**

Continue to be the strategic partner of choice for the government (Aldar Projects)

## **SHORT & MEDIUM TERM GUIDANCE**

On track to deliver on FY 2025 guidance; no change to guidance



	FY 24 (Base)	Q1 25 (Actual)	FY 25 (lyr Guidance)	FY 27 (3yr Guidance)
Aldar Properties				
EBITDA	AED 7.7bn	AED 2.5bn	AED 10.4 to 10.8bn	+25% to 30% 3yr CAGR
Deployment(M&A)	AED 2.3bn	AED 0.03bn <sup>1</sup>	AED 3 to 4bn	AED 9 to 12bn over 3 yrs
Capex (D-Hold)	AED 2.3bn	AED 0.7bn	AED 3 to 4bn	AED 9 to 12bn over 3 yrs
ldar Development (AD)				
Sales	AED 33bn	AED 8.9bn	AED 36 to 39bn	
EBITDA	AED 4.3bn	AED 1.8bn	AED 6.6 to 7.0bn	+30-35% 3yr CAGR
o/w PMS	AED 0.65bn	AED 0.15bn	AED 0.8 to 0.9bn	
Gross Profit Margin – PDS (UAE)	33%	35%	34-36%	35% to 38%
lldar Investment (AI)				
Adj. EBITDA	AED 2.7bn	AED 0.8bn	AED 3.2 to 3.3bn	+15-20% 3yr CAGR
Adj. EBITDA (organic)		AED 0.7bn	AED 2.8 to 2.9bn	+5-8% 3yr CAGR



# ALDAR DEVELOPMENT

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	Aldar Development	
ev & Sales	Project Management Services	Internatio

Property De

## ALDAR DEVELOPMENT Q1 2025 FINANCIAL PERFORMANCE

AED mn	Q1 25	Q1 24	ΥοΥ	FY 24	FY 23	ΥοΥ
Group Sales	8,938	6,313	42%	33,572	27,931	20%
UAE	8,446	6,115	38%	28,313	24,281	17%
International	492	198	148%	5,259	3,650	44%
Egypt	228	97	135%	3,523	3,626	-3%
UK	263	101	160%	1,737	23	
Revenue	5,684	3,887	46%	15,710	8,261	90%
Property Dev. & Sales*	4,704	3,245	45%	11,761	5,790	103%
Project Mgmt. Services	673	253	166%	2,252	1,208	86%
International	307	389	-21%	1,696	1,263	34%
Egypt	172	166	3%	701	1,182	-41%
UK		223		<u>    996    </u>	81	
Gross Profit	1,900	1,287	48%	4,973	3,034	64%
Margin (%)	33%	33%	32bps	32%	37%	-506bps
EBITDA	1,762	1,174	50%	4,317	2,470	75%
Margin (%)	31%	30%	79bps	27%	30%	-242bps
Property Dev. & Sales	1,573	1,045	51%	3,452	1,778	94%
Project Mgmt. Services	145	97	49%	651	463	41%
International	44	32	37%	214	230	-7%
Egypt	65	32	101%	198	227	-13%
UK	(21)	(0)		16	2	
Adj. EBITDA	1,762	1,174	50%	4,317	2,442	77%
Margin (%)	31%	30%	79bps	27%	30%	-209bps
Group Backlog	55,707			54,572		
UAE (Avg duration 29 months)	46,746			45,850		
International	8,962			8,721		
Egypt(Avg duration 33 months)	6,348			6,307		
UK(Avg duration 29 months)	2,613			2,415		

AED mn	Q1 25	Q1 24	YoY	FY 24	FY 23	YoY
Gross Profit	1,900	1,287	48%	4,973	3,034	64%
Margin (%)	33%	33%	32bps	32%	37%	-506bps
Property Dev. & Sales	1,648	1,132	46%	3,912	2,178	80%
	35%	35%	16bps	33%	38%	-435bps
Project Mgmt. Services	161	107	50%	699	513	36%
	24%	42%	-1,846bps	31%	42%	-1,135bps
International	91	48	90%	362	344	5%
	30%	12%	1,730bps	21%	27%	-585bps
Egypt	89	31	187%	260	333	-22%
	52%	19%	3,302bps	37%	28%	888bps
UK	2	17	-86%	102	10	
	2%	8%	-591bps	10%	0%	

\* Revenue on Land Sales: ~AED 510mn (2022); ~AED 720mn (2023); AED ~270mn (FY 2024) ; AED 0 (Q1 2025)

<sup>7</sup> Aldar Investor Presentation

## **UAE LANDBANK OVERVIEW**

Landbank is spread across key investment zones in Abu Dhabi, Dubai and Ras Al Khaimah

Landbank<sup>1</sup> Locations Destinations **Saadiyat Island** Land Area 0.6mn sqm Abu Dhabi<sup>2</sup> GFA 1.4mn sqm Land Area 60.4mn sqm 60.5mn sqm GFA 8.1mn sqm<sup>3</sup> **Yas Island** Land Area 1.7mn sqm GFA 1.7mn sqm Large & highly accretive landbank **Al Fahid Island** Land Area 3.4mn sqm Monetised through GFA 1.6mn sqm • destination master planning/development & **Mina Zayed** Land Area 2.6mn sqm ongoing investment GFA 1.5mn sqm Dubai Seih Al Sedeirah Land Area 52mn sqm Land Area 0.05mn sqm GFA 1.4mn sqm<sup>4</sup> GFA 0.1mn sqm Shams Land Area 0.1mn sqm GFA 0.5mn sqm

Aldar Development Project Management

Services

International

ALDAR

Property Dev & Sales

<sup>1</sup>Owned and controlled land <sup>2</sup>Excludes any landbank from Mubadala JVs closed in Q1 2025 <sup>3</sup>GFA has not been assigned to all landbank <sup>4</sup> GFA assigned only to Al Ghadeer



Aldar Development

<sup>1</sup>GFA has not been assigned to all landbank <sup>2</sup>GFA assigned only to Al Ghadeer Aldar Investor Presentation

#### Property Dev & Sales

Project Management Services

International

## **UAE DEVELOPMENT PROJECTS PIPELINE** (Projects under construction, as at 31 March 2025<sup>1</sup>)

Project	Location	Launch Year	Total Units	Launched Units	Sold Units	% sold	Net Sales value (AED mn)	NSA (sqm)	Area Sold	Avg sale price/sqm <sup>2</sup>	Revenue Backlog (AED mn)	% completion	Completion date	Cash to b collected (AED mn
Yas Acres-Magnolias	Yas Island	2021	312	312	312	100%	1,213	96,547	96,547	12,562	31	97%	May-25	641
Yas Acres-Dhalias	Yas Island	2021	140	140	140	100%	581	45,141	45,141	12,865	69	88%	Aug-25	329
Grove Heart	Saadiyat Island	2022	612	612	612	100%	1,119	51,026	51,026	21,931	165	86%	Nov-25	573
Louvre Residences	Saadiyat Island	2022	421	421	421	100%	1,498	49,270	49,270	30,404	570	63%	Apr-26	913
Fay Alreeman	Al Shamka	2022	554	554	551	99%	2,080	241,282	239,780	8,677	324	83%	Oct-25	1,324
Yas Golf Collection	Yas Island	2022	1,062	1,062	1,055	99%	1,866	108,175	106,915	17,452	271	84%	Mar-26	1,258
Yas Park Gate	Yas Island	2022	508	508	508	100%	1,223	84,258	84,258	14,518	626	49%	Feb-26	797
Yas Park Views	Yas Island	2022	341	341	341	100%	1,325	86,884	86,884	15,245	705	47%	May-26	906
Saadiyat Lagoons	Saadiyat Island	2022	1,549	1,549	1,548	100%	12,733	790,335	789,791	16,122	7,610	32%	Sep-26	9,998
The Sustainable City Yas Island	I Yas Island	2023	864	864	864	100%	1,961	159,050	159,050	12,332	578	71%	Apr-26	1,405
Manarat Living	Saadiyat Island	2023	273	273	273	100%	384	19,197	19,197	19,989	229	41%	Feb-26	260
Al Reeman Living - Phase 1	Al Shamka	2023	630	630	630	100%	415	33,262	33,262	12,464	162	61%	Jan-26	273
Fay Al Reeman II	Al Shamka	2023	557	557	554	99%	2,201	252,676	243,362	9,046	1,601	28%	Jan-27	1,808
The Source	Saadiyat Island	2023	204	204	203	100%	1,156	35,531	34,479	33,530	955	18%	Sep-26	762
AlKaser	Yas Island	2023	10	10	10	100%	244	37,656	37,656	6,475	120	51%	Apr-26	167
Al Reeman Living - Phase 2	Al Shamka	2023	420	420	420	100%	295	22,174	22,174	13,302	150	50%	Jan-26	186
The Source II	Saadiyat Island	2023	148	148	148	100%	1,086	28,145	28,145	38,581	856	21%	Nov-26	699
Gardenia Bay	Yas Island	2023	2,434	2,434	2,351	97%	3,912	212,456	200,929	19,469	3,461	11%	Jun-27	3,291
Haven by Aldar	Dubai	2023	1,228	1,228	1,228	100%	5,058	357,906	357,906	14,133	4,590	30%	Jan-28	4,181
Al Marjan	Ras Al Khaima	2023	1,998	1,998	1,841	92%	5,041	248,156	211,806	23,802	4,415	25%	Nov-27	4,258
Nobu Residences Abu Dhabi	Saadiyat Island	2023	88	88	86	98%	1,744	24,237	21,686	80,426	1,498	15%	May-27	1,266
Manarat Living II	Saadiyat Island	2024	232	232	232	100%	425	19,559	19,559	21,712	356	17%	Dec-26	296
Sama Yas	Yas Island	2024	249	249	147	59%	495	45,218	20,975	23,600	484	Launched	Jun-27	418
Nouran Living	Saadiyat Island	2024	372	372	372	100%	661	29,867	29,867	22,134	586	11%	Dec-27	503
The Source Terraces	Saadiyat Island	2024	58	58	55	95%	433	12,594	10,779	40,199	379	14%	Dec-27	347
Athlon by Aldar	Dubai	2024	1,492	1,407	1,392	99%	5,955	456,529	388,303	15,337	5,309	10%	Jun-28	4,793
Verdes by Haven	Dubai	2024	1,047	1,047	928	89%	1,580	127,639	106,833	14,793	1,553	Launched	Jul-28	1,389
The Arthouse	Saadiyat Island	2024	281	281	261	93%	1,803	52,020	44,764	40,278	1,803	Launched	May-28	1,444
Yas Riva	Yas Island	2024	147	147	147	100%	1,648	82,873	82,873	19,886	1,648	Launched	May-28	1,558
Mamsha Palm	Saadiyat Island	2024	44	44	33	75%	224	9,488	5,750	38,996	224	Launched	Dec-27	198
Faya Al Saadiyat	Saadiyat Island	2024	21	21	14	67%	1,318	45,540	26,239	50,218	1,318	Launched	Apr-28	1,186
The Fountain View Residences	Saadiyat Island	2024	226	226	124	55%	1,660	47,200	22,262	74,552	1,594	Launched	Jul-28	1,468
Mamsha Garden B	Saadiyat Island	2024	493	403	256	64%	1,592	96,012	42,667	37,312	1,569	Launched	Dec-27	1,430
Manarat Living III	Saadiyat Island	2025	400	400	397	99%	930	36,002	35,618	26,108	917	Launched	Aug-28	838
The Wilds	Dubai	2025	941	941	426	45%	2,895	369,594	147,807	19,589	20	Launched	Mar-29	2,895
			20,356	20,181	18,880		68,755	4,413,500	3,903,560		46,746			54,059



#### Highlights

Aldar Development

- 94% of launched pipeline sold
- Revenue backlog of AED 46.7bn
- 2 launches in Q1 2025
- QI 2025 development sales of AED 8.4bn; 1764 units driven primarily by:

Abu Dhabi Dubai RAK	AED 4.0bn; 901 units AED 3.6bn; 617 units AED 0.9bn; 246 units
The Wilds	AED 2.9bn; 426 units
Mandarin	AED 1.0bn; 72 units
Manarat III	AED 0.9bn; 397 units
Al Marjan	AED 0.9bn; 246 units
Mamsha Garden	AED 0.6bn; 87 units
Gardenia Bay	AED 0.5bn; 253 units
Athlon	AED 0.5bn; 109 units
Faya Al Saadiyat	AED 0.3bn; 3 units
Verdes by Haven	AED 0.2bn; 81 units
Lagoons	AED 0.2bn; 14 units
The Arthouse	AED 0.2bn; 11 units
Sama Yas	AED 0.1bn; 34 units

 $^{\rm 1}\,{\rm Unsold}$  inventory on handed over projects represent an additional c. AED 212 million in future revenue

<sup>2</sup> Average price is based on sales orders booked as of 31 Mar. 2025

## UAE – ABU DHABI

## **Aldar Development**

### Al Fahid Island Acquisition in Abu Dhabi

- Land value of AED 2.5bn paid over 5 years •
- 3.4mn sqm island between Yas Island and Saadiyat Island .
- AED 40bn+ gross development value (GDV) .



- ALDAR
- Introduction of unique beachfront offering in Abu Dhabi •
- 6,000+ residential units and leisure, retail & hospitality facilities
- Launch planned for 2025 •

Property Dev & Sales



## **UAE - DUBAI**

## **Aldar Development**

#### JV with Dubai Holding, Dubai

- Partnership with Dubai Holding in February 2023 to further extend the growing portfolio and diversified offering
- 3 communities across 3.5mn sqm of land along E311 & E611 corridors
- 8,000 residential units with a GDV of AED 25bn+





Aldar Developme Project Managem

1<sup>st</sup> masterplan <u>"Haven"</u>

Property Dev & Sales

Offering a total of 2,275 units spread over 1mn sqm of land Targeting LEED Gold & Fitwel 3-star ratings

- 1st project launch: "Haven by Aldar" launched in October 2023
  - o 1,228 units sold (sold out in 2024)
  - Generating sales of ~AED 5.1bn
- 2<sup>nd</sup> project launch: "Verdes by Haven" launched in July 2024
  - o 928 units sold (Q1 2025)
  - Generating sales of AED 1.6bn

أثلـون NHLON

2<sup>nd</sup> masterplan <u>"Athlon"</u> launched in May 2024

- 1,392 units sold to date (Q1 2025) generating sales of ~AED 6.0bn
- Targeting LEED Gold & Fitwel 3-star ratings

### WILDS

3<sup>rd</sup> masterplan <u>"The Wilds"</u> - 1,700 units including mansions, villas, and apartments

- 1<sup>st</sup> phase launched in February 2025
  - o 426 villas sold (Q1 2025)
  - Generating sales of AED 2.9bn

lent

International

## UAE – RAS AL KHAIMAH

#### Aldar Development

### Nikki Beach Residences

## Rosso Bay Residences

• 3 residential buildings

- Partnership between Aldar & Nikki Beach Group
- 3 branded residential buildings
- On Marjan Island
- Between Rixos Bab Al Bahr & DoubleTree by Hilton Resort (both acquired in 2022)
- Launched in November 2023
- 1,841 units sold (Q1 2025)
- Generating sales of AED 5.0bn





Aldar Development Project Management Services

Property Dev & Sales



International

## **ALDAR PROJECTS<sup>1</sup>**

Aldar Projects backlog of AED 89bn

#### Project Management Backlog Progression (AED bn)







Under Construction

Approved Projects in Design

<sup>1</sup>Aldar Projects is the primary business within Aldar Development's Project Management Services segment and is mainly managing projects on behalf of the Government of Abu Dhabi

Aldar Investor Presentation

## EGYPT - SODIC<sup>1</sup>





Revenue (EGP mn)

Property Dev & Sales



Aldar Development Project Management Services





International

# UK – LONDON SQUARE (1/3)

Land Area 0.59mn sqm; BUA 0.65mn sqm; GDV GBP 3,964mn





Aldar Development Project Management Services

Property Dev & Sales

Units sold 723 23 QI 24 Q2 24 Q3 24 Q3 24 Q4 24 Q4 24 Q1 25 International

# UK – LONDON SQUARE (2/3)

Acquired 1 site in Q1 2025; adding GBP 100mn+ GDV to BTS & BTR pipeline



Property Dev & Sales

Aldar Development Project Management

Services



Wyvil Road, Vauxhall Zone 1

2 Richmond College campus, Twickenham Zone 5

International

- 3 Tite Street, Chelsea Zone 1
- The Phoenix Academy, White City Zone 2
- 5 Westminster Tower, Albert Embankment Zone 1+2
- Stratford Cross, Stratford Zone 2+3
- Woolwich Central, Greenwich Zone 4
- Former Biscuit Factory, Bermondsey Zone 2
- Brook Green Zone 2
- Surrey County Hall, Kingston upon Thames Zone 5
- Brixton, Lambeth Zone 2
- Leegate, Blackheath Zone 3
- Ransoms Wharf Zone 3
- Wimbledon Bridge House Zone 3

Aldar Investor Presentation

# UK - LONDON SQUARE (3/3)

Acquired 1 site in Q1 2025; bringing additional total GDV of GBP 2.5bn+ to BTS & BTR pipeline



International

#### 1. Wyvil Road, Vauxhall (Zone 1)

- Redevelopment of existing office & warehouse buildings
- o Build-to-rent (~320 units)

#### 2. Richmond College campus, Twickenham (Zone 5)

- JV with Latimer (Clarion Housing Group)
- o Demolition of college blocks
- o Build-to-sell (~210 units)

#### 3. Tite Street, Chelsea (Zone 1)

- o Redevelopment of existing Care Home building in premium Chelsea location.
- Build-to-sell (~70 units)

#### 4. The Phoenix Academy, White City (Zone 2)

- Redevelopment of existing school academy
- o Build-to-sell (~390 units)

#### 5. Westminster Tower, Albert Embankment (Zone 1)

- o Redevelopment of existing commercial tower in premium Riverside location.
- o Build-to-sell (~29 units)

#### 6. Stratford Cross, Stratford (Zone 2)

- $\circ$   $\,$  Well-connected development opportunity situated in the Olympic Park totalling 5k sqm  $\,$
- Build-to-rent (~350 units)

#### 7. Woolwich Central, Greenwich (Zone 4)

- o 2 empty town centre land plots totaling 18k sqm
- o Build-to-sell (~700 units)

#### 8. Biscuit Factory, Bermondsey (Zone 2)

Property Dev & Sales

Redevelopment of former commercial building into 338 social rented dwellings

Aldar Development Project Management

Services

• Build-to-sell (338 units)

#### 9. Brook Green, Hammersmith (Zone 2)

- o Refurbishment of Victorian former school buildings
- Build-to-sell (5 Residential buildings)

#### 10. Surrey County Hall (Zone 5)

- Refurbishment of Grade II\* listed former Surrey County Council HQ
- o Build-to-sell (292 units)

#### 11. Brixton, Lambeth (Zone 2)

- $_{\odot}$   $\,$  Redevelopment of two sites Pop Brixton and International House into residential dwellings
- Build-to-sell (258 residential buildings)

#### 12. Ransomes Wharf (Zone 3)

- Redevelopment of commercial buildings into residential dwellings
- Build-to-sell (118 residential buildings)

#### 13. Leegate, Blackheath (Zone 3)

- o Redevelopment of former shopping centre into residential dwellings
- Build-to-sell (609 residential dwellings)

#### 14. Wimbledon Bridge House (Zone 3)

- PD Redevelopment of existing office
- Build-to-sell & Retail (residential, retail, multi story car park )



# ALDAR INVESTMENT

Aldar Properties Investor Presentation

May 2025

### Investment Properties

Hospitality & Leisure

Aldar Education

Aldar Investment

Aldar Estates

Others

## **ALDAR INVESTMENT Q1 2025 FINANCIAL PERFORMANCE**



AED mn	Q1 25	Q1 24	YoY	FY 24	FY 23	ΥοΥ
Recurring Revenue <sup>1</sup>	1,871	1,630	15%	6,979	5,759	21%
Investment Properties <sup>2</sup> (IP)	679	556	22%	2,267	2,139	6%
Hospitality & Leisure	272	298	-9%	1,111	1,116	-0%
Education	226	199	14%	862	687	26%
Aldar Estates	657	553	19%	2,622	1,741	51%
Others <sup>1</sup>	37	23	60%	117	77	53%
Net Operating Income (NOI)	890	780	14%	3,201	2,716	18%
IP NOI	547	439	25%	1,772	1,645	8%
IP NOI Margin (%)	81%	79%	169bps	78%	77%	127bps
BITDA <sup>1</sup>	764	693	10%	3,602	2,880	25%
Margin (%)'	41%	43%	-170bps	52%	50%	159bps
Investment Properties	498	440	13%	2,544	2,133	19%
Hospitality & Leisure	92	107	-14%	350	387	-10%
Education	62	55	13%	266	195	36%
Aldar Estates	90	71	27%	400	199	101%
Others <sup>1</sup>	21	20	4%	42	(34)	223%
Adj. EBITDA <sup>1,3</sup>	764	693	10%	2,706	2,251	20%
Margin (%)'	41%	43%	-170bps	39%	39%	-31bps
IP Gross Asset Value (GAV)4	28,820	24,607	17%	25,806	24,595	5%
Residential Bulk Leases <sup>5</sup>	68%	64%		63%	64%	
Govt./GRE Commercial Leases <sup>6</sup>	33%	44%		42%	39%	

AED mn	Q1 25	Q1 24	ΥοΥ	FY 24	FY 23	YoY
Adj. EBITDA <sup>1,2</sup>	764	693	10%	2,706	2,251	20%
Investment Properties	498	440	13%	1,643	1,507	9%
Margin (%) <sup>1,2</sup>	73%	79%	-576bps	72%	70%	199bps
Commercial	212	210	1%	700	582	20%
	79%	100%	-2,105bps	82%	75%	734bps
Residential	132	92	43%	395	449	-12%
	74%	66%	744bps	69%	78%	-861bps
Retail	138	124	11%	485	443	10%
	65%	65%	-12bps	63%	62%	175bps
Logistics	17	15	12%	61	52	19%
	82%	84%	-251bps	81%	82%	-116bps
Hospitality & Leisure	92	107	-14%	350	383	-9%
	34%	36%	-190bps	31%	34%	-280bps
Education	62	55	13%	266	195	36%
	27%	28%	-6bps	31%	28%	242bps
Aldar Estates	90	71	27%	405	199	103%
	14%	13%	88bps	15%	11%	401bps

<sup>1</sup> Excludes Pivot

 Includes retail, residential, commercial, and logistics
 Adjusted for fair value movements (excluding amortization of leasehold assets), recognition/reversal of impairments, and one-off gains/losses on acquisitions Aldar Investor Presentation

<sup>4</sup> Gross Asset Value of Aldar Investment Properties assets(retail, residential and commercial, and logistics) excluding UAE IPUD
 <sup>5</sup> Residential bulk leases as a percentage of total residential units in portfolio.
 <sup>6</sup> Govt./GRE commercial leases as a percentage of occupied GLA.

	Aldar Investment					
	Investment Properties	Hospitality & Leisure A	Idar Education Aldar Estates	Others		
INVESTMENT PROPERTIES OVERVIEW <sup>1</sup> 96% occupancy across the portfolio						
			VAS MALL (Jopel			
	Commercial	Residential	Retail	Logistics		
No. of assets	28	16	<b>30</b> <sup>6</sup>	3		
Leasable area ('000 sqm)	722	927	513	240		
Occupancy	98%	98%	<b>90%</b> <sup>3</sup>	<b>91%</b> <sup>5</sup>		
WAULT (yrs)	3.6	3.7	4.1	3.9		
QI 2025 Revenue (AEDmn)	<b>268</b> (+28% YoY)	<b>178</b> (+28% YoY)	<b>212</b> (+12%YoY)	<b>21</b> (+15% YoY)		
QI 2025 NOI (AEDmn)	<b>225</b> (+29% YoY)	<b>148</b> (+33% YoY)	<b>156</b> (+13% YoY)	<b>18</b> (+18% YoY)		
Ql 2025 Adj. EBITDA² (AEDmn)	<b>212</b> (+1% YoY) <b>4</b>	<b>132</b> (+43% YoY)	<b>138</b> (+11% YoY)	<b>17</b> (+12% YoY)		
GAV (AEDmn)	10,683	6,451	10,628	1,058		











<sup>1</sup> UAE only (excluding IPUD) <sup>2</sup> Adjusted for fair value movements (excluding amortization of leasehold assets), recognition/reversal of impairments and one-off agins/losses on acquisitions <sup>3</sup> 97% excluding Remal Mall <sup>4</sup> 36% growth excluding disposals

Aldar Investor Presentation

 $^5$  96% excluding the newly launched phase 4  $^6$  Excludes non-core Retail portion of the properties, now reclassified within respective Commercial & Residential assets

	Aldar Investment				
Investment Properties	Hospitality & Leisure	Aldar Education	Aldar Estates		

## **INVESTMENT PROPERTIES - APOLLO TRANSACTION**

In January 2025, Aldar reinforced its long-term partnership with Apollo through a private placement of US\$500 million in subordinated hybrid notes

#### **US\$ 1.4BN OF LONG-TERM INVESTMENT**

l Subordinated Dated Hybrid Notes	Replaced the <b>US\$ 500mn</b> land joint venture investment between <b>Aldar Properties PJSC</b> and Apollo with a private placement of <b>same value</b> in subordinated hybrid notes with 10 years non-call	Sanuary 2025	Subordinated Dated hybrid notes One of the largest corporate hybrid private placement in the MENA region with investment grade credit rating (Baa3 by Moody's)
2 HYBRID PERPETUAL NOTES	<b>US\$ 500mn</b> non-call 15 Hybrid Perpetual Notes to <b>Aldar Investment Properties (AIP)</b> completed and priced at <b>5.625%</b>	March 2022	<b>Hybrid Perpetual Notes</b> Largest corporate hybrid private placement in the MENA region, with the longest non-call period
3 EQUITY	US\$ 400mn equity in Aldar Investment Properties (AIP) at NAV.	August 2022	<b>Equity</b> New equity issued at NAV is a testament to the credibility of AIP investment portfolio



Others
INVESTMENT PROPERTIES (1/4) – COMMERCIAL

2022	2023	> 2024	2025	2026	2027	2028
Acquisition   H2 2022   Abu Dhabi, Al Maryah Island   ADGM   4 Grade A towers   GLA 180k sqm		Acquisition H1 2024 Dubai, DIC 6 Falak GLA 9k sqm	Acquisition H12025 Abu Dhabi JV with Mubadala -Masdar 9 assets + 5 land leases GLA: 285k sqm		H2 2027 Abu Dhabi, Al Maryah Island One Maryah Place - JV with Mubadala - 2 Grade A towers GLA 98k sqm (two towers)	D-Hold H12028 Dubai, DIFC DIFC Tower GLA 49k sqm
H2 2022 Abu Dhabi, Al Maryah Island AMT I Grade A tower GLA 35k sqm			D-Hold H12025 Abu Dhabi, Yas Island Yas Place GLA 25k sqm		H2 2027 Abu Dhabi, Saadiyat Island Saadiyat Business Park – 4 Grade A towers GLA 25k sqm	D-Hold H1 2028 Dubai, Expo City Expo City GLA ~40k sqm
					H2 2027 D-Hold Dubai, near DIFC SZR Commercial Tower	

AED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	YoY
Revenue	548	780	854	209	268	28%
NOI	462	634	699	174	225	29%
Adj. EBITDA	337	582	700	210	212	1%1
Margin (%)	62%	75%	82%	100%	79%	-2,105 bps

	FY 22	FY 23	FY 24	Q1 25
No. of assets	15	15	14	28 <sup>2</sup>
Leasable area ('000 sqm)	503	504	469	722
Occupancy	88%	95%	98%	98%
WAULT (yrs)	4.0	3.9	3.7	3.6
GAV (mn)	8,179	8,634	9,151	10,683

Key Assets (Q1 25)	Occupancy
ADGM towers	99%
Al Maryah Tower	91%
HQ Building	90%
Baniyas	100%
International Tower	100%
Daman House	100%
6 Falak	97%

Others



Investment Properties

Hospitality & Leisure

Aldar Education

Aldar Estates

Grade A tower GLA 88k sqm

Aldar investment

				Aldar Investment			
		Investment Properties	Hospitality & Leisure	Aldar Education	Aldar Estates	Others	
INVESTMENT	PROPERTIES (2	2/4) – RESI	IDENTIAL				
2022	2023	2024		2025	2026	2027-2028	
	Acquisition H2 2023 RAK Staff accommodations GLA 14k sqm		3 asse			H1 2028 Dubai, Expo City Expo City GLA ~22k sqm	D-Hold
	Strata So	ale Program <sup>1</sup>					

Q1 2025

36 units sold

AED 46mn

2024

249 units sold

AED 276mn

AED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	ΥοΥ
Revenue	593	578	572	139	178	28%
NOI	487	472	469	111	148	33%
Adj. EBITDA	393	449	395	92	132	43%
	0.0%	70%	0.0%	0.000	7.404	7.4.4
Margin (%)	66%	78%	69%	66%	74%	744bps

2023

123 units sold

AED 157mn

	FY 22	FY 23	FY 24	Q1 25
No. of assets	12	13	13	16 <sup>2</sup>
Leasable area ('000 sqm)	829	826	800	927
Occupancy	97%	94%	99%	98%
WAULT (yrs)	2.8	2.8	2.3	3.7
GAV (mn)	5,828	5,673	5,195	6,451

Key Assets (Q1 25)	Occupancy
Etihad Residential	100%
RAK Accommodation	100%
Yas RA	95%
Sas Al Nakhi	98%
Gate & Arc	98%
Eastern Mangroves	96%
Al Rayyana	99%

2022

169 units sold

AED 240mn

							Investment Properties	Hospitality & Leis	ure	Aldar	Education		Aldar Estates		Others	
INVES	TMEI	NTI	PRC	<b>)</b> PE	RTI	ES (	( <mark>3/4) – RET</mark> A	AIL								
20	)22		>		2023		2024			2025		>	2026		2027-2	2028
HI 2022 Abu Dhabi, Yas Yas Mall GLA 219k sqm – (AED 500mn inv	no change						H12024 Re RAK Al Hamra Mall GLA 27k sqm – no c (part AED 500m in with Al Jimi Mall)		H1 2025 Abu Dhabi Collection Communi GLA 5k sqr	ty Retail		Ab	2026 u Dhabi, Lagoons mmunity retail A 12.5k sqm	D-Hold	H1 2028 Dubai, Expo City Expo City GLA ~24k sqm	D-Hold
H1 2022 RAK Al Hamra Mall GLA 27k sqm	Acquis	ition							H2 2025 Abu Dhabi Shopping GLA 78k sq	destinatio						
				I					H2 2025 Abu Dhabi Al Jimi Ma GLA increa (part AED 9 with Al Jim	<b>i, Al Ain</b> III Ise to 88k 500mn inv						
ED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	YoY		FY 22	FY 23	FY 24	Q1 25	Ke	y Assets ( Q1 25)		Оссирс	incy
							No. of assets	36	36	36	30 <sup>2</sup>	Yc	s Mall		98%	
evenue	720	718	765	190	212	12%	Leasable area ('00	<b>0 sqm)</b> 536	521	520	513	Yc	s Mall Retail Park		100%	,
101	516	501	540	138	156	13%		. /				AI	Hamra Mall		97%	

Aldar Investment

435

443

60% 62%

485

63%

124

65%

11%

65% -12bps

138

Adj. EBITDA

Margin (%)

91%

4.0

8,883

91%

3.9

9,406

90%

4.0

10,522

90%<sup>1</sup>

4.1

10,628

Al Jimi Mall

Mamsha

**Gate Boutik** 

Occupancy

WAULT (yrs)

GAV (mn)

98%

100%

100%

									_			Aldo	r Investment				
								stment Properties		ality & Leisu		Aldar	Education	Aldar Esta	tes	Others	
INVEST	MEN	ITI	PRC	OPE	RTI	ES	(4/4	4) – LOG	ISTI	CS							
202	2				2023			2024			>		2025	5-2026		202	27
HI 2022 Abu Dhabi Abu Dhabi Busine GLA 166k sqm	Acquis ess Hub	ition	7 Cei	ai, DIP	1	Acquisit	ion	H2 2024 Abu Dhabi Abu Dhabi Business expansion phase 4 GLA increased to 190	1	lold	H2 2025 Dubai Grade A facility GLA 18k s	<i>build-to-</i> : :qm	D-Hold suit	H1 2026 Abu Dhabi Abu Dhabi Bus expansion pha GLA increase of	ise 5	H1 2027 Dubai, Jebel Ali Logistics Park - buildings GLA 79k sqm	
														H1 2026 Dubai, DIP 7 Central expa GLA increase to			
														H1 2026 Dubai, Jebel Al Logistics Park modular buildi GLA 67k sqm	- one		
ED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	ΥοΥ				FY 22	FY 23	FY 24	Q1 25	Key Assets ( Q	125)	Occup	ancy
								No. of assets		2	3	3	3	ADBH - Offices		839	%
evenue	48	63	76	18	21	15%				-	0	Ū	J.	ADBH - Wareh	ouses	89	%
								Leasable area ('000	) sqm)	166	216	240	240	7 central		100	%

39

39

82%

55

52

82%

65

61

81%

15

15

18

17

84% 82% 251bps

18%

12%

-

Occupancy

WAULT (yrs)

GAV (mn)

NOI

Adj. EBITDA

Margin (%)

91%

4.8

93%

4.6

89%

3.9

**91%**<sup>1</sup>

3.9

1,058

00%
iouses 89%
100%

Aldar Education

Aldar Investment





HOSPITALITY & LEISURE (1/2)

Hotel portfolio consists of assets from 3 to 5 stars, in addition to hotel apartments

### Key assets:

- W Yas Island
- Yas Plaza
  - Radisson Blu
  - Crowne Plaza
  - Rotana
  - Park Inn
  - Centro
  - Staybridge
- Eastern Mangroves Hotel
- Aldhafra Resort
- Nurai Island Resort
- Rixos Bab Al Bahr Resort (RAK)
- DoubleTree by Hilton Resort & Spa Al Marjan Island (RAK)

### **GOLF CLUBS**



## Golf portfolio features one of the world's top 50 golf courses (Yas Links)

### Key assets:

- Yas Links Golf Club (leased to operator)
- Saadiyat Beach Golf Club
- Yas Acres Golf and Country Club

### LEISURE



Leisure portfolio includes beaches, beach clubs and marina facilities on prime beach front locations.

### Key assets:

- Saadiyat Beach Club
- Kai Beach
- Soul Beach
- Marsa al Bateen Marina
- Al Bandar Marina

### Investment Properties Hospitality & Leisure

Aldar Education

Aldar Investment

ALDAR

Ambitious growth plans - through greenfield, brownfield and acquisitions

2022	2023	2024	2025	2026	2027
2022 RAK Rixos Bab Al Bahr Double Tree by Hilton Resort Marjan Island			H1 2025 Transformation Abu Dhabi Tilal Liwa to be repositioned as luxury resort vignette collection by IHG and become Aldhafra Resort	H2 2026 Transformation Abu Dhabi Yas Plaza to become Straylight Yas - One fully integrated resort under vignette collection by IHG	D-Hold Abu Dhabi, Saadiyat Island Cultural District Nobu-branded hotel 2 Grade A towers
Acquisition 2022 Abu Dhabi Nurai Island beachfront Resort			H2 2025 Abu Dhabi Nurai Island (phase 1) refurbishment & expansion into ultra-luxury destination		H2 2027 Abu Dhabi Nurai Island (phase 2) refurbishment & expansion into ultra-luxury destination
			H2 2025 Abu Dhabi Eastern Mangroves to be upgraded to Hilton – Waldorf Astoria		

AED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	ΥοΥ
Revenue	828	1,116	1,111	298	272	-9%
Not	02.4	205	20.4	110		100
NOI	234	385	384	113	98	-13%
EBITDA	208	383	350	107	92	-14%
						-
Margin (%)	25%	34%	31%	36%	34%	190bps

HOSPITALITY & LEISURE (2/2)

	FY 22	FY 23	FY 24	Q1 25
Occupancy	72%	70%	73%	71%
ADR (AED)	509	626	659	683
RevPar (AED)	368	440	478	485
Number of Keys	4,238	4,226	3,949	3,849



# ALDAR EDUCATION (1/2)

Ð

CRANLEIGH

43

2<sup>nd</sup> largest private school operator in the UAE

AL SHOHUB PRIVATE SCHOOL

\*\*\*

KENT COLLEGE

DUBAI

4

Virginia International Private Schoo

### **Operated Schools**

M

**V** 

ALDAR ACADEMIES

- 12 Operated Schools
- +13% enrolment growth YoY, driven by:
  - Organic growth
  - New greenfield school additions
- 70% capacity utilisation (76% excluding Noya British School)
- Majority of schools: Rated Outstanding or Very Good by ADEK
- Greenfields
  - FY 2024 Greenfields completed:
    - Cranleigh Pre-prep Campus Jan 2024
    - Yasmina British Academy AY24/25
    - Noya British School AY24/25
  - Upcoming:
    - Muna British Academy AY25/26
    - Yasmina American School AY25/26





Others

Aldar Investment

**Managed Schools** 

19 Managed Schools

Aldar Investor Presentation

-6% enrolment YoY

71% capacity utilisation

Aldar Estates

# ALDAR EDUCATION (2/2)

Ambitious growth plans - through greenfield, brownfield and acquisitions

Investment Properties



**Hospitality & Leisure** 

Aldar Investment

Aldar Estates

Aldar Education







Others

ALDAR

# ALDAR ESTATES<sup>1</sup> (1/2)

Established in 2023 , Aldar Estates represents series of strategic mergers and acquisitions that led to creation of the region's leading integrated property and facilities management platform

**Hospitality & Leisure** 

Investment Properties



Aldar Investment

Aldar Estates

Others

ALDAR

Aldar Education

<sup>1</sup> Aldar holds 65,1% in Aldar Estates, remaining split between IHC & ADNEC <sup>2</sup> Following minority shareholding buyout in Q1 2025, Aldar Estates now holds 100% in Basatin Landscaping LLC



Abu Dhabi

Basatin Landscaping

AED mn	FY 22	FY 23	FY 24	Q1 24	Q1 25	ΥοΥ
Revenue	748	1,741	2,622	553	657	19%
NOI	184	, 370	638	136	140	3%
NOI	164	370	030	130	140	3%
EBITDA	92	199	405	71	90	27%
Margin (%)	12%	11%	15%	13%	14%	88bps



<sup>1</sup> Aldar holds 65.1% in Aldar Estates, remaining split between IHC & ADNEC <sup>2</sup> Excluding unallocated

Investment Properties	Hospitality & Leisure

Aldar Education

Aldar Investmen

Aldar Estates

Others

# EUROPE - INVESTMENT IN EUROPEAN PRIVATE REAL ESTATE CREDIT

Strategic partners form a USD 1 billion private credit platform, which will invest in senior secured debt across diverse real estate segments in the UK and European Union.



Platform Summary			Strat	Strategic Partners		Capital Deployment		
Security	Inv. Mandate	Target	A Contraction of the second se	ll			Platform	Aldar
Senior Secured Debt	Europe & UK	Returns	MUBADALA	ALDAR	ØARES	Existing Equity	USD 319mn <sup>1</sup>	c. USD 100mn
1 <sup>st</sup> Lien on Real Estate Asset	Commercial Real Estate Mortgages	Net IRR	50% Stake	30% Stake	20% Stake	Future Equity	USD 1.0bn <sup>1</sup>	USD 300mn
	Why Private Real B	state Credit			S	trategic Rat	ionale	
	arket dynamics, includir reads in the real estate s				n – and adds weigl sure into new geog			
Resetting of pro	pperty valuations have	e created attrac			Aldar focus from t gion, to diversifyir			

Banks reducing exposure due to stricter capital and liquidity requirements, the commercial real estate sector is increasingly turning to non-bank providers of credit

€390 billion of real estate debt is due to mature in 2024 in the UK and the EU

By reaching similar penetration levels to that of the USA, the UK and European alternative lending markets could see market growth of  $\bigcirc$ 270 billion and  $\bigcirc$ 540 billion respectively, highlighting the scalability of the product

structure

Partnership with leading, experienced and reputable players and an existing platform with strong track record, robust governance policies and processes

Leverages Ares' highly experienced private credit teams – that will handle origination, monitoring and pipeline execution – with over \$64 billion invested across real asset strategies and \$13 billion in global real estate debt

Gain meaningful foothold in a high growth market and the opportunity for Aldar to build skillset, expertise and track record from joint Ares-Mubadala teams ahead of exploring development of a regional Aldar-owned product



# SUSTAINABILITY

Aldar Properties Investor Presentation

May 2025

### SUSTAINABILITY FRAMEWORK

### **Shaping a Better Future**

To create resilient, inclusive & thriving communities by integrating sustainable practices across all operations





every stage of a building's lifecycle, accelerating our progress towards Net Zero.

equity, and drive socioeconomic development.

practices and accountability as the foundation for embedding sustainabilitý across our value chain, providing a safe and inclusive workplace, and positioning ourselves as an 'employer of choice' to create a lasting positive legacy for stakeholders and the industry.

-̈́Ώ-

Pillars

### Accelerating Innovation

Innovation serves as a powerful catalyst for technological transformation, enabling operational efficiency, environmental stewardship and sustainable growth.

### Leading Impactful Communication

Communication that is intentional, stakeholderfocused and trust-building facilitates positive change and empowers people to collaborate for success.

Fostering Collaborative Partnerships

Collaborative partnerships open up new opportunities and foster innovation, enabling creative solutions to tackle





### DJSI





### Sustainalytics Index<sup>1</sup>



# SUSTAINABILITY & COMMUNITY OUTREACH HIGHLIGHTS

Latest **2024 Sustainability Report** published with updated sustainability framework, **detailed commitments & targets**, updated Net Zero plan and targets & engagement-based refreshed materiality assessment

### **CREATING SUSTAINABLE PLACES**

### 2025 Targets

- 30% reduction in EUI by design from ASHRAE 2007
- 40% reduction in WUI by design from Estidama baseline
- 20% reduction in embodied carbon in construction (materials)
- 2% reduction in energy intensity for existing assets
- 87% of construction and demolition waste to be recycled
- 10% increase in waste recycling
- 2% reduction in water intensity for existing assets
- 100% of project sites undergo assessment of natural systems
- 29mn m<sup>2</sup> covered by resilience planning at design storage (2 master developments)
- 50% of plants specified for planting on site to be water efficient native & adaptive species
- Increase in adaptive capacity and reduce climate-related disruptions

### **CREATING SOCIETAL VALUE**

- 25% of projects reducing the heat island effect through design strategies
- 25% of projects implementing outdoor thermal comfort strategies
- 500,000 m<sup>2</sup> of portfolio achieve LEED O+M Gold
- 100% of new developments achieve 2-star Fitwel

### **CREATING RESPONSIBLE LEGACY**

### 2025 Targets

- 100% of investment opportunities undergo ESG due diligence
- 30hrs of training per employee
- 100% of construction tenders (> AED 5mn) evaluated against sustainability criteria
- 100% of non-construction tenders (> AED 500k) evaluated against sustainability criteria
- 100% of appointed contractors to be trained on sustainability
- Maintain Lost Time Injury Rate (LTIR) <0.35 per project</li>

### Q12025 Highlights

- 32% reduction in EUI by design from ASHRAE 2007
- 21% reduction in embodied carbon in construction (materials)
- 96% of construction and demolition waste to be recycled

### Q1 2025 Highlights

- 100% of new developments achieve 2-star Fitwel
- 920 volunteering hours contributed by employees and partners
- Empowering workers through English upskilling
- Ongoing contributions towards impactful community initiatives

### Q1 2025 Highlights

- 100% of investment opportunities undergo ESG due diligence
- 100% of construction tenders (> AED 5mn) evaluated against sustainability criteria
- 100% of non-construction tenders (> AED 500k) evaluated against sustainability criteria



# **TOGETHER WE CAN ACHIEVE NET ZERO.**

# CLEAR TARGETS TO COMPEL ACTION

**NET ZERO** SCOPE 1 & 2 **EMISSIONS BY** 

2030

90% REDUCTION IN SCOPE 1 AND 2 EMISSIONS

### **45% REDUCTION IN SCOPE 3** EMISSIONS INTENSITY

v. 2021 baseline.

**NET ZERO** SCOPE 1, 2 & 3 **EMISSIONS BY** 



### 97% REDUCTION IN **GREENHOUSE GAS EMISSIONS**

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

### 1. Low carbon desian An Aldar Sustainable Desian Standard to embed low carbon active and passive design options, maximising energy efficiency, building performance, and asset

climate resilience.

**Eight Levers to Decarbonise** 



### 5. Resource efficiency &

Upgrading current systems to reduce leakage and improve asset efficiency in use

### 6. Tenant initiatives Developing a programme of tenant engagement regarding all leased and managed assets, offering auidance and incentives for more

ĉôĵ

2. Low carbon supply chain

A supply chain incentivised by



#### Aldar to innovate around low to assets that prioritises carbon products, materials, and low carbon site practices manufacturing processes. and construction material procurement



### 7. Circular economy

Better waste management during design, build and use phase, prioritising diversion from landfill, increasing areywater recycling and supporting the local waste sector

3. Green construction

A whole lifecycle approach



#### 4. Clean energy Prioritise use of clean energy through grid decarbonisation and procuring clean energy generated by government instruments.



### 8. Sustainable acquisitions

All new investments and acquisitions will be guided by criteria that formally integrate sustainability considerations into the end-to-end investment decision making process.

Scope I emissions are direct emissions from owned or controlled sources

Scope 2 emissions are indirect emissions from the generation of purchased energy

Scope 3 emissions are all indirect emissions (not included in scope 2) that occur in the value chain of the reporting company, including both upstream and downstream emissions



# management



# CAPITAL DEPLOYMENT

Aldar Properties Investor Presentation

May 2025

### **2022 CAPITAL DEPLOYED**

c. AED 11.5bn of capital deployed



A	ldar Development (c. AED 4.1bn)		
	Transaction	Value (AED mn)	
	Acquisition of 6.2m sqm prime land located on the east side of Saadiyat Island	3,680 <sup>1</sup>	
Property Development & Sales	Acquisition of land rights adjacent to / in proximity to Nurai Island	350	Aldar
d Sules	Acquisition of land adjacent to DoubleTree by Hilton Al Marjan Island (RAK)	95	Investme Properție
			(AIP)
			Hospitality

### Aldar Investment (c. AED 7.4bn)

	Transaction	Value (AED mn)
	Commercial	
	4 Grade-A commercial buildings <sup>2</sup> at Abu Dhabi Global Market (ADGM)	4,300
	Al Maryah Tower <sup>3</sup>	270
ent es	Retail	
	Al Hamra Mall (RAK)	410
	Logistics	
	Abu Dhabi Business Hub <sup>4</sup>	400

Hospitality & Leisure(H&L)	Ultra-all-inclusive Rixos Bab Al Bahr beach resort (RAK)	770
	Nurai Island Luxury beachfront Resort	250
	Luxury DoubleTree by Hilton Al Marjan Island (RAK)	715

Education

Al Shohub Private School

80

178

### Principal Investments

Spark Security and Others

<sup>1</sup>Acquisition consideration to be paid in-kind as the development progresses, construction started in H2 2022 for a 4-year development period

<sup>4</sup> Aldar ownership of 70% in ADBH

Aldar Investor Presentation

## **2023 CAPITAL DEPLOYED OR COMMITTED**

c. AED 9bn of capital deployed or committed



L	Aldar Development (c. AED 5.9bn)			Aldar Investment (c. AED 3.1bn)	
	Transaction	Value (AED mn)		Transaction	Value (AED mn)
Property Development	Al Fahid land acquisition of 3.4m sqm island between Ya Island & Saadiyat Island <sup>1</sup>	s 2,487		<b>Residential:</b> RAK Staff Accommodation acquisition, Ras Al Khaimah	80
& Sales	Dubai Holding partnership and land acquisition, Dubai <sup>1</sup>	2,098	Investment	Logistics & Industrial: 7 Central acquisition, Dubai	92
Drainat			Properties	Al Maryah Island land acquisition, Abu Dhabi <sup>3</sup>	98
Project Management Services	Mustard & Linen Interior Design Holdings Limited acquisition $^{\rm 2}$	25		Al Hamra land acquisition, Ras Al Khaimah <sup>1</sup>	212
			Education	Kent College acquisition, Dubai	120
nternational	London Square acquisition, UK	1,070	Education	Virginia International Private School acquisition, Abu Dhab	i 210
	"Springfield" land acquisition, UK	207			
			Estates	Basatin Landscaping acquisition, Abu Dhabi <sup>4</sup>	113
			LStates	FAB Properties acquisition, Abu Dhabi	335
				European Private Real Estate Credit <sup>5</sup>	1,514
			Other	Real Estate Fund <sup>6</sup>	44
			(International Funds)	Portfolio of self-storage facilities, Europe <sup>7</sup>	168

<sup>1</sup> Staggered multi-year payment plan <sup>2</sup> Aldar ownership of 75% in Mustard & Linen

- <sup>3</sup> Aldar ownership of 60% in JV with Mubadala

<sup>4</sup> Aldar ownership of 75% in Basatin Landscaping

Platform holding logistics assets, UK <sup>8</sup>

Funds)

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194

## **2024 CAPITAL DEPLOYED**

### c. AED 4.4bn of capital deployed

Aldar Development (c. AED 1.9bn)			Aldar Investment (c. AED 2.3bn)				
	Transaction	Value (AED mn)		Transaction	Value (AED mn)		
International	Land acquisitions, UK	1,900		Commercial: 6 Falak acquisition	255		
			Investment Properties	Commercial & Residential: Masdar assets (Mubadala JV)	1,900		
			•	Logistics: Al Falah Land (Mubadala JV)	150		

### International Funds & Investments (c. AED 0.2bn)

	Transaction	Value (AED mn)
	European Private Real Estate Credit <sup>1</sup>	146
Other	Real Estate Fund <sup>2</sup>	2
(International Funds)	Portfolio of self-storage facilities, Europe <sup>3</sup>	15
	Platform holding logistics assets, UK <sup>4</sup>	45

<sup>1</sup> Total committed in 2023: AED 1,514mn. Deployed as at 31 Dec 2023 AED 351mn.
<sup>2</sup> Total committed in 2023: AED 44mn. Deployed as at 31 Dec 2023 AED 32mn
<sup>3</sup> Total committed in 2023: AED 168mn. Deployed as at 31 Dec 2023 AED 85mn



# DEVELOP-TO-HOLD

Aldar Properties Investor Presentation

May 2025

## AED 13.3 BILLION D-HOLD PIPELINE<sup>1,2</sup>

2025		2026	2027	2028	
H12025 Abu Dhabi, Yas Island Yas <i>Place</i> GLA 25k sqm	Commercial	H12026 Logistics   Abu Dhabi Business Hub expansion   GLA increase of 5.5k sqm	H1 2027 Dubai, Jebel Ali, NIP Logistics Park – two modular buildings GLA 79k sqm	H12028 Commercia Dubai, Expo City <sup>3</sup> Retail 5 mixed-use buildings GLA 86k sqm Residential	
Hl 2025 Abu Dhabi, Yas Island Noya - Community retail GLA 5k sqm	Retail	H1 2026 Logistics Dubai, DIP 7 Central expansion GLA increase to 37k sqm	H2 2027 Abu Dhabi, Al Maryah Island Financial District One Maryah Place - JV with Mubadala - 2 Grade A towers. Total GLA 98ksqm	H12028 Dubai, DIFC DIFC Tower <sup>4</sup> GLA 49k sqm	
H12025 Retail Abu Dhabi, Yas Island Yas Golf Collection - Community retail GLA 1.4k sqm		H1 2026 Dubai, Jebel Ali, NIP Logistics Park – one modular building GLA 67k sqm	H2 2027 Abu Dhabi, Saadiyat Island Saadiyat Business Park 4 Grade A towers GLA 25k sqm		
H2 2025 Retail Abu Dhabi, Saadiyat Island Saadiyat Grove - Central shopping, blvds & community retail GLA 78k sqm		H2 2026 Retail Abu Dhabi, Saadiyat Island Lagoons - Community retail GLA 12.5k sqm	H2 2027 Dubai, near DIFC SZR Commercial Tower - Grade A tower + boutique hotel + branded residences GLA 88k sqm		
H2 2025	Logistics		H2 2027 H&L		
<b>Dubai, Dubai South</b> Grade A build-to-suit facility GLA 18k sqm			Abu Dhabi, Saadiyat Island Cultural District Nobu Hotel – 126 keys		
AY 2025/2026 Abu Dhabi, Saadiyat Island Muna British Academy 2,600 students	Education d			4	

<sup>1</sup> Transacted to Aldar Investment once developed and stabilized (except for Hospitality and Education) <sup>2</sup> Excludes any part of the 4 JVs with Mubadala announced in September 2024 <sup>3</sup> 50:50 JV with Expo City

<sup>4</sup> To be developed by H&H Development

## **D-HOLD CAPEX**

AED 11.5bn total capex phased over 2024 - 2029 for AED 13.3bn D-Hold pipeline



Segment	Project	Location	<b>Target Completion</b>	Aldar Ownership	GLA (sqm)	GDV <sup>1</sup> (AED mn)
Commercial	Yas Place	Abu Dhabi, Yas Island	H1 2025	100%	25,000	370
	Saadiyat Business Park	Abu Dhabi, Saadiyat Island	H2 2027	100%	25,000	490
	One Maryah Place	Abu Dhabi, Al Maryah Island	H2 2027	60%	98,000	2,432
	SZR Commercial Tower	Dubai, Near to DIFC	H2 2027	100%	88,000	2,358
	DIFC Tower	Dubai, DIFC	H1 2028	100%	49,000	2,316
Retail	Noya	Abu Dhabi, Yas Island	H1 2025	100%	5,000	70
	Yas Golf Collection	Abu Dhabi, Yas Island	H1 2025	100%	1,400	21
	Grove	Abu Dhabi, Saadiyat Island	H2 2025	100%	78,000	1,751
	Lagoons	Abu Dhabi, Saadiyat Island	H2 2026	100%	12,500	194
Logistics	Grade A build to suit facility	Dubai, Dubai South	H2 2025	100%	18,000	110
	7 Central Expansion	Dubai, Dubai Industrial Park	H1 2026	70%	37,000	69
	Abu Dhabi Business Hub Expansion	Abu Dhabi, mainland	H1 2026	70%	5,500	30
	Jebel Ali, NIP	Dubai, Jebel Ali	HI 2027	100%	146,000	573
Mixed Use	Expo City	Dubai, Expo City	H1 2028	50%	86,000	1,750
Education	Muna British Academy	Abu Dhabi, Saadiyat Island	H2 2025	100%	2,600 students	397
Hospitality	Nobu Hotel	Abu Dhabi, Saadiyat Island	H2 2027	100%	126 keys	399

D-Hold Capex (AED mn)



<sup>1</sup>GDV is based on 100% ownership

<sup>2</sup> Excludes projects already completed in 2024 (Noya British School and Abu Dhabi Business Hub Expansion of GLA increase to 190k sqm)

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# APPENDIX

Aldar Properties Investor Presentation

May 2025

# **CONTACT US**



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