

VISION COLLEGE JEDDAH

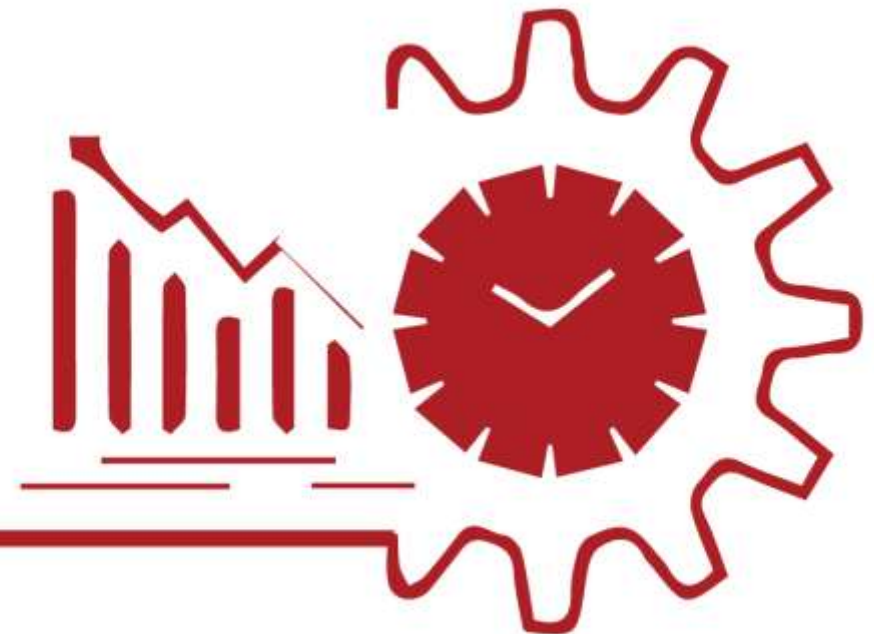
AL KHABEER CAPITAL

JEDDAH CITY

APRIL 2021



Valuation Report





REF: 2011190
Date: 27/04/2021
M/S Al Khabeer Capital

Subject: Valuation Report for an educational facility (Vision Colleges Jeddah) in Jeddah City, Saudi Arabia.

Dear Sir,

With reference to your request and approval dated on April 26, 2021 for valuation service of the educational project located in Jeddah city, please find hereafter our detailed valuation report including other information related to the mentioned property.

Issued without prejudice and liabilities

WHITE CUBES REAL ESTATE

Mr. Essam Al Hussaini – GM- WHITE CUBES KSA

Member of the Saudi Authority of Accredited Valuers (Taqeem)





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EXECUTIVE SUMMARY





1.1 EXECUTIVE SUMMARY

Introduction	We received instructions from Al Khabeer Capital on 26/04/2021 to implement valuation service for an educational facility in Jeddah city.
Client	For whom this report is being prepared is Al Khabeer Capital a valuation of an educational facility in Jeddah city.
Reference No.	2011190
Purpose of Valuation	Acquisition Purposes
Subject Property	Educational Facility
Property Location	The property is located in Al Rayyan district, Jeddah City.
Title Deed Information	Title Deed No: 593715000116, Title Deed Date: 22/03/1441, Issued from Jeddah Notary
Ownership Type	Freehold
Owner	حمد عبدالله عبدالعزيز السريع
Land Use	Residential Land
Land Area (Sqm)	Based on the title deed, the land has an area size of 3,020.18 Sqm
BUA (Sqm)	The building is composed of a basement, service floor, ground floor, mezzanine, first floor, second floor, third floor and typical floors with a total BUA of 15,375 Sqm
Occupancy Rate	Based on the client, the occupancy rate is 100%
Valuation Approach	Comparable Approach, Cost Approach & Income Approach
Final Property Value	100,000,000 SAR
Valuation Date	27/04/2021
Inspection Date	26/04/2021

TERMS OF REFERENCE & VALUATION





1.2 VALUATION REFERENCE

This report was prepared based on the instructions issued to us by Al Khabeer Capital (the customer) to estimate the market value of the property / real estate that is the subject of this report for the mentioned purpose only. This report may not be used for other purposes. The evaluation was prepared in accordance with the International Evaluation Standards of the Council of International Assessment Standards (IVSC) issued in 2017 by the Saudi Authority for Accredited Residents in the Kingdom of Saudi Arabia.

1.3 BASIS OF VALUATION

Market Value

Market Value is defined as: -

The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm’s length transaction, after proper marketing and where the parties have each acted knowledgeably, prudently and without compulsion.

The definition of Market Value is applied in accordance with the following conceptual framework:

“*The estimated amount*” refers to a price expressed in terms of money payable for the asset in an arm’s length market transaction. Market value is the most probable price reasonably obtainable in the market on the valuation date in keeping with the market value definition. It is the best price reasonably obtainable by the seller and the most advantageous price reasonably obtainable by the buyer. This estimate specifically excludes an estimated price inflated or deflated by special terms or circumstances such as atypical financing, sale and leaseback arrangements, special considerations or concessions granted by anyone associated with the sale, or any element of special value;

AN ASSET
SHOULD
EXCHANGE

“**an asset should exchange**” refers to the fact that the value of an asset is an estimated amount rather than a predetermined amount or actual sale price. It is the price in a transaction that meets all the elements of the market value definition at the valuation date;

ON THE
VALUATION
DATE

“**on the valuation date**” requires that the value is time specific as of a given date. Because markets and market conditions may change, the estimated value may be incorrect or inappropriate at another time. The valuation amount will reflect the market state and circumstances as at the valuation date, not those at any other date;

BETWEEN
WILLING
BUYER

“**between a willing buyer**” refers to one who is motivated, but not compelled to buy. This buyer is neither over eager nor determined to buy at any price. This buyer is also one who purchases in accordance with the realities of the current market and with current market expectations, rather than in relation to an imaginary or hypothetical market that cannot be demonstrated or anticipated to exist. The assumed buyer would not pay a higher price than the market requires. The present owner is included among those who constitute “the market”;



AND WILLING SELLER

“and a willing seller” is neither an over eager nor a forced seller prepared to sell at any price, nor one prepared to hold out for a price not considered reasonable in the current market. The willing seller is motivated to sell the asset at market terms for the best price attainable in the open market after proper marketing, whatever that price may be. The factual circumstances of the actual owner are not a part of this consideration because the willing seller is a hypothetical owner;

IN AN ARM'S LENGTH TRANSACTION

“in an arm's-length transaction” is one between parties who do not have a particular or special relationship, eg parent and subsidiary companies or landlord and tenant, that may make the price level uncharacteristic of the market or inflated because of an element of special value. The market value transaction is presumed to be between unrelated parties, each acting independently;

AFTER PROPER MARKETING

“after proper marketing” means that the asset would be exposed to the market in the most appropriate manner to effect its disposal at the best price reasonably obtainable in accordance with the market value definition. The method of sale is deemed to be that most appropriate to obtain the best price in the market to which the seller has access. The length of exposure time is not a fixed period but will vary according to the type of asset and market conditions. The only criterion is that there must have been sufficient time to allow the asset to be brought to the attention of an adequate number of market participants. The exposure period occurs prior to the valuation date;

KNOWLEDGEABLY AND PRUDENTLY

‘where the parties had each acted knowledgeably, prudently’ presumes that both the willing buyer and the willing seller are reasonably informed about the nature and characteristics of the asset, its actual and potential uses and the state of the market as of the valuation date. Each is further presumed to use that knowledge prudently to seek the price that is most favorable for their respective positions in the transaction. Prudence is assessed by referring to the state of the market at the valuation date, not with benefit of hindsight at some later date. For example, it is not necessarily imprudent for a seller to sell assets in a market with falling prices at a price that is lower than previous market levels. In such cases, as is true for other exchanges in markets with changing prices, the prudent buyer or seller will act in accordance with the best market information available at the time;

AND WITHOUT COMPULSION

‘and without compulsion’ establishes that each party is motivated to undertake the transaction, but neither is forced or unduly coerced to complete it. Market value is the basis of value that is most commonly required, being an internationally recognized definition. It describes an exchange between parties that are unconnected (acting at arm's length) and are operating freely in the marketplace and represents the figure that would appear in a hypothetical contract of sale, or equivalent legal document, on the valuation date, reflecting all those factors that would be taken into account in framing their bids by market participants at large and reflecting the highest and best use of the asset. The highest and best use of an asset is the use of an asset that maximizes its productivity and that is possible, legally permissible and financially feasible. Market value is the estimated exchange price of an asset without regard to the seller's costs of sale or the buyer's costs of purchase and without adjustment for any taxes payable by either party as a direct result of the transaction.



1.4 CLIENT APPROVAL DATE

The client approval date reflects the green light given to use by the client to start the inspection procedures of the property / properties subject to the valuation process.

April 26, 2021.

1.5 INSPECTION DATE

The inspection date reflects the exact date of the property’s inspection and the date of executed market survey. Yet, the outcome value of the subject property / properties will be based on the findings at the inspection date.

April 26, 2021.

1.6 VALUATION DATE

The Valuation date is the date on which the opinion of value/s applies. The date of valuation is the date were the value/s of the subject property / properties is reflected. The valuation date is at

April 27, 2021.

1.7 REPORT DATE

The valuation reports usually dated exactly as the valuation date. Yet, and in some cases, the report date can be after the valuation date depending on the nature, size and location of the subject property.

April 27, 2021.

1.8 OPINION OF VALUE

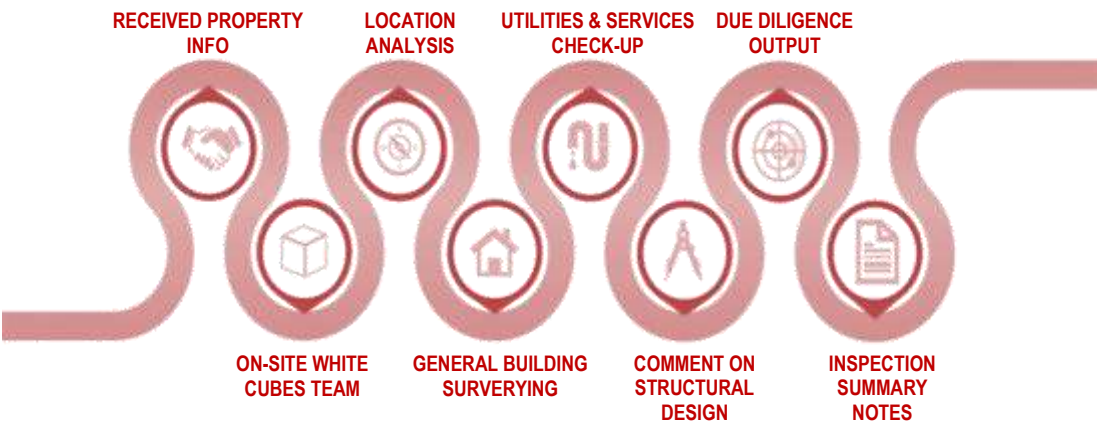
All the outputs will be shown in this report (Values) are based on our best knowledge of the market, documents received from the client (assumed to be correct), market findings and inspection inputs. Yet, the estimated values of the subject property / properties express our opinion of values based on the previously mentioned findings.

1.9 PURPOSE OF VALUATION

The client requested to know the current market value of the subject property for Acquisition Purposes. Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of The comparable approach, Income Approach & Depreciated Replacement Cost (DRC)

1.10 INSPECTION ROLE

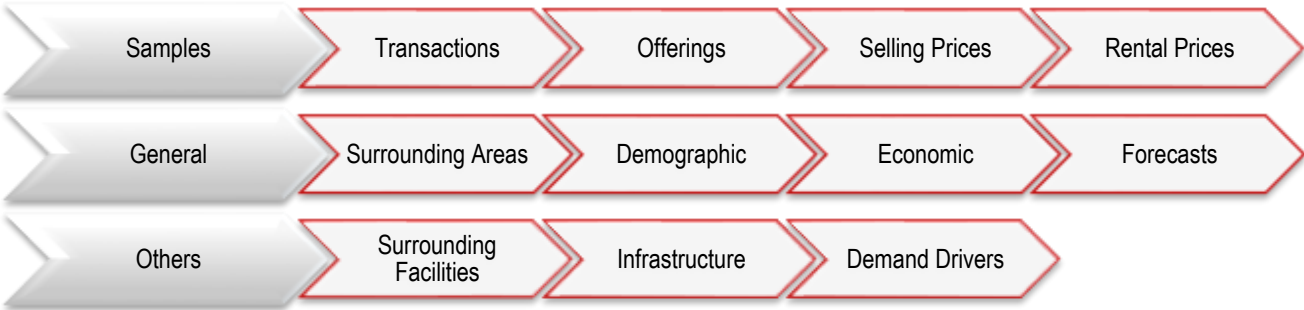
A visit to a property or inspection of an asset, to examine it and obtain relevant information, in order to express a professional opinion of its value. We hereby confirm that we have inspected the subject property / Asset at the date of inspection. Our inspection procedure covers only the surface / boundaries / out layers of the property. No technical inspection has been made such as soil test, construction durability, etc. the following shows the findings from the inspection procedures.





1.11 MARKET SURVEY

During the site visit, our team has made the market survey for the immediate surrounding areas of the subject property to collect all the possible and related data to the valuation process. The collected data will be prices, rents, land offerings, properties transactions, etc. the collected data type will be according to the property data and the purpose of valuation.



PROPERTY DETAILS





1.12 PROPERTY & LOCATION DESCRIPTION

Property Description	The subject property is an educational facility located in Al Rayyan district, Jeddah City. Based on he provided copy of the title deed and the construction permits, the project has a total land area of 3,020.18 Sqm, total BUA of 15,375 Sqm and composed of 13 floors. As per the site inspection done by our team for the purpose of valuation, the property is 1 side with a directed view on Al Rahmaniah street (25 Meters width) from the west side. The college is mostly surrounded by residential units in addition to several vacant lands where all infrastructural facilities such as water, electricity, sewage and telecommunication are available within the surroundings and connected to the subject property.
Location Description	The subject property is an educational facility located on Al Rahmaniah street, Al Rayyan district, Jeddah city. The property is bordered from the north by a Plot# 262 The property is bordered from the south by a Plot# 256 The Property is bordered from the east by Plot# 257 & 258 The property is bordered to the west by a Street (25 Width)
Ease of Access	The ease of access to the property is medium, based on its current location as it is located Al Haramain Street
Area Surrounding the Property	The real estate surrounding the property subject of valuation are mostly of residential uses and some vacant lands.

Land		Building	
Land Use	Residential	Building Type	Educational Facility
No. of Streets	1	Building Structural Conditions	Fully Constructed
Land Shape	Graded	External Elevation Conditions	Medium
Direct View on the Main Road	No direct view on the main road	Building Finishing Conditions	Medium
Direct View on an Internal Street	Al Rahmaniah Street	Overall Building Conditions	Medium
Land Condition	Constructed		

1.13 INFRASTRUCTURE FACILITIES

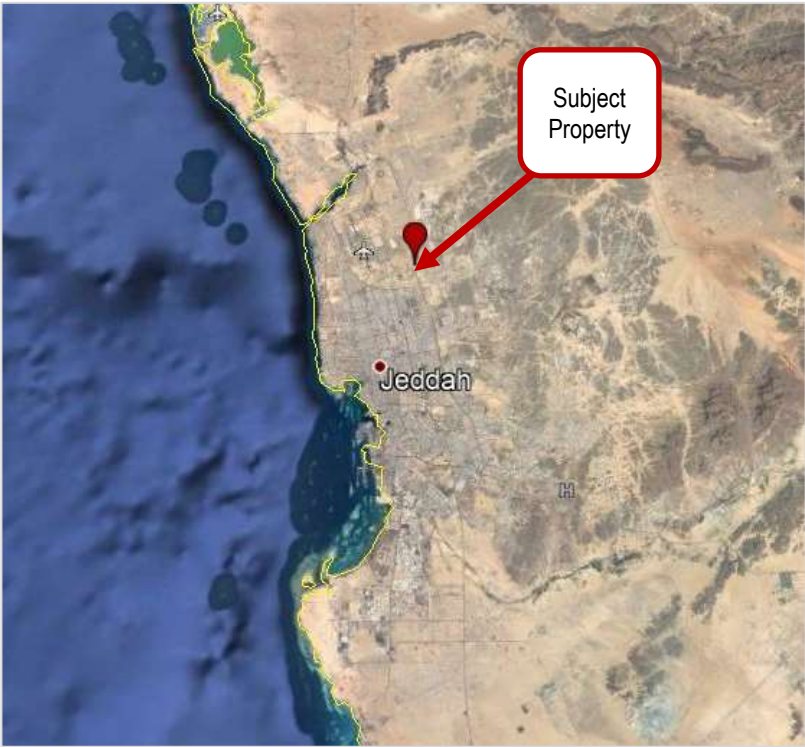
	Available in the surrounding	Connected to the property	
Water	✓	✓	All the infrastructural facilities are available in the surroundings and connected to the subject property.
Electricity	✓	✓	
Tele-Communication	✓	✓	
Sewage	✓	✓	



1.14 LOCATION

The subject property is located in Al Rayyan district, Jeddah city and surrounded by several landmarks as follows:

Property Location on a City Scale



Property Location on a District Scale



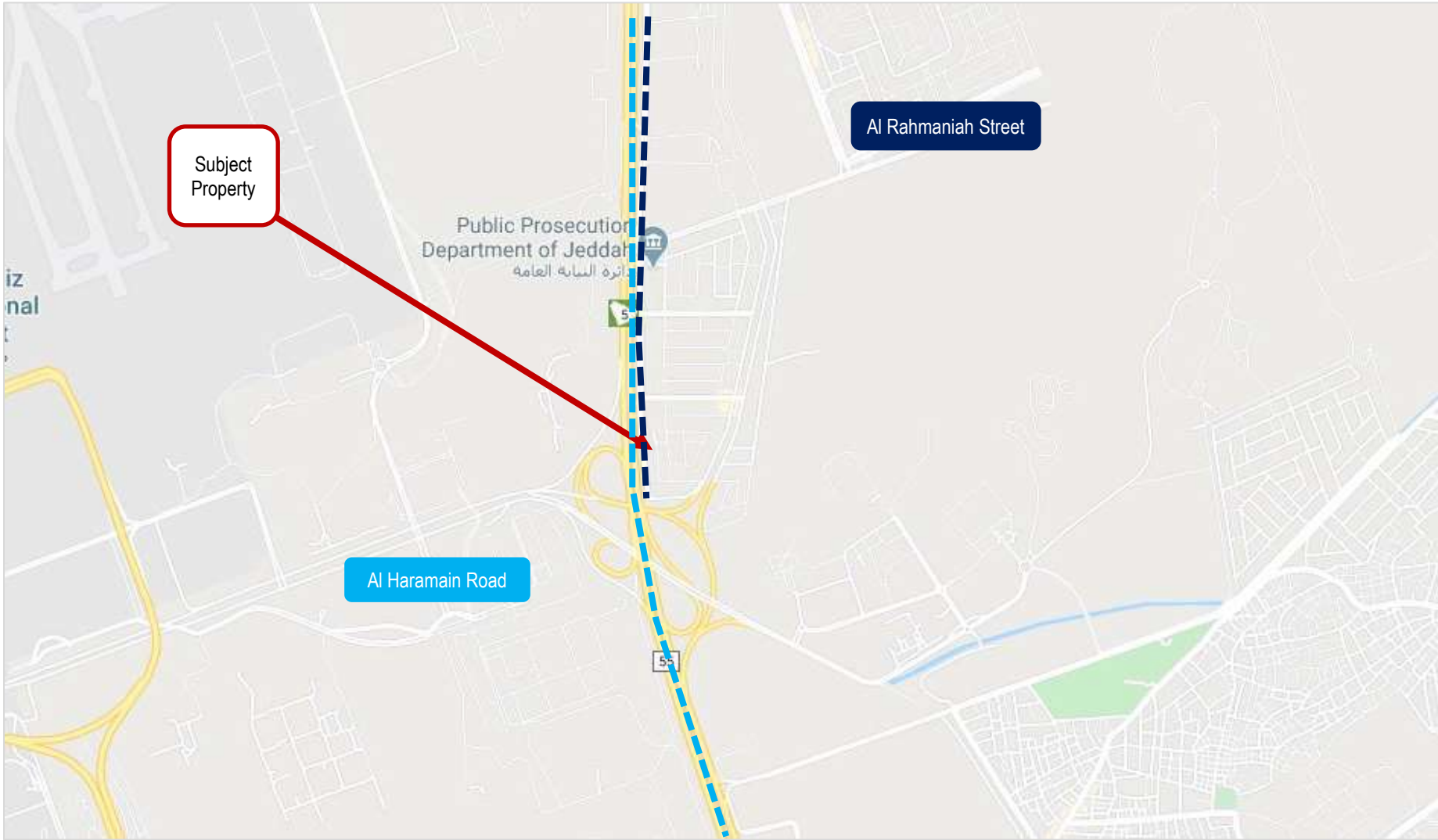
Surrounding Landmarks

- | | |
|---|---|
| 1- Abou Saleh Mosque (0.4 Kilometers) | 6- National Water Company (1 Kilometers) |
| 2- King Abdulaziz International Airport (4 Kilometers) | 7- Administrative Court in Jeddah (0.4 Kilometers) |
| 3- Medco Jeddah (1.4 Kilometers) | 8- Public Prosecution Department of Jeddah (0.8 Kilometers) |
| 4- Modern Society Pharmacy 23 (2 Kilometers) | 9- Abdulrahman Mosque (0.9 Kilometers) |
| 5- Al Bassami International Business Group (2.4 Kilometers) | 10- Rahmaniah Gas Station (0.9 Kilometers) |



1.15 PROPERTY ACCESS

The subject property can be accessed as shown in the map below:





1.16 TITLE DEED & OWNERSHIP

We were provided with copy of the title deed of the subject property which is owned by one title deed. The details of the subject property:

City	Jeddah	Land Area	3,020.18
District	Al Rayyan	Plot No.	259
T.D Type	Electronic	Block No.	N/A
T.D Number	593715000116	Layout No.	ج/س/416
T.D Date	22/03/1441	Owner	حمد عبدالله عبدالعزيز السريع
T.D Value	5,000,000 SAR	Ownership Type	Freehold
Date of Last Transaction	02/02/1440	Limitation of Document	N/A
Issued From	Jeddah Notary		
North Side	Plot# 262	East Side	Plot# 256
South Side	Plot# 257, 258	West Side	Street (25 Meters)
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic. It is not in our scope to run legal diagnosis on any legal document.		

1.17 CONSTRUCTION & BUILDINGS

The building permit indicates the maximum permissible BUA approved by the city municipality. However, the actual area may differ from the area mentioned in the building permit. Therefore, if the customer does not provide us with a copy of the approved plans, the evaluation will be done based on the building permit provided by the customer. In the event that the customer does not provide us with a copy of the legal documents that show the total building surfaces, we will evaluate them using the skills of our team along with the municipality's laws and regulations, and therefore the building surfaces will be estimated only roughly.

Source of BUA		Actual Age of the Property		Status of the property	
Construction Permit	✓	Construction Permit	✓	New	-----
As Built Drawings	-----	As Built Drawings	-----	Fully Constructed	✓
Other Documents	-----	Other Documents	-----	Under Construction	-----
Verbal Information	-----	Verbal Information	-----		
Estimation	-----	Estimation	-----		



The subject property is a fully constructed educational facility consisting of 13 floors and used as a college and composed of a ground floor, mezzanine, first floor, second floor, third floor and upper floors. The client provided us with a building permit for the subject property, which contains the following data:

Subject Property		
Construction Permit Type	New Permit	
Property Type	Residential- Commercial	
Construction Permit No.	3748	
Construction Permit Date	01/05/1430	
Permit Expiry Date	01/05/1433	

Description	Area (sqm)	Use
Basement	10	Parking
Service Floor	800	Services
Ground Floor	2510	Residential- Commercial
Mezzanine	780	Residential- Commercial
First Floor	1,025	Residential
Second Floor	1,025	Residential
Third Floor	1,025	Residential
Typical Floors	8,200	Residential
Total BAU (sqm)	15,375	

The construction permit provided by the client shows a total BUA of 15,375 Sqm.

1.18 MAINTENANCE & OPERATIONAL EXPENSES

Based on the market survey done by our team for the purpose of valuation, the total maintenance and operating costs of the property subject of valuation are estimated to be 15% of the total revenues, which includes all administration, maintenance, operation and general service bills.

1.19 PROPERTY ACTUAL RENTAL RATES

The client provided us with the leasing contract relating to the subject property. The contract is signed between Al Maksed Company and Farabi College for a duration of 25 years starting 01/01/2020 with an annual lease of 7,500,000 SAR where an increase of 5% will be added each 5 years.



1.20 ESTIMATING THE OVERALL PROPERTY CONDITION

Item	Status & Condition					Notes
	1	2	3	4	5	
Location				●		Medium Location
Building Structure			●			Some maintenance is needed
Crack & Damages			●			Some cracks and damages are available in some areas
Major Deficiency				●		Some areas need some maintenance
External Elevation			●			Cracks and damages in the external elevation
External Ramp					●	No Issues Found
External Lighting				●		The lighting bulbs needs simple maintenance
Common Area Lighting					●	No Issues Found
External Back Yard					●	No Issues Found
A/C Room				●		Need maintenance
Internal walls				●		Some minor pain job might be required in some areas
Ceilings				●		Some minor maintenance might be required in some areas
Floor Tiles					●	No Issues Found
Surveillance System and Cameras				●		Average Quality
Elevators				●		No Issues Found
Emergency Staircase					●	No Issues Found
Emergency Exit Doors				●		No Issues Found
Fire Alarm System				●		No Issues Found
Fire Fighting System					●	No Issues Found
Power Generators				●		No Issues Found
Water Pumps					●	No Issues Found
Ventilation System					●	No Issues Found
Parking					●	No Issues Found
Building Cleanliness				●		Medium Quality
	0	0	9	48	45	

Out of 120 points and based on a field survey by our team, the property achieved 103 points. That is, the general condition of the building is medium with a rate of 86%. Based on the provided construction permit, the actual age of the building is 8 years.

1.21 INSURANCE

We have not been provided with any insurance policy for the underlying asset.



1.22 PHOTO RECORD



MARKET INDICATORS





1.23 SAUDI ARABIA ECONOMIC INDICATORS

Economic Indicator	2018	2019	2020
GDP (Source: General Authority for Statistics)	(Q2) 732,747 Bn	793.8 Bn	700 Bn Q1 (E)
GDP Growth (Source: Ministry of Finance)	%2.3	0.5%	2% (E)
Inflation Rate (Source: SAMA)	2.45%	-1.22%	3.58%
Interest Rates (Source: Trading Economics)	2.75%	3%	3.57%
Government Revenues (Source: General Authority for Statistics)	895 Bn	978 Bn	833 Bn
Government Spending (Source: General Authority for Statistics)	1,079 Bn	1,100 Bn	1,068 Bn (E)
Unemployment Rate (Source: General Authority for Statistics)	6%	5.6%	5.86% (E)
Population (Source: General Authority for Statistics)	33,413,660	34,413,660	34,218,169

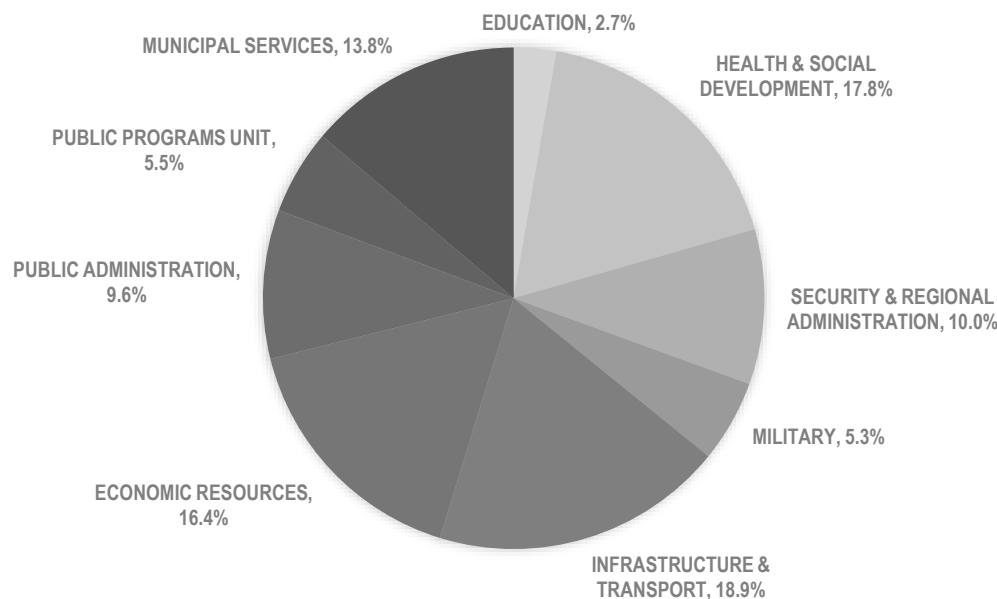
1.24 BUDGET ALLOCATION FOR 2020

Public Administration	28 SAR bn
Military	182 SAR bn
Security & Regional Adm.	102 SAR bn

Municipal Services	54 SAR bn
Education	193 SAR bn
Health & Social Dev.	167 SAR bn

Economic Resources	98 SAR bn
Infrastructure & Transport	56 SAR bn
General Items	141 SAR bn

Source: Ministry of Economy





1.25 SWOT ANALYSIS

Strength - The project is near a main road (Al Haramain Road) - Good accessibility to / from King Abdulaziz Road	Weakness - The property is located far from city center
Opportunities - The project is located near residential units which increase the demand for such project type (Educational)	Threats - Existing and potential similar projects

The strength and weakness points mentioned above are considered as an indicator only, where no full market study was conducted in this matter. Yet, all the mentioned points are based only on the site inspection of the subject property.

1.26 SECTOR BRIEF

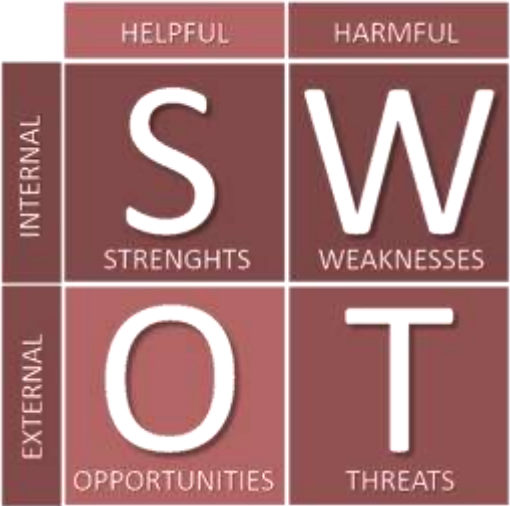
In the following we will insert general information about the real estate sector related to the property subject of our valuation and which is intended to give an initial indication on the sector. These information and indicators are estimated based on our experience, the current sector performance and some other historical data collected from our side; In addition to some current economic changes in general.

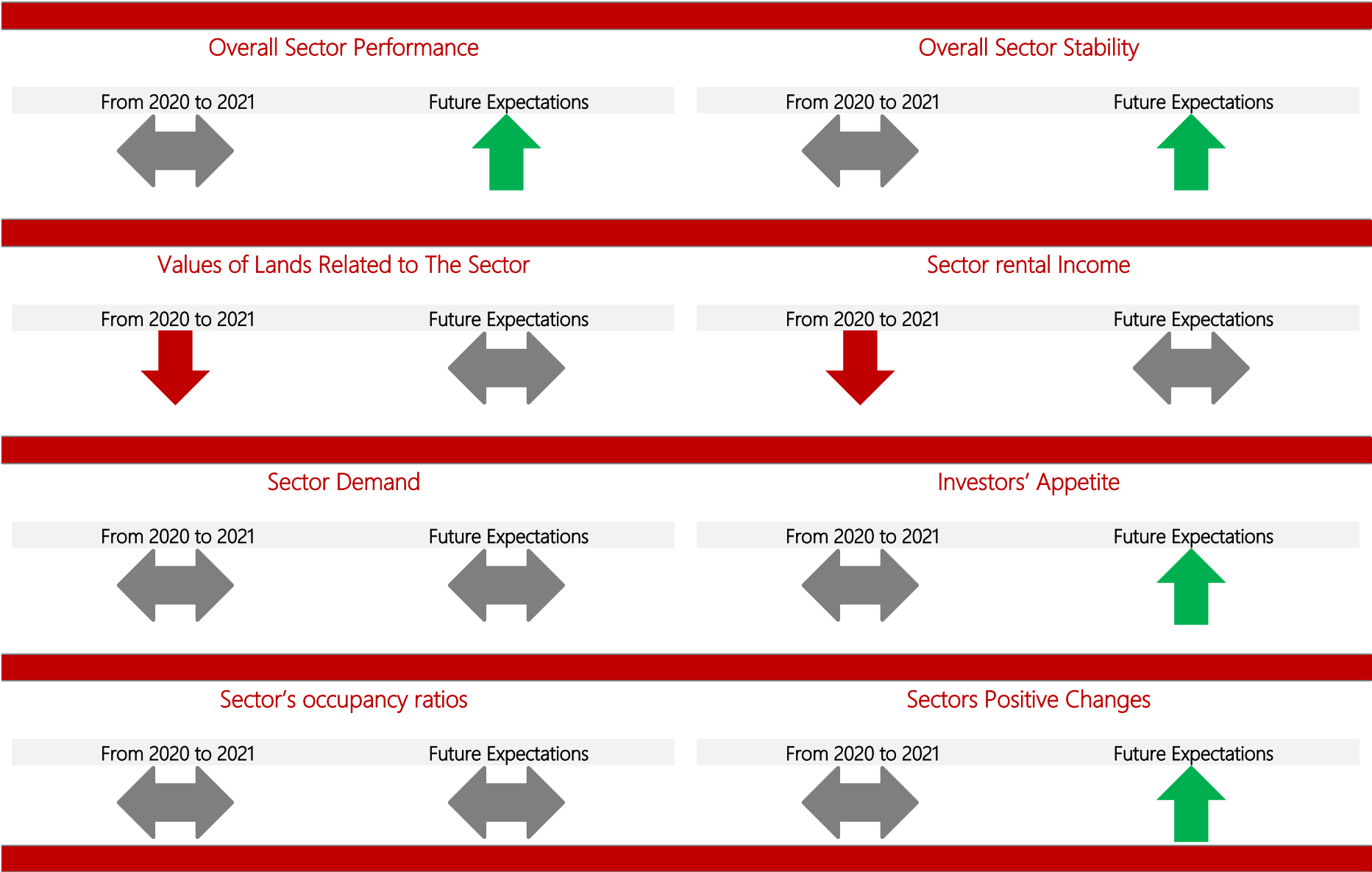
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- Indicator showing a decrease in the current performance comparing to the last year

Indicator showing an increase in the current performance comparing to the last year

Indicator showing a stable position in the current performance comparing to the last year





White Cubes Team's Analysis



1.27 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy			✓		
Sector Current Performance			✓		
Sector Future Performance		✓			
Occupancy Rates			✓		
Supply Rate			✓		
Demand Rate			✓		
Total Risk	0	2	15	0	0
Risk Category	17 Risk Points - Medium Risk				

Sector Analysis

Risk Category- 17 Risk
Points - Medium Risk

Risk Factor	Very Low Risk (1) 1-5	Minimal Risk (2) 6-10	Medium Risk (3) 11-15	Elevated Risk (4) 16-20	Very High Risk (5) 21-25
Access			✓		
Location			✓		
Land Shape		✓			
Surrounding Area facilities			✓		
Total Risk	0	2	9	0	0
Risk Category	11 Risk Points – Medium Risk				

Land Analysis

Risk Category- 11 Risk
Points - Medium Risk

Risk Factor	Very Low Risk (1) 1-3	Minimal Risk (2) 4-6	Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Amenities			✓		
Management Skills			✓		
Overall Condition			✓		
Total Risk	0	0	9	0	0
Risk Category	9 Risk Points - Medium Risk				

Property Analysis

Risk Category- 9 Risk
Points - Medium Risk

PROPERTY VALUATION





1.28 DOCUMENTS RECIEVED

The client has provided us by clear copy of the following documents.

Title Deed Copy ✓	Construction Permit ✓	Krooki
Master Plan	Layouts	3D Design & Perspectives
Pictures	Presentation of the subject property ✓	Location Map ✓
Location Link	Contact Details ✓	Costing & Budget
Leasing Contract ✓	Income & Revenues ✓	Operational Cost - OPEX

1.29 GENERAL ASSUMPTIONS

- The subject property is valued under the assumption of freehold status unless otherwise stated in the report.
- All the written and verbal information provided to us by the Client assumed to be up to date, complete and correct in relation to elements such as title deed, construction permits, land area, and any other relevant matters that are set out in the report.
- This report is a valuation report and not structural / building survey. Therefore, we did not carry out any structural due diligence, utilities check, services check, soil test, etc.
- All the inputs used in the valuation methodologies are based on the collected market data using our best know how and experience in the related market.
- The output of this report (Final Value), is based on the used assumptions, received documents from the client and available market data. Yet, the output estimates show an indicative value of the subject property / properties.

1.30 LEGAL NOTICES

We are not aware of and have not been notified of any legal notices on the property, whether they are ongoing or pending in the courts.



1.31 INFORMATION SOURCE

Referring to the purpose of this report, it has been assumed that all information received from the customer, whether verbal or written, is up-to-date and correct. Our team conducted a field research in order to ensure the validity of some market information for the purpose of valuation, which included the values of assets in the region, occupancy rates and market information related to the asset being valued in order to reach the market value of the asset being valued. During the field research process, some sources were relied on as follows:

- The field survey prepared by us
- Site inspection done by our team
- Our historical database for the similar assets of the property being valued
- Sales agents specialized with the same type of assets subject to valuation

1.32 STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)

Our service scope does not include any technical testing of buildings or construction structures, and this does not include any quality assurance of these constructions. However, in the event of any visible and observed deficiencies in the structural structure, we will write it down in our report and reverse the effect on the value estimate.

1.33 VALUATION APPROACH

With reference to the valuation purpose, taking into consideration the nature of the subject property, we will use the following ticked methods to estimate the market value of the subject property:

	DRC	Comparable	Income Cap	DCF	RLV
Land		✓			
Building	✓				
Overall Property			✓		

COMPARABLE METHOD

This is the method most are familiar with as it is the accepted method for valuing residential real estate. Typically, this method involves selecting properties with similar characteristics in the same market area that have recently sold. Once those properties are found they are compared to the property in question and a professional appraiser will deduct value from the subject property for comparative deficiencies and increase value for advantages. Typically, this method is required if the investor is seeking conventional financing. For comparable information, property brokers, dealers and estate agents are contacted to ascertain the asking and selling prices for property of the nature in the immediate neighborhood and adjoining areas. Neighboring properties, which have been recently sold or purchased, are investigated to ascertain a reasonable selling price.



DEPRECIATED REPLACEMENT COST (DRC)

A cost approach is a real estate valuation method that surmises that the price someone should pay for a piece of property should not exceed what someone would have to pay to build an equivalent building. In cost approach pricing, the market price for the property is equivalent to the cost of land plus cost of construction, less depreciation. It is often most accurate for market value when the property is new. Generally, the cost approach considers what the land, devoid of any structures, would cost, then adds the cost of building the structures, then depreciation is subtracted. The cost approach is most often used for public buildings, such as schools and churches, because it is difficult to find recently sold comparable properties in the local market, and public buildings do not earn income, so the income approach cannot be used, either. A property that already has improvements will usually contribute a certain amount of value to the site, but improvements can also lower property value if the site's potential buyers wish to use the property for another use that would entail removing some of the improvements to the current site. The cost approach is best used when improvements are new and there is adequate pricing information to value the property components. The cost approach may be less desirable if there are no recent sales of vacant land for which to compare, since the major method of valuing vacant lands is to use the sales comparison approach, or when construction costs are not readily available. The cost approach method includes:

- Estimate what the vacant property would be worth.
- Estimate the current cost of building the structures, then add that value to the value of the vacant land.
- Estimate the amount of accrued depreciation of the subject property, then subtract it from the total to arrive at the property's worth.

CAPITALIZATION METHOD (CAP RATE)

The income approach values property by the amount of income that it can potentially generate. Hence, this method is used for apartments, office buildings, malls, and other property that generates a regular income.

The appraiser calculates the income according to the following steps:

- Estimate the potential annual gross income by doing market studies to determine what the property could earn, which may not be the same as what it is currently earning.
- The effective gross income is calculated by subtracting the vacancy rate and rent loss as estimated by the appraiser using market studies.
- The net operating income (NOI) is then calculated by subtracting the annual operating expenses from the effective gross income. Annual operating expenses include real estate taxes, insurance, utilities, maintenance, repairs, advertising and management expenses. Management expenses are included even if the owner is going to manage it, since the owner incurs an opportunity cost by managing it herself. The cost of capital items is not included, since it is not an operating expense. Hence, it does not include mortgage and interest, since this is a debt payment on a capital item.

Estimate the capitalization rate (aka cap rate), which is the rate of return, or yield, that other investors of property are getting in the local market.



1.34 INPUT VALUATION PROCESS

After carrying out the inspection process of the subject property, and based on the purpose of the valuation, we surveyed the surrounding area for the purpose of bringing in information related to the same sector to begin the actual assessment. This information may include similar land prices, residual values, income rates and other information that may be useful, depending on the assessment method to be followed in this report.

1.35 COMPARABLE APPROACH

This method aims to collect data and information on actual sales or current offers of real estate similar to the original subject matter being evaluated, and then make the necessary adjustments to these comparisons in terms of area, location, shape, quality, content and others. Below is a summary of the evaluation process in the style of comparisons and the amendments made to the available comparisons

Characteristics of Samples		
Feature	Subject Property	Sample 1
Quoting	-----	Offering
District	Rayyan	Rayyan
Sale Price	-----	SAR 23,840,000
Data Source	Title Deed	Market Survey
Area Size	3,020.18	4,768.00
SAR / Sqm	-----	SAR 5,000
Sides Open	1	4

Adjustment Analysis			
		SAMPLE 1	
Area size	3,020.18	4,768.00	0.00%
Location Desirability	Average	Average	0.00%
Accessibility	Average	Average	0.00%
Street Width (m)	25	25	0.00%
Sides Open	1	4	-10.00%
Land Shape	Regular	Regular	0.00%
Close to main street	Yes	Yes	0.00%
Negotiable	-----	No	0.00%
Other Factor	-----	-----	0.00%
Total Adjustments Ratio		-10.00%	
Total Adjustment Amount		-SAR 500.0	
Net After Adjustment		SAR 4,500.0	
SAR / Sqm		SAR 4,500	
Rounded Value		SAR 4,500	





SENSITIVITY ANALYSIS					
	-10%	-5%	0%	5%	10%
Land Area	3,020	3,020	3,020	3,020	3,020
SAR / Sqm	SAR 4,050.0	SAR 4,275.0	SAR 4,500.0	SAR 4,725.0	SAR 4,950.0
Property Value	SAR 12,231,729	SAR 12,911,270	SAR 13,590,810	SAR 14,270,351	SAR 14,949,891
PROPERTY VALUE					

Based on the field samples obtained with the assistance of some real estate experts in the region, the average prices for similar properties range from 4,000 to 5,000 SAR per square meter. The general average is 4,500 SAR / Sqm. When comparing with the results of the analysis of comparisons, we found that the property value falls within the same range and is close to the general average.

1.36 COST APPROACH (DRC)

As a first step, the cost of reconstructing the building (the cost of replacement) was estimated, based on the average construction costs of the real estate similar to the property being evaluated, and at the same level of finishes, services, utilities, and others. The opinion of some engineering experts was used in this regard, and in the following table the scope of the expected costs for replacing the building under evaluation

	Min Cost (SAR / Sqm)	Max Cost (SAR / Sqm)	Average Cost
Skeleton - Concrete Cost	SAR 1,100	SAR 1,300	SAR 1,200
MEP	SAR 600	SAR 700	SAR 650
Finishing Materials	SAR 800	SAR 900	SAR 850
Fitouts &Appliance	SAR 80	SAR 120	SAR 100
Owner Profit	18%	22%	20%

In the following table, we will calculate an estimate of the direct costs of the building in the new condition, according to the main components of the building, such as the concrete structure, electromechanical work, finishes, site improvements, etc. Then we will estimate the value of the indirect costs as a percentage of the total direct costs to estimate the total construction costs of the project

LAND		
Land Area	SAR / Sqm	Total Value
3,020.18	SAR 4,500	SAR 13,590,810
Building		
	Unit	Total BUA
Underground	Sqm	0.00
Upper Floors	Sqm	15,375.00
Total (SQM)	15,375.00	



Development Cost					
Hard Cost - Upper Floors					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	15,375.00	SAR 1,200	SAR 18,450,000	100%	SAR 18,450,000
Electro Mechanic	15,375.00	SAR 650	SAR 9,993,750	100%	SAR 9,993,750
Finishing	15,375.00	SAR 850	SAR 13,068,750	100%	SAR 13,068,750
Fit outs & Appliances	15,375.00	SAR 0	SAR 0	100%	SAR 0
Furniture	15,375.00	SAR 0	SAR 0	100%	SAR 0
Site Improvement	3,020.18	SAR 100	SAR 302,018	100%	SAR 302,018
Total			SAR 41,814,518	100.00%	SAR 41,814,518
Overall Soft Cost					
			Total Hard Cost	Ratio	Soft Cost
Initial Project Pre Cost			SAR 41,814,518	0.10%	SAR 41,815
Design			SAR 41,814,518	1.00%	SAR 418,145
Eng Consultant			SAR 41,814,518	0.50%	SAR 209,073
Management			SAR 41,814,518	5.00%	SAR 2,090,726
Contingency			SAR 41,814,518	5.00%	SAR 2,090,726
Others			SAR 41,814,518	0.00%	SAR 0
TOTAL				11.60%	SAR 4,850,484.09
Total Hard Cost	SAR 41,814,518		BUA	15,375.00	
Total Soft Cost	SAR 4,850,484.09		SAR / Sqm	SAR 3,035	
Total Construction Cost	SAR 46,665,002.09		Overall Completion	100.0%	

After knowing the total building construction costs at a rate of 3,035 SAR per square meter, we will estimate the life span of the property according to the type of construction and its general condition, and then apply the depreciation rates based on the actual age of the property. Then, the developer's profitability will be added to the property's value after depreciation to see the estimated market value of the building

DEVELOPMENT VALUE					
Total Dev Cost	SAR 46,665,002	Net Dep Rate	30.00%		
		Dev Cost After Depreciation	SAR 32,665,501		
Economic Age	30	Total Completion Rate	100.00%		
Annual Dep Rate	3.33%	Developer Profit Rate	20.0%		
Actual Age	9				
Total Dep Rate	30.00%				
Add Appr Rate	0.00%	Dev. Profit Amount	SAR 6,533,100		
Net Dep Rate	30.00%	Development Value	SAR 39,198,602		



The total market value of the building is 41,065,202 SAR, which will be added to the market value of the land in order to get the full value of the property as follows:

Total Dev. Value	Land Value	Total Property Value	Rounded Value
SAR 39,198,602	SAR 13,590,810	SAR 52,789,412	SAR 52,790,000

1.37 INCOME APPROACH- LEASING CONTRACT

The client provided us with the leasing contract relating to the subject property. The contract is signed between Al Maksed Company and Farabi College for a duration of 25 years starting 01/01/2020 with an annual lease of 7,500,000 SAR where an increase of 5% will be added each 5 years.

Market Capitalization Rate Analysis

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.

Minimum capitalization rate		7.00%
Maximum capitalization rate		8.00%
Average		7.50%
The effect of the property specifications on the property		
Item	Influence	Notes
Ease of access to the property	0.25%	1 Side Open
General condition of the property	0.00%	The actual age of the property is 8 years
The general location of the property	0.00%	The area is served good
Quality and finishes	0.00%	Average quality finishes
Facilities of tenant payment	-0.25%	The tenant provided promisory note for the contract period
Services and public facilities	0.00%	level and availability of services is average
Total	0.00%	
Note: When the effect is negative (-), this reduces the capitalization rate, which increases the value of the property. And when the effect is positive (+), this increases the capitalization rate, which reduces the value of the property		
Total adjustments on capitalization rate	0.00%	
Capitalization rate, according to market averages	7.50%	
Estimated capitalization rate of the property valuation	7.50%	

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.5%, which will be applied subsequently to the net operating income of the property.



Based on the above, the value of the property using the income capitalization method is as follows:

REVENUES					
	Quantity		Revenues		
Unit Type	Total GLA	No of Units	SAR / Sqm	SAR / Unit	Total Revenues
Educational Facility		The subject property is Fully leased to 1 tenant			SAR 7,500,000
-----	0	0	SAR 0	SAR 0	SAR 0
-----	0	0	SAR 0	SAR 0	SAR 0
Total Revenues					SAR 7,500,000
EXPENSES					
Unit Type	Management	Utilities	Maintenance	Others	Total Expenses
Educational Facility	0.00%	0.00%	0.00%	0.00%	0.00%
-----	0.00%	0.00%	0.00%	0.00%	0.00%
-----	0.00%	0.00%	0.00%	0.00%	0.00%
NET OPERATING INCOME					
Unit Type	Total Revenues		Total Expenses		NOI
Educational Facility	SAR 7,500,000		0.00%		SAR 7,500,000
-----	SAR 0		0.00%		SAR 0
-----	SAR 0		0.00%		SAR 0
Total					SAR 7,500,000
Total Property Revenues					SAR 7,500,000
Total Property Expenses					SAR 0
Net Operating Income					SAR 7,500,000.00
Net Operating Income		Cap Rate	Property Value		Rounded Value
SAR 7,500,000.00		7.50%	100,000,000.00 SAR		100,000,000.00 SAR

1.38 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
Income Approach	Property	SAR 100,000,000	One Hundred Million Saudi Riyals
DRC Approach	Land + Building	SAR 52,790,000	Fifty-Two Million and Seven Hundred Ninety Thousand Saudi Riyals



1.39 SUBJECT PROPERTY VALUE

We are of an opinion that the total market value of the subject property taking into consideration the purpose of valuation by using the Income Approach is:

Property Value: **100,000,000 SAR**
One Hundred Million Saudi Riyals

1.40 REPORT USE

This valuation is for the sole use of the named Client. This report is confidential to the Client, and that of their advisors, and we accept no responsibility whatsoever to any third party. No responsibility is accepted to any third party who may use or rely upon the whole or any part of the contents of this report. It should be noted that any subsequent amendments or changes in any form thereto will only be notified to the Client to whom it is authorized.

1.41 DISCLAIMER

In undertaking and executing this assignment, extreme care and precaution has been exercised. This report is based on the information supplied by the bank and or the owner/s of the property. The values may differ or vary periodically due to various unforeseen factors beyond our control such as supply and demand, inflation, local policies and tariffs, poor maintenance, variation in costs of various inputs, etc. It is beyond the scope of our services to ensure the consistency in values due to changing scenarios.

1.42 CONCLUSION

We trust that this report and valuation fulfills the requirement of your instruction. The contents, formats, methodology and criteria outlined in this report are pending copyright. This report is compiled based on the information received to the best of our belief, knowledge and understanding. The information revealed in this report is strictly confidential and issued for the consideration of the client. The valuer's approval is required in writing to reproduce this report either electronically or otherwise and for further onward distribution, hence no part of this report may be copied without prior consent. We trust that this report and valuation fulfills the requirement of your instruction. The contents, formats, methodology and criteria outlined in this report are pending copyright.



Essam Hussaini
Site Inspection Check

A handwritten signature in blue ink, appearing to be 'Essam Hussaini'.

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