

Dubai Investments PJSC

3Q 2016 Investor Presentation



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Management Summary

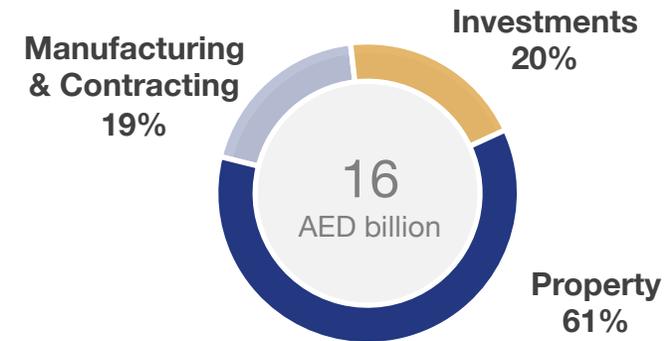


Dubai Investments is a real estate and investment company

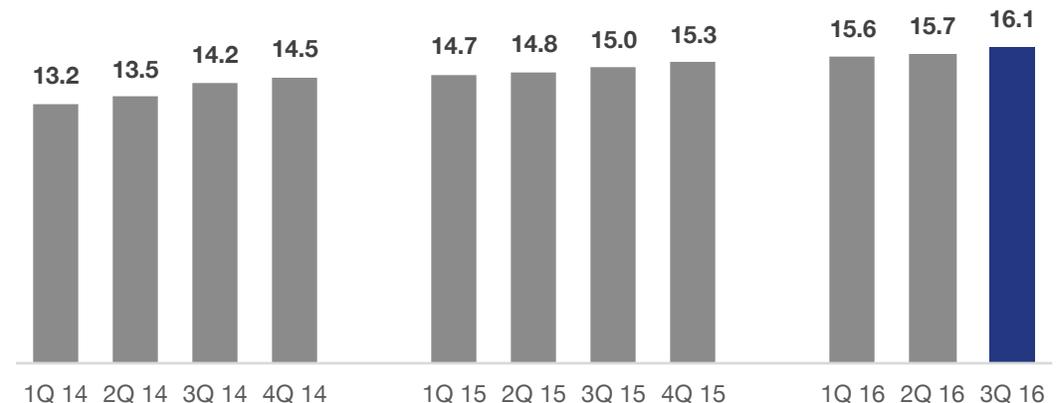


- DIC was established in 1995 as an onshore investment company
- Active management of a diversified portfolio of over 40 companies with more than 3,800 employees
- Long-term play on infrastructure growth and industrial development that generates attractive shareholder returns through market cycles

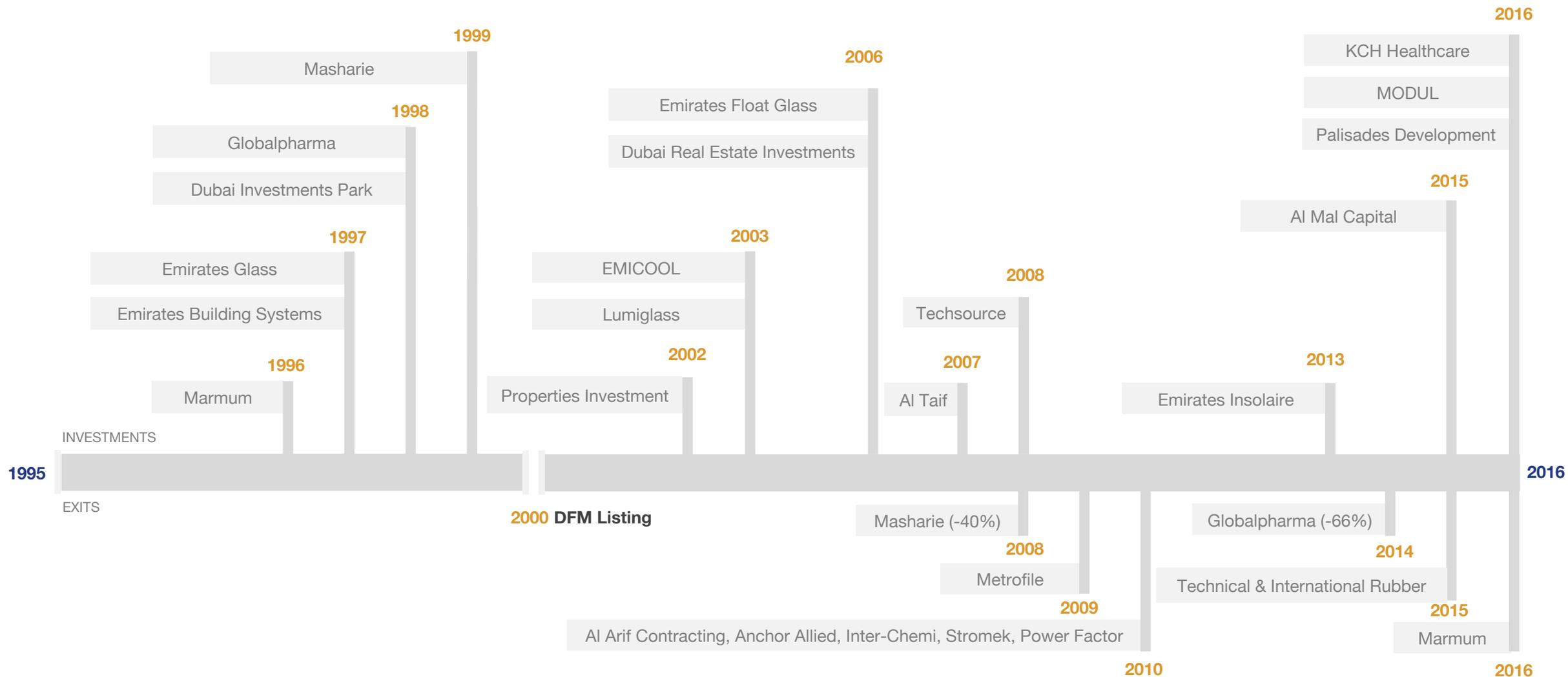
Three core business segments (Asset mix %) (at 30 September 2016)



Consistently growing Asset Base (AED bn)



Dubai Investments Company History & Milestone

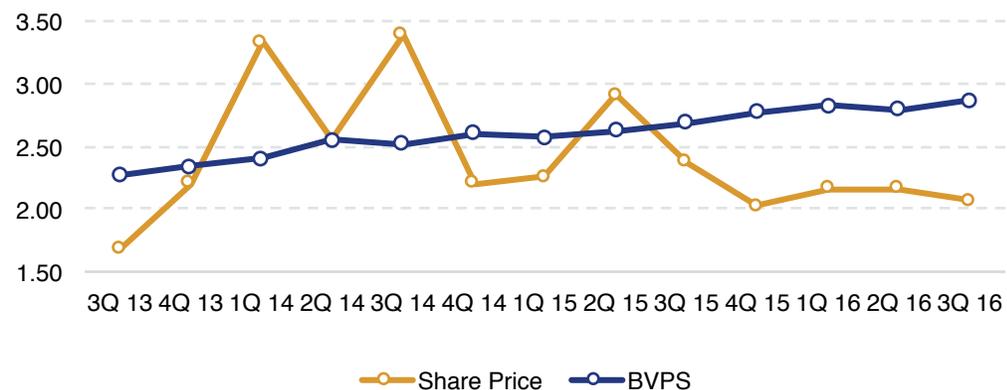


Dubai Investments - Share Information

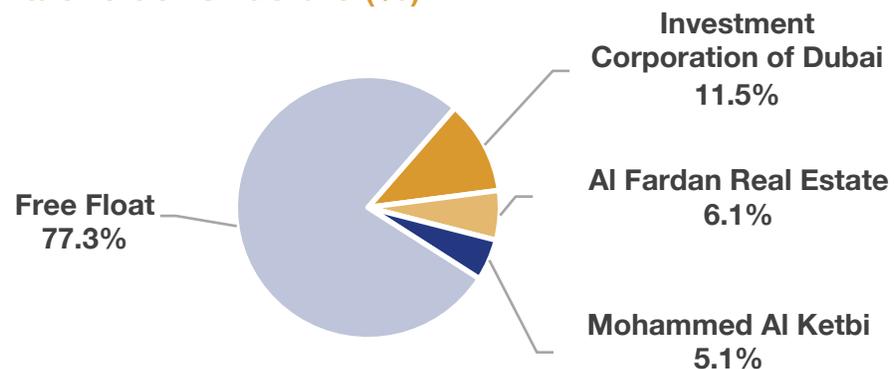
Fundamental Information

Exchange	Dubai Financial Market
Symbol:	DFM:DIC
ISIN	AED000601016
Sector	Investments & Financial Services
2015 Dividend	12% Cash
Authorized capital	AED 4,049,452,642,000
Auditors	KPMG

Share Price Development vs Book Value Per Share (AED)



Shareholder Structure (%)



YTD share price performance (AED)



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

TOTAL AREA

23

million m²

NET LEASE AREA

17

million m²

TENANTS

~1,000

INDUSTRIAL

65%

LEASED

97%

RESIDENTIAL

25%

YTD INCOME

552

AED million

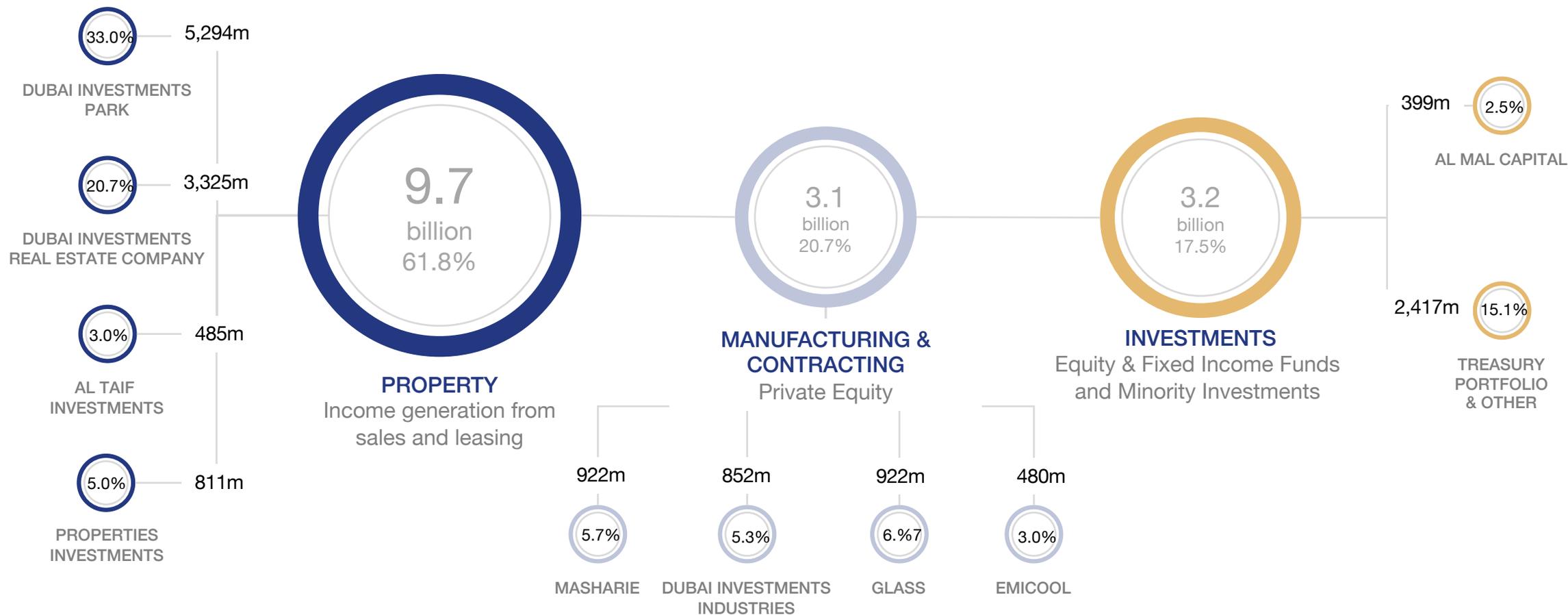
COMMERCIAL

10%



Dubai Investments – Portfolio Snapshot

As of 30 Sept 2016



Management Strategy

Diversification

- Investment in a broad range of companies (greenfield to mature businesses)
- Real estate & investment portfolio designed to perform through market cycles
- Launch healthcare and education sector funds

Synergy & Scale

- Synergistic investment portfolio across industry value chains
- Replicable business models to build scale (e.g. DIP)

Conservative

- Prudent approach to balance sheet and portfolio risk management
- Maintain healthy cash position
- Slowly increase leverage

Return Focused

- Target minimum ROE of 10%
- Strong focus on attractive dividend payout and total shareholder return

Third Quarter 2016 - Financial Highlights



Key Messages – 3Q 2016

Group Result

- Another strong set of results in the third quarter 2016.
- Assets have reached AED 16 billion

Portfolio

- Assets continue to perform well
- Consistent growth in rental income
- Improved performance in the manufacturing and contracting sectors

Diversification

- We began to invest in the education and healthcare sectors and are currently evaluating proposals to expand in these sectors.

New Launch

- Dubai Investments Real Estate LLC is all set to launch Mirdif Hills

9M 2016 Key Performance Indicators

Income and earnings (AED m)

	9M 16	9M 15	y-o-y (%)
Total income	2,186.0	1,861.2	17.5%
Total expenses	(1,342.9)	(1,094.3)	22.7%
Profit for the period	843.1	766.9	9.9%
Attributable profit	850.3	751.7	13.1%
EBITDA	945.7	865.9	9.2%
EPS (AED)	0.210	0.186	13.1%

3Q 2016 Financial Performance at a glance

REVENUES

814

AED million

EXPENSES

(474)

AED million

EBITDA

376

AED million

NET PROFIT

334

AED million

EPS

0.08

AED per share

TOTAL ASSETS

16

AED billion

CASH

1.1

AED billion

TOTAL LIABILITES

4.4

AED billion

DEBT / EQUITY

24.9%

ROE

11.7%

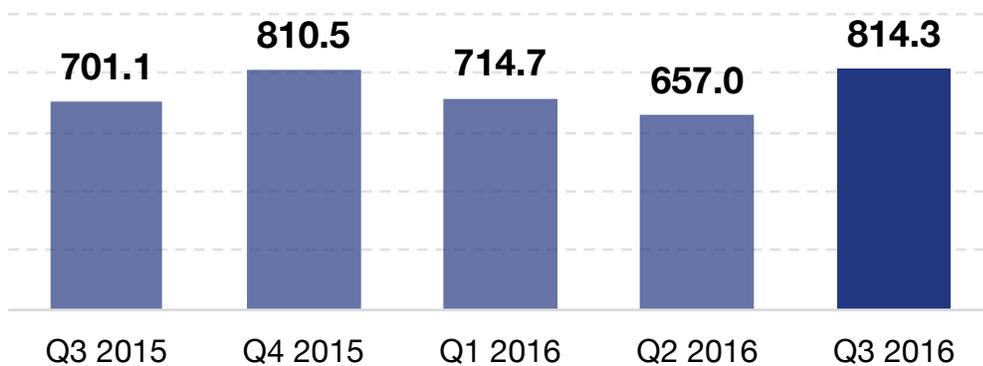
3Q 2016 Key Performance Indicators

Income and earnings (AED m)

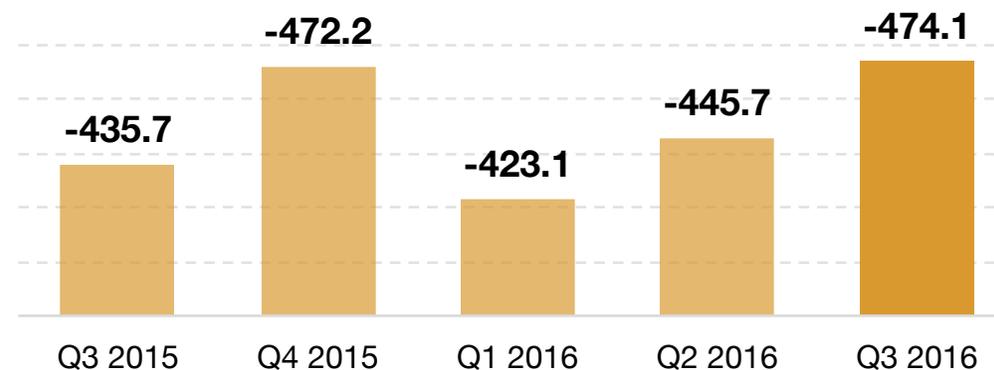
	3Q 16	2Q 16	3Q15	q-o-q (%)	y-o-y (%)
Total income	814.3	657.0	701.1	24%	16%
Total expenses	(474.1)	(445.7)	(435.7)	-6%	-9%
Profit for the period	340.2	211.3	265.4	61%	28%
Attributable profit	334.4	218.4	246.1	53%	36%
EBITDA	376.0	251.2	304.2	50%	24%
EPS (AED)	0.08	0.05	0.06	53%	36%
ROE %	11.7%	7.5%	9.8%	4.2%	2.0%
ROA %	8.5%	5.4%	7.1%	3.1%	1.4%

Strong performance driven mainly by rental income

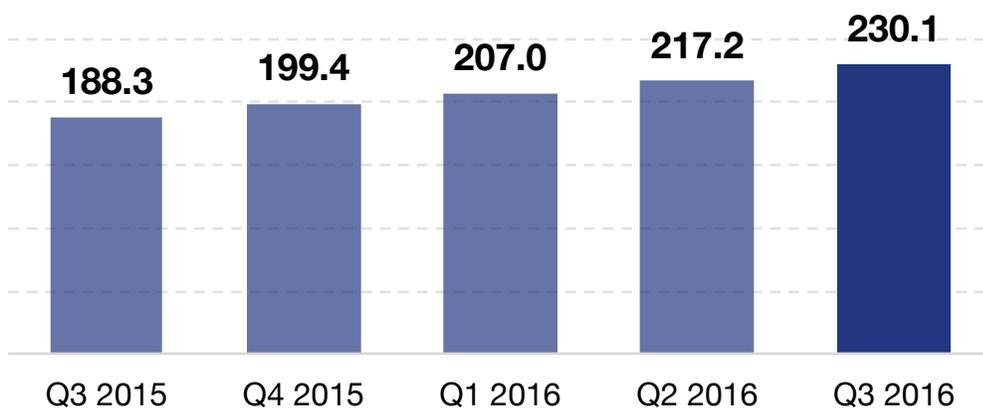
Total income (AED m)



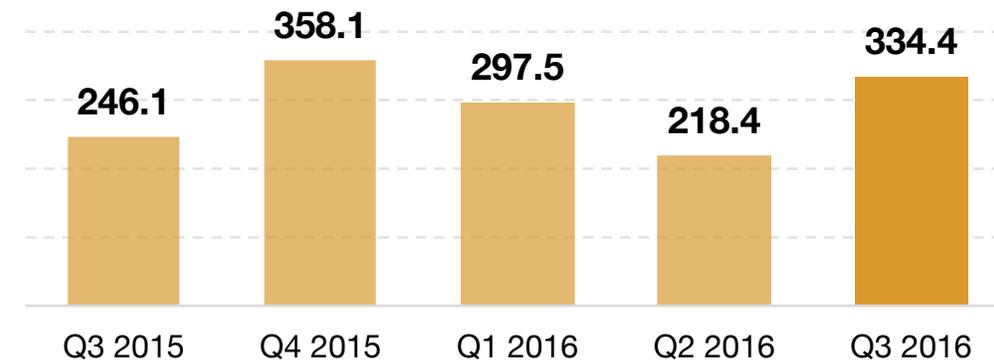
Total Expenses (AED m)



...of which Rental Income (AED m)

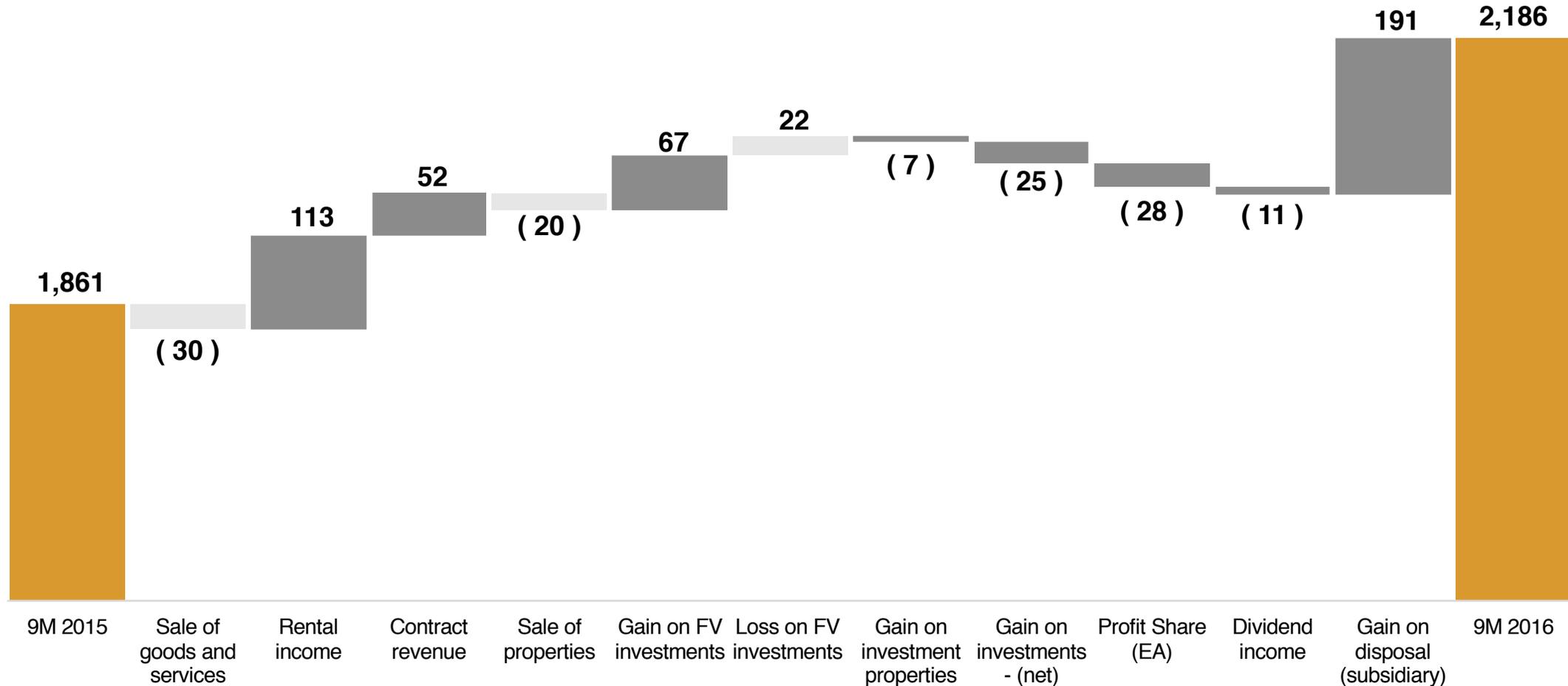


Attributable profit (AED m)



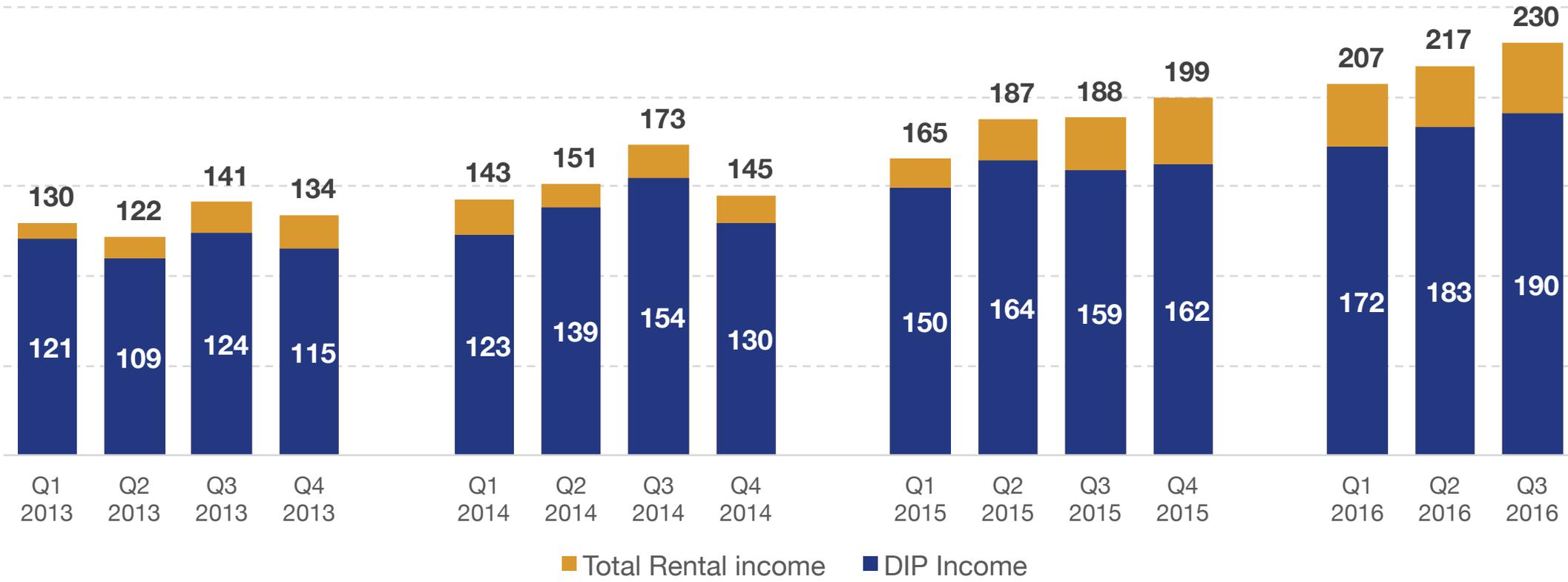
9M 2016 Total Income Movement Year-on-year

Total Income Bridge (AED m)



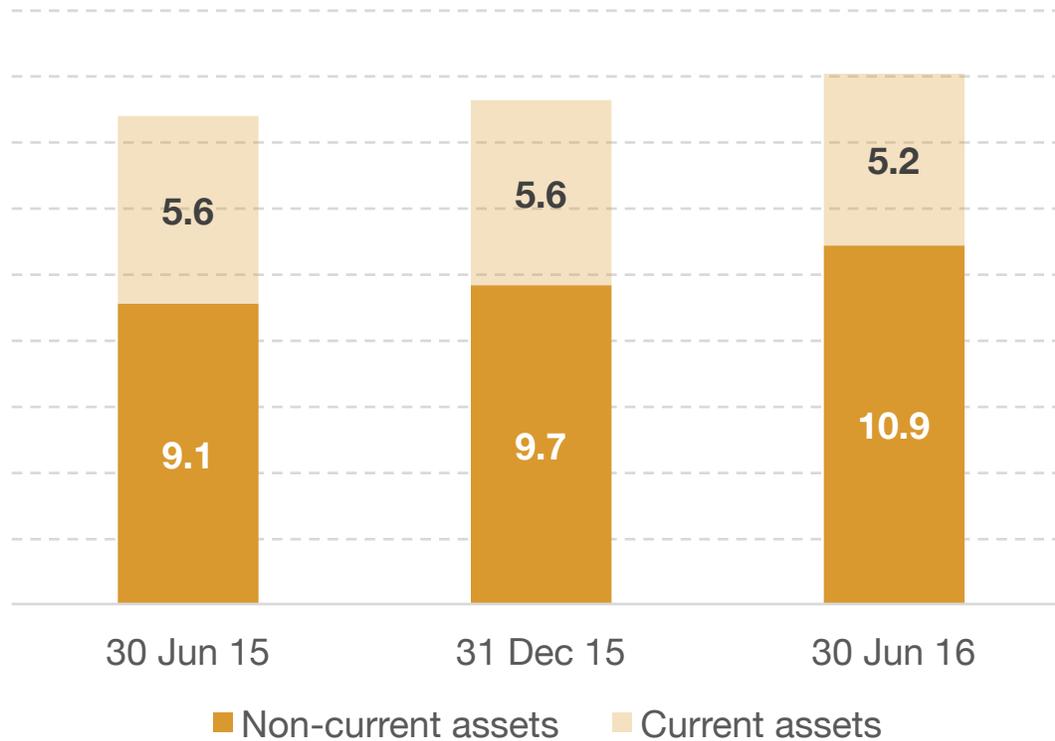
Continued Strong Growth in Rental Income

Rental income (AED m)



Balance Sheet development

Total Assets (AED m)

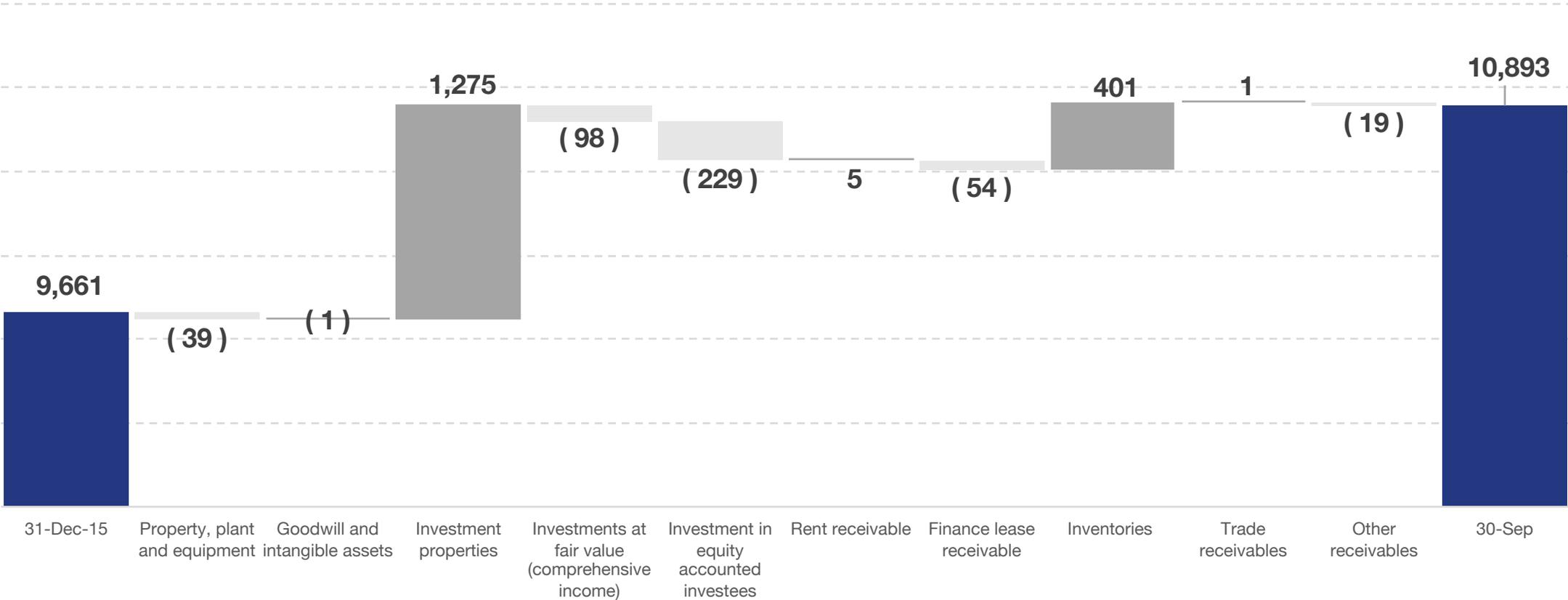


Total Liabilities & Equity (AED m)



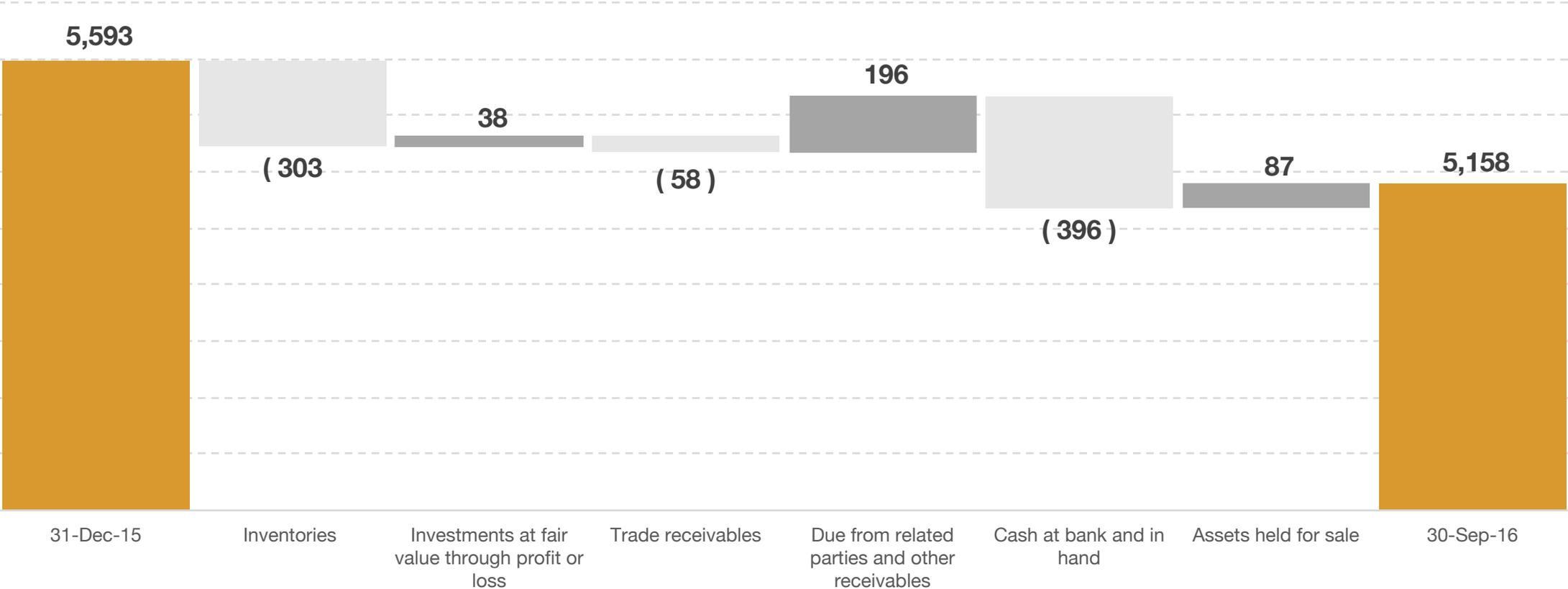
Balance Sheet Development since 31 December 2015

Total Non-Current Assets (AED m)



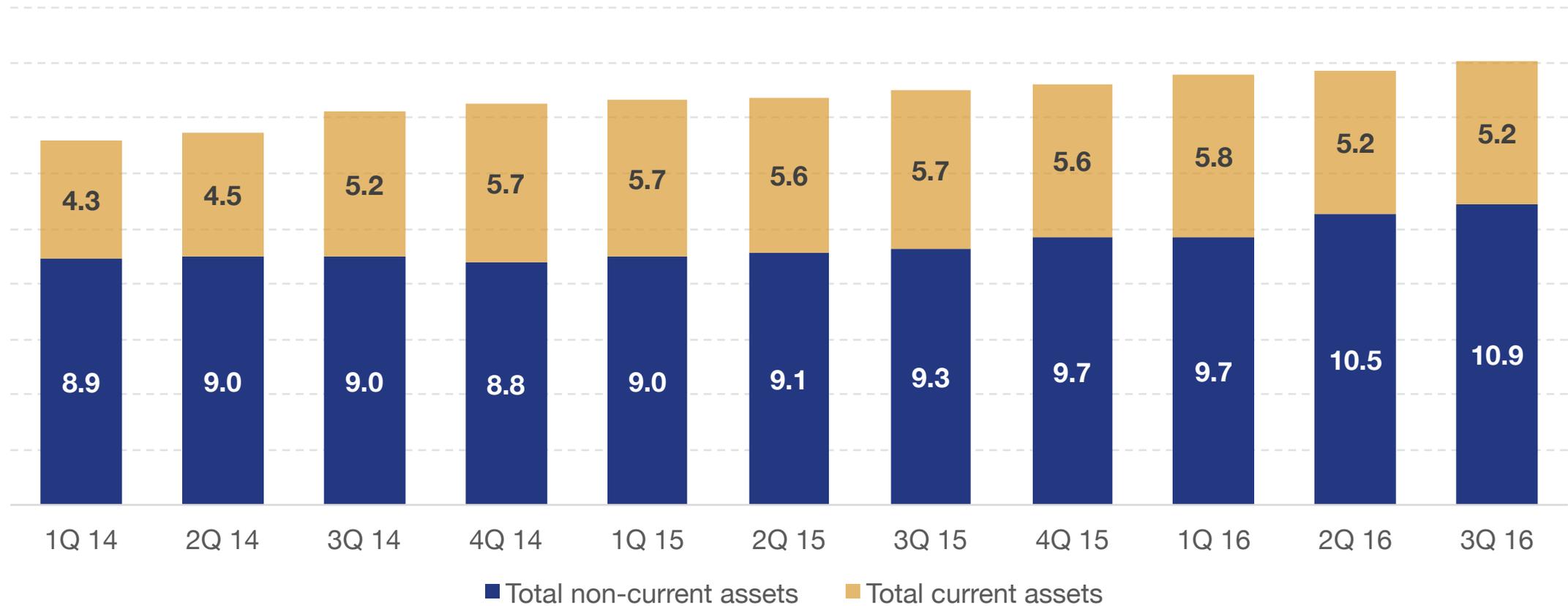
Balance Sheet Development since 31 December 2015

Total Current Assets (AED m)



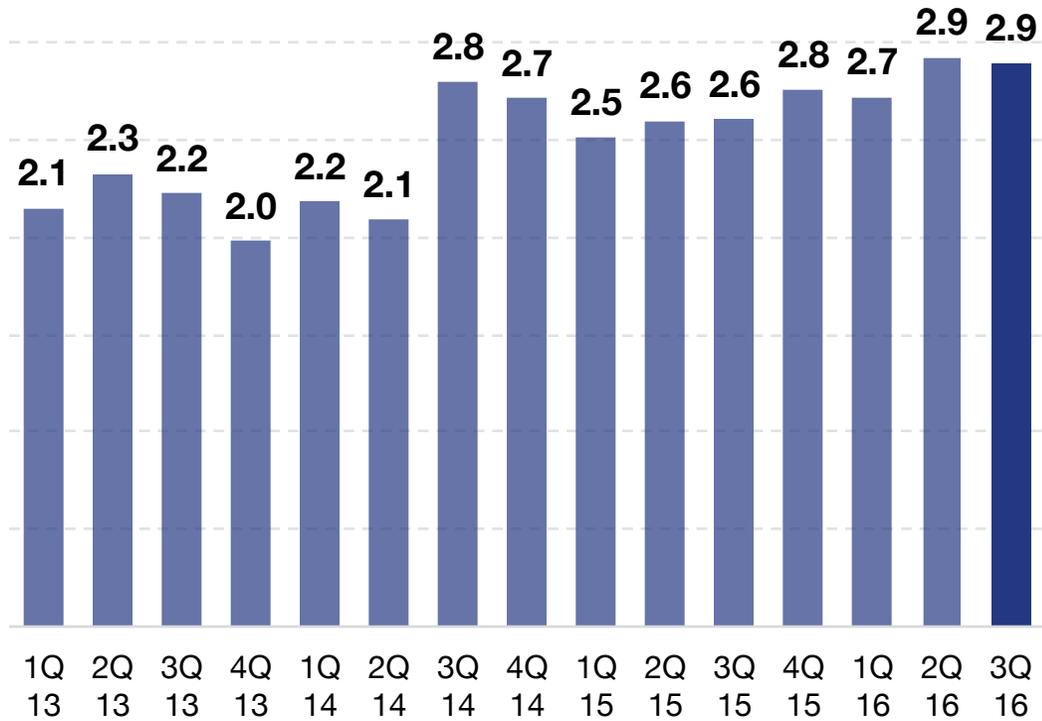
DIC has maintained a disciplined approach to asset growth

Total Assets Growth (AED bn)

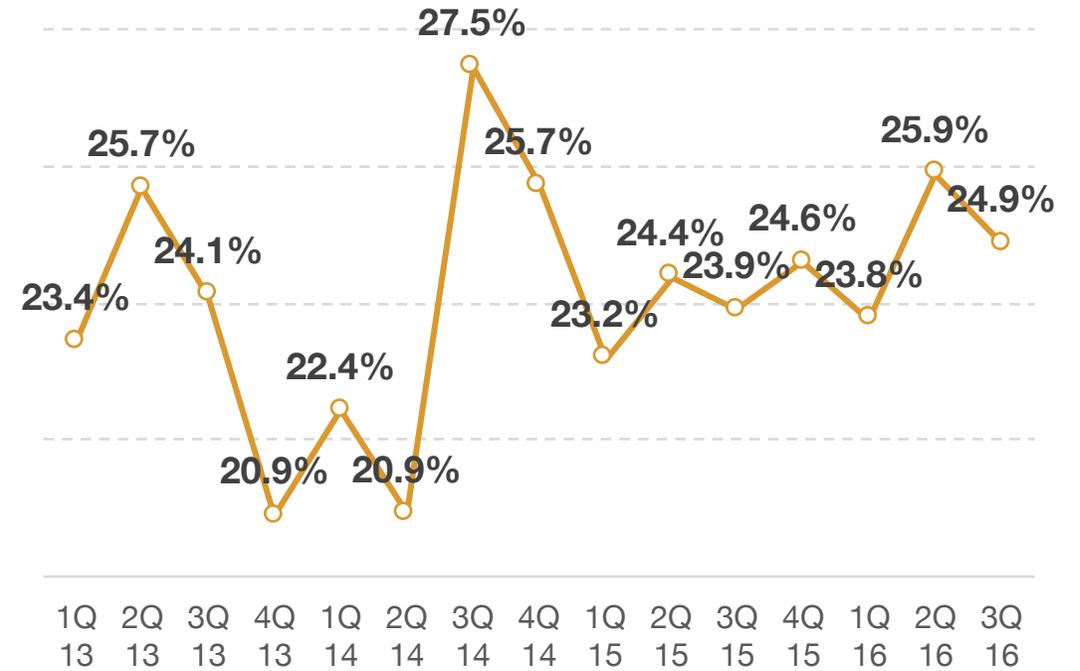


Low Leverage Structure

Total debt (AED bn)



Debt/equity (%)



Outlook & Guidance



Outlook & Guidance for FY 2016

Total Income



- Generate double digit growth

Total Expenses



- Maintain single digit expense growth in line with income growth

Net Profit



- High single digit to low double digit growth

ROE



- Target: ROE of 10%

Dividend



- Maintain attractive return profile for shareholders

Financial Calendar

Upcoming Events:

14 November 2016

Bank of America Merrill Lynch Conference, Dubai ?

21 December 2016

Board Meeting (tentative)

Investor Relations Contact



Mushtaq Masood
Group Chief Financial Officer

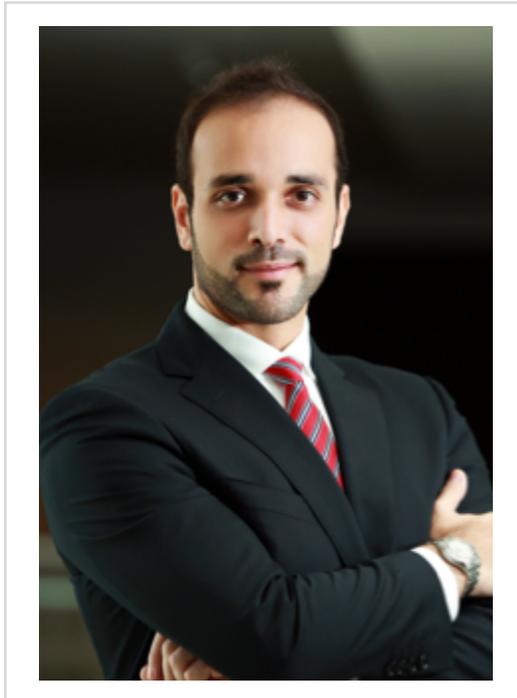
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Portfolio Information



Dubai Investments Park - Industrial & 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

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 (completion expected by 2017)



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

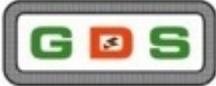


Business Overview

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

Ownership

75.58% Dubai Investments

 EMIRATES EXTRUSION FACTORY Aluminum sheet production	 WHITE ALUMINIUM EXTRUSION L.L.C. Aluminum extrusions for construction and industrial sector	 ALUMINIUM ARCHITECTURAL FACADES Aluminum design, manufacturing and installation
 LITE - TECH INDUSTRIES A Philips Lighting Joint Venture Indoor and outdoor lighting (JV with Philips)	 Switchgear and electrical equipment	 Driving school specialized for commercial licenses
 Interior decoration and turnkey projects	 Laboratory and hospital furniture systems	 Stainless steel products

Dubai Investments Industries



Business Overview

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

- Divested 66% of Global Pharma in 2015
- In the process of divesting Marmun Dairy Farm and United Sales Partners in 2016

Ownership

100% Dubai Investments

 Steel structure manufacturing	 Overhead lifting solutions and maintenance	 Polystyrene insulation board materials
 Manufacturing of Pharmaceuticals	 Software development and IT consulting	 Oilseed crushing facility for vegetable oil

Emirates Building Systems



Business Overview

Leading manufacturer of steel structures in the UAE with offices in other GCC countries, Pakistan, Bangladesh and United States.

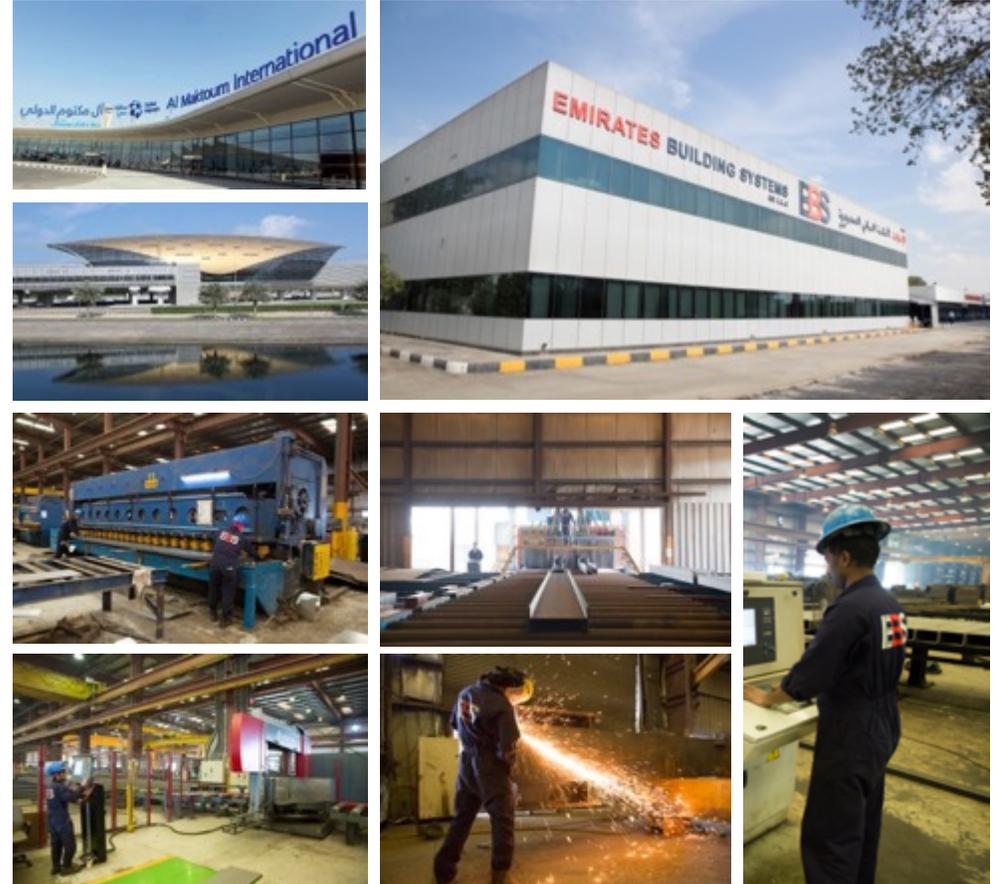
Manufactures hot rolled structures, pre-engineered buildings, aluminum and steel sheeting, insulated panels, building accessories such as doors, windows, ridge ventilators.

Ownership

100% Dubai Investments Industries

Major Projects

Dubai Metro
Al Maktoum Airport (Passenger & Cargo Terminal)



Glass



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 Insoleire Colored solar glass and panels

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.

Ownership

50% Dubai Investments
50% Union Properties



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

Dubai Investments announced in June 2016 to launch two AED 1 billion funds in cooperation with Al Mal Capital in the healthcare and education sectors.

Ownership

64.76% Dubai Investments



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