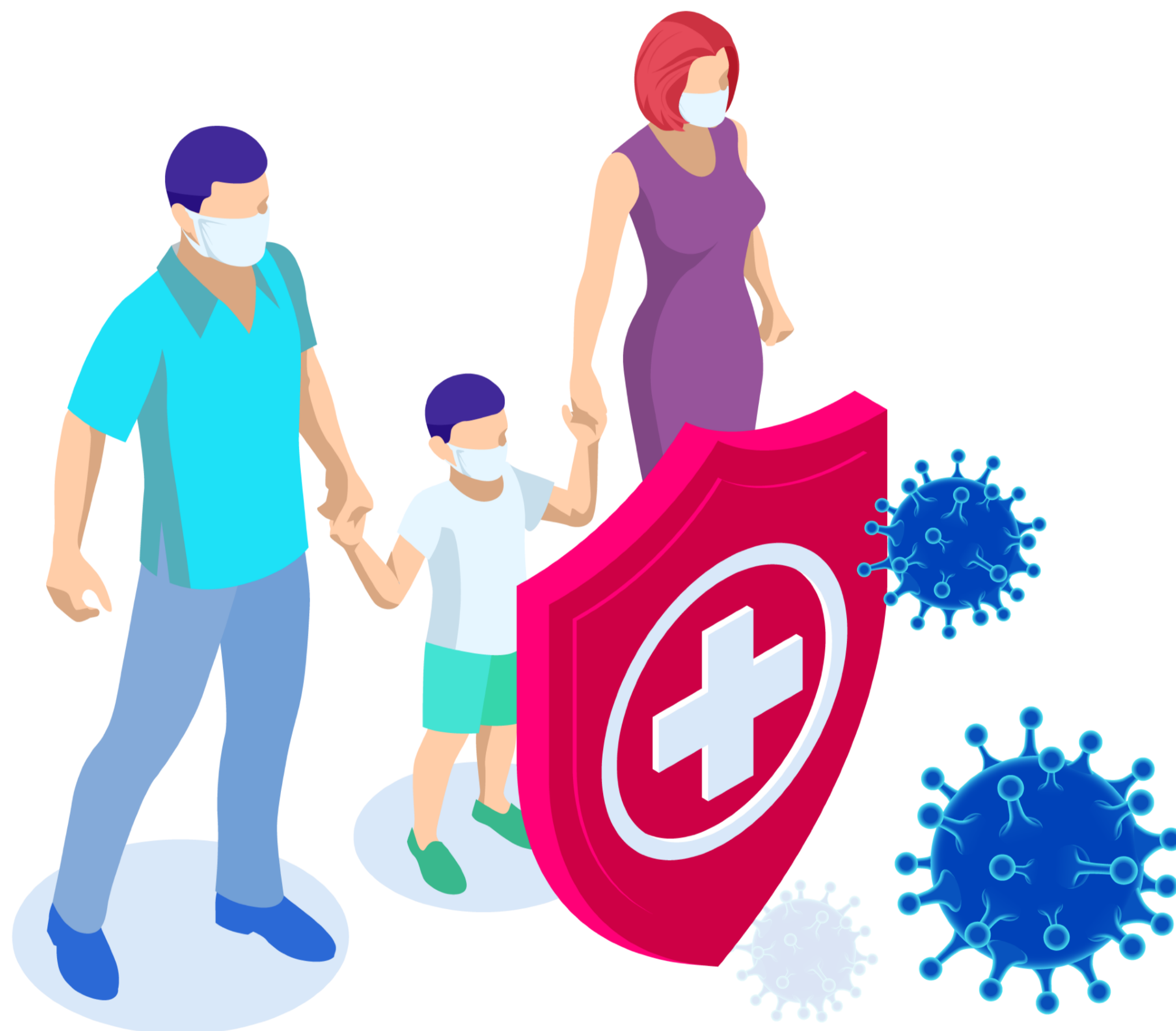




FY 2019 CALL PRESENTATION





In light of the current circumstances due to COVID-19, the following presentation aims to give a factual picture of Emirates REIT business with a very limited forward-looking estimate due to the rapidly changing business and enforced measured environment which we are adapting to.

SPEAKERS



Sylvain Vieujot
Chief Executive Officer



Alain Debare
Group Head of Real Estate



Sheikh Muhammed Moeen
Finance Director

UAE REAL ESTATE MARKET 2019



OFFICE SUPPLY

- Total office stock to around 8.7 million sq m. Office supply is expected to increase to 9.1 million sq m by the end of 2020
- It is expected that the Government initiatives launched to boost demand and increase business activity in Dubai will bring in more investments, generate employment, and positively influence office space demand in the medium to long term.



Sources: Asteco, Knight Frank, Core

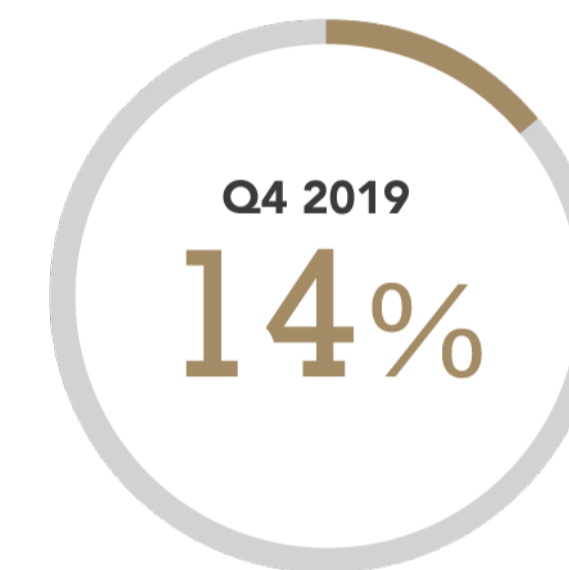
UAE REAL ESTATE MARKET 2019



PERFORMANCE

- Average Grade A rents in the Central Business District (CBD) declined by 13% in the last quarter of 2019 to reach AED 1,358 when compared to the same period last year, with select buildings performing better.
- Average vacancy in the CBD increased to 14% (y-o-y).
- Demand for traditional office space remained weak in 2019 and the market remains in favor of tenants.

Vacancy Rate



12 months
outlook

Rents (AED / sq m / annum)



12 months
outlook

Sources: Asteco, Knight Frank, Core

UAE REAL ESTATE MARKET 2019

OUTLOOK

- The office market is expected to remain under pressure due to subdued market conditions and Covid-19 consequences.
- However, the government has launched multiple initiatives to target new and existing businesses. On one hand, it is trying to attract new entrants / entrepreneurs and on the other hand it is also making business conditions favorable for existing businesses by reducing costs, easing government process and reducing restrictions on ownership.

Sources: Asteco, Knight Frank, Core



FINANCIAL HIGHLIGHTS

FY 2019

- **Rental Income** +5.1% year-on-year under challenging market conditions to USD 64.5m (AED 236.7m)
- **Total Property Expenses** -14.9% year-on-year to USD 14.2m (AED 52.2m)
- **Total Property Income** +4.2% year-on-year to USD 72.9m (AED 267.6m)
- **Net Property Income** +10.2% year-on-year to USD 58.7m (AED 215.4m) vs USD 53.2m (AED 195.4m) in FY 2018
- **EBITDA** +2.5% year-on-year in EBITDA to USD 33.4m (AED 122.5m) in spite of a 113.8% increase in provisions on receivables



FINANCIAL HIGHLIGHTS

FY 2019

- **Provisions** amounted to USD 6.9m (AED 25.6m) in FY 2019 vs USD 3.3m (AED 12.0 m) in FY2018
- **Profit before Fair Valuation** amounted to USD 4.4m (AED 16.1m) vs 11.3m (AED 41.5m) in FY2018



FINANCIAL HIGHLIGHTS

FY 2019



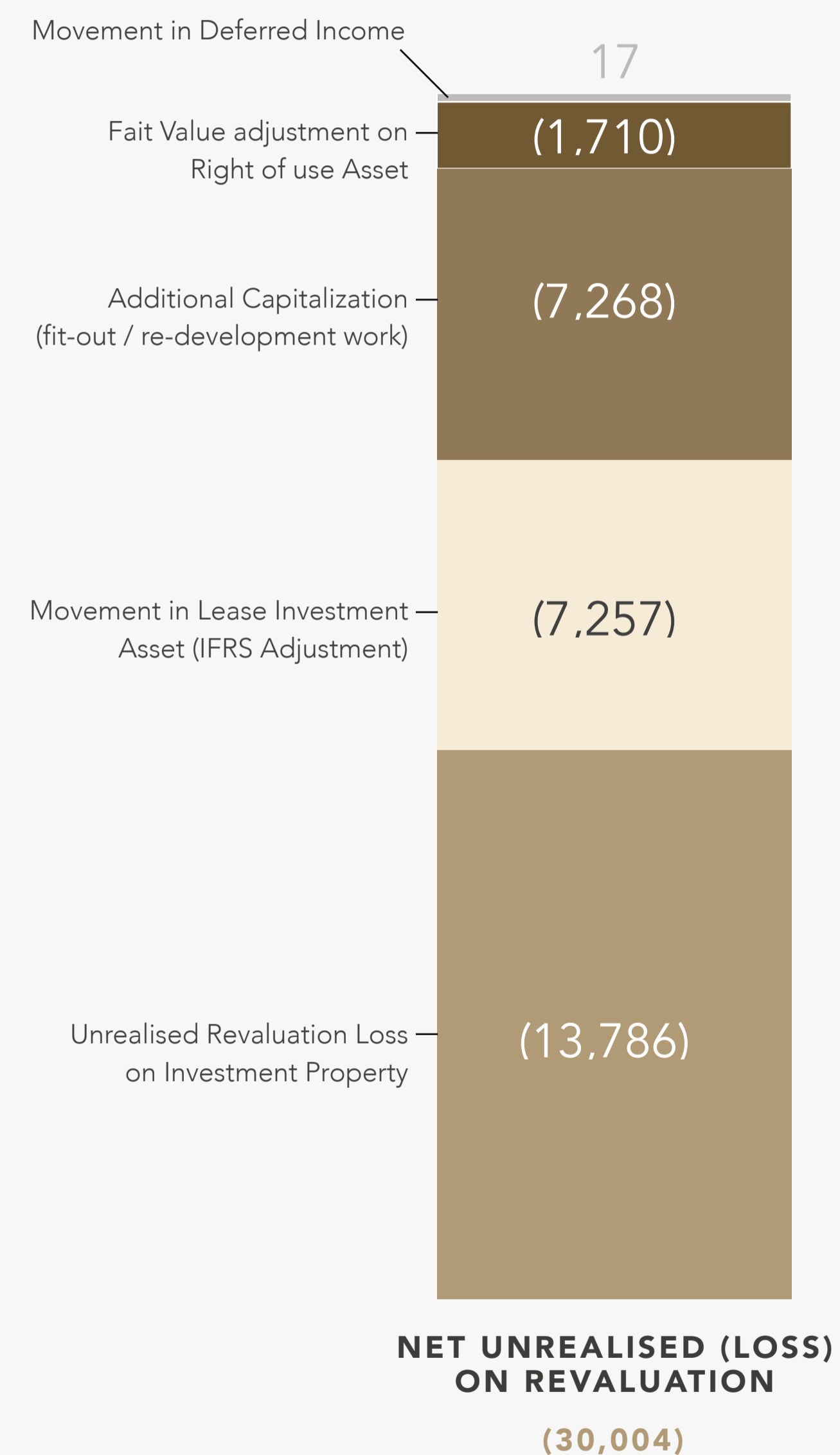
Fair Valuation Losses USD 30.0m (114.0m)

Net Loss after Fair Valuation USD 25.6m (AED 94.0m)

SECTOR	EMIRATES REIT PORTFOLIO	PRIME DUBAI TRENDS*
Office	8 - 9.5%	7.5%
Education	8.4 - 9.75%	8.5%
Retail	8.0 - 8.1%	8.0%

In 2019, the yields taken by the Independent Valuers haven't changed - except for DIP School for which the yield has increased to reflect the associated vacancy risk. Attached the REIT yield movements per asset since 2014.

* Source: Knight Frank Investment Market Research



FINANCIAL HIGHLIGHTS

FY 2019

- **Net Asset Value** stands at USD 469.7m (AED 1.7bn) or USD 1.57 per share as at 31 Dec 2019
- **Liquidity** stood at USD 48.4m (AED 177.9m) vs USD 38.2m (AED 140.2m) in FY 2018
- **Loan to Value (LTV)** stands at 47.9%





PORTFOLIO HIGHLIGHTS

OPERATIONAL HIGHLIGHTS

FY 2019

- **Leasing**
 - 71 new leases (120,160 sqft) signed during 2019
- **Renewals**
 - Over 155,000 sqft of renewals (93 leases)
 - Since Jan 2020, renewal of the two largest office tenants for 5 years accounting 4% of Total Rental Income
- **5.1% increase in rental income and 4.2% increase in total property income**
 - Resulting from new leases plus full year impact of new assets added to the portfolio in 2018



OPERATING MARGINS

FY 2019

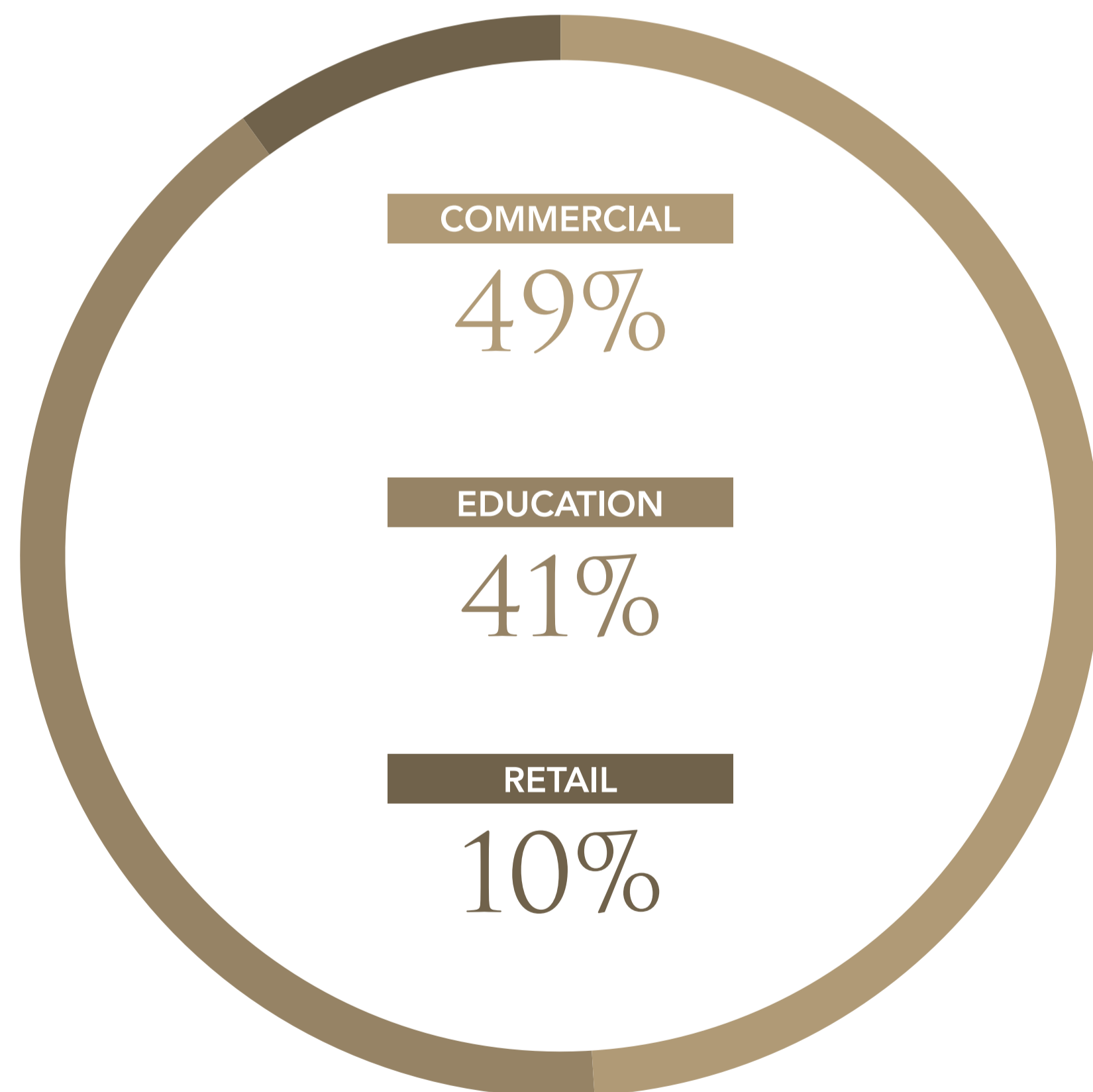
- Improvement in operating margins from 76.1% in FY 2018 to 80.5% FY 2019
 - Renegotiation of all contracts
 - Index Tower asset under direct management of Equitativa
 - Continuous monitoring of all expenses
- Net Property Income increase by 10.2%

PROPERTY HIGHLIGHTS

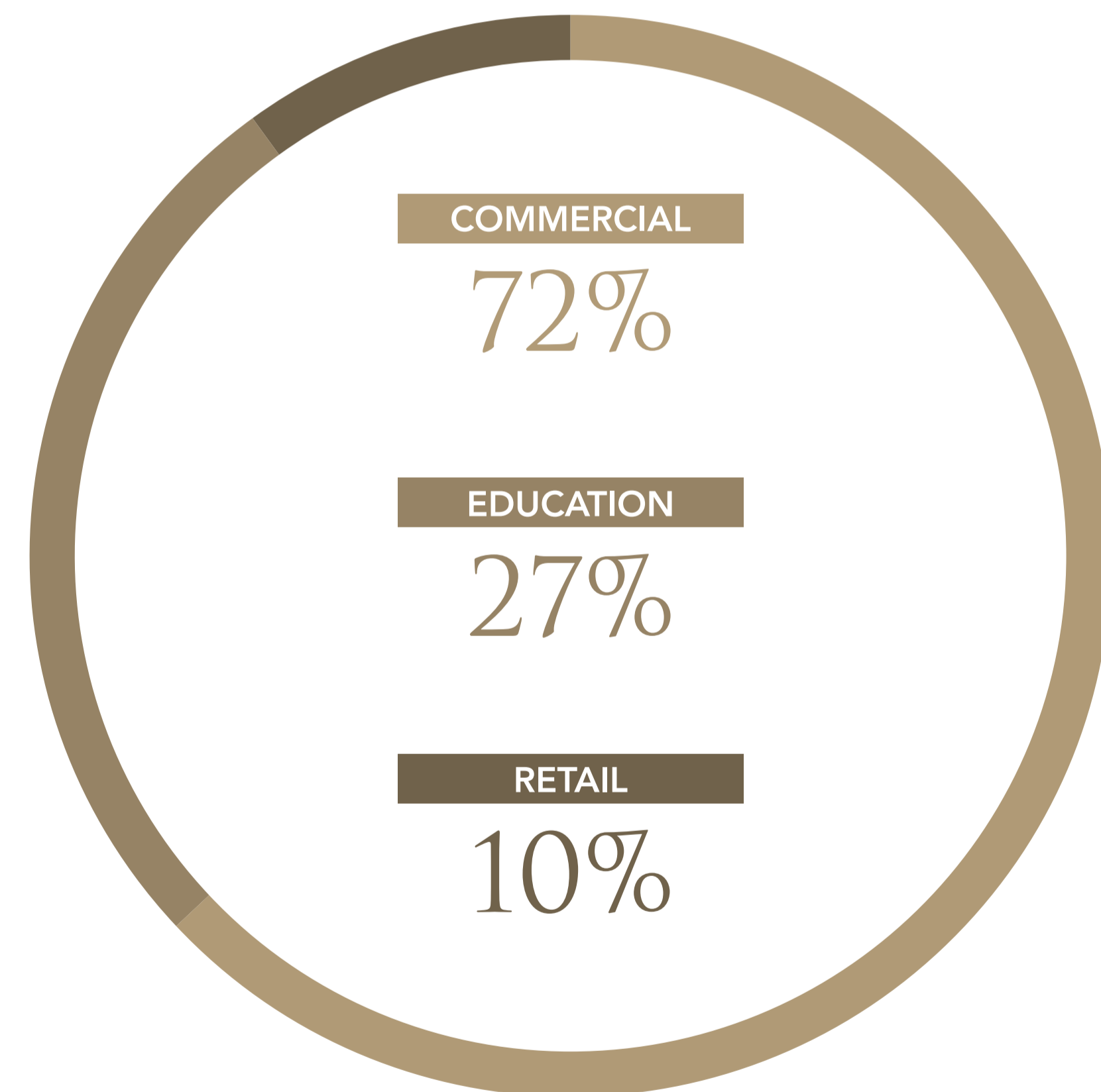
FY 2019



LEASABLE AREA BY UNIT TYPE



INCOME BY UNIT TYPE



PROPERTY OPERATIONS HIGHLIGHTS

FY 2019



INDEX TOWER

- Occupancy 50%
- 38,000 sqft of new lease (33 leases) and 45,000 sqft of renewals (44 leases)
- 21,300 sqft of non renewed leases
- Working on 15 active leads at the moment, mainly on Core & Shell space which equals to 60,000 sqft NLA or 30% of the vacant space

EUROPEAN BUSINESS CENTRE

- Occupancy 71%
- Opening of metro, currently testing - ending 18 month isolation
- Repositioning opportunity and working on retail

OFFICE PARK

- Occupancy 89%
- Secured 45,497 sqft with 8 new leases
- Desirable property and good pipeline, 10 active leads / 65,000 sqft

LOFT OFFICES

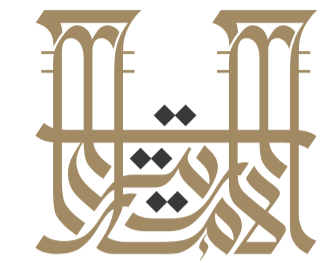
- Occupancy 56%
- Repurposing Loft Offices 3, with 42 offices converted into 6 larger units
- Loft Offices 1 & 2 are 68% occupied combined
- Active marketing

LYCÉE FRANCAIS JEAN MERMOZ

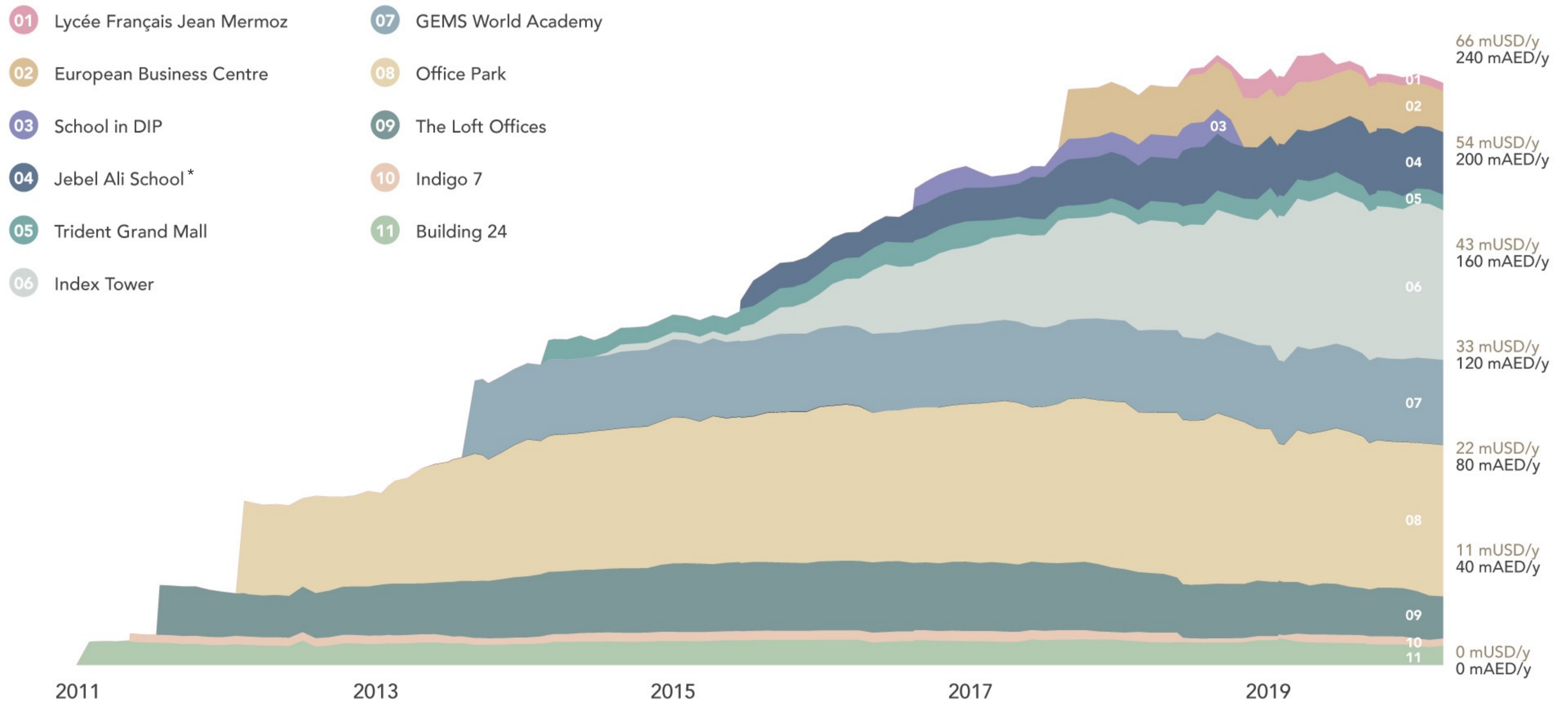
- Extension in progress, currently on schedule

Occupancy: as at 31 December 2019

ANNUALISED RENT PER PROPERTY



FY 2019



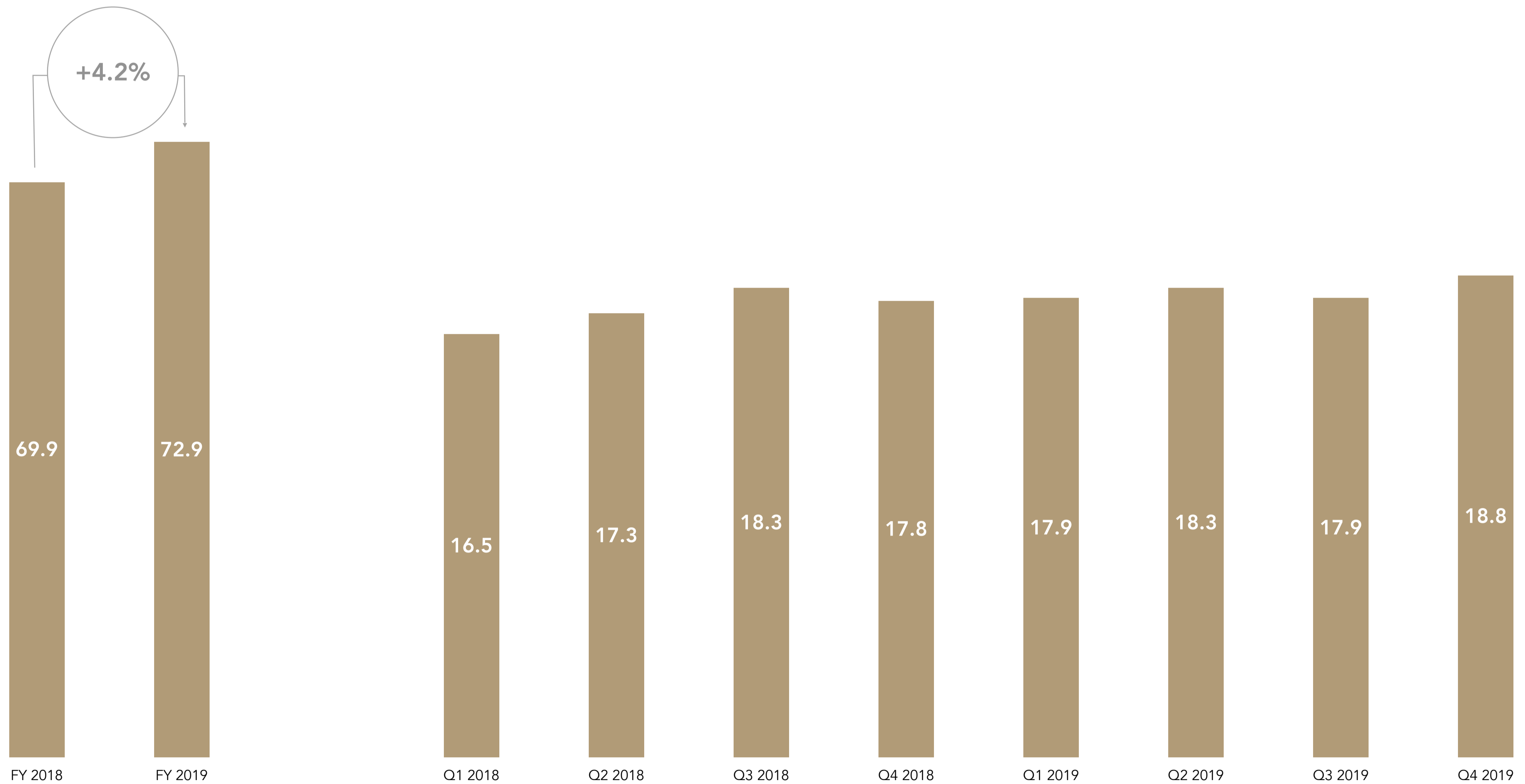
* Contracted income without provisions



FINANCIAL HIGHLIGHTS

TOTAL PROPERTY INCOME

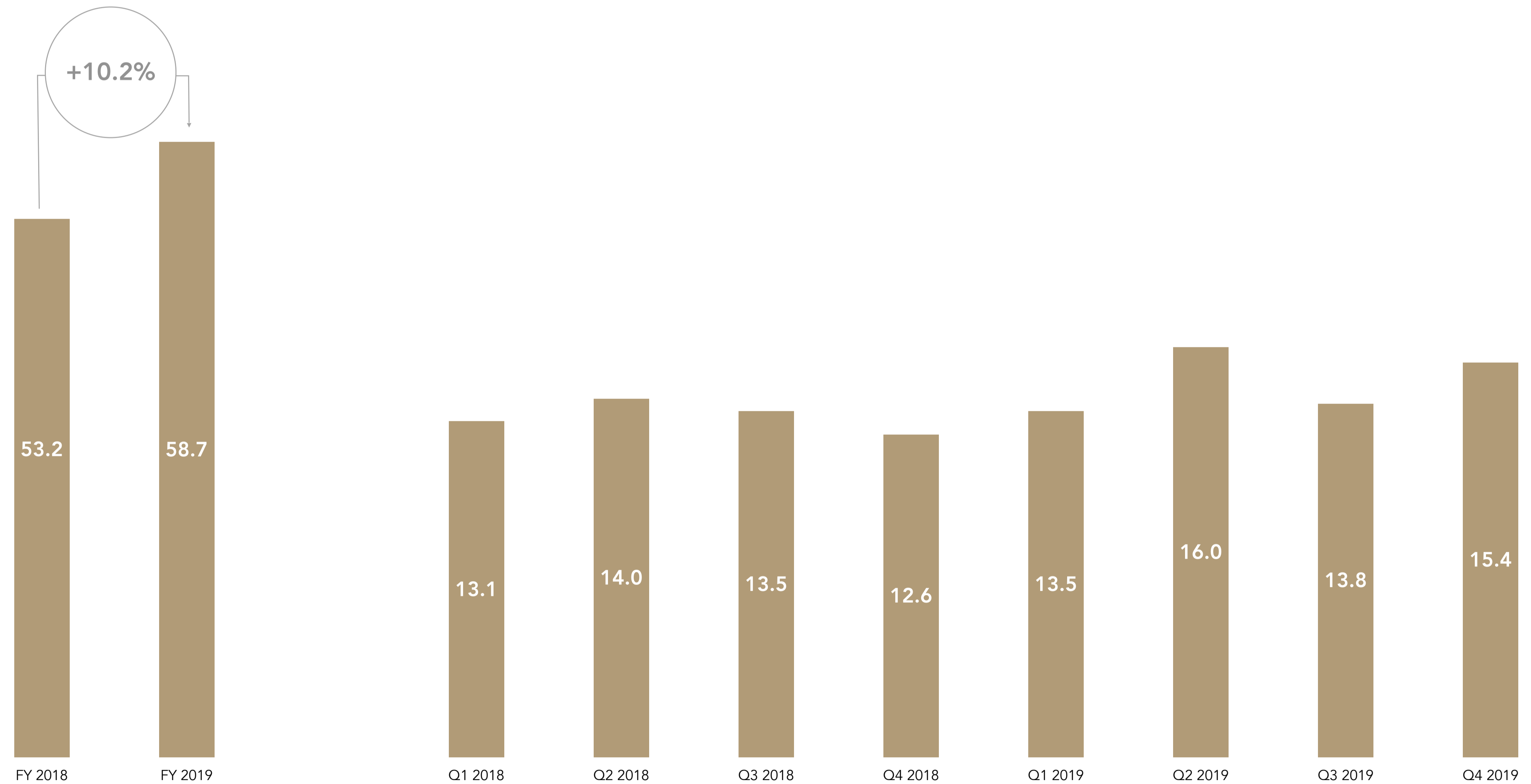
(USD M)



Total Property Income: This includes Rentals, Service Fee and Other Property Income

NET PROPERTY INCOME

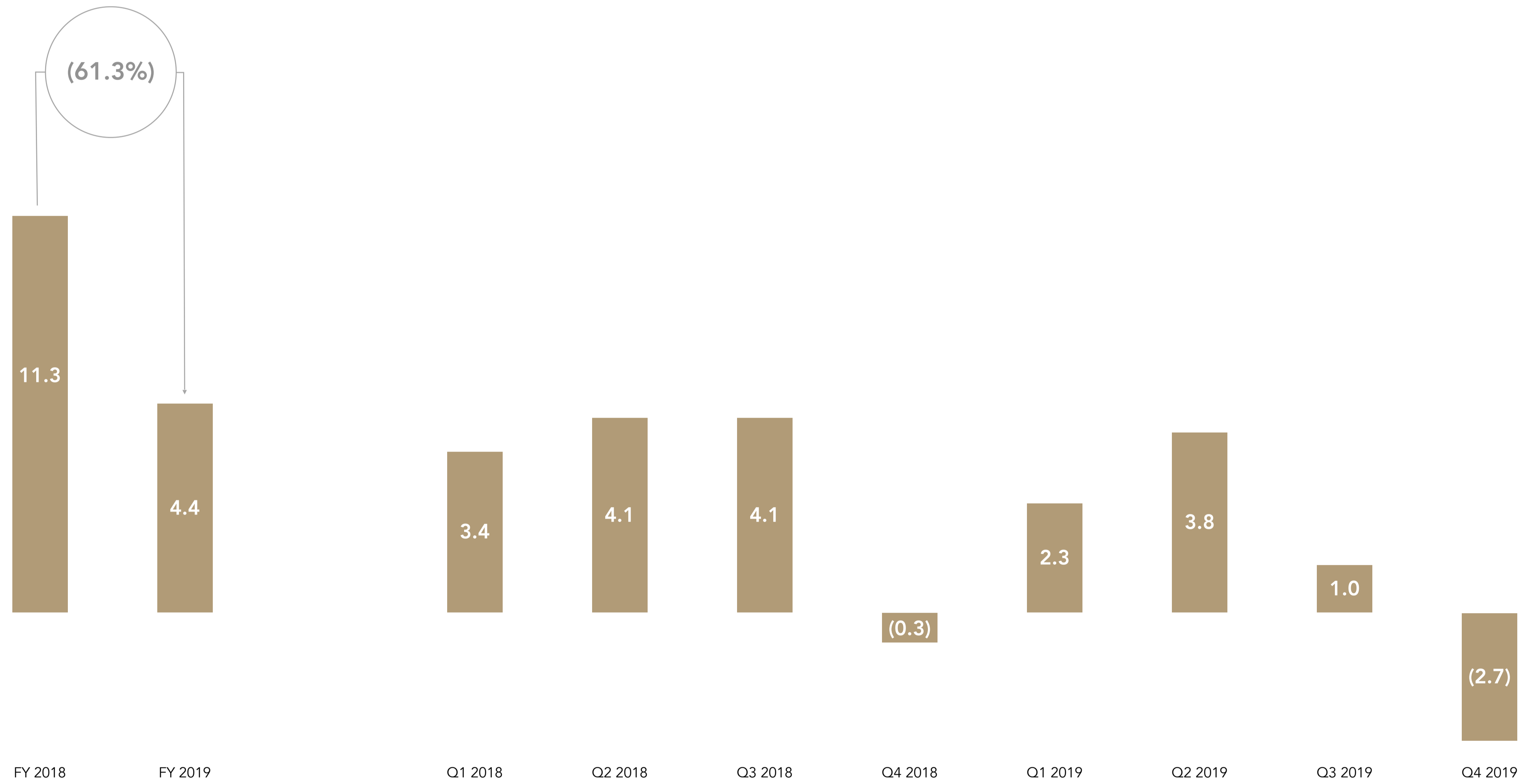
(USD M)



Net Property Income: Total Property Income less Property Operating Expenses

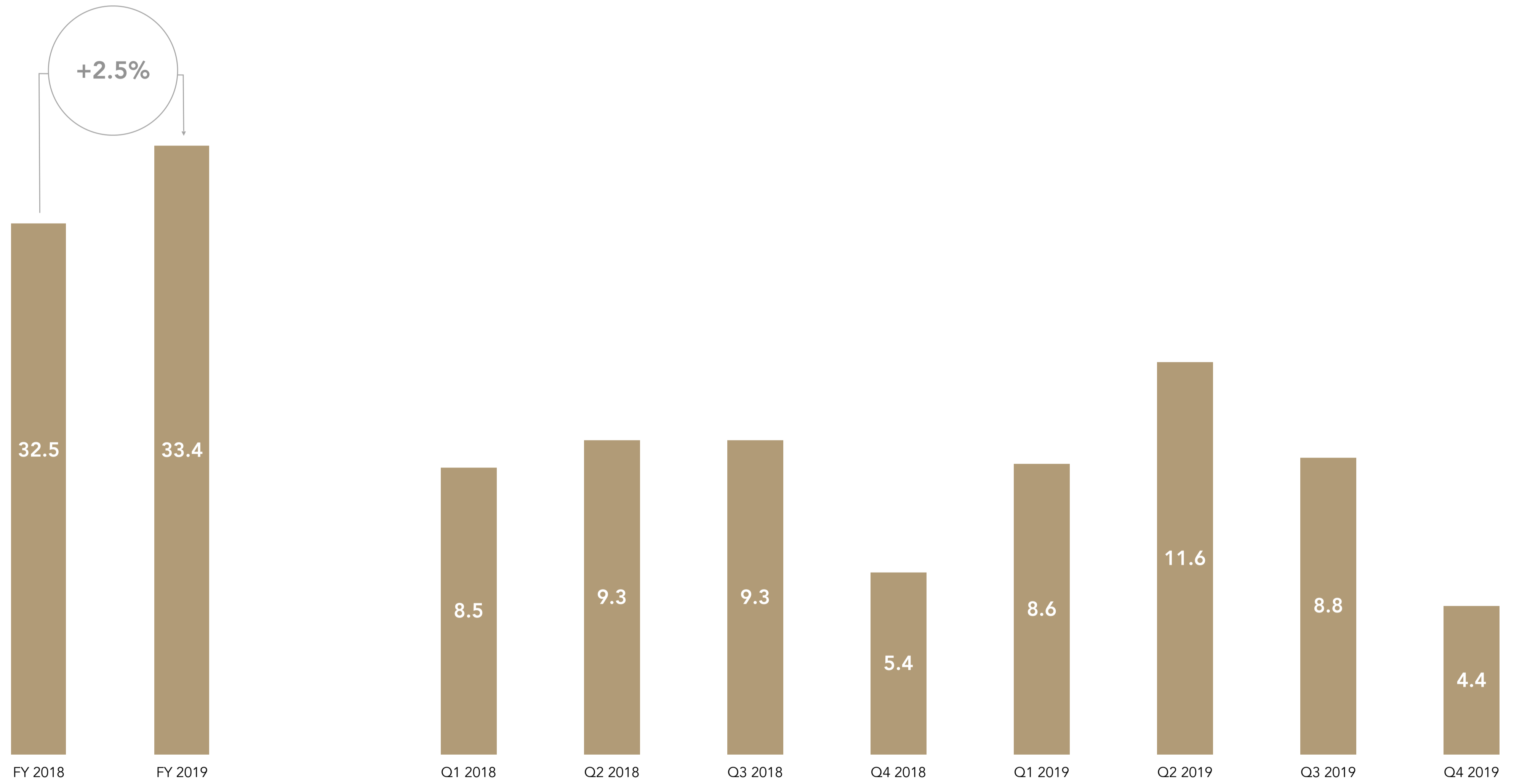
FFO

(USD M)



EBITDA

(USD M)



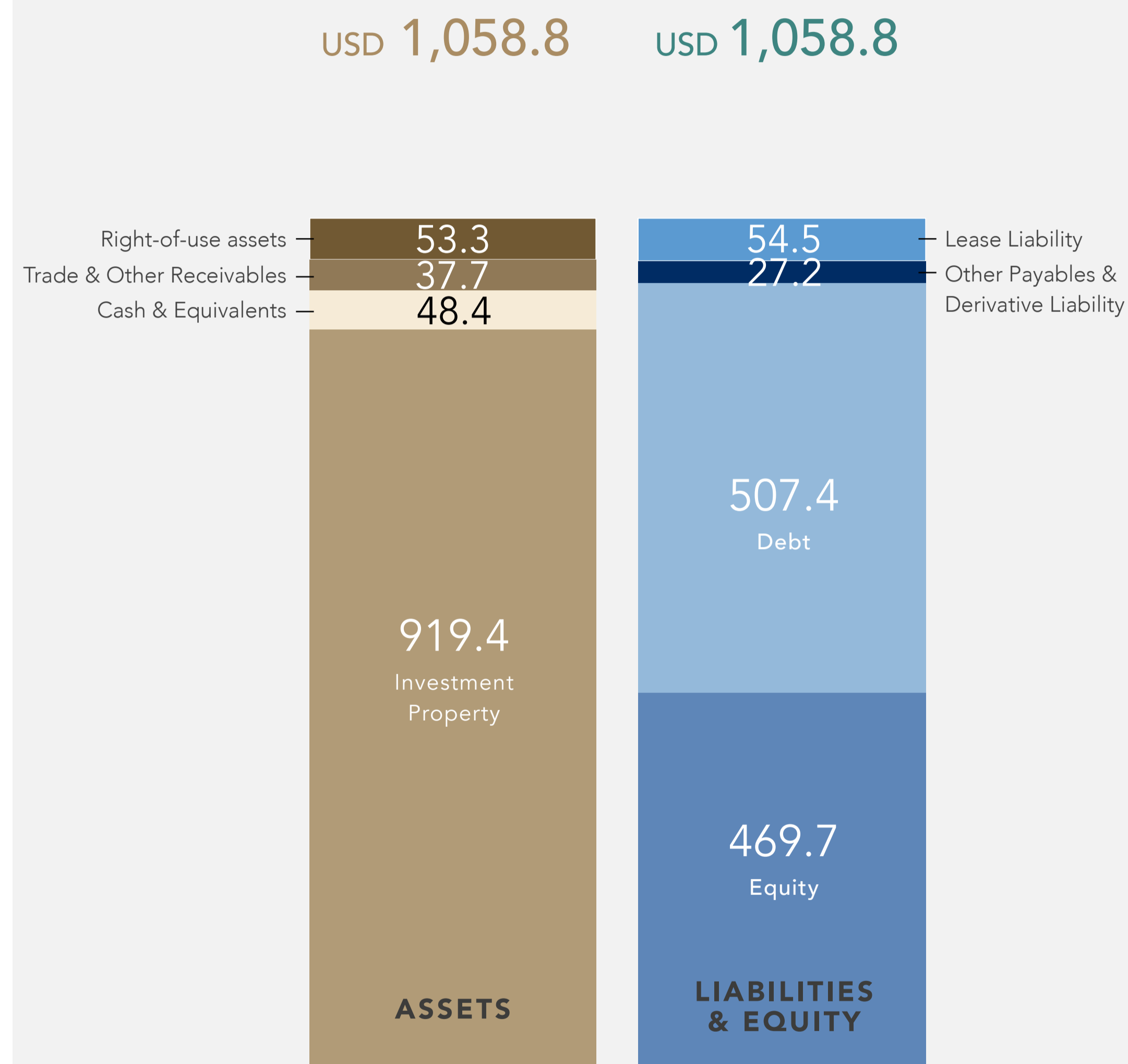
BALANCE SHEET OVERVIEW

FY 2019



IN USD M	31 DEC 2019	31 DEC 2018	CHANGE
INVESTMENT PROPERTY	919.4	939.9	(2%)
TOTAL ASSETS	1,058.8	1,009.7	+5%
ISLAMIC FINANCING	507.4	463.6	+9%
TOTAL LIABILITIES	589.1	489.7	+20%
EQUITY	469.7	520.0	(10%)
LTV RATIO (%)	47.9%	45.9%	+4%
NAV PER SHARE	1.57	1.74	(10%)
LIQUIDITY	48.4	38.2	27%

Includes impact of the adoption of the new IFRS 16 standards



31 December 2019

SUMMARY

FY 2019



USD 919m
PORTFOLIO VALUE

222,936 m²
NET LEASABLE AREA

USD 470m
NET ASSET VALUE

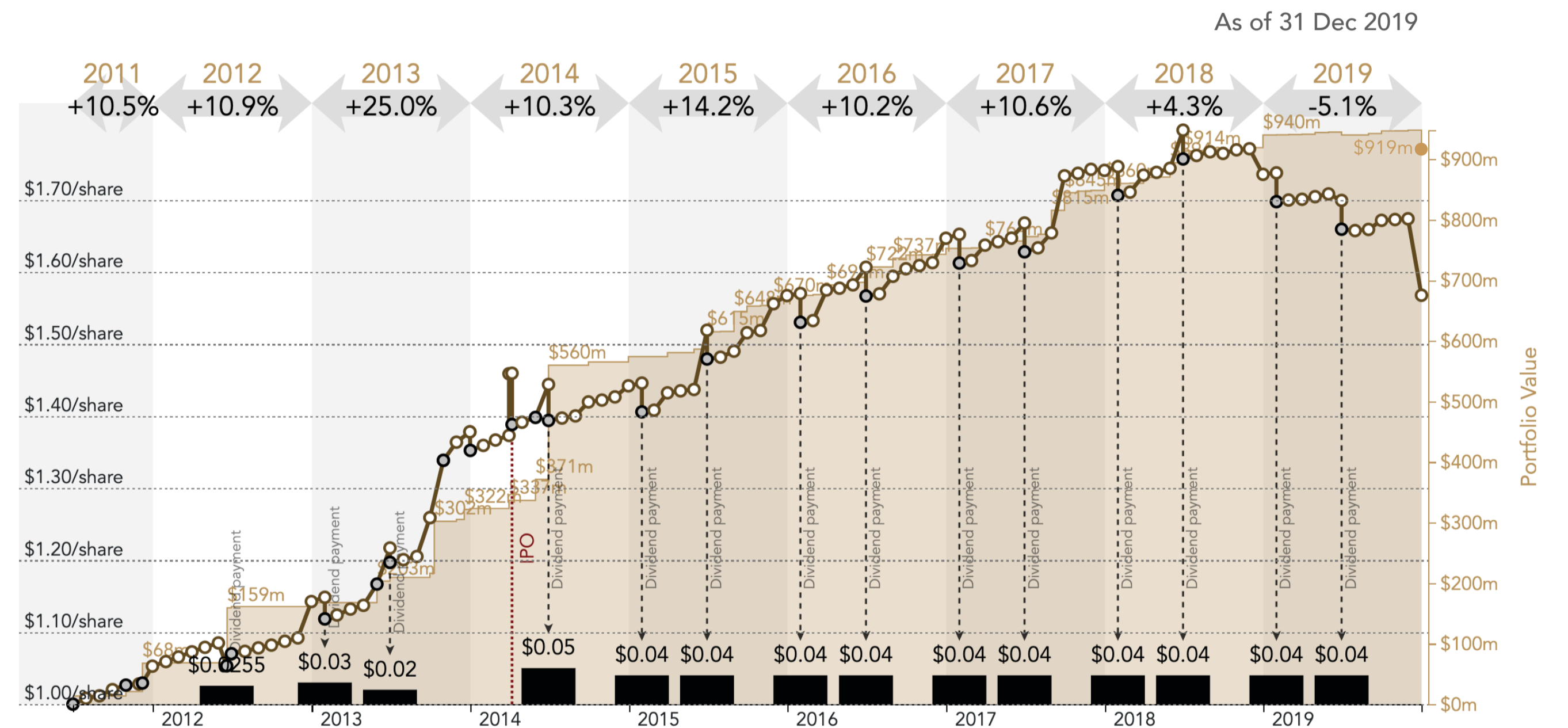
73%
OCCUPANCY

USD 1.57 per share
NET ASSET VALUE

7.6 years
WAULT⁽¹⁾

11 Properties

331 Tenants



NAV per share is calculated by the REIT administrator. Growth rates are adjusted for dividends and annualized. For 2011, 2012 and 2013, the NAV per share was calculated in accordance with the REIT's Articles of Association, not IFRS. From 2014, the NAV has been calculated in accordance with IFRS. The historical NAV per share data presented in the figure above has been adjusted to reflect the sub-division of Shares by a factor of 100 on 26 January 2014.

(1) Weighted average unexpired lease term



EQUITATIVA COVID-19

COVID-19 RESPONSE INTERNAL & PREVENTIVE MEASURES

As we continue to experience a truly unprecedented situation with how the pandemic is affecting all of our families, our businesses and our way of life, we wanted to share how Equitativa is addressing the impacts of COVID-19 Coronavirus.

How we are responding...

- Quick actions
- Precautionary measures
- Continuation of efficient operations
- Adapting to new measures



COVID-19 RESPONSE

INTERNAL & PREVENTIVE MEASURES



- **Communication:** Our management team have been regularly communicating important government announcements, news on new legislation and market updates to employees to enable quick actions when required.
- **Enabling Work Flexibility:** All face to face meetings are restricted until further notice. We have been able to adapt to the challenges that many firms have faced with transitioning to remote working with the right connectivity tools, IT infrastructure, and Cybersecurity in place to allow for our operations to continue to work efficiently
- **Sanitization & Operational Measures:** We have implemented several initiatives to ensure the safety of our buildings, including placing extra hand sanitizing stations around our properties and increasing the frequency of office and common area cleaning

COVID-19 RESPONSE INTERNAL MEASURES



Equitativa' Group online management software developed over the last 15 years with the following features:

- Always up to date and remotely accessible by employees, tenants, clients, asset managers, auditors, etc
- Acquisitions deal flow of over 1,500 assets
- Asset management, occupation, leasing agreements, tenant checks
- Payments, cashflow, live NAV, access to auditors

Stopping all travel and working remotely has been a smooth transition. Extra features have been implemented such as internal and external virtual meeting for ease of business continuity



COVID-19 RESPONSE DEFENSIVE SECTORS & PORTFOLIO RESILIENCE



Key commercial tenants operate in industries which are not primarily affected by the current market conditions

- Our largest pharmaceuticals tenant Boehringer Ingelheim has just renewed its lease and make up 11% of the annual rental income at Index Tower
 - American Health IT supplier Cerner Corporation makes up 16.4% of the annual rental income for Office Park
 - Bayer annual rental income represents around 10% of Office Park
- Nokia represents around 10% of Office Park income
 - Coca-Cola represents around 6% of Office Park income
 - Despite some market pressure within the education sector, GEMS World Academy (GEMS) and Lycée Français Jean Mermoz (LFJM) has been on time with their rental payments.

COVID-19 RESPONSE INTERNAL MEASURES

PERSONALIZED TENANT SUPPORT

- Review tenants on a case by case basis
- Provide adapted and customized support
- Considering flexible deals to secure renewals and long term tenant retention
- Focus on a long term view for tenants and investors
- Conducting means tested support for tenants, including rent free periods in exchange for lease extensions



QUESTIONS & ANSWERS



THANK YOU

