



Aldar Properties PJSC
HSBC EEMEA Investor Forum

March 2016

DISCLAIMER

This disclaimer governs the use of this presentation. You must not rely on the information in the presentations and alternatively we recommend you to seek advice from an appropriately qualified professional. If you have any specific questions about any matter in this presentation you should consult an appropriately qualified professional.

The statements made in this presentation are only forward thinking statements. Such statements are based on expectations and are subject to a number of risks and uncertainties that could differ materially from any expected outcome or results expressed or implied in these statements.

Without prejudice to the generality of the foregoing paragraph, we do not represent, warrant, undertake or guarantee that the information in the presentation is accurate or use of guidance in the presentation will lead to any particular outcome or result.

We will not be liable to you in respect of any business losses, including without limitation loss of or damage to profits, income, revenue, use, production, anticipated savings, business, contracts, commercial opportunities reputation or goodwill.

ALDAR AT A GLANCE

- Leading Abu Dhabi real estate developer and asset manager
- Listed on the Abu Dhabi Stock exchange since 2005
- Market capitalisation of AED19.3bn¹ (\$5.3bn)
- Sizeable land bank
- Large and diverse recurring revenue real estate business
- Strong partner of the Government of Abu Dhabi

Key metrics	
AED19.3bn Market cap ¹	c.23,000 Residential units delivered ²
75mm sqm Land bank	AED1.5bn 2015FY recurring revenue gross profit
AED4.6bn 2015 FY revenue	62% recurring revenues (2015 FY revenue)
48% 2015 FY gross profit margins	AED2.6bn 2015 FY net profit

¹ Market capitalization as at 28 Feb 2016

² Cumulative units delivered since inception

BUSINESS OVERVIEW



Property development management

Property Development

- Current projects – Ansam, Hadeel, Nareel, Merief, Meera and Mayan

Development Management

- Development management projects including Abu Dhabi Plaza Kazakhstan
- National Housing Initiative – no active projects

Asset management

Retail

- 470,000 sqm GLA across 27 assets
- Yas Mall: 96% trading occupancy

Residential

- 4,800 units across 10 developments
- 98% leased as at 31 Dec 15

Office

- 204,000 sqm GLA across 7 assets
- 95% leased as at 31 Dec 15

Hotels

- 2,536 keys across 9 hotels
- 79% occupancy (2015FY)

Adjacent Businesses

Schools

- Aldar Academies – 100% owned
- 5,500 student seats across 6 schools

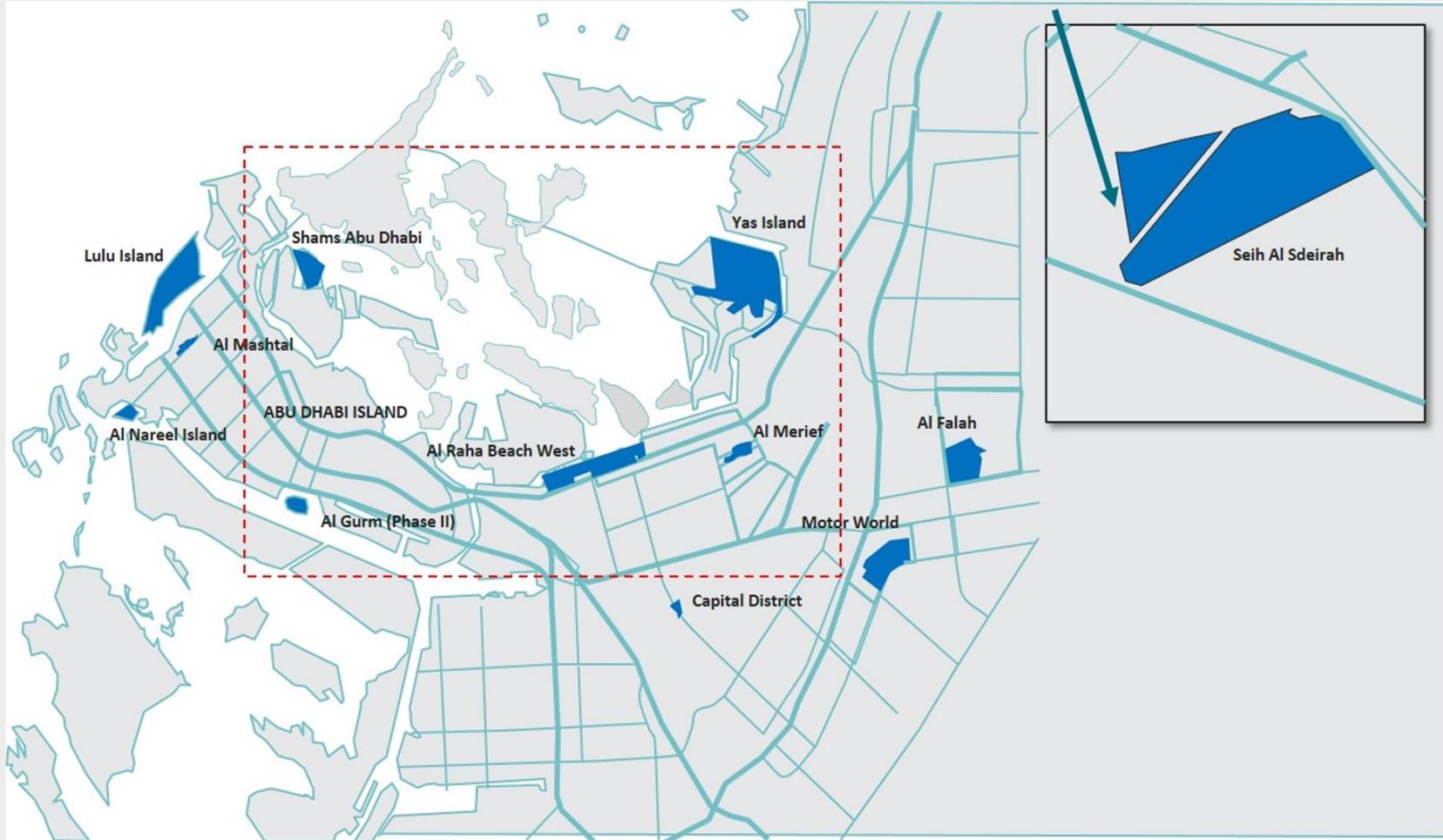
Property & Facilities Management

- Khidmah - 60% owned

Construction

- Pivot – 60% owned

SIGNIFICANT LAND BANK



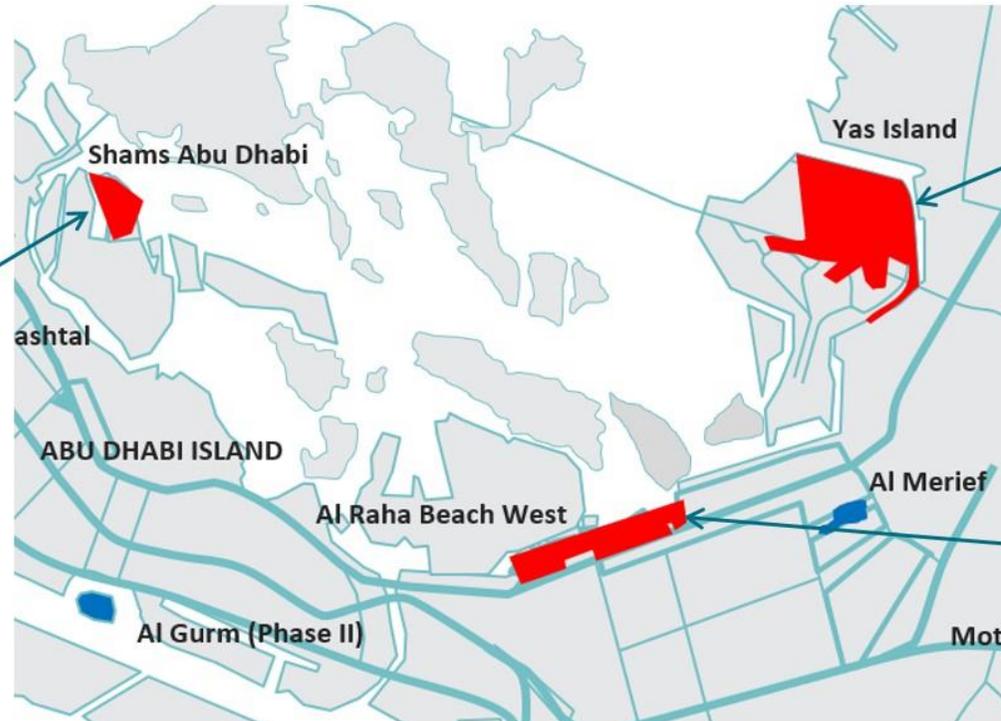
75 million sqm of land development across Emirate of Abu Dhabi

DEVELOPMENT FOCUS - DESTINATIONS

Shams Abu Dhabi



- ❑ High density urban destination
- ❑ Will feature high quality retail and commercial space
- ❑ Major landmarks include Sky Tower, Sun Tower and Gate Tower



Yas Island



- ❑ World class entertainment and leisure destination including a world-class motor sports racetrack, the Ferrari World theme park, and water park

Al Raha Beach



- ❑ Luxury, family living destination

Development strategy focused on enhancing destinations

CURRENT DEVELOPMENT PROJECT OVERVIEW

Project	Location	Launch	Details	Expected completion
---------	----------	--------	---------	---------------------

Ansam	Yas Island	2014	Prime apartments and villas	2017
Hadeel	Al Raha Beach	2014	Prime apartments and villas	2017
Nareel	Abu Dhabi Island	2015	High-end villa plots	2017
Merief	Khalifa City	2015	Villa plots	2017
Meera	Shams Abu Dhabi	2015	Mid-income apartments	2018
Mayan	Yas Island	2015	Prime apartments and villas	2018



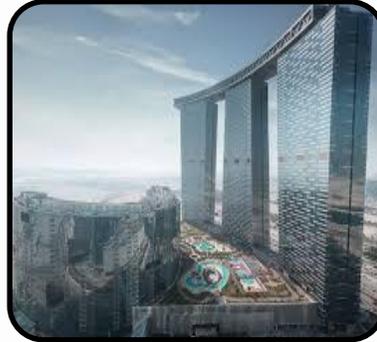
6 development projects under way - 73% sold out as at 31 December 2015

RECURRING REVENUE ASSET OPERATIONAL PERFORMANCE



Retail – Yas Mall

18m footfall in 2015, ahead of projections
361 units trading today representing 96% trading occupancy



Residential

98% occupancy, ahead of market average
Continued demand for quality residential
Bulk deals represent one third of all leases



Office

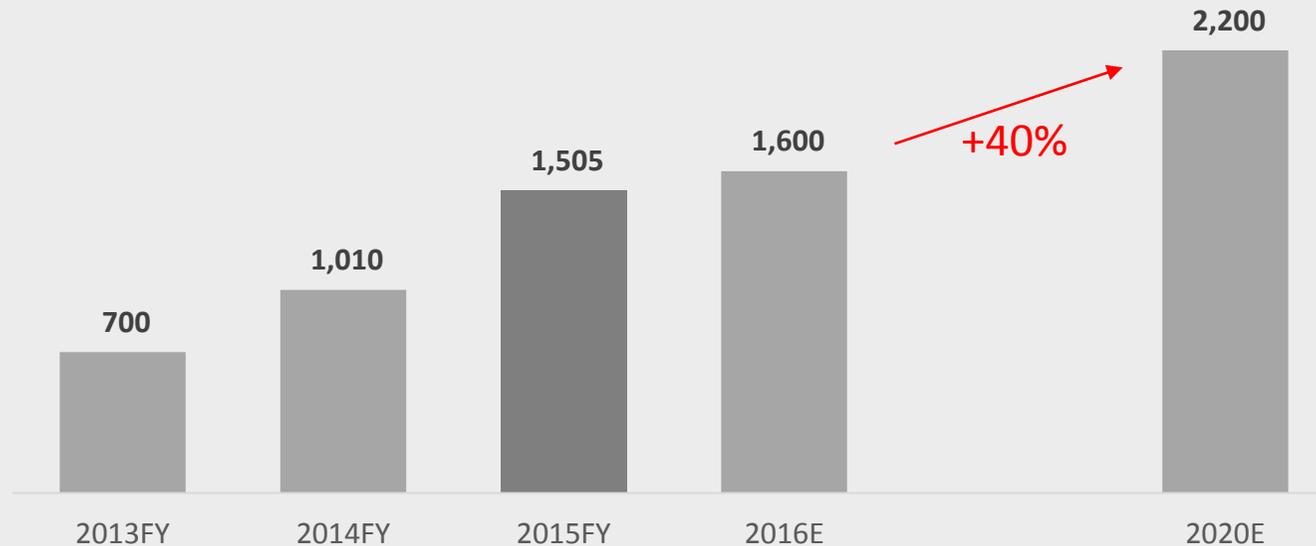
95% leased occupancy up 5% as at 31 Dec 15 (31 Dec 14: 91%)
13% increase in GLA to 204k GLA following Daman House acquisition
75% portfolio leased to Government related entities
4 years average remaining lease



Hotels

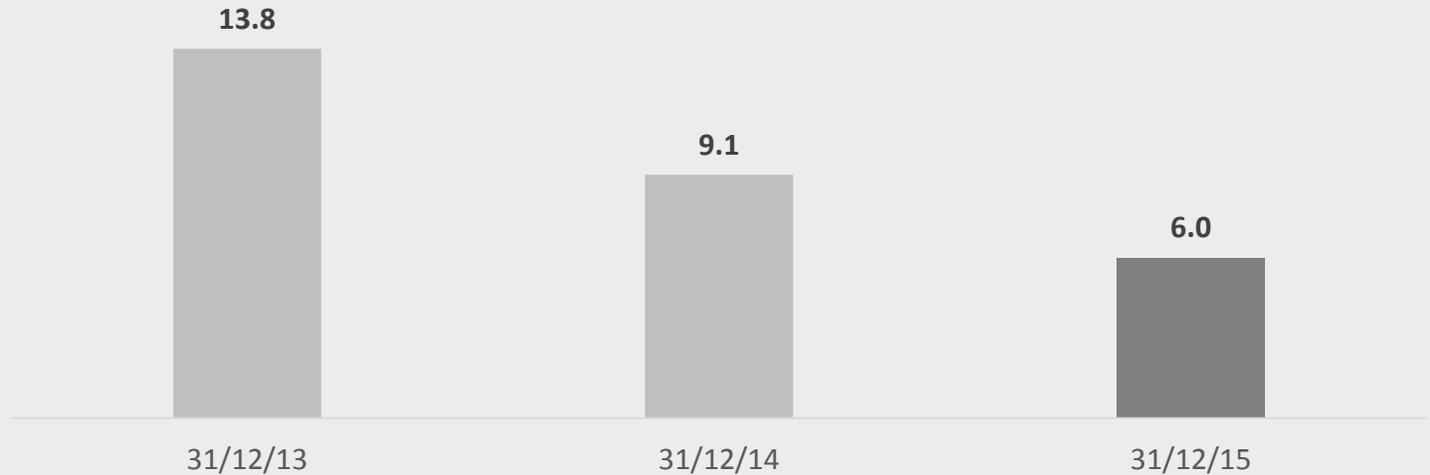
79% average occupancy during 2015 in line with 2014
Hotel portfolio continues to outperform the AD market occupancy

GROWTH IN RECURRING REVENUE NOI SET TO CONTINUE



- 49% increase in gross profit from recurring revenues in 2015 to AED 1.5 billion
- 2016 guidance remains at AED 1.6 billion
- Target over 40% growth in NOI by 2020 through asset maturity and AED 3 billion investment plan
- 30% of investment plan committed to date

GROSS DEBT TARGET ACHIEVED

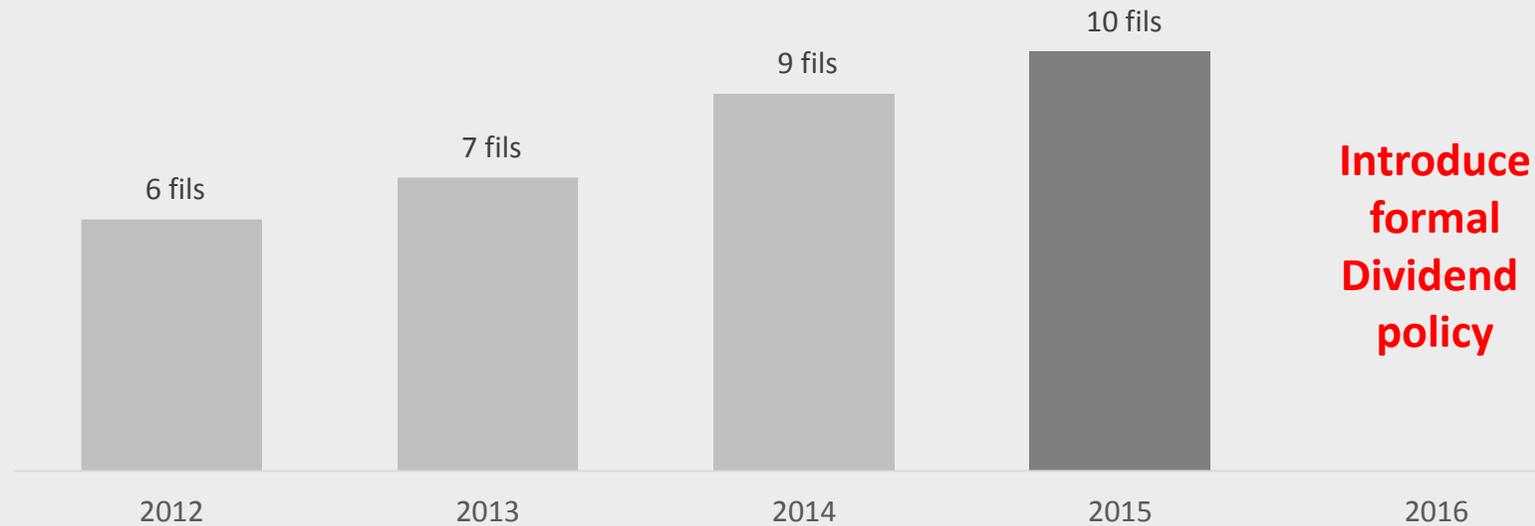


Interest expense (AEDm)	727	382	240
Average interest rate	5.9%	2.7%	3.2%
Debt LTV ¹			35%

- Significant refinancing and deleveraging efforts over last two years
- Gross debt now in line with debt policy, no further pay down expected

¹ Debt LTV is based on gross debt at period end as a percentage of the value of investment properties less those under development and PPE Land & Buildings

FOCUS ON SHAREHOLDER RETURN



- 2015 dividend recommendation of 10 fils per share, up 11%
- Progressive dividend over last four years, supported by growth and stabilization of recurring revenues
- From 2016, a formal dividend policy based on the cash flow performance of the business
- Commitment to shareholder returns

OUTLOOK

- Recurring revenue assets now fully in place
- Further growth ahead – 2020 NOI target of AED 2.2 billion set and under way
- Untapped development opportunities exist – focus on destinations Yas Island, Al Raha Beach and Shams Abu Dhabi
- Strong balance sheet position today – no further pay down of debt expected
- Dividend policy formalised – committed to shareholder returns



—

APPENDIX

+

└

┘

DEVELOPMENT SUMMARY TABLE – 31 DEC 15

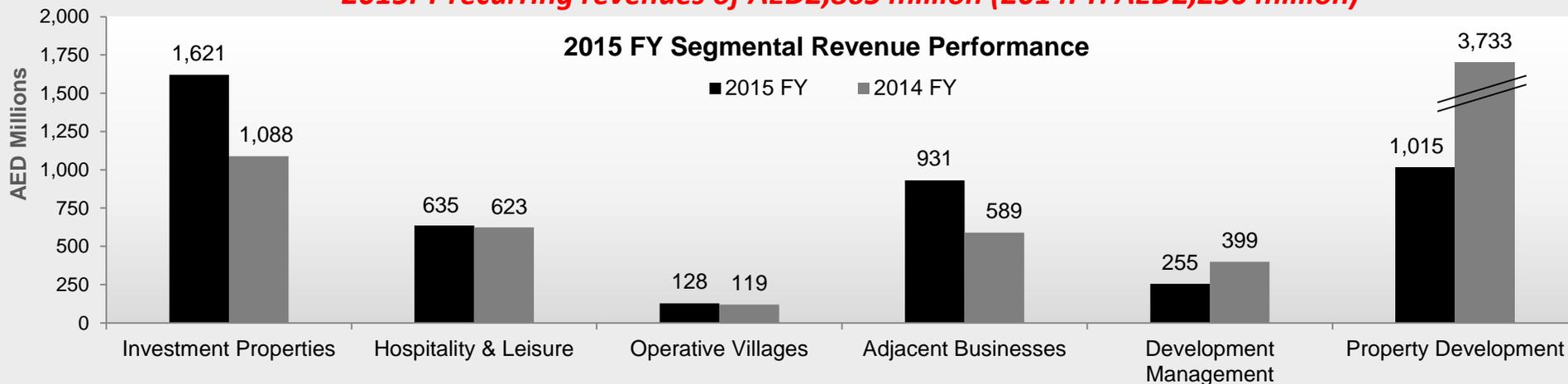
Project	Location	Recognition	Launch date	2015		Total		% sold as at 31 Dec 2015	Revenue recognition %	Expected completion	
				Sold units ¹	Sold unit sales value (AEDm) ²	Sold units ¹	Sold unit sales value (AEDm) ²				
Ansam	Yas Island	Over-time	2014	28	52	483	796	547	88%	12%	2017
Hadeel	Al Raha Beach	Over-time	2014	4	10	213	425	233	91%	17%	2017
Nareel	Abu Dhabi Island	Over-time	2015	60	819	60	819	146	41%	51%	2017
Merief	Khalifa City	Over-time	2015	281	609	281	609	281	100%	0%	2017
Meera	Shams Abu Dhabi	Over-time	2015	291	372	291	372	408	71%	0%	2018
Mayan	Yas Island	Over-time	2015	51	95	51	95	271	20%	0%	2018
				715	1,957	1,379	3,116	1,886	73%	19%	
Land plot	Al Raha Beach	Point-in-time	n/a	n/a	n/a	n/a	908	n/a	n/a	0%	2016
Total				715	1,957	1,379	4,024	1,886	73%		

¹ Sold units includes all units where a sales purchase agreement ("contract") has been signed. This does not include sales reservations and pending sales contracts.

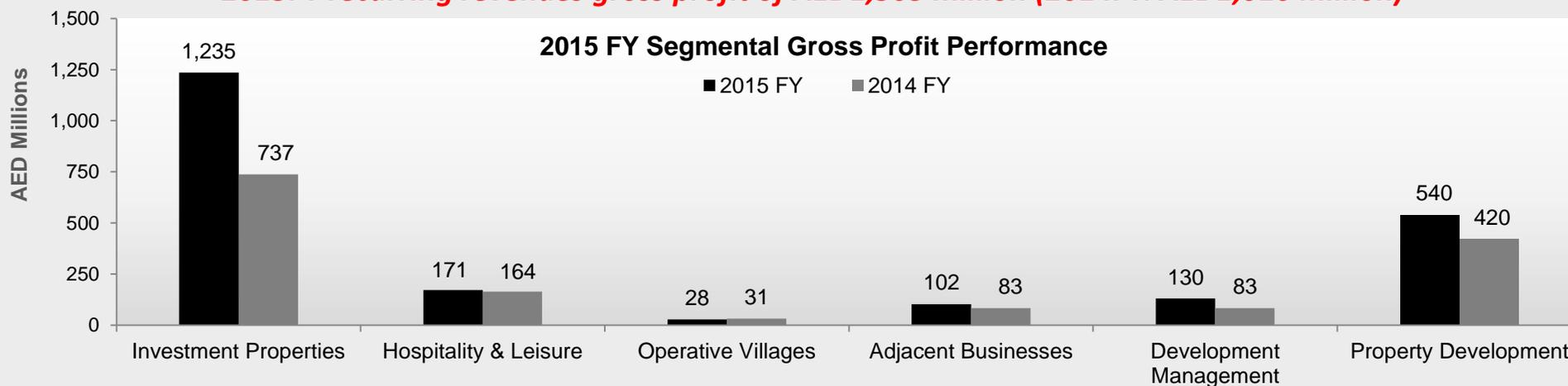
² Sold units sales value is the total value of the sold unit contracts. This does not include sales reservations and pending sales contracts.

FULL YEAR SEGMENTAL ANALYSIS

2015FY recurring revenues of AED2,865 million (2014FY: AED2,250 million) ¹



2015FY recurring revenues gross profit of AED1,505 million (2014FY: AED1,010 million) ¹



¹ Recurring revenues assets include Investment Properties, Hospitality & Leisure, Operative Villages, Schools (Aldar Academies) and Property & Facilities Management (PFM) (Khidmah)

2015 FY recurring revenues excludes Pivot revenue of AED451m (2014 FY revenue: AED170m)

2015 FY recurring revenue gross profit excludes Pivot gross profit of AED31m (2014 FY gross profit: AED5m)

PROFIT & LOSS

AED millions	Q4 2015	Q4 2014	2015 FY	2014 FY
Revenues	1,125	1,270	4,586	6,551
Direct costs	(558)	(778)	(2,380)	(5,033)
Gross profit	567	492	2,206	1,518
<i>Gross profit Margin</i>	<i>50%</i>	<i>39%</i>	<i>48%</i>	<i>23%</i>
SG&A expenses	(118)	(153)	(380)	(454)
Depreciation and Amortization	(57)	(58)	(210)	(228)
Gain on disposals	18	18	32	80
Share of profit from associates/ JVs	39	62	161	96
Other Income	11	86	694	831
Finance expense	(58)	(69)	(240)	(382)
Finance income	35	23	98	111
Fair value gains/ (losses), provision/ reversal for impairments	311	317	198	694
Net Profit for the period	750	718	2,560	2,266
Attributable to:				
Owners of the Company	735	696	2,537	2,235
Non-controlling interests	15	22	23	31
Profit for the period	750	718	2,560	2,266
Basic and diluted earnings per share (fils)	0.09	0.09	0.32	0.28

BALANCE SHEET



AED millions	As at 31 Dec 2015	As at 31 Dec 2014	Remarks
Property, plant and equipment	2,936	3,200	
Investment properties	15,570	14,401	<i>Movement reflects the net fair value gains on investment properties, transfer of leased units from inventory and Daman House acquisition</i>
Development work in progress	2,745	2,871	
Inventory	2,030	2,758	
Receivables	5,535	9,619	<i>Strong collection of Government of Abu Dhabi and land receivables</i>
Cash	6,260	4,664	
Other Assets	1,065	1,035	
Total Assets	36,141	38,549	
Equity	20,288	18,373	
Debt	5,947	9,170	<i>Deleveraging programme now complete, no further reduction in gross debt level expected</i>
Payables, Advances and Other Liabilities	9,906	11,006	
Total Liabilities and Equity	36,141	38,549	

GOVERNMENT TRANSACTIONS

Transaction (AED in millions)	AED millions		
	2016	2017	Total H2 2014 - 2017
Sale of F1 Race Track	348	348	696
Sale of Al Raha Beach Land and Yas Island Assets ¹	950	-	950
Shams Infrastructure Reimbursement & Sale of Gate units ¹	300	-	300
	1,598	348	1,946

¹ Cash flow timing depends on handover of related assets

² Excludes AED 0.3 bn of on-balance sheet infrastructure recoverables outstanding as at 31 December 2015 (31 Dec 14: AED 2.1 bn)

- AED 3.3 bn in total Government receivables collected in 2015
 - AED 1.6 bn in relation to Central market and F1 race track
 - AED 1.7 bn in relation to infrastructure recoverables during Q2 and Q3