أبعاد للتقييم العقاري

Final Valuation Report

Ahlan Center in Al Andalus District, Jeddah

Client/ Alkhabeer Capital

09 January 2024

V230275

P230352

الخبير المالية
Alkhabeer Capital

Introduction

أبعاد للتقييم العقاري

Dear **Alkhabeer Capital**,
RE: Ahlan Center in Al Andalus District-Jeddah

Further to your request, Abaad thank you for inviting us to complete and submit a valuation report with respect to the aforementioned property.

We have prepared our valuation on the basis of Fair Value for Financial Statements Purposes.

We confirm that the valuation has been prepared in accordance with International Valuation Standards (IVS) 2022 and is compliant with the Saudi Authority of Accredited Valuers, also referred to as "Taqeem."

We confirm that the valuation has been undertaken by us as external valuers and we possess the required knowledge, skills, and understanding to undertake the valuation competently.

We confirm that we are not aware of any existing or potential conflict of interest with respect to this engagement.

Eng. Ammar Abdulaziz Sindi
Chief Executive Officer
Kingdom of Saudi Arabia
Mobile: +966 (50) 730 0500
Email: asindi@sa-abaad.com

Registration Certificate

Table of Contents

Executive Summary

أبعاد
للتقييم العقاري

Property Overview

- The Subject Property is a commercial office center comprised of 9 commercial showrooms and an administration office. The area of the land is 4,342 square meters, featuring a total built-up area of 2,758 square meters.
- The Subject Property is located in Al-Andalus District on Prince Mohammed bin Abdulaziz Road, Jeddah.
- The Subject Property is located approximately 12 kilometers to the north of the City Center, and about 18 kilometers from King Abdulaziz International Airport at Al-Andalus District, Jeddah.
- The Subject Property is located in Jeddah, a governorate of the Makkah Region and it’s located in the western part of the Kingdom of Saudi Arabia on the Red Sea coast, 79 kilometers from Makkah and 420 kilometers from Medina. It's considered the economic and touristic capital of the Kingdom of Saudi Arabia.

Subject Property Pictures

Property Details

Site Details	Information
District	Al-Andalus
Permitted Use	Commercial Center
Tenure	Restricted Ownership
Deed Number	920210027006
Deed Date	17/8/1440H
Total Land Area (sqm)	4,342
Gross Leasable (sqm)	2,758
Owner	Awwal Al Malqa Real Estate Company

Valuation Summary

Site Details	Information
Report Type	Detailed Report
Other independent Users	Alkhabeer Capital- Fund Manager & Investors - Report Reviewers - CMA
Purpose of Valuation	Financial Statement
Valuation Approach	Income Approach
Basis of Value	Fair Value
Valuation Hypothesis	Current Use
Adopted Currency	Saudi Riyal
Property fair value	**68,790,000**

أبعاد
للتقييم العقاري

Terms and Conditions

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Taqeem).

- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.

- The report was issued without any conflict of interest or personal gain.

- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".

- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.

- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the Property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value - values) on the parts of the Property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.

- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.

- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the Property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.

- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.

- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.

Valuation Terms

أبعاد
للتقييم العقاري

Introduction

- Abaad Real Estate Valuation Company employs professional staff capable of providing valuation of this type of assets. It also has the requisite competence to assess the fair value by the required date.

Subject to Valuation

- The subject of the valuation is the assessment of the Fair Value of Ahlan Center in Al Andalus District-Jeddah for Financial statements purposes.

Applicable Standards

- We confirm that this valuation report has been prepared in accordance with International Valuation Standards (IVS) 2022 and is compliant with the Saudi Authority of Accredited Valuers, also referred to as "Taqeem".

Status of Valuer

- This report has been compiled and verified by Ammar Qutub and Ammar Sindi, who have the necessary qualifications, ability and relevant experience to conduct a valuation of the Subject Property. They have also acted in the capacity of external valuers.

Conflict of Interest

- We confirm that we are not aware of any conflict of interest in acting on your behalf on this exercise.

Purpose of Valuation

- We have prepared our valuation for Financial Statements purpose.

Date of Inspection

- We confirm that the Property was inspected by Abaad Team on 15 November 2023.

Date of Valuation

- We confirm that the date of valuation is 31 December 2023.

Basis of Valuation

- Our valuation will be presented on the basis of Fair Value, which is defined in accordance with the International Valuation Standards (IVS) in 2022 as follows:
- International Accounting Standard No. (13) defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Sources of Information

- We have relied upon the information provided to us by the Client with respect to the Subject Property, which is outlined below:
  - Title Deed.
  - Lease Contract Document
  - Alkhabeer REIT Fund Prospectus.

Disclaimers

General Disclaimers

Liability and Publication

- This report is issued for your use, and that of your professional advisers, for the specific purpose to which it refers. Abaad does not accept any responsibility to any third party for the whole or any part of its contents.

- Neither the whole nor any part of this valuation or any reference to it, may be included in any published document, circular, or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

Confidentiality

- This report is confidential to the Client and their advisors, and we accept no responsibility 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 to it will only be notified to the Client to whom it is authorized.

Assumptions and Special Assumptions

- Assumptions are matters that are reasonable to accept as a fact in the context of the valuation assignment without specific investigation or verification. They are matters that, once stated, are to be accepted in understanding the valuation or other advice provided.

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.

- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.

- Some of the land areas were calculated internally by abaad team for the unavailability of the exact plot areas in the title deeds.
- We have based our valuation on the assumption that the entire plots have commercial using scenario 1.

Disclaimers

Fair Value Disclaimers

Fair Value Hierarchy

- In accordance with the Fair Value Hierarchy prescribed by IFRS 13, our real estate valuation process adheres to three distinct levels of inputs to ensure transparency and reliability in the determination of fair value.

  - **Level 1 Inputs**: Quoted prices for identical properties in an active market represent the most reliable and transparent inputs. However, due to the unique characteristics of our real estate assets, the availability of Level 1 inputs may be limited.
  - **Level 2 Inputs:** Observable inputs other than quoted prices, such as recent transactions or prices for similar properties, are considered in the absence of Level 1 inputs. These inputs contribute to the valuation process and enhance the robustness of our fair value measurements.
  - **Level 3 Inputs:** The valuation of certain real estate assets relies significantly on Level 3 inputs, which are unobservable and require management judgment. This involves the use of proprietary valuation models, assumptions, and estimates tailored to the specific attributes of our properties. Level 3 inputs are particularly relevant when market activity is limited or absent.

- The choice of input level is determined by the nature of each asset and the availability of observable market data. Our commitment to providing a comprehensive and accurate representation of fair value includes detailed disclosures regarding the methods, assumptions, and risks associated with each valuation.
- This disclosure aims to communicate the approach taken in the real estate valuation process, highlighting the reliance on different levels of inputs and emphasizing transparency for stakeholders.

Fair Value Measurement Disclosure

- In accordance with the Fair Value Hierarchy outlined in IFRS 13, our real estate valuation primarily relies on Level 3 inputs. Level 3 inputs involve unobservable data and require significant management judgment. This is due to the unique characteristics of our properties and the absence of readily available market prices for identical or similar assets. Our valuation approach includes the use of appropriate and relevant valuation methodologies, and the fair value estimates are sensitive to changes in key assumptions. For a detailed understanding of our valuation methodologies and the associated risks, please refer to the comprehensive disclosures provided in through out the report and the valuation methodology section

- This disclosure communicates to stakeholders that Level 3 inputs are a key component of the real estate valuation process, emphasizes the reliance on unobservable data, and encourages users to review the detailed disclosures for a more thorough understanding of the valuation methodologies and associated risks. Providing transparency in this way helps stakeholders make informed decisions based on the unique circumstances of the real estate being valued.

Tenure

Title Information

Title Information

ID	Description	
Owner	Awwal Al Malqa Real Estate Company	
Property Name	Ahlan Center	
Plot No.	1	
Masterplan No.	T / S / 860	
District	Al-Andalus District	
Street Name	Prince Mohammed bin Abdulaziz	
Coordinates	21°32'51.2"N 39°08'23.6"E	
City	Jeddah	
Ownership Type	Restricted Ownership	
Title Deed Info	Deed No.	920210027006
	Deed Date	17/08/1440H

Sources: Title Deed

Dimensions and street widths

Side	Dimension	Street Name	Type	Width (m)	Frontage
North	47	Prince Mohammed bin Abdulaziz	Main	40	1
South	47	Unnamed	Local	15	3
East	81.25	Unnamed	Local	15	2
West	86.8	-	Neighbor	-	4

Sources: Title Deed

Tenure

Contract Details

أبعاد للتقييم العقاري

Lease Contract Summary

ID	Description	Details
1	First Party (Owner)	Awwal Al Malqa Real Estate Company
2	Second Party (Lessee)	Nadd Al Arabia Real Estate Marketing Company
3	Contract Term	15 Hijri Years
4	Contract Effective Date	24/02/2019
6	First Party's Obligations	Property Annual insurance of SAR 17,540
7	Second Party's Obligations	The Lessee shall bear all of the Property maintenance and management costs

According to an agreement between the landlord and tenant, the lease rate was subject to a discount over four years starting in 2021, and the reduction was applied to the cash flow schedule in the following pages of this report. The table below shows the details of the payments:

Year	Income (SAR)
Years 1-2	7,000,000
Years 3-5	5,040,000
Year 6	5,390,000
Years 7-10	7,350,000
Years 11-15	7,717,500

Sources: Title Deed

Lease Agreement Details

- After examining the current lease agreement provided by the client, we have determined that the Tenant has leased the whole property, land, and building.
- The contract is binding for the leasing period of 15 years and can't be terminated unless the period is over.
- The tenant is an independent entity with no relationship with the landlord.
- According to the conducted market research about the rental prices, we have concluded that the current lease rate is within the market range.

Sources: Title Deed

Site Location Analysis

Development Projects at City Level

Jeddah City

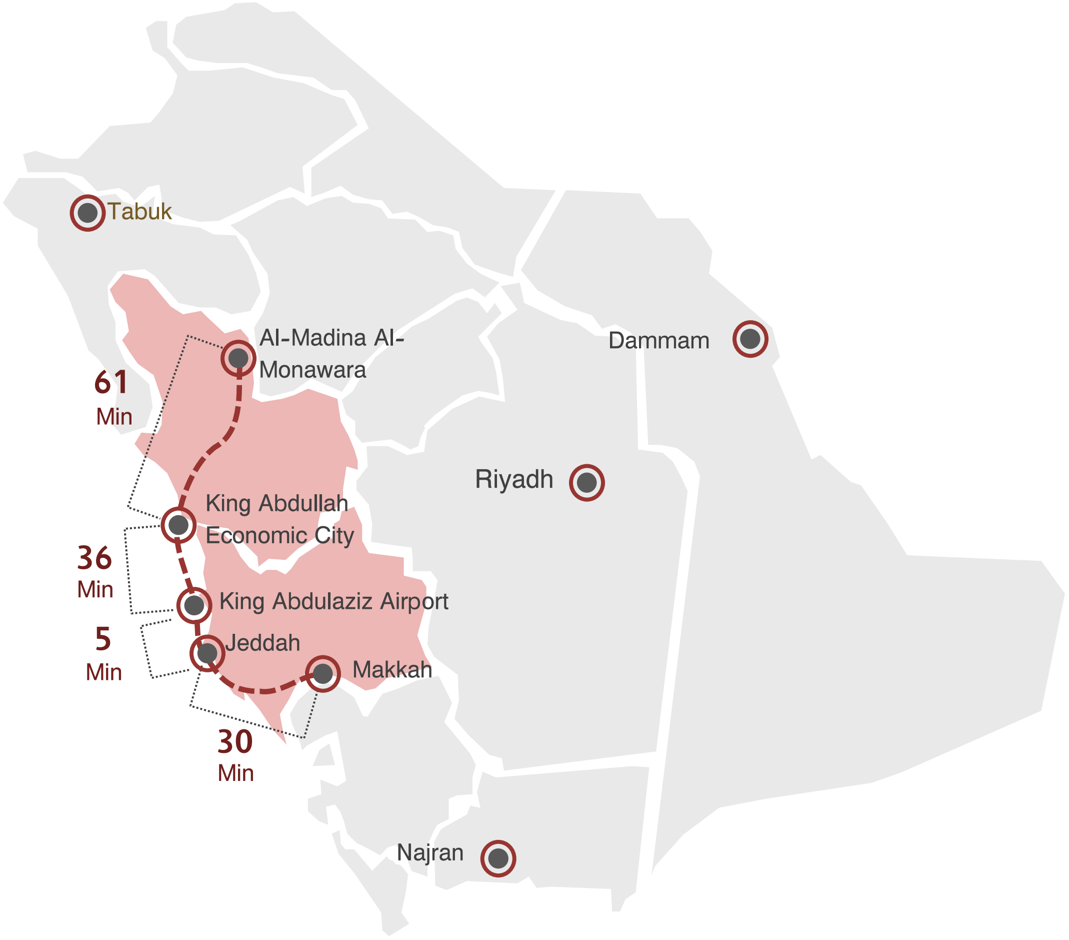
- Jeddah, a jewel on the Red Sea coast, serves as a key governorate in the Makkah Al-Mukarramah region of Saudi Arabia. Positioned at a distance of 900 km from Riyadh, 75 km from Mecca, and 400 km from the bustling city of Medina, Jeddah holds a strategic geographical significance. It not only attracts tourists from within and beyond the Kingdom but also takes pride in spearheading innovative tower and skyscraper projects.
- With a population exceeding 3.4 million, Jeddah ranks as the second-largest city in Saudi Arabia, second only to the capital, Riyadh. As the largest city in the Makkah Al-Mukarramah region, Jeddah serves as the principal gateway to the Two Holy Mosques, embodying a rich blend of tradition and modernity.
- Jeddah's economic importance is underscored by its possession of the largest seaport on the Red Sea, making it a vital financial and business hub in Saudi Arabia. The city plays a pivotal role in the import and export sectors, facilitating the flow of goods and meeting local needs.
- The skyline of Jeddah is a testament to its rapid development, with around 135 skyscrapers currently in various stages of construction. This dynamic growth reflects the city's commitment to modernization and economic prosperity.
- The property under evaluation, strategically located approximately 12 kilometers north of downtown and 18 kilometers from King Abdulaziz International Airport, sits at the nexus of Jeddah's economic and urban vitality. As illustrated on the map, the property's placement within the cityscape aligns with Jeddah's vision for sustained growth, further solidifying its role as a dynamic and influential force in the Kingdom's landscape.

Site Location Analysis

Local Infrastructure Projects

Current Status	Operational
Completion Date	2018
No. Stations	5 Stations
Total Capacity	60 Million Per Annum

- The Haramain High-Speed Railway (HHSR) runs for approximately **450**km, connecting the two holy cities of Makkah and Madinah, via the Central Jeddah Station, King Abdulaziz International Airport (KAIA), and King Abdullah Economic City Station (KAEC).
- The railway is expected to carry around **60** million passengers per annum, onboard a fleet of **35** trains, each consisting of **417** seats.
- Currently, the train line goes by five stations, located as follows:
  - Makkah
  - Jeddah Naseem Station.
  - Jeddah King Abdulaziz Int' Airport Station.
  - King Abdullah Economic City Station.
  - Madinah Station.



Site Location Analysis

Local Infrastructure Projects

- King Abdulaziz International Airport is presently undergoing a comprehensive expansion initiative, strategically segmented into three distinct phases. The operational Phase 1, though not yet at its full handling capacity, is set to elevate the annual passenger capacity from 13 Million Annual Passengers (MAP) to an impressive 30 MAP.
- While the project initially aimed for completion by 2035, focusing on achieving an ambitious 80 MAP, uncertainties surround the timelines for Phases 2 and 3 due to project delays. Presently, attention is concentrated on optimizing Phase 1 to meet immediate demands.
- The expansive KAIA project encompasses a substantial Gross Floor Area of 670,000 sqm, presenting a dynamic blend of functionality and comfort. Boasting 120 retail outlets and 120 hospitality keys, the new facilities promise a harmonious convergence of travel efficiency and passenger experience enhancement, marking a significant milestone in the airport's evolution.

120 Room Keys

1-15

46 Gates

120 Retail Stores

P

21.6K parking Bays

Hajj and Umrah Terminal Complex

Site Location Analysis

Development Projects at the District Level

- Nestled at the heart of Jeddah, the Subject Property is strategically positioned, bordered to the north by Prince Muhammad bin Abdulaziz (Tahlia) Road, the west and south by Andalus Road, and the east by Prince Sultan Road, creating a central nexus in the city's bustling landscape.
- Situated in a vibrant and densely populated residential enclave, the property finds itself surrounded by Al-Andalus neighborhood. To the north lie the districts of Al-Rawda, Al-Khalidiya, and Al-Shati, while to the south, it is flanked by Al-Hamra and the Red Sea. Al-Azizia, Mishref, and Al-Faisaliah delineate the eastern boundaries, with the western side opening up to the expanse of the Red Sea.
- The property's accessibility is further underscored by its proximity to key thoroughfares, including Al-Andalus Road and Prince Muhammad bin Abdulaziz Road, ensuring convenient connectivity to the broader cityscape. This central location not only enhances its appeal but also positions it as a focal point within the dynamic urban fabric of Jeddah.

Site Location Analysis

Property Description

- The Subject Property comprises nine commercial showrooms and an administration office on 4,342 square meters of constructed land. With a regular shape and level terrain, the building spans 2,758 square meters, aligning rental and building areas due to its single-floor design for exhibitions.

- Spread across two floors, the Property includes nine showrooms, an administration office, and 42 parking spaces. External facades feature aluminum cladding and glass, while internal spaces boast basic yet refined finishings. Utility services are seamlessly integrated into each unit, enhancing operational efficiency.

- Positioned for prominence, the Property's regular shape provides a direct view of Prince Mohammed bin Abdulaziz Road. With 14 years of existence, the Center underwent a comprehensive renovation in 2018, ensuring it stands as a testament to enduring quality and contemporary standards.

Property Photographs

Site Location Analysis

Property Photographs

أبعاد
للتقييم العقاري

أبعاد للتقييم العقاري

Income Valuation Methodology - DCF

Income Valuation Approach

- In determining our opinion of [Market Value] for the Subject Properties and based on the fact that they are all multi-tenanted income producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modelling technique based on explicit assumptions regarding the prospective cashflow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cashflow has been calculated on an annual basis. With respect to the growth rate applied throughout our cashflow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.8٪.
- The cashflow is discounted back to the date of valuation at an appropriate rate to reflect the time value of money, and in so doing thus determining the [Market Value]. It is important to note that the cashflows reflect assumptions that market participants would use when pricing the asset (i.e., determining its value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be as at a future date.

Valuation Steps Using Income Approach - DCF

01

Income Approach

The Investment Approach is a commonly used approach to value income-generated assets. The approach captures the revenues generated from the operation of the asset, using the Discounted Cashflow.

02

Cost Assumptions

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.8 ٪/annum.

03

Property Income

The property income represents the revenue derived from the rent payments received during a year.

04

Property Costs

The property costs attribute to the costs generated from the operation of the asset, for instance, maintenance, and marketing costs. The costs are typically calculated on an annual basis.

Property Risk Analysis

Long-term contract risks

The lack or limitation of long-term contracts greatly affects the value of the Property, especially the properties listed under REITs. Where the existence of long-term contracts gives stability to the income and thus the value. While the absence of such contracts gives fluctuation in rental prices and income and thus affects the final value.

Competition risk

The large supply of real estate goods leads to competition in prices offered to the consumer. We find this clear in the real estate market, as the increase in units and exhibitions offered in the market and the entry of new competitors with products will lead to a decrease in prices and services, and thus a decrease in the price of the final Property.

Regulatory and legislative risks

The regulatory, legal or legislative environment may witness some changes that may affect the value of the Property, such as the emergence of municipal legislation allowing or prohibiting activities in specific areas, or reducing or increasing the number of floors in the surrounding area, which affects the final value of the Property.

Revenue security risk

Since the realization of revenues is the main factor in determining the value of the Property, any change in revenues as a result of different market conditions will affect the value of the Property.

Economic risk

The state's macroeconomic conditions may affect the real estate market in general, such as inflation rates, liquidity, interest rates, financing costs, taxes, and the movement of local and global stock markets, as changing some or all of these influences affects the real estate market.

Market Study - Demand and Supply

Office

- In the first three months of 2023, around 50,000 sq. m. of office gross leasable area (GLA) was delivered in Riyadh and Jeddah collectively. This brought the total existing stock to approximately 4.9 million sq. m. in the capital and 1.2 million sq. m. in Jeddah. Over the remainder of this year, an additional 61,000 sq. m. and 583,000 sq. m. of office GLA is scheduled to enter the market in Jeddah and Riyadh, respectively.
- In the capital, the supply and demand dynamics have further shifted the tide towards landlords, and they are expected to continue to remain bullish in order to capitalize on the strong demand. Additionally, corporates have been expanding towards the north, where office offerings come with better accessibility and parking. There is tight availability of good quality office space in the market. Indeed, the average market-wide vacancy in Riyadh dropped to 1٪ in Q1 2023. As a result, average Grade A rents increased by 19٪ year-on-year (Y-o-Y) to reach SAR 1,764 per sq. m. per annum during the same period.
- In Jeddah however, the office market is exhibiting signs of softening. That said, well managed, single owned quality office spaces are highly sought after. Consequently, average Grade A rents rose by 15٪ Y-o-Y to reach SAR 1,199 per sq. m. per annum in the first quarter of 2023. Broadly, market-wide demand is being led by local companies and family businesses relocating to newer areas towards the north and west. Accordingly, the citywide average vacancy stood at 8٪ in Q1 2023.
- The office market in the Kingdom is expected to sustain its positive momentum. As Riyadh is being positioned as the new commercial nerve center, we expect more efforts towards substantially improving the infrastructure of the capital, to cater to its increasing popularity.

Source of Info: Jll

Residential

- Riyadh witnessed the completion of close to 7,800 residential units in Q1 2023, pushing up the total stock to 1.4 million residential units. Over the same period, 4,400 units were handed over in Jeddah to bring the city's residential inventory to 864,000 units. In the remaining months of this year, 45,000 units are planned to be delivered across the two cities combined.
- Several government-backed projects were launched in recent months to support the growing residential sector, such as the first phase of Al Arous in Jeddah, Al Fursan, and the second phase of Khuzum in the capital. One of the biggest announcements has been the launch of New Murabba in Riyadh, which aims to be one of the world's largest downtowns. All these announcements are reflective of strong pent-up demand and the government's continued confidence in the long-term growth of the residential sector in the Kingdom.
- The government has introduced several measures to expedite home ownership among Saudi nationals and boost the residential sector. Demand has been increasing, and I expect to continue to trend up. In a recent announcement, 100 million sq. m. of land was allocated to the residential sector in the capital and other cities to control the increase in land and residential prices. Undeniably, in the first quarter of 2023, average sale prices and rents in Riyadh increased by 7٪ and 2٪, Y-o-Y, respectively. On the same basis, in Jeddah, average sale prices increased by 11٪ annually, and average rents climbed by 9٪.
- Overall, there has been a structural shift in the market, and demand for apartments has been outpacing villas, with sale prices registering an annual growth of 6٪ in the capital and 17٪ in Jeddah, in Q1 2023. Over the same period, rents for apartments grew by 4٪ in Riyadh and 13٪ in Jeddah.

Source of Info: Jll

Market Study - Demand and Supply

Retail

- In Q1 2023, there were two retail developments completed in Riyadh, adding approximately 84,000 sq. m. of retail space and increasing the total supply to 3.4 million sq. m. Over the same period, Jeddah's retail stock increased by roughly 46,000 sq. m. to 1.8 million sq. m. In the remaining nine months of this year, 478,000 sq. m. of retail floorspace is scheduled to enter the market in Jeddah and about 105,000 sq. m. in Riyadh. With the retail market softening in Jeddah, we continue to be cautious about completing future projects on schedule.
- Overall, strip retail and smaller community centers have been performing better than larger super regional malls. The majority of the inquiries were for smaller spaces, particularly in Jeddah, where enquired spaces ranged between 8 to 120 sq. m. Additionally, tenants displayed a preference for corner locations with high visibility on the street, and outdoor seating areas have become very important for F&B (Food and Beverage) retailers due to their increasing popularity among consumers. In line with this trend, several malls have started to establish a separate F&B area located outside of the malls to attract tenants and increase footfall in their developments.
- F&B and entertainment segments have been the key footfall generators with increased focus on experiential retail. Moreover, landlords in the capital are trying to attract new market entrants who do not have a local presence in the country. In contrast, landlords in Jeddah are being more cautious and are seeking well-known brands to avoid risks associated with new market entrants.
- Looking at the rental performance, in annual terms, rents for super regional and regional malls increased by 11٪ and 8٪, respectively, in Riyadh in the first quarter of this year. On the same basis, rents in Jeddah fell on average by 6٪ across super regional malls and remained stable for regional malls, signaling slowing market conditions in the city.

Source of Info: Jll

Hospitality

- There were no new hotel developments completed in the capital in Q1 2023, keeping the total stock stable at 21,000 keys. During the same period, Jeddah saw the delivery of 300 keys, increasing the total existing supply to 16,000 keys. An additional 3,000 keys are scheduled to enter the market in 2023 in both cities combined. Of this, around 2,000 keys are expected to enter Riyadh, and the remaining 1,000 keys are in Jeddah.
- As part of its efforts to increase tourism in the Kingdom and reach the target of 100 million visits a year by 2030, the government recently launched a new national airline, Riyadh Air, which will have its hub at Riyadh's King Salman International Airport. Additionally, a new stop-over (transit) visa was also announced for passengers traveling using existing national airlines, Saudia and Flynas. All these initiatives are going to boost the hospitality industry and help position Saudi Arabia as a global tourism destination in the long run.
- The Saudi market is currently going through a cultural shift, where new entertainment venues are being created, and global events are being hosted to establish its presence on the global tourism map. Looking at the growth prospects of the hotel industry, the majority of the operators who already have a presence in the country are planning to aggressively expand their offerings in the Kingdom and increase the volume of rooms under their portfolios. That said, owners of hospitality developments, are seeking to attract new unique operators.
- As a result, the hospitality sector performed strongly in the first quarter of 2023. Riyadh's occupancy rate rose to 76٪, and the average daily rate (ADR) increased to USD 212 for YT February 2023, compared to the same period last year. On the same basis, Jeddah's occupancy rate reached 54٪ and ADR was recorded at USD 147. The Saudi hospitality market is expected to sustain its positive drive and improve further.

Source of Info: Jll

Valuation

Valuation Approach - Valuation Input

Total Income Estimation

According to the information provided by the client, The total annual income of the subject property is 7,000,000 Riyals, starting on 24/02/2019 for a period of 15 years. A four-year reduction has been made starting from the beginning of 2021. The table below shows the details of the payments:

Year	Income (SAR)
Years 1-2	7,000,000
Years 3-5	5,040,000
Year 6	5,390,000
Years 7-10	7,350,000
Years 11-15	7,717,500

Total Costs Estimation

- As per the lease contract, the building insurance is about 17,540 SAR annually.
- This amount will be expressed in Discounted Cash Flow table semi-annually.

Inflation Rate

- Inflation Rate: Discounted cash flows are calculated at an annual inflation rate of 2.8٪ per annum by taking the average inflation rate in the domestic product of the Kingdom of Saudi Arabia for the past 12 years as per the Central Bank of Saudi Arabia.

Capitalization Rate

- we have conducted market research about properties with similar usage to the subject property in the retail and office sector, which serve as a benchmark to determine the appropriate cap rate for the subject.

Property	City	Type	Cap Rate (٪)
Atelier La vie Mall	Jeddah	Retail	7.0٪
Red Sea Mall	Jeddah	Retail/Offices	7.5٪
11 West	Jeddah	Retail	8.0٪
Jeddah Boulevard	Jeddah	Retail	8.0٪
Screen Tower	Jeddah	Offices	8.0٪
Signature	Jeddah	Offices	8.0٪

- Comparing to these properties and taking into consideration that the head lease underwritten through a binding contract provides income security in difficult trading conditions over a 15 years period, We have adopted a cap rate of 9.0٪ for the property.

Discount Rate

- We have used the build-up method to calculate the discount rate, which considers inflation, cap rate, and market risk.
- The property is subject to a risk premium of 1.0٪. Hence, the discount rate is set as 12.80٪.

Valuation

Valuation Approach - DCF

- Given the previous info, cash flows were calculated to reach the value of the subject Property. The cash flow covers 10.5 years (the remaining lease term).
- Since this is a mid-year valuation, the following table will be on a semi-annual basis.

Cash Flow Calculations:

Period (Semi-annual)	1	2	3	4	5	6	7	8	9	10
Discount Period (y)	0.15	0.65	1.15	1.65	2.15	2.65	3.15	3.65	4.15	4.65
Inflation	1.00	1.02	1.03	1.05	1.06	1.08	1.09	1.11	1.12	1.14
Gross Income (SAR)	2,695,000	2,695,000	3,675,000	3,675,000	3,675,000	3,675,000	3,675,000	3,675,000	3,675,000	3,675,000
Property Insurance Costs (SAR)	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770
Net Income (SAR)	2,686,230	2,686,230	3,666,230	3,666,230	3,666,230	3,666,230	3,666,230	3,666,230	3,666,230	3,666,230
PV Factor	0.98	0.92	0.87	0.82	0.77	0.73	0.68	0.64	0.61	0.57
NPV (SAR)	2,638,134	2,483,947	3,192,010	3,005,451	2,829,796	2,664,407	2,508,684	2,362,063	2,224,011	2,094,028

Period (Semi-annual)	11	12	13	14	15	16	17	18	19	20
Discount Period (y)	5.15	5.65	6.15	6.65	7.15	7.65	8.15	8.65	9.15	9.65
Inflation	1.15	1.17	1.19	1.20	1.22	1.24	1.25	1.27	1.29	1.31
Gross Income (SAR)	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750	3,858,750
Property Insurance Costs (SAR)	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770	8,770
Net Income (SAR)	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980	3,849,980
TV (SAR)										85,555,111
PV Factor	0.54	0.51	0.48	0.45	0.42	0.40	0.37	0.35	0.33	0.31
NPV (SAR)	2,070,459	1,949,450	1,835,513	1,728,236	1,627,228	1,532,124	1,442,578	1,358,266	1,278,881	27,962,722
Property Value (SAR)	**68,790,000**									

أبعاد
للتقييم العقاري

Valuation Summary

Opinion of Value

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions and detail within this report, may be fairly stated as follows:

Fair Value of Subject Property Using Income Approach as of 31 December 2023

- **68,790,000 SAR (Sixty-Eight Million Seven Hundred Ninety Thousand Saudi Riyal)**

Signatures & Authorizations

Eng. Yousuf Abdullah Khan
Taqeem ID: 1220001989
Membership Type: Provisional Member
Sector: Real Estate Sector
Membership Date: 17/09/2020
Contribution: Inspector, Valuer and Report Creator

Eng. Ammar Mohamed Qutub
Taqeem ID: 1210000392
Membership Type: Fellow Member
Sector: Real Estate Sector
Membership Date: 24/01/2016
Contribution: Valuation & Report Reviewer

Eng. Ammar Abdulaziz Sindi
Taqeem ID: 1210000219
Membership Type: Fellow Member
Sector: Real Estate Sector
Membership Date: 22/12/2015
Contribution: Report Reviewer & Authorizer

Company Stamp
Company Name: Abaad & Partner for Real Estate Valuation
Company No. 11000111
CR No: 4030297686
CL No: 323/18/781

Appendices

Appendix 1: Property Documents

شركة اول الملقا العقارية

بسم الله الرحمن الرحيم

المملكة العربية السعودية
وزارة العدل
[٢٧٧]
كتابة العدل الاولى بجدة

٩٢٠٢١٠٠٢٧٠٠٦
الرقم : ٩٢٠٢١٠٠٢٧٠٠٦
التاريخ : ١٧ / ٨ / ١٤٤٠ هـ

شركات

صك رهن وتملك عقار

الحمد لله وحده والصلاة والسلام على من لا نبي بعده، وبعد:

فإن قطعة الارض رقم ١ من المخطط رقم ٨٦٠ / س/ ت الواقع في حي الاندلس بمدينة جدة .

وحدودها وأطوالها كالتالي:

شمالاً: شارع الأمير محمد بن عبدالعزيز بعرض ٤٠م بطول: (٤٧) سبعة و أربعون متر

جنوباً: شارع عرض ١٥م بطول: (٤٧) سبعة و أربعون متر يبدأ من الغرب للشرق ثم شطفة شمال شرق بطول ٤,٢٤م

شرقاً: شارع عرض ١٥م بطول: (٨١,٢٥) واحد و ثمانون متر و خمسة و عشرون سنتمتر يبدأ من الجنوب للشمال ثم شطفة شمال غرب بطول ٤,٢٤م

غرباً: قطعة رقم ٢ بطول: (٨٦,٨) ستة و ثمانون متر و ثمانون سنتمتر

ومساحتها :(٤,٣٤٢,٢٥) أربعةالآف و ثلاثمائة و إثنين و أربعون متر مربعاً و خمسة و عشرون سنتمتراً مربعاً فقط

المملوكة لـ/ شركة أول الملقا العقارية بموجب سجل تجاري رقم ١٠١٠٨٩٣٨٠٢ وتنتهي في ١٩ / ١٠/ ١٤٤٤ هـ بالصك الصادر من هذه الإدارة برقم ٤٢٠٢١٠٠٢٦٣٨٠ في ١٩ / ٦/ ١٤٤٠ هـ .قد تم رهنها وما أقيم أو سيقام عليها من بناء لصالح / شركةالراجحي المصرفية للاستثمار بموجب سجل تجاري رقم ١٠١٠٠٠٠٠٩٦ في ٢٥ / ١٠/ ١٣٧٦ هـ ضمانا لوفائه بـ/ بملغ ٣٨١٨١٨١٨,١٩ ثمانية و ثلاثون مليونا و مائة و واحد و ثمانون ألفا و ثمانمائة و ثمانية عشر ريال و تسعة عشر هللة على ان يتم سداد المديونية على اقساط كل ٦ أشهر من تاريخ صرف التمويل وقيمة كل قسط ٩٠١٠٠٠٠ تسعة مليون و عشرة الاف تدفع فى نهاية المدة اعتبارا من تاريخ ٣١/٣/٢٠١٩ وفي حالة عدم السداد فللمرتهن بيع العقار بالقيمة التي تنتهي عندها الرغبات واستيفاء ما في ذمة الراهن من مبلغ وما نقص يرجع فيه عليه بعد اكمال مايلزم شرعاً وعليه جرى التصديق تحريراً في ١٧ / ٨/ ١٤٤٠ هـ وصلى الله على نبينا محمد وآله وصحبه وسلم.

كاتب العدل
١٧ / ٨ / ١٤٤٠هـ
عبدالله بن عثمان بن فاضل الزهراني

الختم الرسمي
وزارة العدل
كتابة العدل الأولى بمحافظة جدة
كاتب العدل بمكتب رقم (١٠)

هذا المستند وحدة متكاملة ، وضياع أو تلف صفحة منه يؤدي إلى عدم صلاحية المستند

صفحة ١ من ٢
نموذج رقم (١٢-٠٣-١)
(هذا النموذج مخصص للاستخدام بالحاسب الآلي ويمنع تغليفه)
مصلحة مطابع الحكومة - ٢٨٢٠٢٢

أبعاد للتقييم العقاري

أبعاد
للتقييم العقاري

Appendix 2: Valuation Glossary

Saudi Authority

- The Saudi Authority for Accredited Valuers (TAQEEM) was established pursuant to the royal decree no.(m/43), dated (09/07/1433H) as a body of an independent, non-profit and judicial personality. TAQEEM is working under the Ministry of Commerce and Investment with an independent budget and its board of directors is chaired by His Excellency the Minister of Commerce and Investment.

Asset or Assets

- To assist in the readability of the standards and to avoid repetition, the words "asset" and "assets" refer generally to items that might be subject to a valuation engagement. Unless otherwise specified in the standard, these terms can be considered to mean "asset, group of assets, liability, group of liabilities, or group of assets and liabilities".

Client

- The word "client" refers to the person, persons, or entity for whom the valuation is performed. This may include external clients (ie, when a valuer is engaged by a third-party client) as well as internal clients (ie, valuations performed for an employer).

Intended Use

- The use(s) of a valuer's reported valuation or valuation review results, as identified by the valuer based on communication with the client.

Intended User

- The client and any other party as identified, by name or type, as users of the valuation or valuation review report by the valuer, based on communication with the client.

Jurisdiction

- The word "jurisdiction" refers to the legal and regulatory environment in which a valuation engagement is performed. This generally includes laws and regulations set by governments (eg, country, state and municipal) and, depending on the purpose, rules set by certain regulators (eg, banking authorities and securities regulators).

May

- The word "may" describes actions and procedures that valuers have a responsibility to consider. Matters described in this fashion require the valuer's attention and understanding. How and whether the valuer implements these matters in the valuation engagement will depend on the exercise of professional judgement in the circumstances consistent with the objectives of the standards.

Appendix 2: Valuation Glossary

Must

- The word “must” indicates an unconditional responsibility. The valuer must fulfill responsibilities of this type in all cases in which the circumstances exist to which the requirement applies.

Participant

- The word “participant” refers to the relevant participants pursuant to the basis (or bases) of value used in a valuation engagement (see IVS 104 Bases of Value). Different bases of value require valuers to consider different perspectives, such as those of “market participants” (eg, Fair Value, IFRS Fair Value) or a particular owner or prospective buyer (eg, Investment Value).

Purpose

- The word “purpose” refers to the reason(s) a valuation is performed. Common purposes include (but are not limited to) financial reporting, tax reporting, litigation support, transaction support, and to support secured lending decisions.

Should

- The word “should” indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.

- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.

- If a standard provides that the valuer “should” consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.

أبعاد
للتقييم العقاري

Appendix 2: Valuation Glossary

Significant and/or Material

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:

- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the subject asset.

- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

Subject or Subject Asset:

- These terms refer to the asset(s) valued in a particular valuation engagement.

Valuation

- A "valuation" refers to the act or process of determining an estimate of value of an asset or liability by applying IVS.

- Valuation Purpose or Purpose of Valuation:
- See "Purpose".

Valuation Reviewer

- A "valuation reviewer" is a professional valuer engaged to review the work of another valuer. As part of a valuation review, that professional may perform certain valuation procedures and/or provide an opinion of value.

Value (n)

- The word "value" refers to the judgement of the valuer of the estimated amount consistent with one of the bases of value set out in IVS 104 Bases of Value.

Valuer

- A "valuer" is an individual, group of individuals or a firm who possesses the necessary qualifications, ability and experience to execute a valuation in an objective, unbiased and competent manner. In some jurisdictions, licensing is required before one can act as a valuer.

Appendix 2: Valuation Glossary

Weight

- The word “weight” refers to the amount of reliance placed on a particular indication of value in reaching a conclusion of value (eg, when a single method is used, it is afforded 100٪ weight).

Weighting

- The word “weighting” refers to the process of analysing and reconciling differing indications of values, typically from different methods and/or approaches. This process does not include the averaging of valuations, which is not acceptable.

أبعاد
للتقييم العقاري

Abaad & Partner For Real Estate Valuation Co.

Jeddah Branch (Head Office):
Mohamed Ibrahim Masoud Street,
Al-Salama District
Oash Offices Building, 5th Floor, suite 21
Jeddah, Kingdom of Saudi Arabia

Riyadh Branch:
Imam Saud bin Faisal Road,
Al-Sahafa District
Al-Difaa Office, 2nd Floor, suite 106
Riyadh, Kingdom of Saudi Arabia

For more information, please contact us at:
Universal Access Number: 920004134

Eng. Ammar Sindi
CEO
Mobile: +966 (50) 730 0500
Email: asindi@sa-abaad.com

Eng. Ammar Qutub
Director
Mobile: +966 (55) 556 2500
Email: ammarq@sa-abaad.com