

# Dubai Investments PJSC Q1 2019 Investor Presentation



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# Management Summary

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# A Diversified Investment Company Listed on DFM - Market Cap. of c. AED 6.4 Bn<sup>1</sup>

Dubai Investments Overview – Total Assets of over AED 20.1 billion with over 16,700 shareholders

## A Glance at Dubai Investments



Property, manufacturing, contracting & services and investment businesses

An incubator of more than **35** subsidiary / associate companies with more than **3,800** employees

- 1 Undertakes real estate development projects / leasing of real estate portfolio
- 2 Manufactures and sells materials used in construction projects, provides district cooling services
- 3 Produces and distributes pharmaceuticals, aluminum, extruded products and furniture
- 4 Provides Investment Banking and Asset Management services, invests in new ventures and initial public offers, bonds, funds and shares

Note: Figures are rounded to the nearest decimal

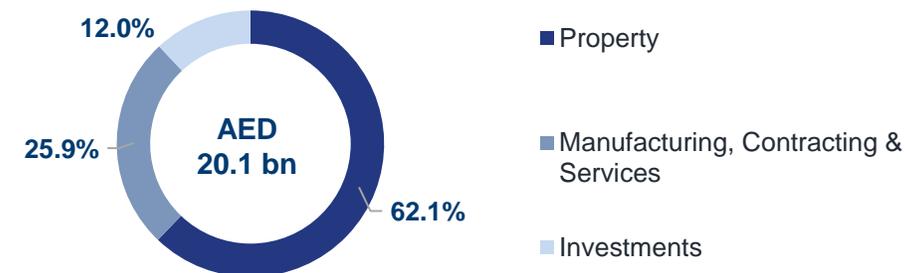


1 As of 24th April 2019

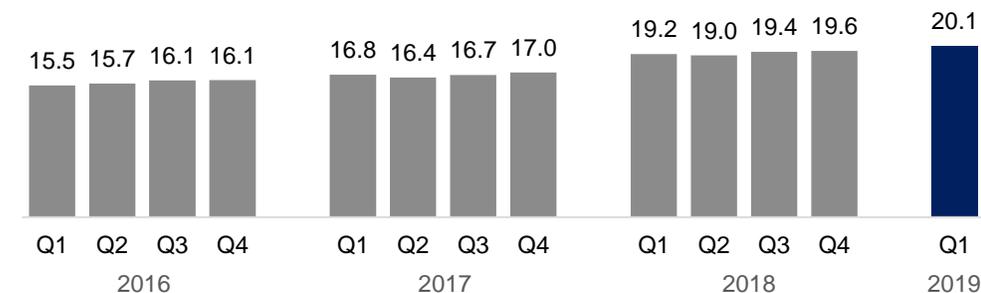
## Shareholders (March 2019)



## Business Segments by Assets (Dec 2018)



## Total Quarterly Assets (in AED bn)



Source: DI Management & DI Financial Consolidated Report

# Board of Directors



## Chairman – Sohail Bin Fares Al Mazrui

Mr. Sohail Al Mazrui has wide experience in Petroleum Engineering and executive experience in the Oil Industry. He is the former CEO of Abu Dhabi National Oil Company (ADNOC) as well as the former CEO and Chairman of Aabar. He holds a degree in Petroleum Engineering and currently is also a Board member of Invest Bank as a Vice Chairman



## Vice Chairman– Hussain Mahyoob Sultan Al Junaidy

Mr. Hussain Al Junaidy has been the Chairman and CEO of various companies in the Oil and Gas Industry. He is also the founder and former Group CEO of Emirates National Oil Company (ENOC). He holds a Bachelor of Science in Civil Engineering and is a Chartered Civil Engineer. He is also a Business graduate from School of Business, University of Pittsburg, USA



## Director – Ali Fardan Al Fardan

Mr. Ali Fardan Ali Al Fardan has significant experience in Real Estate Management, Property Investments, Capital Investment Management and Hospitality Management. He holds a Bachelor of Science in Management and Information System. He is also currently the Vice Chairman of Al Fardan Group, Managing Director of Al Fardan Real Estate, CEO of First Investor LLC, Board Member of Al Mal Capital PSC and Board Member of Commercial Bank of Dubai PJSC



## Director – Mohamed Saif Darwish Ahmed Al Ketbi

Mr. Mohamed Al Ketbi has experience in Investments & Projects, Real Estate and Hospitality Sectors. He holds a Bachelor Degree in Business Administration majoring in Business Management. He is currently the Board Member of AHI Carrier FZC, Vice Chairman of Danat El Emarat Hospital Project, Board Member of Marka PJSC and Board Member of Al Mal Capital PSC



## Managing Director & CEO – Khalid Jassim Bin Kalban

Mr. Khalid Bin Kalban has extensive experience in Manufacturing & Industrial sectors as well as Financial, Investment and Real Estate sectors. He holds a degree in Business Management from USA and is a Management Major from Metropolitan State College, USA. He is also currently the Chairman of Marka PJSC, Chairman of Al Mal Capital PSC, Board Member of National General Insurance PJSC, Board Member of the Islamic Bank of Asia (Limited), Board Member of Arcapita Investment Management B.S.C and Board Member of Ajman Bank PJSC



## Director –Abdulrahman Ghanem A. Al Mutaiwee

Mr. Abdulrahman Ghanem A. Al Mutaiwee is a high-ranking diplomat and has held senior management positions in various ministries and government establishments. He has also served as the Ambassador of the UAE to the Court of St. James and Iceland. He is currently the Director in the Ministry of Foreign Affairs and International Cooperation. He holds a Bachelor's Degree in Economics from Cairo University and Diploma in Banking and Financial Studies from New York

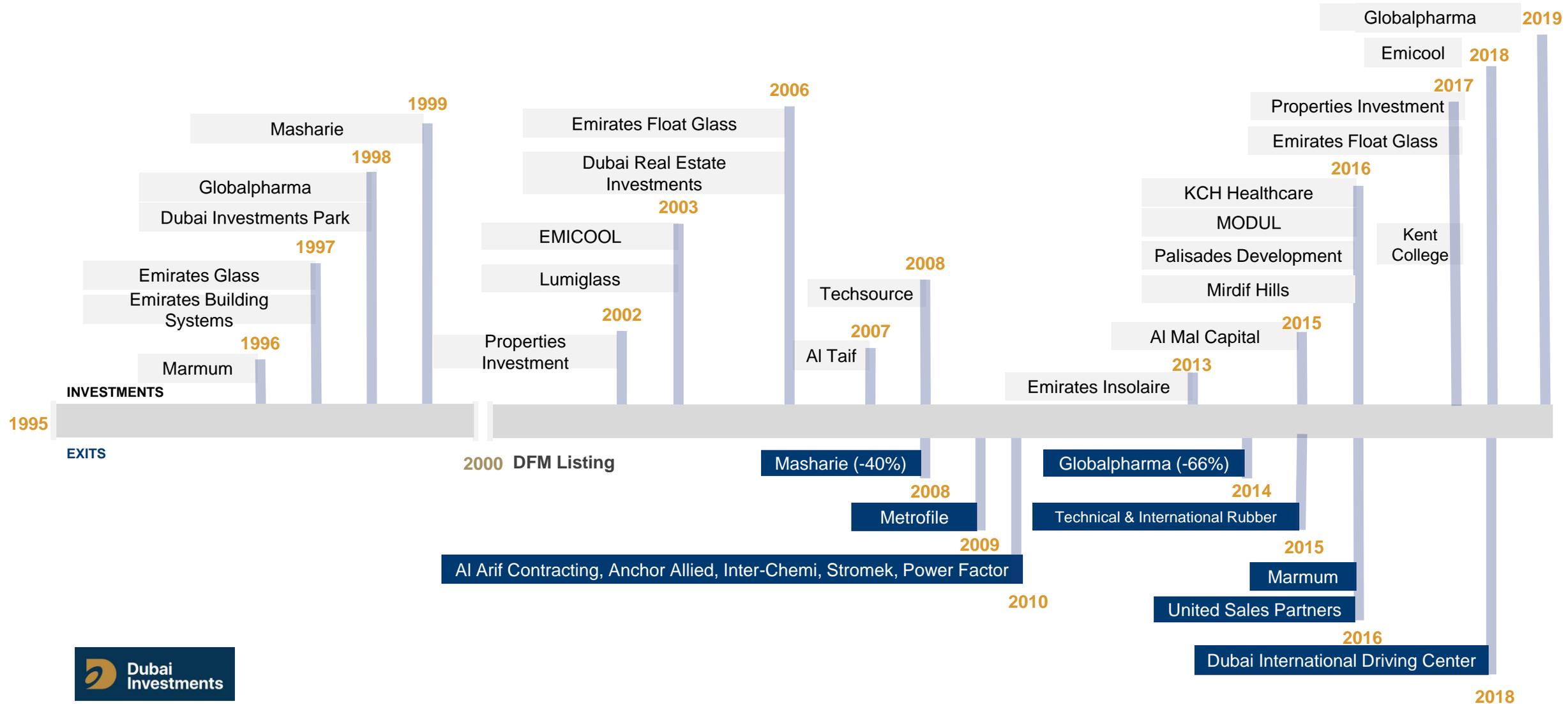


## Director – Mr. Khaled Mohammad Al Kamda

Khaled Al Kamda has over three decades of senior management experience across a number of sectors including airlines, private equity and banking and has also held senior management positions in government establishments. He holds a Bachelor's Degree in Electrical Engineering from Florida Institute of Technology, USA and a MBA Degree from Cranfield School of Management, England

# 22 Years of Building Businesses and Creating Shareholder Value

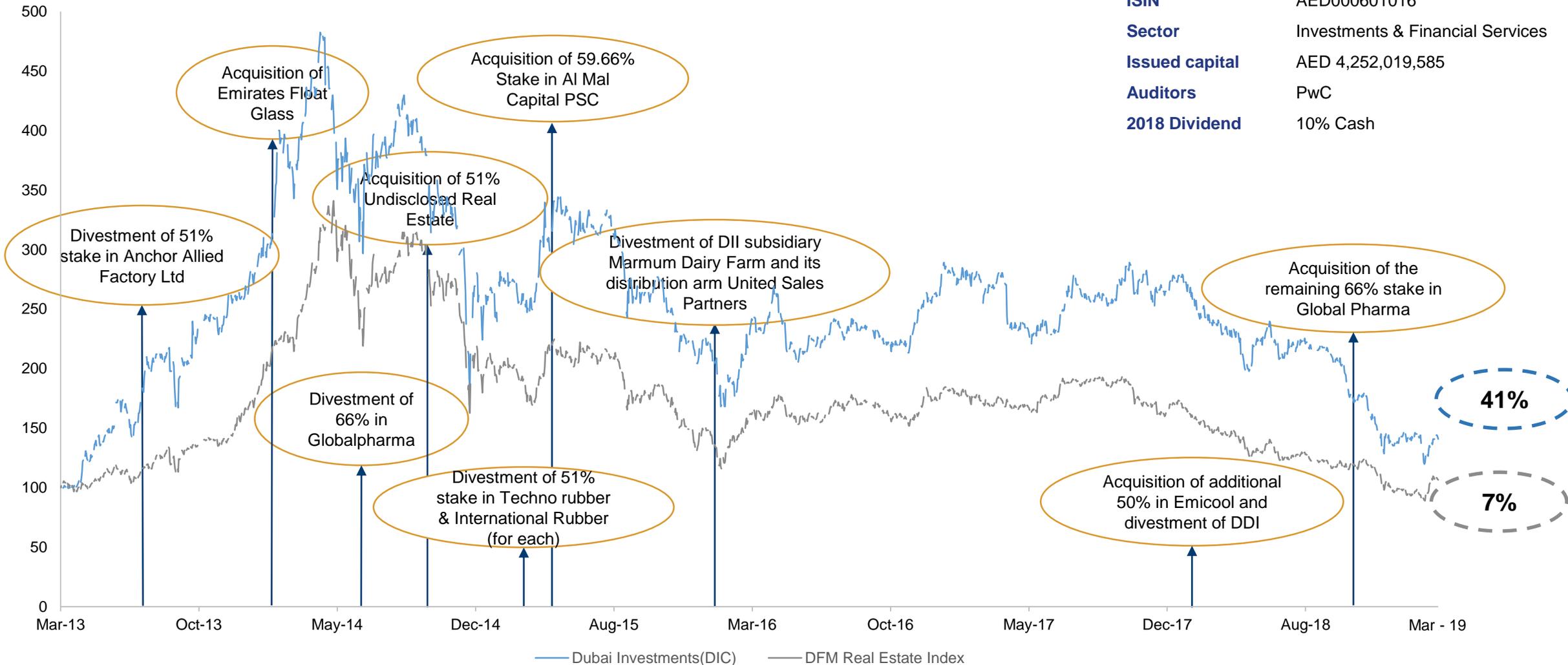
Long-term investment approach in building underlying value of investees – provide the necessary strategic direction along with growth capital; Exit businesses which have matured - enhance shareholder value through the capital gains



# Significantly Outperformed the DFM Real Estate Index

DI has been enhancing shareholder returns

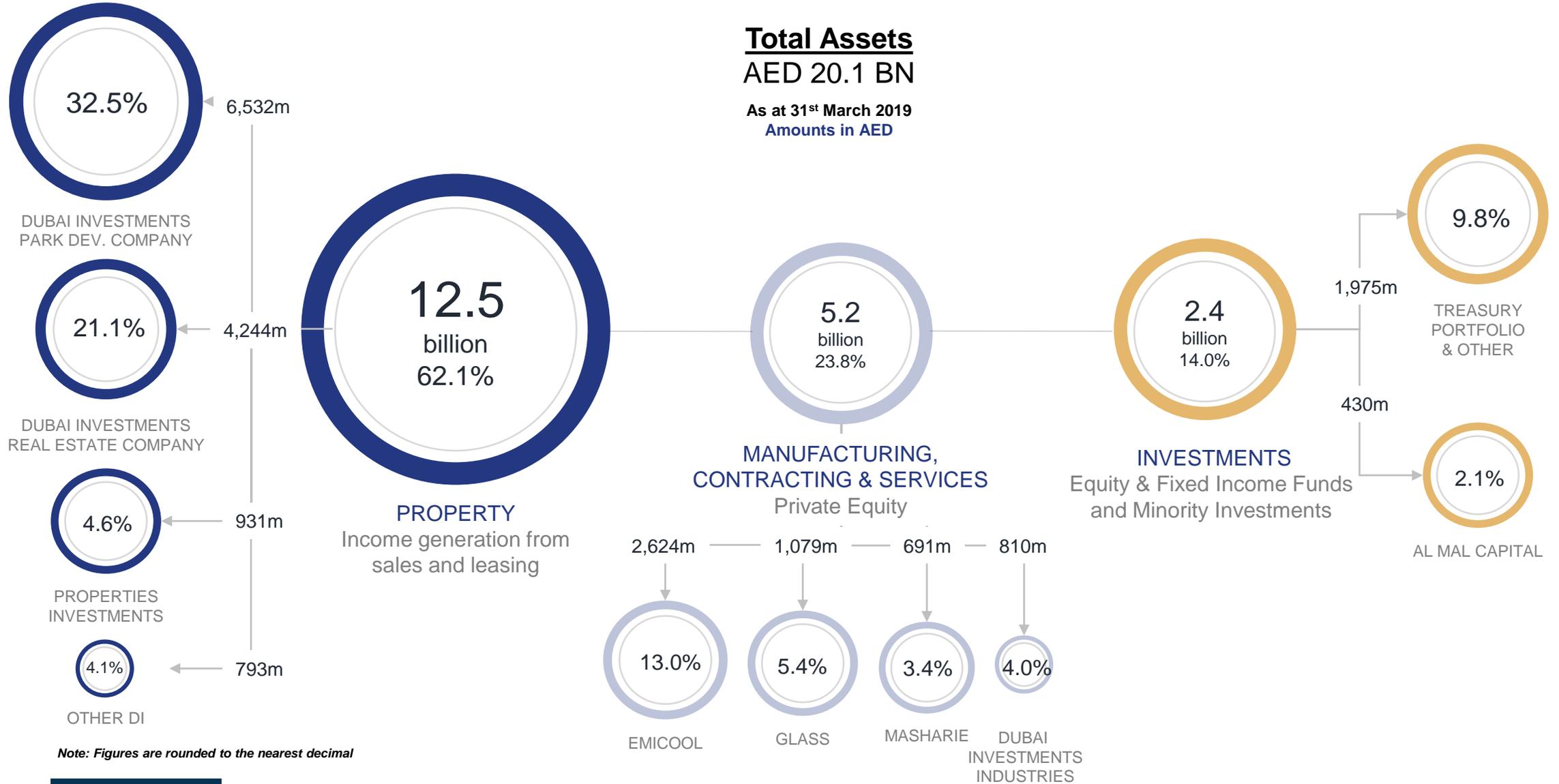
<b>Exchange</b>	Dubai Financial Market
<b>Symbol</b>	DFM:DIC
<b>ISIN</b>	AED000601016
<b>Sector</b>	Investments & Financial Services
<b>Issued capital</b>	AED 4,252,019,585
<b>Auditors</b>	PwC
<b>2018 Dividend</b>	10% Cash



# Diversified Portfolio of Assets, with a Focus on Real Estate

**Total Assets**  
AED 20.1 BN

As at 31<sup>st</sup> March 2019  
Amounts in AED



Note: Figures are rounded to the nearest decimal



\*Percentages highlighted above relate to Q1 2019 total assets

# Flagship asset: Dubai Investments Park - a “City within a City”

TOTAL AREA <b>23</b> million m <sup>2</sup>	NET LEASE <b>17</b> million m <sup>2</sup>
LEASED PLOTS <b>~1,100</b>	INDUSTRIAL <b>60%</b>
LEASED <b>98%</b>	RESIDENTIAL <b>32%</b>
Q1 2019 INCOME <b>190</b> AED million	COMMERCIAL <b>8%</b>



Note: Figures are rounded to the nearest decimal

# Management Strategy: Generate Sustainable Cash Flows to Maximize Shareholder Returns



## Q1 2019 - Financial Highlights

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# Key Messages – Q1 2019 (Three month period ended 31<sup>st</sup> March 2019)

## Group Result

- Total Income for Q1 2019 amounted to AED 705.9 million as compared to AED 927.2 million in Q1 2018. Included in total income are gains of AED 333 million in Q1 2018 and AED 55 million in Q1 2019 related to M&A transactions
- The Group achieved profit attributable to shareholders of AED 202 million in Q1 2019 as compared to AED 362 million in Q1 2018. Excluding gains on M&A transactions as mentioned above, the Group's profit for Q1 2019 has increased by AED 118 million largely on account of increase in gain on fair valuation of investments.
- Total Assets reached AED 20.1 billion, growing primarily due to consolidation of Global Pharma and adoption of IFRS 16. The Group maintained healthy cash balance of AED 0.8 billion as at Q1 2019. Increase in fair valuation gain on investments due to improved market conditions.

## Portfolio

- Growth in rental income by 4.7% in Q1 2019 vis-à-vis Q1 2018 driven by contract renewals and the increase in sub-leasing income at DIP
  - DIP continues to remain a flagship asset representing 84% of total rental income
- Key events in Q1 2019:
  - Acquisition of additional 66% equity in Globalpharma, now a wholly owned subsidiary
  - Adoption of IFRS 16 accounting policy

## Real Estate Projects

- Mirdif Hills project passed 50% milestone, sales of Nasayem Avenue launched
  - Signed contract with Millennium Hotels & Resorts MEA to build Copthorne Creek Hotel
- Work progressed ahead of schedule on the AED 460 million Fujairah Business Centre being developed by Al Taif Investment.
- Dubai Investments started infrastructure work on Palisades (DIP)

# Q1 2019 – Financial Performance: Strong and profitable company

TOTAL INCOME <b>705.9</b> AED million	TOTAL EXPENSES* <b>(538.4)</b> AED million	EBITDA <b>288.6</b> AED million	ATTRIBUTABLE NET PROFIT <b>202.0</b> AED million	EPS <b>0.05</b> AED per share
TOTAL ASSETS <b>20.1</b> AED billion	CASH <b>0.8</b> AED billion	TOTAL LIABILITES <b>7.8</b> AED billion	DEBT / EQUITY# <b>46.0%</b>	ROE** <b>6.8%</b>

\* Includes Direct Operating Costs, S.G.&A. and Finance Expenses

# Calculated as Debt/Equity Attributable to Owners of the Company

\*\* Annualized Attributable to Owners of the Company

Note: Figures are rounded to the nearest decimal

# Q1 2019– Key Performance Indicators: Decline in revenues impacting overall profitability margins/ratios

## Income and earnings (AED m)

	Q1 2019	Q1 2018	y-o-y (%)
<b>Total income</b>	<b>705.9</b>	<b>927.2</b>	<b>(23.9%)</b>
Total expenses*	(538.3)	(590.7)	(8.9%)
Profit for the period	196.1	357.9	(45.2%)
<b>Attributable profit</b>	<b>202.0</b>	<b>361.9</b>	<b>(44.2%)</b>
<b>EBITDA</b>	<b>288.6</b>	<b>138.9</b>	107.9%
EPS (AED)	0.05	0.09	(44.2%)
ROE % <sup>#</sup>	6.8%	11.4%	(4.6%)
ROA % <sup>#</sup>	4.0%	7.5%	(3.5%)

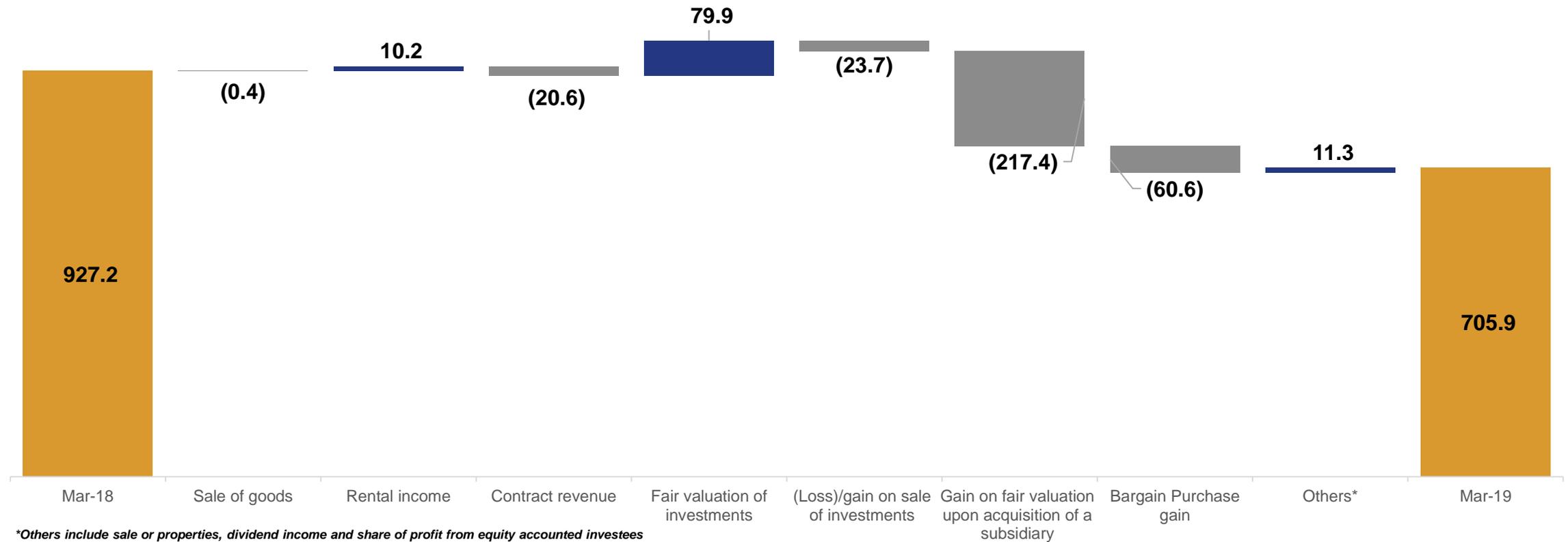
\* Includes Direct Operating Costs, S.G.&A. and Finance Expenses

# Annualized Attributable to Owners of the Company

Note: Figures are rounded to the nearest decimal

# Total Income Movement Year-on-Year

## Total Income Bridge (AED m)



\*Others include sale of properties, dividend income and share of profit from equity accounted investees

Note: Figures are rounded to the nearest decimal

# Evolution by Quarter: Rental Income Portfolio remains key contributor

## Total Income (AED m)



Q1 of 2018 Total Income includes Emicool gains of AED 333.2MN

## ... of which Rental Income (AED m)

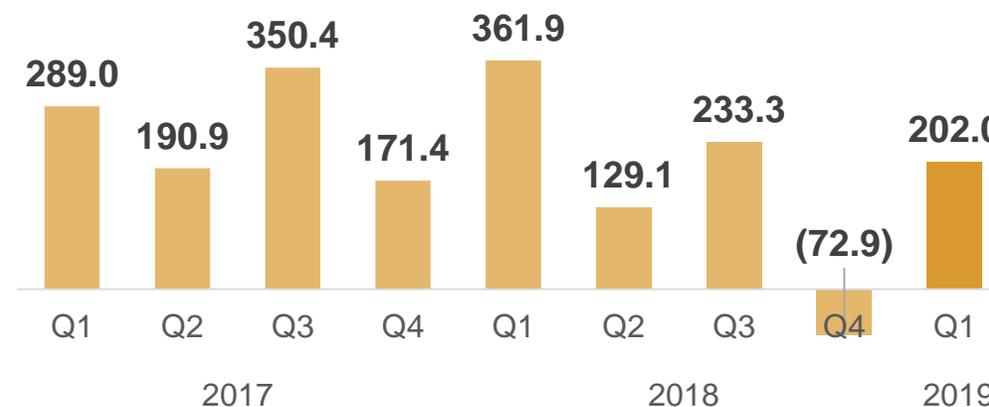


Note: Figures are rounded to the nearest decimal

## Resilient Performance

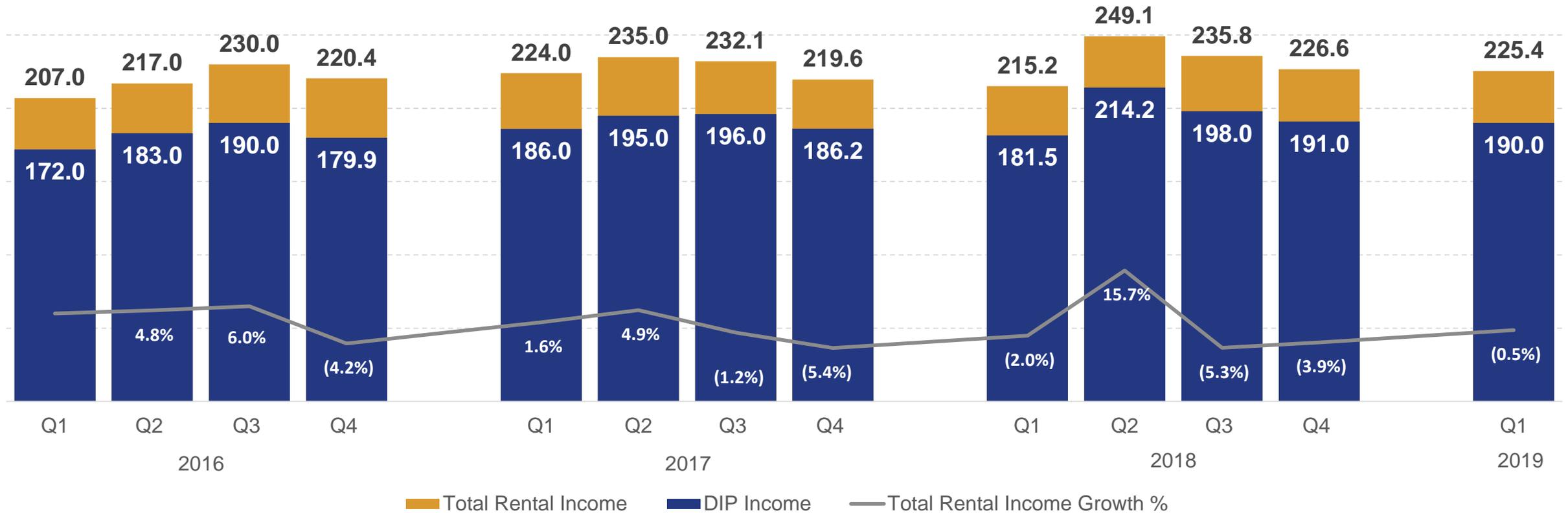
- Healthy growth in Total Income by 18.3% from Q4 2018. The decline on an annual basis from Q1 2018 to Q1 2019 is mainly due to reasons mentioned earlier
- Rental Income continues to remain healthy representing c. 32.% of Total Income in Q1 2019
- On an annual basis, Rental Income increased by 4.7% from Q1 2018 to Q1 2019
- Except Q4 2018, where the Group incurred certain fair valuation losses on investments, the Attributable Profit has remained robust

## Attributable Profit (AED m)



# Rental income from DIP continues to remain robust

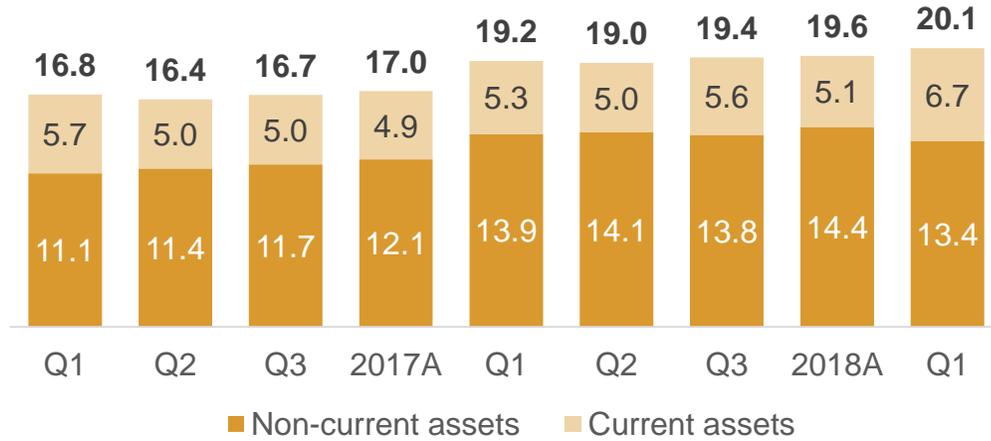
## Rental income (AED m)



Note: Figures are rounded to the nearest decimal

# Growth in assets and liabilities mainly due consolidation of acquisitions made by DI

## Total Assets (AED bn)



## Total Liabilities & Equity (AED bn)



## Total Debt (AED bn)

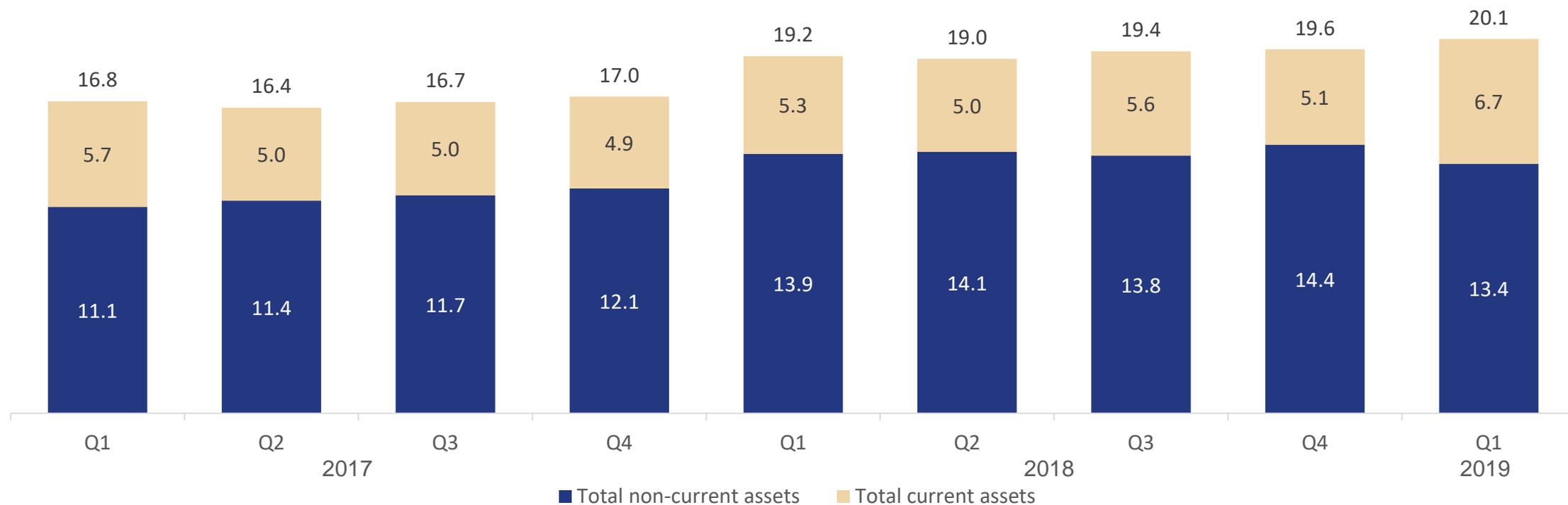


## Debt/Equity\* (%)



# DIC has maintained a disciplined approach to Asset Growth

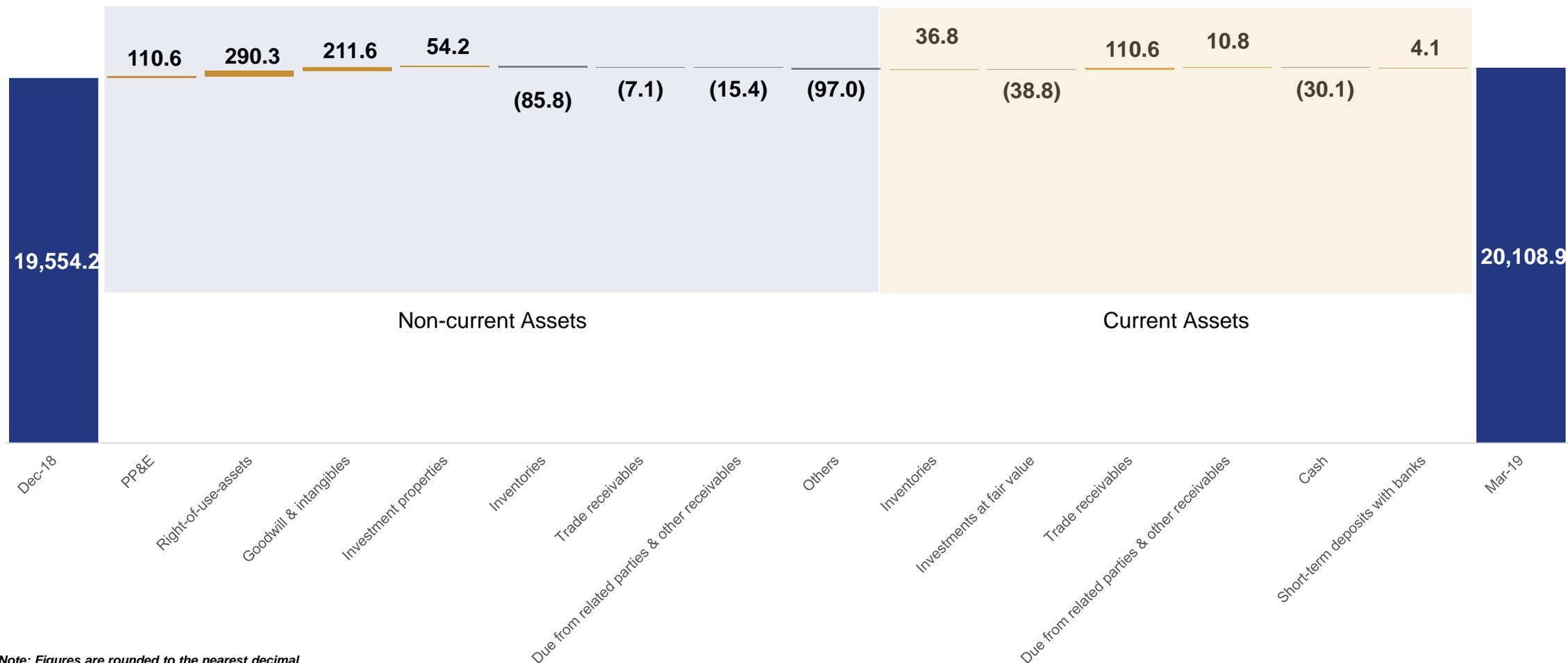
## Total Assets (AED bn)



*Note: Figures are rounded to the nearest decimal*

# Balance Sheet Development: 3% growth over previous quarter

## Total Assets (AED mn)



Note: Figures are rounded to the nearest decimal

Others include investments at fair value, equity accounted investees, rent receivable and finance lease receivable

# Outlook & Guidance

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# Outlook and Guidance for FY 2019

## Total Income & Net Profit

- Continue to generate steady income, backed by recurring cash flow & rental income streams with growth in net profitability
- Focus on monetizing available land bank to perform through the market cycles and enhance revenues and profitability
  - Complete and handover of Mirdiff Hills developments in phases commencing Q4 2019/Q1 2020
  - Sell/Lease the townhouses built as a part of Green Community Phase 3
  - Complete construction of Al Taif mixed-use project (Fujairah): Q4 2019/Q1 2020

## Expansion

- Establish Al Mal REIT, DI will become the anchor shareholder of AED 2.0bn Real Estate Investment Fund managed by Al Mal Capital
- Diversify business segments - focus on healthcare and education:
  - Complete construction of Clemenceau Medical Centre, ramp-up operations in the newly established KCH Healthcare; expansion of school network in Africa through Africa Crest Education
- Strengthening financial services portfolio by investing as an anchor investor in the newly launched Arkan bank in DIFC (under formation)

## Shareholder Returns

- ROE between 6-8%
- Divest stake in Emicool to enhance shareholder value
- Maintain attractive dividend return profile for shareholders

# Investor Relations Contact



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# Recognitions and Awards



Al Mal Capital PSC named 'UAE Asset Manager of the Year' at Mena Fund Manager Performance Awards



Dubai Investments Real Estate Wins Global Infrastructure Congress Recognition Award



Emirates Float Glass won the Industrial Development Bureau Award



TechSource won award for Top 10 Best IT companies to work in the UAE

# Portfolio Information

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# Dubai Investments Park – Industrial and Commercial



## Business Overview

Dubai Investments Park (DIP) is a self-contained mixed-use industrial, commercial and residential complex.

Spread over a total area of 2,300 hectares, DIP is based on a pioneering concept of creating a “city within a city”.

Includes schools, medical centers, retail complexes, hotels and restaurants, offices and showrooms.

## Major Industries

Building Materials, Printing, Food & Beverages, Construction, Furniture, Pharmaceuticals, Plastic, Textile, Power & Utilities, Oil & Gas.

## Ownership

100% Dubai Investments



# Dubai Investments Park - Residential



## Business Overview

DIP residential areas offer a variety of options from high-end residential living to staff accommodation. This comprises across several communities:

- The Green Community - villas, townhouses, apartments
- Ritaj - apartments
- Dunes Village - apartments
- Dubai Lagoon - apartments
- EWAN Residences - apartments



# Properties Investment



## Business Overview

Properties Investments is involved in investment in, and development of, real estate properties and has developed prestigious residential and recreational projects such as the Green Community and Courtyard Marriott in DIP. Properties Investments was formed in 2002.

Properties Investment is currently working on handover of Green Community Phase 3 in Dubai Investments Park. The project comprises of 210 townhouses, duplex apartments and retail facilities

## Ownership

70% Dubai Investments  
30% Union Properties



# Dubai Investments Real Estate Company - Ritaj



## Ritaj residential community

Location: Dubai Investments Park

Size: 2.58 million square feet

Objects: 11 residential blocks

1,343 studio apartments

447 one bedroom apartments

194 two bedroom apartments

40 three bedroom apartments

The low rise community also offers shops, cafes, restaurants, supermarket, nursery, medical center, pharmacy and mosque.



# Dubai Investments Real Estate Company – Mirdif Hills



Mirdif Hills is a 3.9 million sqft mixed-use residential, commercial, hotel and retail project under development



## Development Overview

- Mushrif Park, Mirdif, Dubai
- Freehold plot 949,999 sqft
- 993 residential apartments and 66 serviced apartments
- 4-star hotel (116 rooms + 60 hotel apartments)
- Hospital



# Al Taif Investment



## Business Overview

Currently working to develop an AED 460 million mixed-use commercial and residential project in Fujairah.

Partnership between Dubai Investments and Government of Fujairah.

## Business Overview

60% Dubai Investments  
40% Government of Fujairah



# Masharie



## Business Overview

Investments in medium and large-sized companies operating in construction materials, contracting, interior design and related activities.

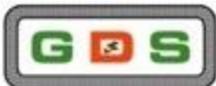
During 2012, Masharie divested 5 entities operating in industrial and contracting sectors at an IRR ranging from 12% to 34%.

During 2015, Masharie divested additional 2 companies at an IRR of 18%.

Divested its investment in Dubai International Driving Center LLC during 2018 at an IRR of 21%.

## Ownership

75.58% Dubai Investments

 <b>EMIRATES EXTRUSION FACTORY</b> Aluminum sheet production	 <b>WHITE ALUMINIUM EXTRUSION LLC</b> Aluminum extrusions for construction and industrial sector	 <b>folcrá beach</b> ALUMINIUM ARCHITECTURAL FACADES Aluminum design, manufacturing and installation
 <b>LITE - TECH INDUSTRIES</b> A Philips Lighting Joint Venture Indoor and outdoor lighting (JV with Philips)	 <b>GDS</b> Switchgear and electrical equipment	 <b>GMC</b> GULF METAL CRAFT Stainless steel products
 <b>GDS</b> Gulf Dynamic Services Interior decoration and turnkey projects	 <b>LABTEC</b> Laboratory and hospital furniture systems	 <b>Delta Company Limited</b> شركة دلتا المحدودة

# Dubai Investments Industries

## Business Overview

DII is the greenfield investment arm of Dubai Investments across diversified industry sectors:

- Acquired 26.75% stake in King's College Hospital Healthcare LLC - total project value is AED 700 million
- Acquired 30% stake in Emirates Aluminium Rolling LLC in KIZAD, Abu Dhabi – total project value is AED 440 million
- Divested 100% of Marmum Dairy Farm and United Sales Partners in 2016
- Acquired 90% in MODUL University Dubai
- Established University of Balamand in DIP in 2018
- Acquired 66% stake in Globalpharma in 2019

## Ownership

100% Dubai Investments



 <p>Steel structure manufacturing</p>	 <p>Overhead lifting solutions and maintenance</p>	 <p>Polystyrene insulation board materials</p>
 <p>Manufacturing of Pharmaceuticals</p>	 <p>Software development and IT consulting</p>	 <p>Oilseed crushing facility for vegetable oil</p>
 <p>MODUL University Dubai</p>	 <p>University of Balamand Dubai</p>	 <p>Flat rolled aluminum products</p>
 <p>Kings college hospital and clinics in Dubai</p>		

# Glass LLC



## Business Overview

Premium quality glass solutions from float glass manufacturing of high end architectural glass and float laminated glass.

Five subsidiaries:

- Emirates Float Glass** UAE's largest float glass facility with capacity of 600t of glass per day
- Emirates Glass** Architectural glass
- Saudi American Glass** Architectural glass
- Lumiglass** Bullet resistant and special glass
- Emirates Insolaire** Colored solar glass and panels

Dubai Investments acquired additional 12.57% stake in Emirates Float Glass, increasing its shareholding to 100% in 2017

## Ownership

100% Dubai Investments



# Emicool



## Business Overview

Emicool is a B2B and B2C district cooling company that provides clean, efficient and innovative solutions to a number of communities in the UAE.

Established in 2003 as joint venture between Dubai Investments and Union Properties (50%:50%).

Acquired additional 50% controlled by Union Properties in 2018.

## Ownership

100% Dubai Investments



# Al Mal Capital



## Business Overview

Al Mal Capital, founded in 2005, is a diversified, multi-line investment banking firm headquartered in Dubai. Licensed and regulated by the UAE Central Bank, Al Mal Capital offers a wide range of investment products spread across its business lines of investment banking, brokerage and asset management.

Dubai Investments acquired majority stake in Al Mal Capital in 2015.

## Ownership

66.61% Dubai Investments



# Disclaimer – Forward Looking Statements

This presentation has been prepared solely for informational purposes. The presentation may contain forward looking statements, which reflect our beliefs or current expectations and assumptions regarding the future of the business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Forward looking statements are neither historical facts nor assurances of future performance and can generally be identified by terminology including "anticipate", "aspire", "believe", "estimate", "expect", "forecast", "project", "outlook", "guidance", "strategy", "target", "trend", "future", "likely", "may", "should", "will", "intend", "plan", "goal", "objective", "seek", "roadmap", and other words of similar meaning or similar expressions.

By their nature, forward looking information and statements are subject to known and unknown uncertainties, risks and changes in circumstances that are difficult to predict and not in our control. Our actual results of operational and financial conditions may differ materially from that or those indicated in the forward looking statements. You should not place undue reliance on any of these forward looking statements.

Important factors that could cause our actual results of operational and financial conditions to differ materially from those indicated in the forward looking statements include, among others: our ability to maintain adequate revenue levels and cost control; economic and financial conditions in the global markets and regional markets in which we operate, including volatility in interest rates, commodity and equity prices and the value of assets; the implementation of our strategic initiatives, including our ability to effectively manage the redeployment of our balance sheet and the expansion of our strategic businesses; the reliability of our risk management policies, procedures and methods; continued volatility in the capital or credit markets; developments and changes in laws and regulations, including increased regulation of the financial services industry through legislative action and revised rules and standards applied by the regulators.

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