

Proposal Ref No: **PRE – 19/5948**

Date: 5<sup>th</sup> February 2019

**Mr Abdulelah Alsaab**

Senior Manager - Real Estate

**MEFIC Capital**

King Fahd Road, First Floor - Riyadh

Kingdom of Saudi Arabia

## **VALUATION REPORT OF THIRTY (30) SERVICED APARTMENTS UNITS**

***Plot No. 72, 30 (Serviced Residential Apartments) Units in The Pad Tower, Business Bay, Dubai, United Arab Emirates.***

Dear Sir,

Pursuant to your instructions received (bearing our reference Nos. PRE – 19/5948) via email for a valuation of the subject properties as per details below, we hereby submit our report of findings as under:

### **INTRODUCTION**

In accordance with your instructions we have undertaken the valuation of the subject properties as on 4<sup>th</sup> February 2019 (the 'date of valuation') and described hereunder is our report and findings.

### **VALUATION INSTRUCTION / PROPERTY INTEREST TO BE VALUED**

In accordance with instructions received we have been requested to provide our opinion of the Market Value of the *freehold* interest with vacant condition/possession in the subject properties under the following assumption: -

- i. Market Value of the subject property under **Special Assumption** that the residential properties are completed – on an '**As If Complete**' basis – As such we have considered the subject properties to be a completed development as on date of valuation.
- ii. Market Value of the subject property under Special Assumption that MEFIC REIT leased all units through a 4-year binding triple net lease contract as per the following conditions;
  - (a) For the first six months, the amount equal to 12% of the Purchase Price for each Unit
  - (b) For the remaining term (42 months), the amount equal to 8% of the Purchase Price for each unit
  - (c) Rent term: Four (4 years) commencing on the Effective date (Acquisition date 25 September 2018)
  - (d) That the annual guarantee returns of 8% is net of all fees

Plot No. 72, 30 (Serviced Residential Apartments) in The Pad Tower,  
Business Bay, Dubai, United Arab Emirates.



#### **CLIENT AND OTHER INTENDED USERS**

The subject valuation assignment is being produced strictly for (the Client) *M/s. MEFIC Capital*.

#### **VALUATION PURPOSE**

The valuation is prepared for transaction purpose.

#### **VALUATION REPORTING COMPLIANCE**

The valuation has been conducted in accordance with the Royal Institution of Chartered Surveyors (RICS) Valuation – Global Standards 2017 and the International Valuation Standards Council (IVSC) International Valuations Standards (Edition 2017). It should be further noted that this valuation is undertaken in compliance with generally accepted valuation concepts, principles and definitions as promulgated in the IVSC International Valuation Standards (IVS) as set out in the IVS General Standards and IVS Asset Standards.

#### **SURVEYOR**

The subject properties were inspected by Mr. Shahid Nazir.

#### **VALUER**

The Valuer on behalf of ValuStrat Management Consultancies, with responsibility of this report is **Ms. Cheryl McAdam, MRICS (RICS Registered Valuer), SACPVP**. We confirm that the Valuer meets the requirements of RICS Valuation – Global Standard, having sufficient and current knowledge of the UAE market and the skills and understanding to undertake an objective and unbiased valuation competently.

We further confirm that we have previously valued market study on the operation of the subject properties as on 20<sup>th</sup> March 2018 for same Client. We further confirm that to the best of our knowledge we have no conflict of interest in us undertaking this assignment.

We also confirm that the proportion of total fees payable by the client during the preceding year relative to the total fee income of ValuStrat Management Consultancies during that year was minimal (less than 5%).

#### **DATE OF INSPECTION**

4<sup>th</sup> February 2019

#### **DATE OF VALUATION**

4<sup>th</sup> February 2019

#### **STATUS OF VALUER**

External Valuer

## EXTENT OF INVESTIGATION

In accordance with instructions received we have carried out an external and internal inspection of the subject properties.

## SOURCES OF INFORMATION / DOCUMENTS PROVIDED

For reporting purpose, we assume that information provided to us by the Client is up to date, complete and correct in relation to title, and other relevant matters as set out in the report. In addition, Floor area quoted within this valuation report has been provided by the client and we these are in accordance to RICS Property measurement (Edition 2018) and IPMS: Residential Buildings (Edition 2016). We assume that information provided to us is accurate, and we reserve the right to amend our report should any information be contrary to that provided.

The following documents have been provided by the client and which we have relied on: -

Document	Verification
Initial Contract of Sale for all units as issued by Land Department, Government of Dubai.	Reliable
Individual Unit Details	-

*Copies of the above documents are attached in the appendix below.*

## CLIENT

M/s. MEFIC Capital

## TITLE

Freehold

## ADDRESS/ LOCATION

Property Numbers:

M05	P06	P08	P09	P10	110	111	201	211	311
401	404	602	609	704	1108	1202	1203	1205	1210
1511	1603	1706	1909	2104	2110	2204	2207	2208	2209

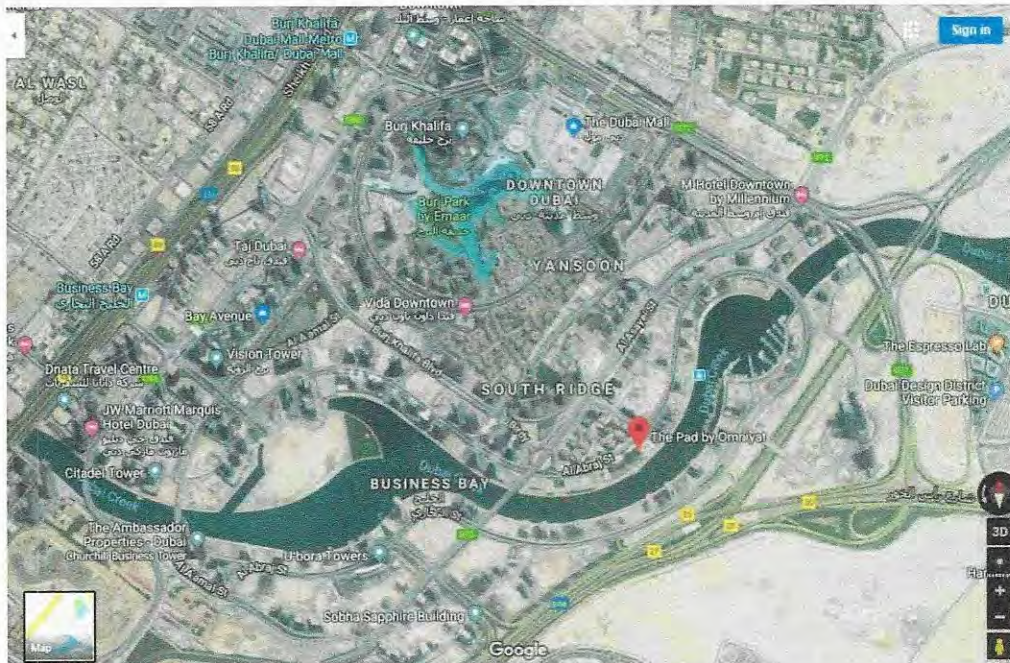
Plot Number: 72 – As per Initial Contract of Sale  
Community: Business Bay  
Building Name: The Pad Tower  
Property Type: Serviced Residential Apartments  
Floor Number: M, P, 1,2,3,4, 6, 7, 11, 12, 15, 16, 17, 19, 21 and 22 (for all 30 units)  
Locality: Business Bay  
Dubai  
United Arab Emirates



Plot No. 72, 30 (Serviced Residential Apartments) in The Pad Tower,  
Business Bay, Dubai, United Arab Emirates.

The subject apartment units are situated with The Pad tower located in 'Business Bay' community of Dubai. The Pad by Omniyat Tower is located on Al Abraj Street in Business Bay, and which community is approachable from Sheikh Zayed Road (E11), Financial Centre Road (Al Dawha Road) and Al Khail Road (E44). Business Bay community is situated within the Downtown Dubai District which extends from Al Khail Road to the south to Sheikh Zayed Road to the north.

The aerial satellite map below shows the general location of the area and The Pad.



Source: Google earth maps

## TYPE OF PROPERTY

The subject properties consist of one (1 No.) by studio apartment, one (1 No.) by loft duplex studio apartment, seventeen (17 Nos.) by one-bedroom simplex units, six (6 No.) by two-bedroom simplex apartment and five (5 Nos.) by two-bedroom loft duplex apartment units which are situated in a multi-storied high-rise building.

## ACCOMMODATION

The accommodation detail of each apartment is as mentioned below:

### Apartments simplex Studio Unit

Entry foyer, open kitchen, bathroom, fitted cupboards and integrated living/bed area.

**Apartments Loft Studio Units**

**Lower Level**

Entry foyer, open kitchen and living area.

**Upper Level**

Living/bedroom with bathroom.

**Apartments One Bedroom Units**

Entry foyer, open kitchen, integrated living/dining area and one bedroom with built-in cupboards and common bathroom.

**Apartments Two Bedroom Simplex Units**

Entry foyer, open kitchen, integrated living/dining area, two bedrooms each with built-in cupboards and attached bathroom and a powder room.

**Apartments Two Bedroom Duplex Units**

**Lower Level**

Entry foyer, open kitchen, integrated living/dining area, laundry room and a powder room.

**Upper Level**

Two bedrooms each with built-in cupboards and attached bathroom

**BRIEF DETAIL OF APARTMENT UNITS AND SIZES**

The following are summary details of the unit type, view, and floor according to Initial Contract of Sale and information provided by the client:

Sr. No.	Apt No.	Type	View	Floor No
1	201	2 Bedroom	Canal	2
2	211	2 Bedroom	Canal	2
3	311	2 Bedroom	Canal	3
4	401	2 Bedroom	Canal	4
5	404	1 Bedroom	Canal	4
6	M05	1 Bedroom	Canal	M
7	P06	1 Bedroom	Canal	PODIUM
8	P08	1 Bedroom	Partial Burj Khalifa	PODIUM
09	P09	1 Bedroom	Partial Burj Khalifa	PODIUM
10	P10	1 Bedroom	Partial Burj Khalifa	PODIUM
11	1108	Studio	Burj Khalifa	11
12	1205	1 Bedroom	Canal	12
13	1210	1 Bedroom	Burj Khalifa	12
14	2104	2 Bedroom Loft	Canal	21



Sr. No.	Apt No.	Type	View	Floor No
15	2110	2 Bedroom Loft	Burj Khalifa	21
16	2204	2 Bedroom Loft	Canal	22
17	2207	2 Bedroom Loft	Burj Khalifa	22
18	2208	Studio Loft	Burj Khalifa	22
19	2209	2 Bedroom Loft	Burj Khalifa	22
20	1010	1 Bedroom	Burj Khalifa	1
21	602	1 Bedroom	Canal	6
22	609	1 Bedroom	Partial Burj Khalifa	6
23	704	1 Bedroom	Canal	7
24	1511	2 Bedroom	Burj Khalifa /Canal	15
25	1603	1 Bedroom	Canal	16
26	1909	1 Bedroom	Burj Khalifa	19
27	111	2 Bedroom	Canal	1
28	1706	1 Bedroom	Canal	17
29	1202	1 Bedroom	Canal	12
30	1203	1 Bedroom	Canal	12

**FLOOR AREAS AS PER RICS – PROPERTY MEASUREMENT (2<sup>ND</sup> EDITION 2018)**

**IPMS 1 – (Former GEA)**

‘The sum of the areas of each floor level of a building measured to the outer perimeter of external construction features, which may be reported on a component basis for each floor of a building’

*Source IPMS 3.1.2 -Copyright 2016 International Property Measurement Standards Coalition. All rights reserved.*

**IPMS 2 – Residential (Former GIA) (gross internal area and net sales area (NSA))**

‘the sum of the areas of each floor level of a residential building measured to the internal dominant face, which may be reported on a component-by-component basis for each floor of a building’

*Source IPMS 3.2.2 – Copyright International Property Measurement Standards Coalition. All rights reserved*

**IPMS 3 (a) Residential Former GEA (gross external area)**

**IPMS 3 (b) Residential Former GIA (gross internal area)**

**IPMS 3 (c) Residential Former EFA (effective floor area)**

‘The floor area available on an exclusive basis to an occupier’

*Source IPMS 3.3.2 - Copyright International Property Measurement Standards Coalition. All rights reserved*

For the purpose of this report we have elected to adopt IPMS Residential 3 (b)

## FLOOR AREA MEASUREMENT AS STATED ON THE UNIT INITIAL CONTRACT OF SALE

The floor area for the subject properties (as indicated on the provided Initial Contract of Sale) are as follows:

Sr. No.	Apt No.	Total units' area		Common area
		(SQM)	(SQF)	
1	201	118.63	1,276.92	26.3659
2	211	118.63	1,276.92	26.3659
3	311	118.63	1,276.92	26.3659
4	401	118.63	1,276.92	26.3659
5	404	63.54	683.94	14.1219
6	M05	63.54	683.94	14.1219
7	P06	114.18	1,229.02	0
8	P08	80.18	863.05	0
09	P09	89.37	961.97	0
10	P10	87.89	946.04	0
11	1108	54.00	581.25	12.0018
12	1205	63.54	683.94	14.1219
13	1210	61.88	666.07	13.7531
14	2104	114.43	1,231.71	25.4324
15	2110	108.51	1,167.99	24.1167
16	2204	114.43	1,231.71	25.4324
17	2207	110.02	1,184.24	24.4524
18	2208	94.25	1,014.50	20.9475
19	2209	112.28	1,208.57	24.9546
20	110	61.59	662.95	
21	602	62.48	672.53	13.8863
22	609	63.54	683.94	14.1219
23	704	63.54	683.94	14.1219
24	1511	119.83	1,289.83	26.6326
25	1603	63.54	683.94	14.1219
26	1909	63.84	687.17	14.1886
27	111	118.63	1,276.92	26.3659
28	1706	61.88	666.07	13.7531
29	1202	62.40	671.66	13.8686
30	1203	63.54	683.94	14.1219
<b>Total</b>			<b>28,108.51</b>	

***For the purpose of this report and as per the Sale Contracts for 30 units issued by the Land Department, Government of Dubai we have adopted the collective saleable area measuring 28,108.51 which excludes the common area.***

***We have been provided with a letter prepared by Pad Properties Nine Limited addressed to Amar Real Estate Development and Investment dated 21 October 2018, which shows a saleable area of 29,118.83 which cannot be adopted in our report in place of the registered Sales Contracts.***



## **FLOOR AREA MEASUREMENT AS PER RICS – PROPERTY MEASUREMENT (2<sup>nd</sup> Edition 2018)**

The occupation area of the subject residential property which is available on an exclusive basis as based on the IPMS 3 (b) – Residential definition in the *RICS Professional statement: Residential measurement / IPMS: Residential* standards and which floor area is based on our site measurements taken of the units are as follows: -

*Note: As the subject property was under construction the measurements could not be taken.*

*Note\* - Our measurement has been supported by using a laser measurer.*

*Note\* - Conversion rate adopted between metric to imperial is: 1 sq. metre = 10.7639 sq. feet.*

*Note\* - The scale indicated on the floor plans N/A. No floor plans provided.*

*For the purpose of this valuation we have elected to adopt the measurement as stated on the Initial Contract of Sale.*

## **CONDITION**

The subject units are in the “under finishing stage”.

We have made no investigation, and are unable to give any assurances, on the combustibility risk of any cladding material that may have been used in construction of the subject building. We would recommend that the client makes their own enquiries in this regard.

## **REMARKS AND OBSERVATION**

The subject building, The Pad (Serviced Residential Apartments) is located in Business Bay, in a multi-storied residential/commercial mixed-use building extending over 29 levels; (3 basements, Ground plus Mezzanine plus podium floors plus 22 upper floors plus roof top) which is currently under-construction and approx. 90.75% complete – (As per RERA Project report dated 29-10-2018). At the time of survey, we observed that all apartment units were under finishing stage. The expected time of hand over of the subject properties to the owner is in Q2 2019 as informed by the developer. These apartments will have access to the communal leisure facilities comprising of swimming pool; Jacuzzi, gymnasium and changing room which are currently also not yet ready. A CCTV security monitoring system will be installed to the building with 24-hour manned security service. These units benefit from Canal, community and partial / full Burj Khalifa views.

The subject building is finished as per design specification of the developer- M/s. Pad Properties Nine limited.

## **ENVIRONMENT MATTERS**

We are not aware of the content of any environmental audit or other environmental investigation or soil survey which may have been carried out on the properties and which may draw attention to any contamination or the possibility of any such contamination. In undertaking our work, we have been instructed to assume that no contaminative or potentially contaminative use has ever been carried out on the properties. We have not carried out any investigation into past or present use, either of the properties or of any neighboring land, to establish whether there is any contamination or potential for



contamination to the subject properties from its use or site and have therefore assumed that none exist.

However, should it be established subsequently that contamination exists at the properties or on any neighboring land, or that the properties have been or is being put to any contaminative use, then this might reduce the value now reported.

#### LEGAL NOTICE

We are not aware of nor have we been informed of any legal notices served for these properties, outstanding or pending in the court of law.

#### BASIS OF VALUATION

##### *Market Value*

The valuation of the subject properties, and for the above stated purpose, have been undertaken on the **Market Value** basis of valuation in compliance with the above-mentioned *Valuation Standards* as promulgated by the IVSC and adopted by the RICS. **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 had 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 value available only to a specific owner or purchaser;

***"an asset or liability should exchange"*** refers to the fact that the value of an asset or liability 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"*** 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 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 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”** is one between parties who do not have a particular or special relationship e.g. Parent and subsidiary companies or landlord and tenant, that may make the price level uncharacteristic of the market or inflated. The Market Value transaction is presumed to be between unrelated parties each acting independently;

**“after proper marketing”** means that the asset would be exposed to the market in the most appropriate manner to affect 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;

**‘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’** 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.

#### **VALUATION ASSUMPTIONS / SPECIAL ASSUMPTIONS**

This valuation assignment is undertaken on the following assumptions:

1. The subject properties are valued under the assumption of being held under a *Freehold* interest issued title with vacant condition/possession;
2. The subject properties are being valued under the following assumption: -
  - i. Market Value of the subject properties under **Special Assumption** that the residential serviced apartments are completed – on an '**As If Complete**' basis – As such we have considered the subject properties to be a completed development as on date of valuation.
  - iii. Market Value of the subject property under **Special Assumption that MEFIC REIT leased all 30 units through a 4-year binding triple net lease contract** as per the following conditions;
    - (e) For the first six months, the amount equal to 12% of the Purchase Price for each Unit
    - (f) For the remaining term (42 months), the amount equal to 8% of the Purchase Price for each unit
    - (g) Rent term: Four (4 years) commencing on the Effective date (Acquisition date 25 September 2018)
    - (h) That the annual guarantee returns of 8% is net of all fees
3. The written and verbal information provided to us by the Client is up to date, complete and correct in relation to issues such as title, and other relevant matters that are set out in the report.
4. That no contaminative or potentially contaminative use has ever been carried out on the site;
5. We assume no responsibility for matters legal in character, nor do we render any opinion as to the title of the property, which we assume to be good and free of any undisclosed onerous burdens, outgoings, restrictions or other encumbrances;
6. The market value conclusion arrived at for the properties reflect the full contract value and no account is taken of any liability to taxation on sale or of the costs involved in effecting the sale.

#### **VALUATION APPROACH AND REASONING**

We have used the Direct Comparison Valuation Approach to ascertain the market value estimate of the subject property to which has been added a premium to reflect the guaranteed income offered under the 4-year triple net lease Agreement. We have not been provided with a copy of this Agreement and have relied upon the information provided by the client. Should this prove to be otherwise incorrect, we reserve the right to re-assess.

### The Direct Comparison Approach

The Direct Comparison Approach involves making adjustments to the sale price of comparable properties to account for differences in location, plot area and shape, potential built-up area allowance, height allowance, date of sale, potential views and other individual characteristics. Comparison of transactional evidence of similar properties which have traded in the open market in arm's length transactions, provide the most accurate means of assessing worth.

In the use of this valuation approach we have had regard to both transactional data (from RERA's Dubai Lands Department data base) as well as property listings (from property firms, agents and brokers) of similar units in the area. It should be further noted that properties in this community generally trade at varying prices ranges reflecting on the property's location, site and situation, type, view, desirability and finishing specifications.

From Dubai Land Department's sales registry database, we have noted that there have been no sales transactions of similar type units in The Pad Tower (as building is under construction). For the purpose of this valuation we have sourced comparative evidence from neighboring similar serviced apartments buildings for example, Bays Edge, The Cosmopolitan, Damac Maison Canal Views (Waters Edge - Burj Damac 5), The Vogue and Damac Towers by Paramount Tower A. During the period from November 2018 to January 2019 similar type units have sold in the range of AED 13,530 to 17,782 per sq m (AED 1,257 to 1,652 per sq. foot) of floor area depending upon influencing factors such as unit type (**Studio, 1BR & 2BR**), location / position, unit size (Net/Gross), condition, age of the building, and views offered.

Recorded transactions of similar type serviced apartment units that have sold in neighboring DAMAC buildings were the following: -

#### **Studio Apartments**

Sale Registration Date	Building Name	Total Unit Area Inc. Balcony		Sale Price (AED)	Price per Unit Area (AED)	
		(SQ.M.)	(SQ.FT.)		(SQ.M.)	(SQ.FT.)
22/01/2019	Bays Edge (Serviced Apt)	39	425	660,000	16,738	1,555
15/01/2019	The Cosmopolitan (Serviced Apt)	51	545	685,000	13,530	1,257
24/12/2018	The Cosmopolitan (Serviced Apt)	45	482	605,000	13,509	1,255
11/12/2018	The Cosmopolitan (Serviced Apt)	46	491	610,000	13,358	1,241
25/11/2018	The Cosmopolitan (Serviced Apt)	40	426	660,000	16,684	1,550
22/11/2018	Damac Maison Canal Views (Waters Edge - Burj Damac 5)	44	476	620,000	14,015	1,302

Source: REIDIN



### One Bedroom Apartments

Sale Registration Date	Building Name	Total Unit Area Inc. Balcony		Sale Price (AED)	Price per Unit Area (AED)	
		(SQ.M.)	(SQ.FT.)		(SQ.M.)	(SQ.FT.)
15/01/2019	Bays Edge (Serviced Apt)	80	860	1,275,000	15,952	1,482
18/12/2018	Damac Towers by Paramount Tower A	86	929	1,500,000	17,384	1,615
17/12/2018	The Prime Tower (Serviced Apt)	70	754	900,000	12,841	1,193
09/12/2018	Bays Edge (Serviced Apt)	80	860	1,175,000	14,703	1,366
11/11/2018	Damac Towers by Paramount Tower A	87	940	1,325,000	15,166	1,409

Source: REIDIN

### Two Bedroom Apartments

Sale Registration Date	Building Name	Total Unit Area Inc. Balcony		Sale Price (AED)	Price per Unit Area (AED)	
		(SQ.M.)	(SQ.FT.)		(SQ.M.)	(SQ.FT.)
29/01/2019	Majestine Allure (Serviced Apt)	132	1,420	2,347,000	17,782	1,652
21/11/2018	The Vogue (Serviced Apt)	95	1,018	1,300,000	13,746	1,277
15/10/2018	Majestine Allure (Serviced Apt)	132	1,420	2,175,000	16,501	1,533

Source: REIDIN

From current property listings, we have observed that similar Units (Serviced Apartments) within neighbouring buildings in close proximity to The Pad in Business Bay are ranging as follows: -

### Studio Apartments

Asking Price	Building Name	Total Unit Area Inc. Balcony		Price per Unit Area (AED)		Type & View
		(SQ.M.)	(SQ.FT.)	(SQ.M.)	(SQ.FT.)	
660,000	Damac Maison Cour Jardin	48	520	13,659	1,269	Studio with Landmark view
680,000	Damac Maison Cour Jardin	51	544	13,455	1,250	Studio with Pool view
699,990	Damac Maison	49	528	14,273	1,326	Studio with Canal view
750,000	Damac Maison The Vogue	48	513	15,737	1,462	Studio with Canal view
800,000	Damac Maison Cour Jardin	51	544	15,834	1,471	Studio with Landmark view

Plot No. 72, 30 (Serviced Residential Apartments) in The Pad Tower,  
Business Bay, Dubai, United Arab Emirates.



Asking Price	Building Name	Total Unit Area Inc. Balcony)		Price per Unit Area (AED)		Type & View
		(SQ.M.)	(SQ.FT.)	(SQ.M.)	(SQ.FT.)	
820,000	Damac Maison Cour Jardin	47	508	17,373	1,614	Studio with Pool view
850,000	The Atria	52	561	16,307	1,515	Studio on High Floor with Canal and Burj Khalifa views
850,000	Capital Bay	50	541	16,910	1,571	Studio with Landmark view

Sources: Dubizzle & Property Finder

#### One Bedroom Apartments

Asking Price	Building Name	Total Unit Area Inc. Balcony)		Price per Unit Area (AED)		Type & View
		(SQ.M.)	(SQ.FT.)	(SQ.M.)	(SQ.FT.)	
824,990	Damac Maison Cour Jardin	66	711	12,486	1,160	1BR with Community view
849,000	Damac Maison Cour Jardin	66	711	12,852	1,194	1BR with Community view
860,000	Damac Maison Cour Jardin	73	785	11,797	1,096	1BR with Pool view
950,000	Damac Maison The Vogue	68	733	13,950	1,296	1BR with Community view
995,000	Damac Maison The Vogue	71	760	14,090	1,309	1BR with Pool view
999,990	Damac Maison The Vogue	70	758	14,198	1,319	1BR with Pool view
1,100,000	Damac Maison The Vogue	72	780	15,177	1,410	1BR on Mid Floor with Canal view
1,260,000	Damac Majestine	72	776	17,481	1,624	1BR with Canal view
1,350,000	Damac Maison The Vogue	73	790	18,396	1,709	1BR on Mid Floor with Canal view
1,452,700	Damac Maison Prive	74	796	19,644	1,825	1BR with Canal view

Sources: Dubizzle & Property Finder

#### Two Bedroom Apartments

Asking Price	Building Name	Total Unit Area Inc. Balcony)		Price per Unit Area (AED)		Type & View
		(SQ.M.)	(SQ.FT.)	(SQ.M.)	(SQ.FT.)	
1,440,000	Damac Maison The Vogue	120	1,288	12,034	1,118	2BR on Low Floor with Community view
1,580,000	Damac Maison Cour Jardin	113	1,217	13,972	1,298	2BR with Burj Khalifa and Canal views
1,890,200	Damac Maison Bay's Edge	117	1,254	16,221	1,507	2BR with Canal view



Asking Price	Building Name	Total Unit Area Inc. Balcony		Price per Unit Area (AED)		Type & View
		(SQ.M.)	(SQ.FT.)	(SQ.M.)	(SQ.FT.)	
1,900,000	Damac Maison Bay's Edge	117	1,254	16,307	1,515	2BR with Partial Canal view
2,000,000	Damac Maison Bay's Edge	120	1,290	16,684	1,550	2BR with Canal view
2,200,000	Damac Maison Cour Jardin	117	1,255	18,869	1,753	2BR with Pool view

Sources: Dubizzle & Property Finder

We are of the opinion that the value estimates for the subject units (taking into consideration Omniyat brand, finishing specification, age-brand new and location) are within the following value ranges: -

Type of Unit	Building / Cluster	Market Value range per square foot (AED)
Studio (smaller unit)	Simplex unit	1,750 to 1,800 on unit floor area
Studio (larger unit)	Loft duplex unit	1,550 to 1,600 on unit floor area
One-bedroom apartment	Simplex	1,600 to 1,775 on unit floor area
Two-bedroom apartment	Simplex	1,650 to 1,750 on unit floor area
Two-bedroom apartment	Loft duplex unit on high floor	1,700 to 1,800 on unit floor area

**Calculation inputs applied:**

Given the above in our valuation, we have applied the following price rates to each unit: -

Sr. No.	Unit No.	Unit area (SQ.FT.)	Rate PSF on unit area (AED)	Market Value (AED)	MV (Rounded) AED
1	201	1,276.92	1,695	2,164,379	2,164,000
2	211	1,276.92	1,695	2,164,379	2,164,000
3	311	1,276.92	1,695	2,164,379	2,164,000
4	401	1,276.92	1,695	2,164,379	2,164,000
5	404	683.94	1,720	1,176,376	1,176,000
6	M05	683.94	1,720	1,176,376	1,176,000
7	P06	1,229.02	1,635	2,009,447	2,010,000
8	P08	863.05	1,640	1,415,402	1,415,000
09	P09	961.97	1,640	1,577,630	1,578,000
10	P10	946.04	1,640	1,551,505	1,552,000
11	1108	581.25	1,780	1,034,625	1,035,000
12	1205	683.94	1,720	1,176,376	1,176,000
13	1210	666.07	1,750	1,165,622	1,166,000
14	2104	1,231.71	1,725	2,124,699	2,125,000
15	2110	1,167.99	1,770	2,067,342	2,067,000
16	2204	1,231.71	1,725	2,124,699	2,125,000
17	2207	1,184.24	1,770	2,096,104	2,096,000
18	2208	1,014.50	1,575	1,597,837	1,598,000

Sr. No.	Unit No.	Unit area (SQ.FT.)	Rate PSF on unit area (AED)	Market Value (AED)	MV (Rounded) AED
19	2209	1,208.57	1,770	2,139,168	2,139,000
20	110	662.95	1,640	1,087,238	1,087,000
21	602	672.53	1,720	1,156,751	1,157,000
22	609	683.94	1,710	1,169,537	1,170,000
23	704	683.94	1,720	1,176,376	1,176,000
24	1511	1,289.83	1,790	2,308,795	2,309,000
25	1603	683.94	1,750	1,196,895	1,197,000
26	1909	687.17	1,790	1,230,034	1,230,000
27	111	1,276.92	1,695	2,164,379	2,164,000
28	1706	666.07	1,750	1,165,622	1,166,000
29	1202	671.66	1,750	1,175,405	1,175,000
30	1203	683.94	1,750	1,196,895	1,197,000
Total				48,118,665.30	48,118,000

We further state that our opinioned market value rates adopted in our valuation have been applied to the floor area measurement as shown on the Contract of Sale for the subject properties since comparable price rates observed and analysed are based on floor area measurements that would typically be stated on Title Deeds of comparable properties examined.

#### Calculation of Premium and Market Value

To the value achieved of AED48,118,000 achieved by using the Direct Comparison Method we have added a premium to reflect the added value achieved by the income generated under the guaranteed 4-year binding triple net lease Agreement. In this regard we have adopted the Income Capitalization approach using a risk rate of 7.50% to the net rental for the 6-month period as well as the 42-month period and reverted to Present Value using a rate of 8.50%. (4 years in total) to achieve the added premium of AED10,207,964. The collective value using both methodologies achieves a value of AED58,325,964, rounded to AED58,326,000, which over the saleable area of 28,108sq ft gives a break back of AED2,075/sq ft.

#### VALUATION

##### MARKET VALUE

It is our considered opinion that the Market Value of the 'Freehold' interest with vacant possession in subject properties under Special Assumption that proposed development is complete in accordance with the architectural drawings – on an '**As If Complete**' basis as on the date of valuation (04<sup>th</sup> February 2019).

The Market Value of the subject property is further based on the Special Assumption (as per information provided by the client) **that MEFIC REIT leased all units through a 4-year binding triple net lease contract as per the following conditions;**



- (i) For the first six months, the amount equal to 12% of the Purchase Price for each Unit
- (j) For the remaining term (42 months), the amount equal to 8% of the Purchase Price for each unit
- (k) Rent term: Four (4 years) commencing on the Effective date (Acquisition date 25 September 2018)
- (l) That the annual guarantee returns of 8% is net of all fees

Should the terms and conditions of the Agreement as stipulated above show any variance we reserve the right to re-assess

S/N.	Unit No:	Market Value	
		In figures (AED)	In Words (UAE Dirhams)
1	201	2,164,000	Two Million One Hundred Sixty-Four Thousand
2	211	2,164,000	Two Million One Hundred Sixty-Four Thousand
3	311	2,164,000	Two Million One Hundred Sixty-Four Thousand
4	401	2,164,000	Two Million One Hundred Sixty-Four Thousand
5	404	1,176,000	One Million One Hundred Seventy-Six Thousand
6	M05	1,176,000	One Million One Hundred Seventy-Six Thousand
7	P06	2,010,000	Two Million Ten Thousand
8	P08	1,415,000	One Million Four Hundred Fifteen Thousand
09	P09	1,578,000	One Million Five Hundred Seventy-Eight Thousand
10	P10	1,552,000	One Million Five Hundred Fifty-Two Thousand
11	1108	1,035,000	One Million Thirty-Five Thousand
12	1205	1,176,000	One Million One Hundred Seventy-Six Thousand
13	1210	1,166,000	One Million One Hundred Sixty-Six Thousand
14	2104	2,125,000	Two Million One Hundred Twenty-Five Thousand
15	2110	2,067,000	Two Million Sixty-Seven Thousand
16	2204	2,125,000	Two Million One Hundred Twenty-Five Thousand
17	2207	2,096,000	Two Million Ninety-Six Thousand
18	2208	1,598,000	One Million Five Hundred Ninety-Eight Thousand
19	2209	2,139,000	Two Million One Hundred Thirty-Nine Thousand
20	1010	1,087,000	One Million Eighty-Seven Thousand

S/N.	Unit No:	Market Value	
		In figures (AED)	In Words (UAE Dirhams)
21	602	1,157,000	One Million One Hundred Fifty-Seven Thousand
22	609	1,170,000	One Million One Hundred Seventy Thousand
23	704	1,176,000	One Million One Hundred Seventy-Six Thousand
24	1511	2,309,000	Two Million Three Hundred Nine Thousand
25	1603	1,197,000	One Million One Hundred Ninety-Seven Thousand
26	1909	1,230,000	One Million Two Hundred Thirty Thousand
27	111	2,164,000	Two Million One Hundred Sixty-Four Thousand
28	1706	1,166,000	One Million One Hundred Sixty-Six Thousand
29	1202	1,175,000	One Million One Hundred Seventy-Five Thousand
30	1203	1,197,000	One Million One Hundred Ninety-Seven Thousand
<b>Aggregate Market Value of the 30 units</b>		<b>48,118,000</b>	<b>Forty-Eight Million One Hundred Eighteen Thousand</b>
<b>Premium as per Lease Agreement (rounded)</b>		<b>10,208,000</b>	<b>Ten Million, Two Hundred Eight Thousand</b>
<b>Total Value</b>		<b>58,326,000</b>	<b>Fifty-Eight Million Three Hundred Twenty-Six Thousand</b>

The above aggregate Market Value estimate for the subject properties represents the total of the market values for each individual apartment unit, and this figure should not be taken as being a representation of a portfolio valuation as one grouping value for the properties. The individual units are held on individual titles which can be sold separately, and the above valuation figure takes into account this assumption as the possibility of selling of the entire group of properties at once on the market may result in a flooding effect which may likely affect the value / sale price of the properties.

#### MARKET COMMENTARY

##### Dubai

Dubai is a member of the seven emirates federation forming the United Arab Emirates. The emirate is located on the south-east coast of the Arabian Gulf. It is the most populous city and have reached 3.2 million inhabitants in 2018, growing 7.6% on average during the last five years. It also occupies the second-largest land territory (4,114 sq km) after the capital, Abu Dhabi. The city of Dubai shares borders with Sharjah in the northeast, Abu Dhabi to the south, and Sultanate of Oman in the southeast.



## **Residential**

As of the fourth quarter 2018, 19,367 apartments and villas or 43% of the total supply as expected at the start of 2018 have been completed YTD.

A more affordable buyers' market resulted in a substantial jump in residential sales transactions when compared to the previous quarter as off-plan sales volumes were up 47.9% QoQ and ready sales were up 24.8% QoQ. An increasing number of affordable purchases resulted in average ticket prices for ready properties to decline 16.1% QoQ, and off-plan sales prices to dip 2.4% QoQ.

Overall residential asking rents fell 8.6% YoY. However, on a quarterly basis asking rents dipped 1.2%. Compared to the same period last year, listed rents were down 8.9% for apartments and 6.9% for villas.

Dubai's fourth quarter 2018 VPI – Residential, displayed an overall 11.1% annual fall in capital values, with quarterly declines of 3.1%. This downward trend resulted in 24.7% citywide capital value loss since the peaks of mid-2014. All established freehold locations monitored by the VPI witnessed price drops since the last quarter, ranging from 2.3% to 5.5%. On an annual basis, 5 out of 26 locations saw single-digit declines, villas in Palm Jumeirah, Emirates Hills and Al Furjan, as well as apartments in Dubai Marina and Jumeirah Village Circle. Capital values dropped more than 15% annually in The Meadows, Jumeirah Islands, International City, Discovery Gardens, Business Bay, and The Greens.

## **VALUATION UNCERTAINTY**

In line with the RICS Valuation - Global Standards 2017 Valuation Practice Guidance Application 10 (VPGA 10): we believe that a reasonable period in which to negotiate a sale at our opinion of Market Value is 3 - 5 months. It should be noted, however, that if credit conditions substantially worsen or any other change were to occur to the investment market then the liquidity of the investment and the value, may change. We do not consider there to be a special prospective purchaser in the market for the subject Property who would pay more than our opinion of Market Value.

The RICS valuation standards consider it essential to draw attention to foreseen valuation uncertainties that could have a material effect on valuations, and further advises to indicate the cause of the uncertainty and the degree to which this is reflected in reported valuations.

## **RESTRICTIONS ON USE, DISTRIBUTION OR PUBLICATION**

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 authorised.

Plot No. 72, 30 (Serviced Residential Apartments) in The Pad Tower,  
Business Bay, Dubai, United Arab Emirates.

**ValuStrat** 

## DISCLAIMER

In undertaking and executing this assignment, extreme care, precaution and due diligence has been exercised based on the information supplied by the Client, however, values may fluctuate or differ due to varying scenarios in the property market (demand and supply), maintenance, wear and tear, quality of tenants, micro and macro-economic factors, etc. It is beyond the scope of our services to ensure the consistency in value due to changing scenarios / property influencing factors.

## CONCLUSION

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.

No part of this report may be reproduced either electronically or otherwise for further distribution without our prior and written consent. We trust that this report and valuation fulfills the requirement of your instruction.

This report is issued without any prejudice and personal liability.

For and on behalf of **ValuStrat Management Consultancies**



**Shahid Nazir**  
Head of Freehold Residential Valuation



**Cheryl McAdam MRICS**  
RICS Registered Valuer – Reg. No.1285594  
Director- Residential Valuations



**Vismer Mulenga, BSc (Hon), MRICS, IRRV**  
RICS Registered Valuer  
Director – Commercial Valuations





**PHOTOGRAPHS**



**Subject Tower (The Pad)**



**Project Identification**



**The Pad Tower – Main lobby**



**Common Corridor – 2<sup>nd</sup> Level**



**Integrated living/dining area**



**Kitchen**





**Integrated living/dining / staircase – loft unit**



**Loft – upper level**



**Loft bathroom**



**Integrated living/dining / staircase – loft unit**



**Unit No. 201 (Show Apartment)**



**Integrated living/dining area – Unit No. 201  
(Show apartment)**





**Kitchen – Unit No. 201 (Show apartment)**



**Bedroom - Unit No. 201 (Show apartment)**



**Bathroom - Unit No. 201 (Show apartment)**



**View – Canal**



**View - V. partial Burj Khalifa / Community**



**View – from high floor – Burj Khalifa**



Plot No. 72, 30 (Serviced Residential Apartments) in The Pad Tower,  
Business Bay, Dubai, United Arab Emirates.



**View – Pool**



**View – Community**



**The Pad – front entrance area**



**Neighbouring Properties**