

# Dubai Investments PJSC 2Q 2016 Investor Presentation



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# Management Summary

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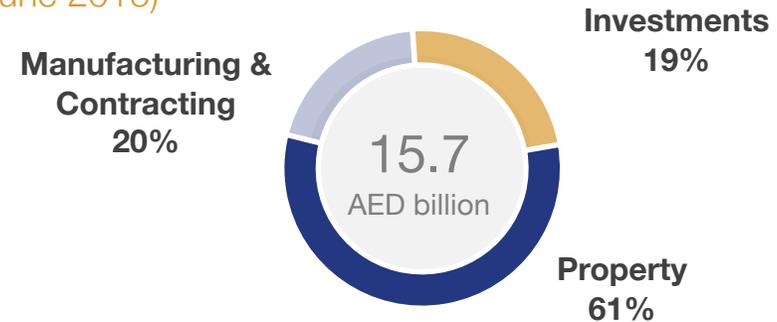


# Dubai Investments is a real estate and investment company

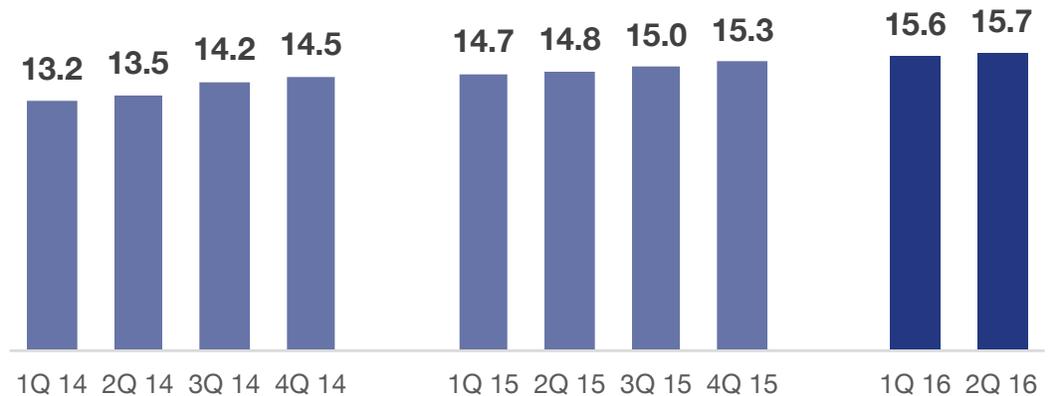


- DIC was established in 1995 as an onshore investment company
- Active management of a diversified portfolio of over 40 companies with more than 3,800 employees
- Long-term play on infrastructure growth and industrial development that generates attractive shareholder returns through market cycles

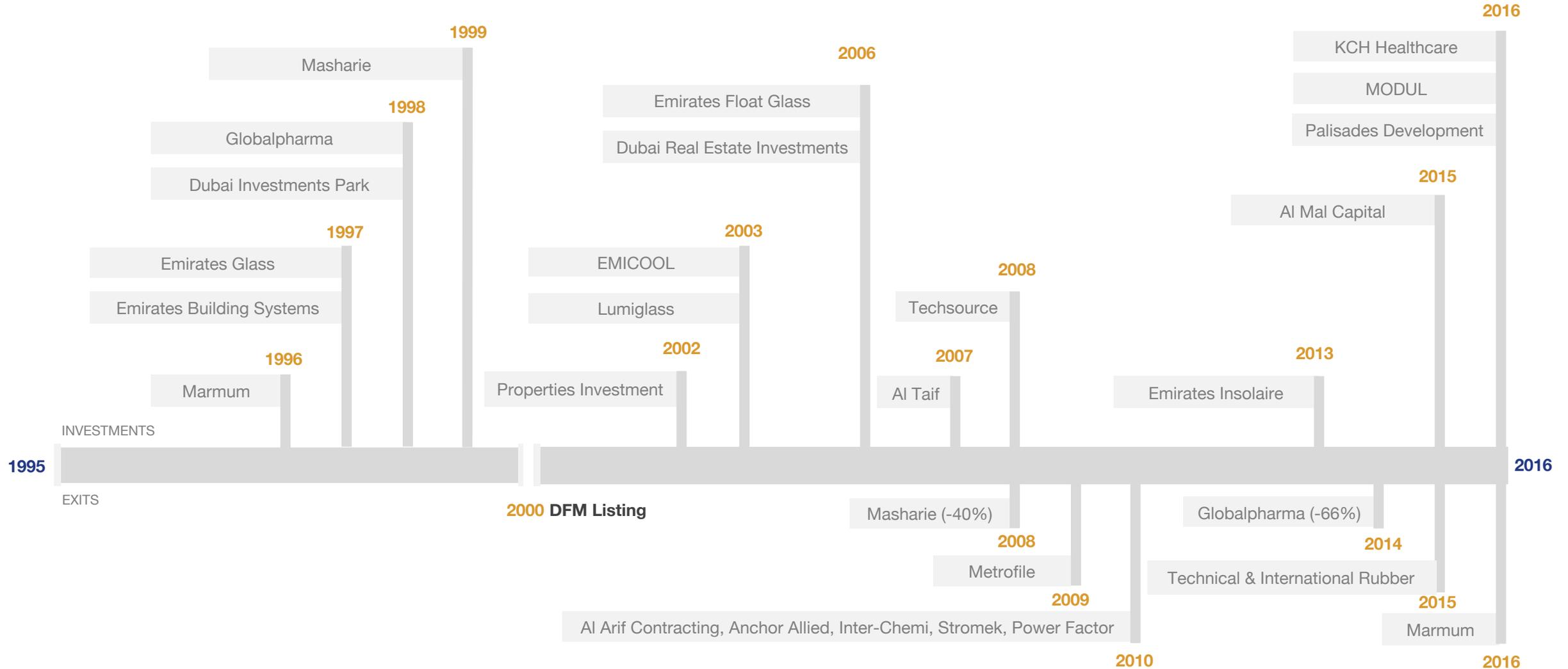
Three core business segments (Asset mix %)  
(at 30 June 2016)



Consistently growing Asset Base (AED bn)



# Dubai Investments Company History & Milestone

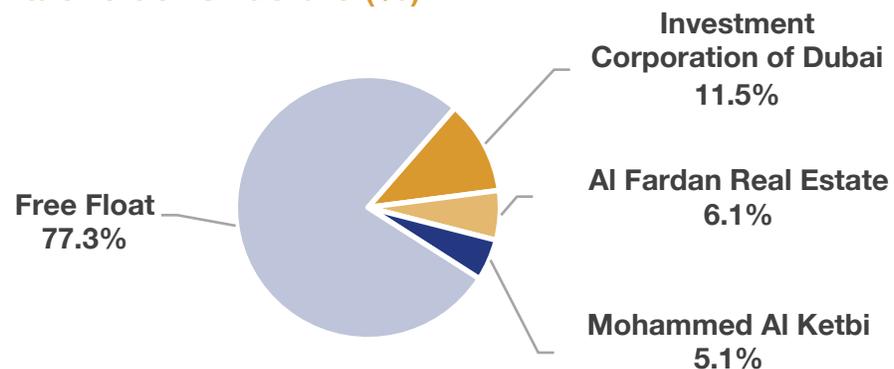


# Dubai Investments - Share Information

## 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
Average Daily Volume	9.6 million shares (in 2Q 2016)

## Shareholder Structure (%)



## Share Price Development vs Book Value Per Share (AED)



## YTD share price performance (AED)



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

TOTAL AREA

**23**

million m<sup>2</sup>

NET LEASE AREA

**17**

million m<sup>2</sup>

TENANTS

**~1,000**

INDUSTRIAL

**65%**

LEASED

**97%**

RESIDENTIAL

**25%**

YTD INCOME

**355**

AED million

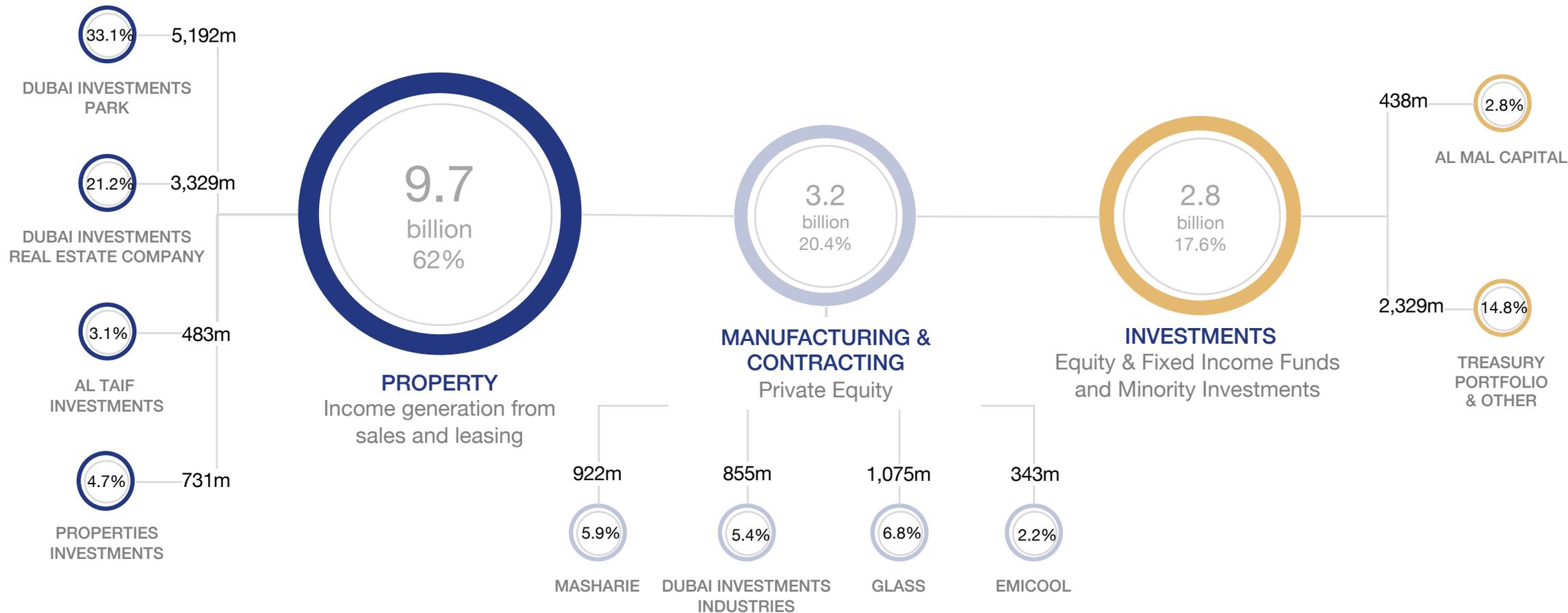
COMMERCIAL

**10%**



# Dubai Investments – Portfolio Snapshot

As of 30 June 2016 (AED)



# 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

## Second Quarter 2016 - Financial Highlights

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# 2Q 2016 Financial Results at a glance

REVENUES

**657**

AED million

EXPENSES

**(446)**

AED million

EBITDA

**251**

AED million

NET PROFIT

**218**

AED million

EPS

**0.05**

AED per share

TOTAL ASSETS

**15.7**

AED billion

CASH

**1.1**

AED billion

TOTAL LIABILITES

**4.4**

AED billion

DEBT / EQUITY

**27.4%**

ROE

**9.7%**

# 2Q 2016 Key Performance Indicators

Income and earnings (AED m)

	2Q 16	1Q 16	2Q15	q-o-q (%)	y-o-y (%)
<b>Total income</b>	657.0	714.7	616.9	-8.1%	6.5%
<b>Total expenses</b>	(445.7)	(423.1)	(400.8)	5.3%	11.2%
<b>Profit for the period</b>	211.3	291.6	216.1	-27.6%	-2.2%
<b>Attributable profit</b>	<b>218.4</b>	<b>297.5</b>	<b>223.4</b>	<b>-26.6%</b>	<b>-2.3%</b>
<b>EBITDA</b>	251.2	318.5	238.6	-21.1%	5.3%
<b>EPS (AED)</b>	0.05	0.08	0.06	-29%	-9%
<b>ROE %</b>	8%	10.2%	8.1%	-27%	-8%
<b>ROA %</b>	5.6%	7.5%	5.9%	-28%	-8%

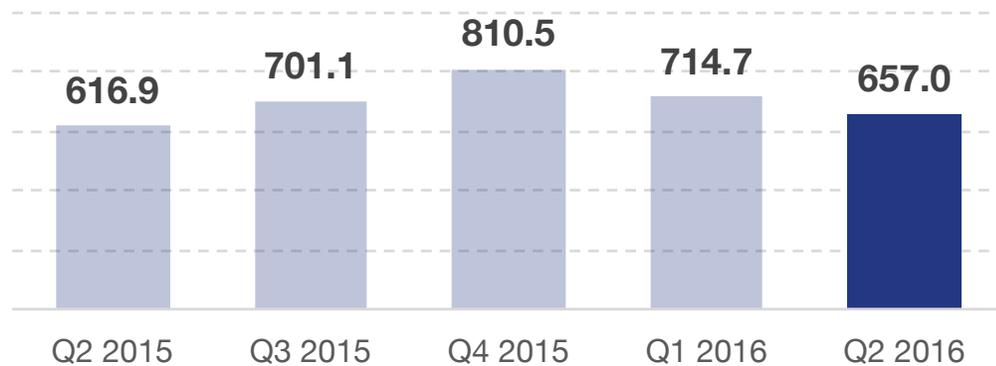
# 1H 2016 Key Performance Indicators

Income and earnings (AED m)

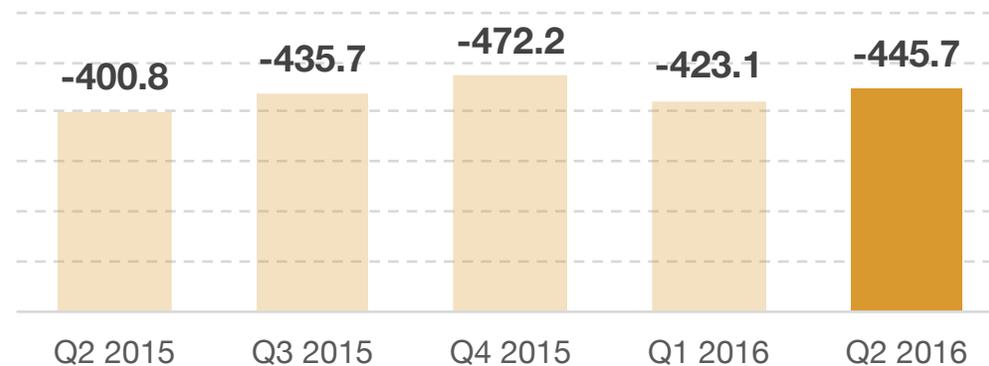
	1H 16	1H 15	y-o-y (%)
<b>Total income</b>	1,160.0	1,371.6	6.5%
<b>Total expenses</b>	(658.6)	(868.8)	11.2%
<b>Profit for the period</b>	501.4	502.9	-2.2%
<b>Attributable profit</b>	<b>505.6</b>	<b>515.9</b>	<b>-2.3%</b>
<b>EBITDA</b>	<b>561.7</b>	<b>569.7</b>	5.3%
<b>EPS (AED)</b>	<b>0.12</b>	<b>0.13</b>	-9%

# Solid performance in 2Q 2016

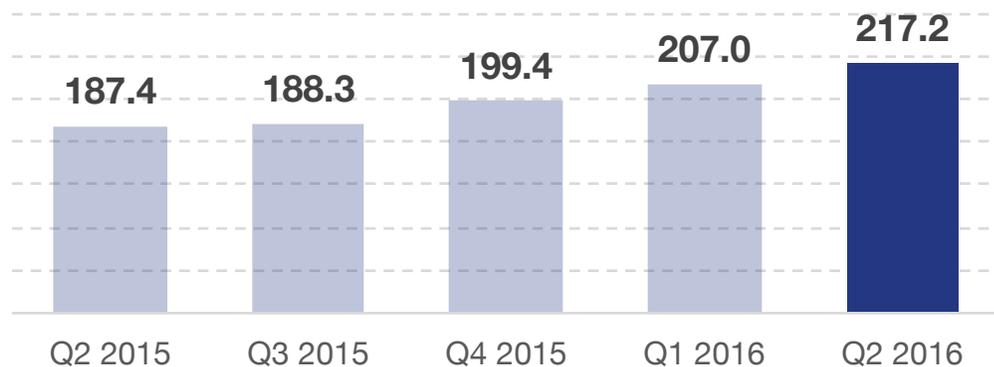
Total income (AED m)



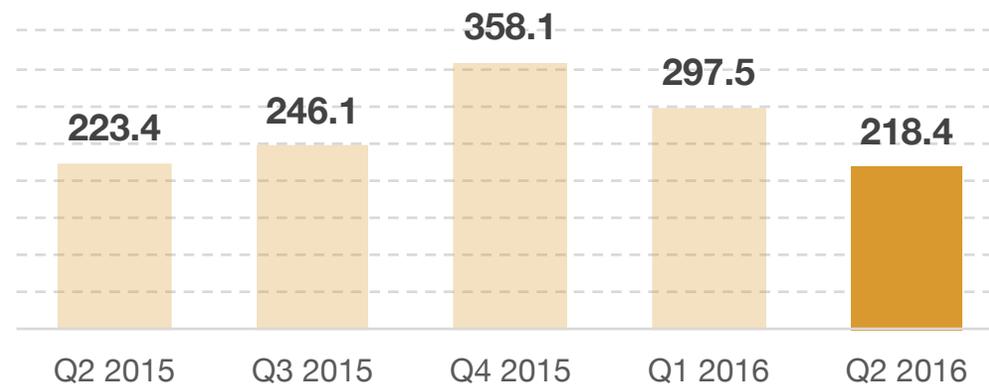
Total Expenses (AED m)



...of which Rental Income (AED m)

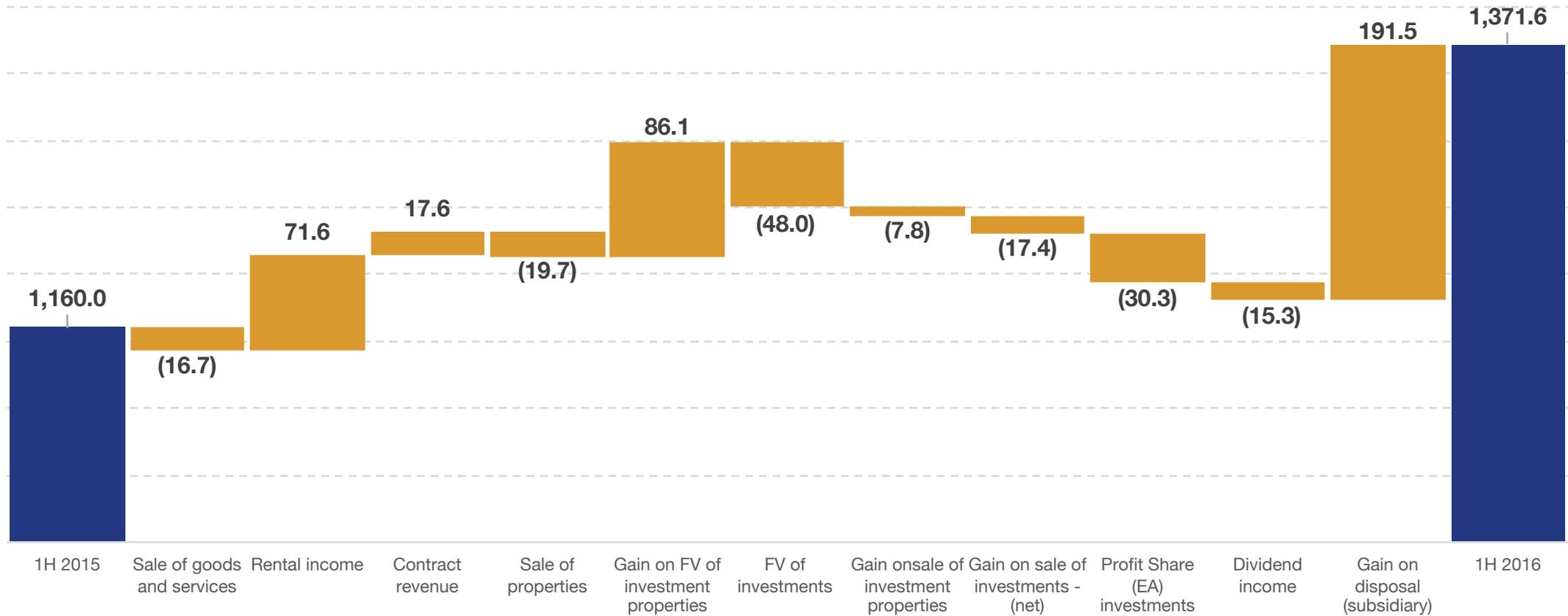


Attributable profit (AED m)



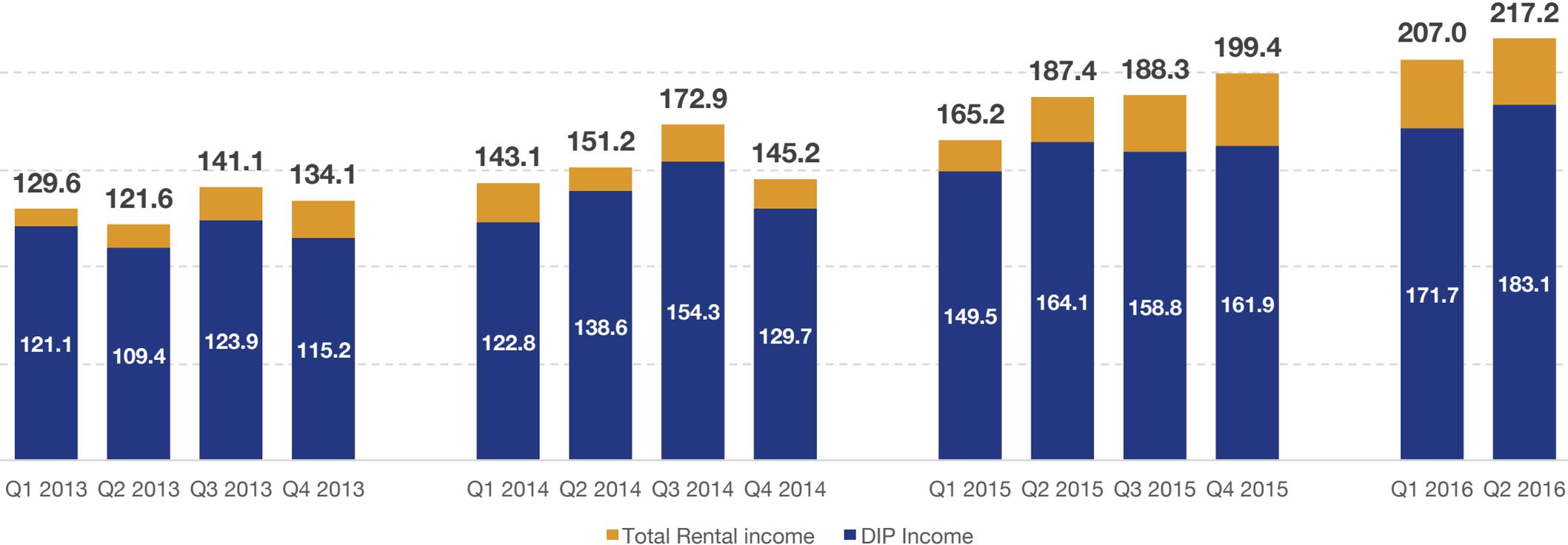
# Total income movement year-on-year

## Total Income Bridge



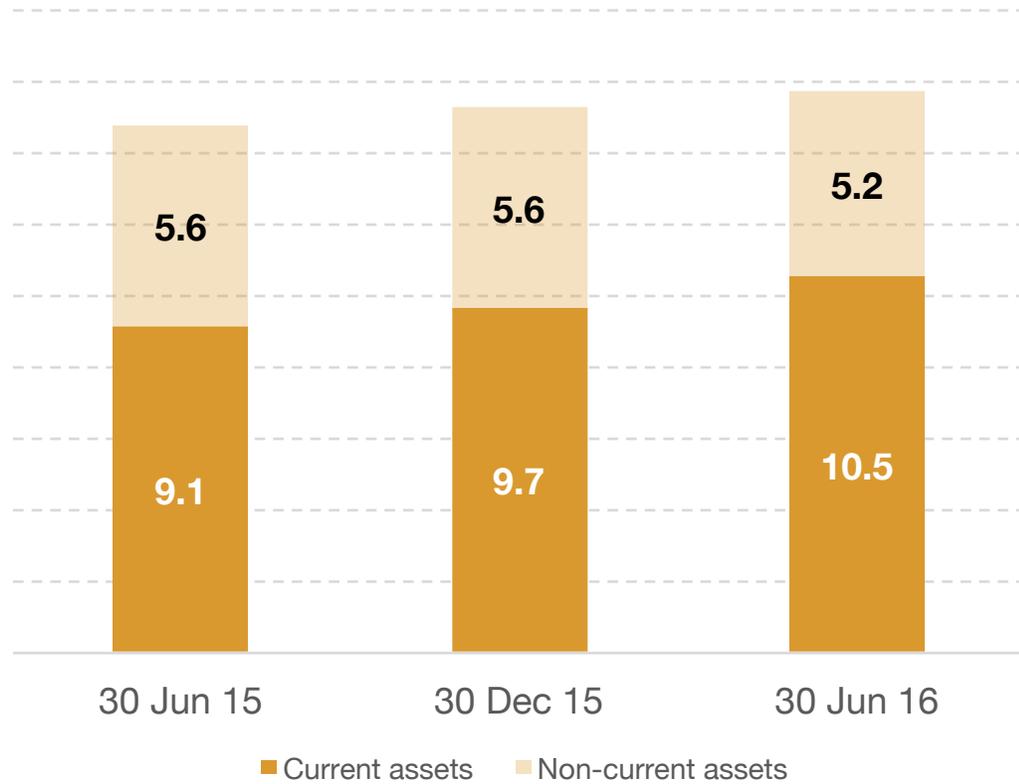
# Long term trend in rental income

Rental income (AED m)

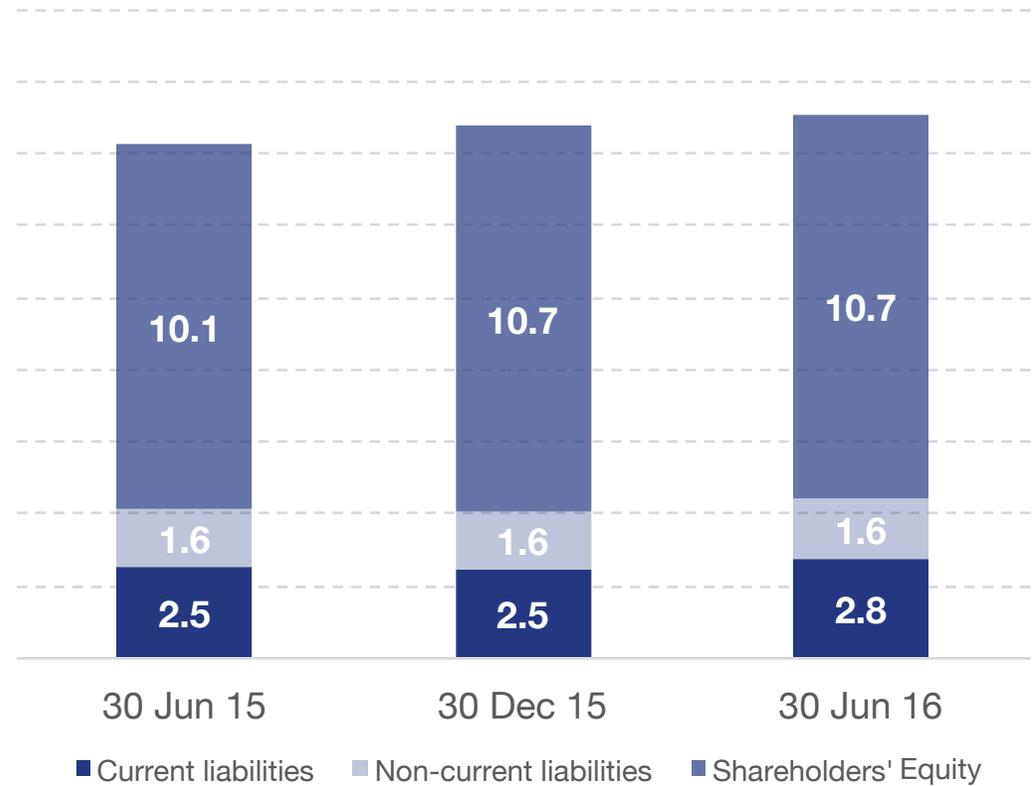


# Balance Sheet development

Total Assets (AED m)



Total Liabilities & Equity (AED m)



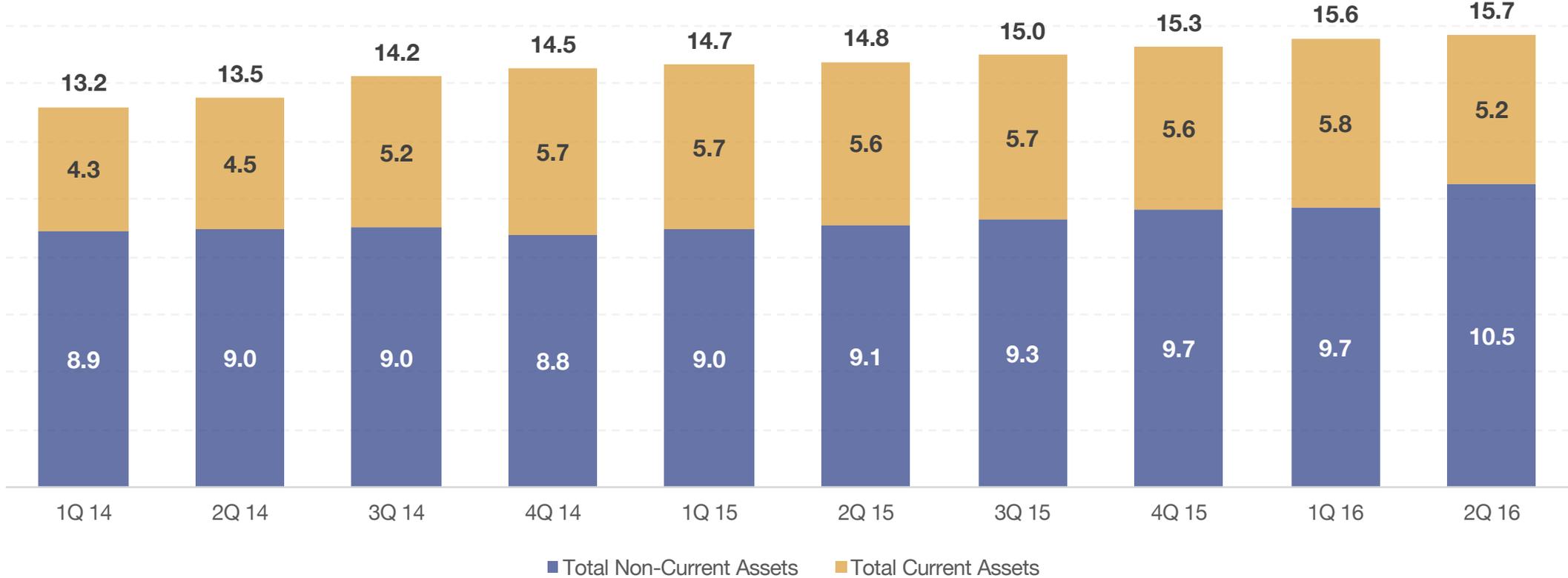
# Balance Sheet Development since 31 December 2015

## Total Assets (AED m)



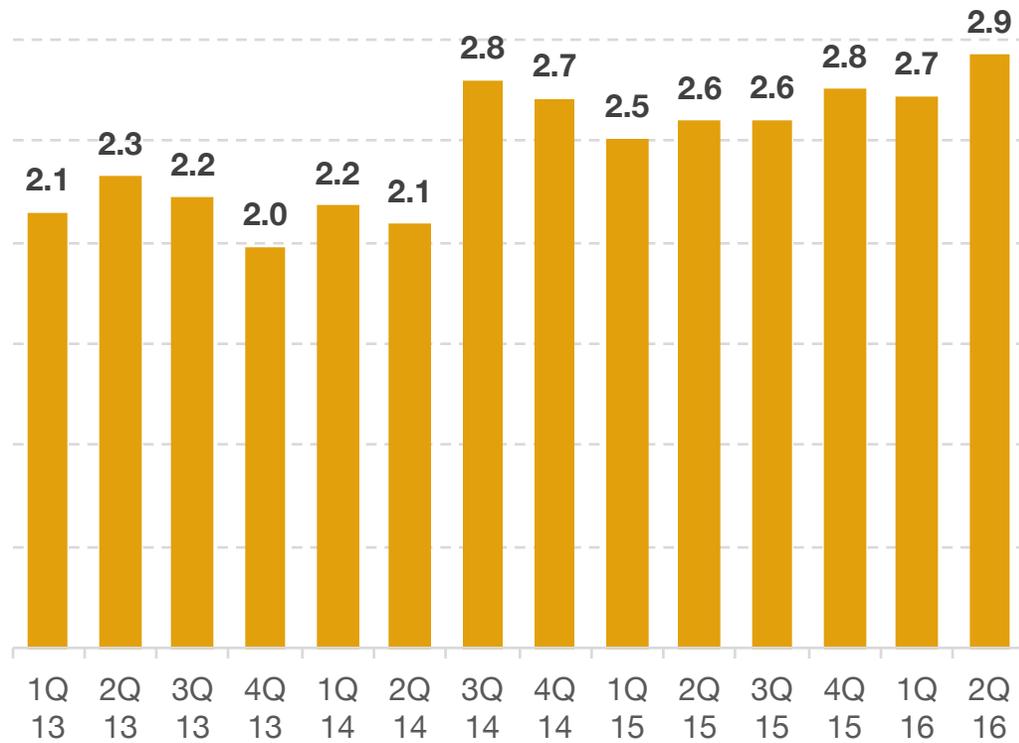
# DIC has maintained a disciplined approach to asset growth

Total Assets (AED bn)

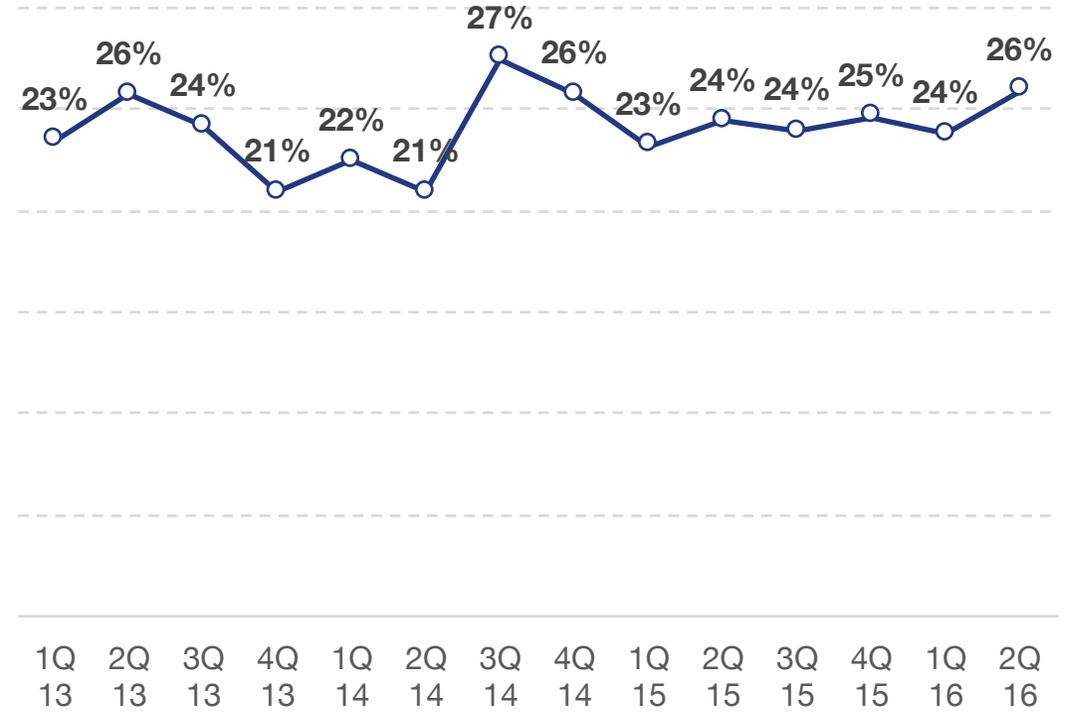


# Low Leverage Structure

Total Debt (AED bn)



Debt/equity (%)



## Outlook & Guidance

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# 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:

19-20 September

Arqaam Capital Investor Conference

31 October 2016

Board Meeting

31 October 2016

3Q 2016 Results

21 December 2016

Board Meeting

# Investor Relations Contact



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## Portfolio Information

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# 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 Investments



## 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 – Mirdiff Hills



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



## Development Overview

- Mushrif Park, Mirdiff, 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

 <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>درايف دبي DriveDubai</b> Driving school specialized for commercial licenses
 <b>GDS</b> Gulf Dynamic Services Interior decoration and turnkey projects	 <b>LABTEC</b> Laboratory and hospital furniture systems	 <b>GMC</b> GULF METAL CRAFT 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.

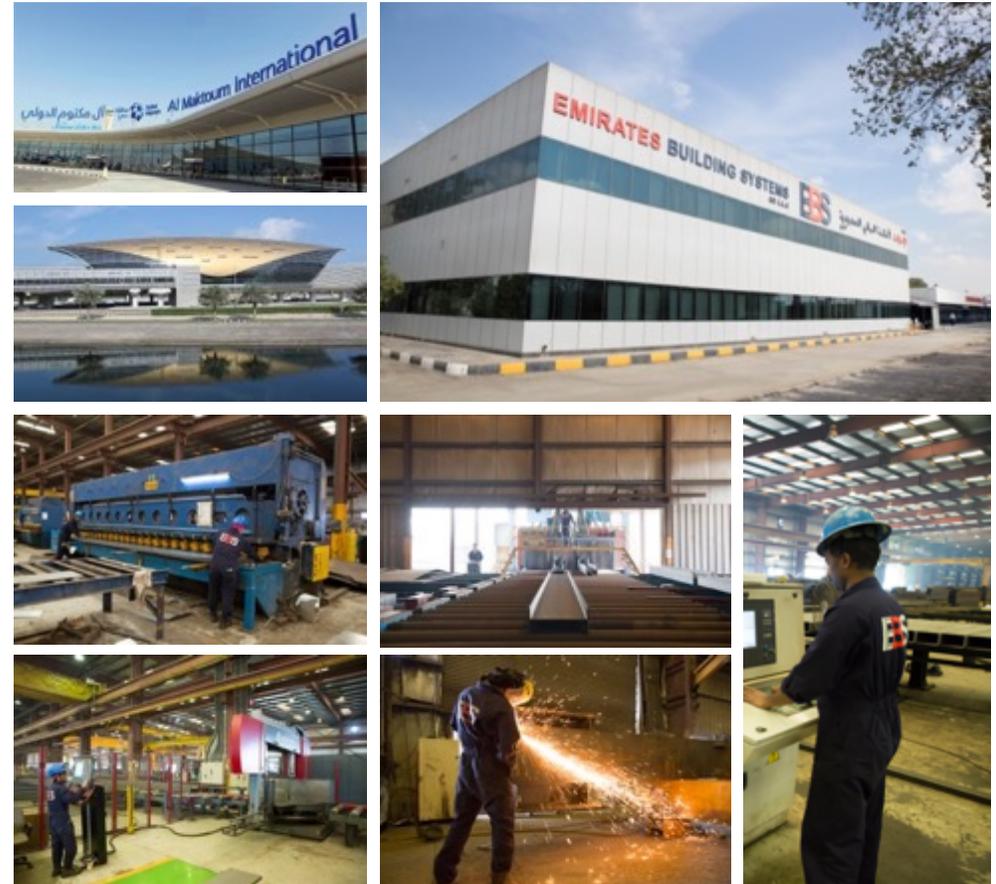
Manufactures hot rolled structures, pre-engineered buildings, aluminum and steel sheeting, insulated panels, building accessories such as doors, windows, ridge ventilators.

## 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 Insoaire** 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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