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Proposal Ref No: **PRE – 22/6550** Date: 17<sup>th</sup> January 2023

**Ziyad Alhisan** Associate - Real Estate **MEFIC Capital** King Fahd Road, First Floor - Riyadh Kingdom of Saudi Arabia

#### **DESKTOP - VALUATION REPORT OF THIRTY (30) SERVICED APARTMENTS**

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

Dear Sir,

Pursuant to your instructions received (bearing our reference Nos. PRE – PRE – 22/6550) via email for a desktop re-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 desktop re-valuation of the subject properties as on **31<sup>st</sup> December 2022** (the 'date of valuation') and described hereunder is our report and findings.

#### VALUATION INSTRUCTION / PROPERTIESY 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 – superior, perpetual, legally un-encumbered and transferable ownership title (UAE/GCC/Non-GCC Nationals with vacant possession* in the subject properties under the following assumption: -

- i. The subject properties are valued under the assumption of being Freehold Interest superior, perpetual, legally un-encumbered and transferable ownership title (UAE/GCC/Non-GCC Nationals with vacant possession.
- ii. Market Value of the subject properties 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
  - (e) The acquisition cost being **AED61,149,536** (As per e-mail of 7 February 2019)



- (f) As per Master Lease Agreement provided via e-mail on 28 January 2020 stating 'Initial Period' means the period commencing on the Effective Date and ending on the later of:
  - (i) The BCC Date: and
  - (ii) The date falling six (6) months after the Effective date

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

We have been provided with an Amendment to the above Master Lease between Amar Real Estate Development and Investment and PAD Properties Nine Limited by the customer of 9 January 2023.

The Agreement is dated 01 August 2021 and refers to the Master Lease Amendment extension of a further year (which is now for a period of Five (5) years) commencing on the effective date.

#### CLIENT AND OTHER INTENDED USERS

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

#### **RE-VALUATION PURPOSE**

The desk-top re-valuation is specifically prepared for transaction purpose and serves as an update to the report **based on inspection** dated 4<sup>th</sup> February 2019.

#### VALUATION REPORTING COMPLIANCE

The valuation has been conducted in accordance with the Royal Institution of Chartered Surveyors (RICS) Valuation – Global Standards (Edition 2022) and the International Valuation Standards Council (IVSC) International Valuations Standards (Edition 2022). 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 Valuation Standards (IVS) as set out in the IVS General Standards and IVS Asset Standards.

#### **DESKTOP VALUATION/ REPORTING LIMITATIONS**

This valuation is a desktop re-valuation which has been based on information provided by the client and from our previous valuation report undertaken on the same properties on **4**<sup>th</sup> **February 2019**, **30**<sup>th</sup> **June 2019**, **31**<sup>st</sup> **December 2019**, **30**<sup>th</sup> **June 2020**, **31**<sup>st</sup> **December 2021**, **30**<sup>th</sup> **June 2022**. The subject properties have not been re-inspected due to the limitations / restrictions arising from the instructions received from the client, and hence this report is based on information provided and on which we have relied. We have further assumed that, for the purpose of this valuation, the various information / data provided and relied upon by us in this instance is fairly accurate, and any deviation from this will mean that our reported valuation will be materially affected, and we reserve the right to re-assess.



#### SURVEYOR

The subject properties were previously inspected by Mr. Shahid Nazir on 4<sup>th</sup> February 2019.

#### 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 conducted a market study on the operation of the subject properties as on 20<sup>th</sup> March 2018, 4<sup>th</sup> February 2019, 30<sup>th</sup> June 2019, 31<sup>st</sup> December 2019, 30<sup>th</sup> June 2020, 31<sup>st</sup> December 2020, 30<sup>th</sup> June 2021, 31<sup>st</sup> December 2021 and valuation of 30<sup>th</sup> June 2022 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 (As per historic report on file)

4<sup>th</sup> February 2019

#### DATE OF VALUATION

31<sup>st</sup> December 2022

#### STATUS OF VALUER

**External Valuer** 

#### EXTENT OF INVESTIGATION

In accordance with instructions received we have carried out a DESKTOP re-assessment of the subject properties. The subject properties have not been re-inspected, and this report is based on information provided by the customer and upon which we have relied. We have assumed that there has been no change to the physical attributes and condition of the subject properties and any deviation from this will mean that our reported valuation will be materially affected, and we reserve the right to re-assess.

#### 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 assume 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,	Reliable
Government of Dubai.	Reliable
Building Completion Certificate dated 29-04-2020 issued by Dubai	Delieble
Development Authority.	Reliable
Individual Unit Details.	Reliable

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

#### CLIENT

M/s. MEFIC Capital

#### TITLE

Freehold Interest – superior, perpetual, legally un-encumbered and transferable ownership title (UAE/GCC/Non-GCC Nationals).

#### 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	

The subject apartments are situated within 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 Tower.



Source: Google earth maps

# ValuStrat<sup>≥</sup>



Source: Google earth maps

#### **TYPE OF PROPERTIES**

The subject properties consist of one (1) by studio apartment, one (1) by loft duplex studio apartment, seventeen (17) by one-bedroom simplex units, six (6) by two-bedroom simplex apartment and five (5) by two-bedroom loft duplex apartment units which are situated in a high-rise building.

#### ACCOMMODATION

The accommodation detail of each apartment is as mentioned below:

#### Simplex Studio Apartments

A studio comprising an entrance and kitchen combined, fitted cupboards and integrated living/bedroom with en-suite dressing room/bathroom.

#### Loft Studio Apartments

<u>Lower Level</u> Entry foyer, open kitchen and living area.

#### Upper Level

Living/bedroom with bathroom.



#### **One Bedroom Apartments**

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

#### Two Bedroom Simplex Apartments

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

#### **Two Bedroom Duplex Apartments**

#### 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.	Туре	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	М
7	P06	1 Bedroom	Canal	PODIUM
8	P08	1 Bedroom	Partial Burj Khalifa	PODIUM
9	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
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



Sr. No.	Apt No.	Туре	View	Floor No
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* 

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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)
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'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.* 

As this is a desktop report, we have not measured the subject properties as per the recommended IPMS Residential 3 (b) requirement.

#### 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:



		Total	units' area	Common area (unit
Sr. No.	Apt No.	(SQM)	(SQF)	measurement is not stated)
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	-
8	P08	80.18	863.05	-
9	P09	89.37	961.97	-
10	P10	87.89	946.04	-
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
	Total	·	28,108.51	

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: In accordance with instructions received we have carried out a desk-top re-valuation report of the subject properties hence IPMS is not applicable.

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

As this is a desktop valuation and we have not inspected the subject properties; we have for the purpose of valuation assumed that the subject properties are in good condition with no material defects or items of concern. We reserve the right to amend our valuation should this prove not to be the case.

The age of the building is approx. 20 months – as per Completion Certificate, and the estimated remaining life expectancy of the building is approximately 39 to 44 years.

#### ABOUT THE PAD APARTMENTS BY OMNIYAT

The Pad Apartments by Omniyat are furnished apartments in Business Bay tilted at angle of 6.5° angle, incorporating LED decoration. The Pad comprises of furnished apartments developed by Dubai real estate developer Omniyat. The Pad is located at the waterfront of Dubai Creek, in the tract of Business Bay, just off the commercial corridor of Sheikh Zayed Road. The Tower accommodates 253 apartments which are offered in various arrangements such as studios, one- and two-bedrooms apartments and the loft.

#### **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 floors plus roof top) which is completed and occupied approx. 80% [H1 2022] – source REIDIN.

Assumed the subject units has been handover to the owner and occupied by various tenants. We reserve the right to amend our valuation should this prove not to be the case.

These apartments have access to the communal leisure facilities comprising of swimming pool; Jacuzzi, gymnasium and changing room. A CCTV security monitoring system 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.

#### SERVICES

All Services are available by **DEWA (Dubai Electricity and Water Authority)** (none tested). As this is a desktop valuation, we have assumed that once occupation takes place these services will be connected. Central duct A/C.

#### **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

- 1. The subject properties are being valued under the following assumption:
  - iii. The subject properties are valued under the assumption of being Freehold Interest – superior, perpetual, legally un-encumbered and transferable ownership title (UAE/GCC/Non-GCC Nationals with vacant possession.
  - iv. Market Value of the subject properties under Special Assumption that MEFIC REIT leased all 30 units through a 4-year binding triple net lease contract as per the following conditions.
    - (g) For the first six months, the amount equal to 12% of the Purchase Price for each Unit



- (h) For the remaining term (42 months), the amount equal to 8% of the Purchase Price for each unit
- (i) Rent term: Four (4 years) commencing on the Effective date (Acquisition date 25 September 2018)
- (j) That the annual guarantee returns of 8% is net of all fees
- (k) The acquisition cost being AED61,149,536 (As per e mail of 7 February 2019) the
- (I) As per Master Lease Agreement provided via e-mail on 28 January 2020, stating "Initial Period" means the period commencing on the Effective Date and ending on the later of:
  - (a) the BCC Date: and
- (b) The date falling six (6) months after the Effective date
- 2. 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.
- 3. That no contaminative or potentially contaminative use has ever been carried out on the site;
- 4. We assume no responsibility for matters legal in character, nor do we render any opinion as to the title of the properties, which we assume to be good and free of any undisclosed onerous burdens, outgoings, restrictions or other encumbrances.
- 5. 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.

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

We have been provided with an Amendment to the above Master Lease between Amar Real Estate Development and Investment and PAD Properties Nine Limited by the customer on **9** January 2023.

**The Agreement is dated 01 August 2021** and refers to the Master Lease Amendment extension which is now for a period of Five (5) years commencing on the effective date.

#### VALUATION APPROACH AND REASONING

We have used the Direct Comparison Valuation Approach to ascertain the market value estimate of the subject properties to which has been added a premium to reflect the guaranteed income offered under the revised 5-year triple net lease Agreement. We have not been provided with a copy of this Agreement and have relied upon the extract information provided by the client. A copy of an Amendment to this Master Lease was provided to us on 9 January 2023. Should this prove to be otherwise incorrect, we reserve the right to reassess.

#### The Direct Comparison Approach

The Direct Comparison Approach involves making adjustments to the sale price of comparable properties to account for differences in location, type of property, floor, 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 value.

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 minimal sales transactions of similar type / size apartments in The Pad Tower and neighboring similar types of apartments buildings for example, Reva Residences, DAMAC Royale (Damac Towers) by Paramount Tower D, DAMAC Royale (Damac Towers) by Paramount Tower Hotel & Residences Downtown, DAMAC Royale (Damac Towers) by Paramount Tower B and Prive by Damac Tower A. During the period from August 2022 to December 2022 similar type units have sold in the range of AED 16,383 to 21,560 per sq m (AED 1,522 to 2,003 per sq. foot) of gross 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 The Pad Tower and neighboring buildings were the following: -

Sale Registration	Building Name	Total Unit Area Inc. Balcony)		Sale Price		per on Unit (AED)		
Date		(SQ.M.)	(SQ.FT.)	(AED)	(SQ.M.)	(SQ.FT.)		
09/09/2022	The Pad	48.68	524	1,050,000	21,560	2,003		
03/08/2022	The Pad	48.50	522	1,000,000	20,624	1,916		

#### **Studio Apartments**

Source: REIDIN

Sale Registration	Building Name	Total Unit Area Inc. Balcony)		Sale Price		per on Unit (AED)
Date		(SQ.M.)	(SQ.FT.)	(AED)	(SQ.M.)	(SQ.FT.)
17/11/2022	The Pad	60.76	654	1,290,000	21,248	1,974
15/11/2022	The Pad	59.37	639	1,100,000	18,525	1,721
31/10/2022	The Pad	61.59	663	1,135,000	18,428	1,712
11/10/2022	The Pad	61.97	667	1,334,333	21,539	2,001

#### Small One Bedroom Apartments

Source: REIDIN

#### Large One Bedroom Apartments

Sale Registration	Building Name	Total Unit Area Inc. Balcony)				Sale Price (AED)	Sale Price Unit Are	-
Date		(SQ.M.)	(SQ.FT.)	(AED)	(SQ.M.)	(SQ.FT.)		
29/12/2022	Reva Residences	84.91	914	1,475,987	17,373	1,614		



20/12/2022	Reva Residences	83.61	900	1,400,000	16,738	1,555
28/11/2022	DAMAC Royale (Damac Towers) by Paramount Tower D	88.17	949	1,534,452	17,405	1,617
02/11/2022	DAMAC Royale (Damac Towers) by Paramount Tower A	87.33	940	1,504,000	17,222	1,600
11/10/2022	Prive by Damac Tower A	83.24	896	1,425,000	17,125	1,591

Source: REIDIN

#### Two Bedroom Apartments

Sale			nit Area Inc			
Registration	Building Name		lcony)	Price		· · ·
Date		(SQ.M.)	(SQ.FT.)	(AED)	(SQ.M.)	(SQ.FT.)
	Paramount					
20/12/2022	Tower Hotel &	119.66	1,288	2,200,000	18,396	1,709
20/12/2022	Residences	115.00	1,200	2,200,000	10,550	1,705
	Downtown					
18/11/2022	The Pad Tower	112.97	1,216	1,850,000	16,383	1,522
	DAMAC Royale					
21/09/2022	(Damac Towers)	116.13	1,250	2,037,000	17,545	1,630
21/09/2022	by Paramount	110.15			17,545	1,050
	Tower D					
24/08/2022	The Pad Tower	113.06	1,217	2,000,000	17,696	1,644
	DAMAC Royale					
24/08/2022	(Damac Towers)	116.13	1,250	2,090,000	18,008	1 672
	by Paramount	110.13	1,230	2,090,000	10,000	1,673
	Tower B					

Source: REIDIN

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



Studio	<b>Apartments</b>	in	neighboring	buildinas

Type & View	Building Name	-	Gross Area)	Asking Price (AED)	Asking per or Area	n Unit	Listed Date
		SQ M	SQ FT	(ALD)	SQ M	SQ FT	
Studio, partial Burj Khalifa view	Millennium Atria	52.12	561	1,100,000	21,108	1,961	Dec'22
Studio – canal view	Marquise Square	47.94	516	1,090,000	22,733	2,112	Dec'22
Studio, partial Burj Khalifa view	Damac Majestine	53.79	579	1,029,000	19,127	1,777	Dec'22
Studio,	Avanti	51.38	553	1,029,000	20,032	1,861	Dec'22

Source: Dubizzle, Property Finder and Bayut

#### One Bedroom Apartments in The PAD Tower

Type & View	Building Name	-	Gross Area)	Asking Price (AED)	Asking F on Uni (AB	t Area	Listed Date
		SQ M	SQ FT		SQ M	SQ FT	
1BR-							
furnished,	The Pad	60.67	653	1,300,000	21,431	1,991	Dec'22
Canal view							
1BR-							
furnished,	The Pad	60.67	653	1,500,000	24,725	2,297	Dec'22
Canal view,	merau	00.07	055	1,500,000	24,723	2,237	Dec 22
high floor							
1BR-							
furnished,	The Pad	60.67	653	1,450,000	23,907	2,221	Dec'22
Canal view							
1BR-							
furnished,	The Pad	63.17	680	1,390,000	22,001	2,044	Dec'22
Canal / Burj	merau	05.17	080	1,350,000	22,001	2,044	Dec 22
Khalifa views							
1BR-							
furnished,	The Pad	77.39	833	1,433,000	18,514	1,720	Dec'22
Canal view							

Source: Dubizzle, Property Finder and Bayut



Type & View	Building Name	GFA (Gro Are		Asking Price	Asking P on Unit (AE	t Area	Listed Date
		SQ M	SQ FT	(AED)	SQ M	SQ FT	
2BR- Canal view	The Pad	112.97	1,216	2,350,000	20,796	1,932	Dec'22
2BR- Burj Khalifa view	The Pad	113.06	1,217	2,175,000	19,235	1,787	Dec'22
2BR- Burj Khalifa view	The Pad	112.97	1,216	2,380,000	21,065	1,957	Dec'22

#### Two Bedroom Apartments in The PAD Tower

Source: Dubizzle, Property Finder and Bayut

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	Туре	Market Value range per square foot (AED)
Studio (smaller unit)	Simplex unit	1,700 to 1,775 on unit floor area
Studio (larger unit)	Loft duplex unit	1,475 to 1,525 on unit floor area
One-bedroom apartment	Simplex	1,570 to 1,730 on unit floor area
Two-bedroom apartment	Simplex	1,600 to 1,700 on unit floor area
Two-bedroom apartment	Loft duplex unit on high floor	1,600 to 1,700 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	1,644	2,099,256.48	2,100,000
2	211	1,276.92	1,644	2,099,256.48	2,100,000
3	311	1,276.92	1,644	2,099,256.48	2,100,000
4	401	1,276.92	1,644	2,099,256.48	2,100,000
5	404	683.94	1,704	1,165,433.76	1,165,000
6	M05	683.94	1,704	1,165,433.76	1,165,000
7	P06	1,229.02	1,575	1,935,706.50	1,936,000
8	P08	863.05	1,615	1,393,825.75	1,394,000
9	P09	961.97	1,615	1,553,581.55	1,554,000
10	P10	946.04	1,615	1,527,854.60	1,528,000
11	1108	581.25	1,750	1,017,187.50	1,017,000



Sr. No.	Unit No.	Unit area (SQ.FT.)	Rate PSF on unit area (AED)	Market Value (AED)	MV (Rounded) AED
12	1205	683.94	1,704	1,165,433.76	1,165,000
13	1210	666.07	1,726	1,149,636.82	1,150,000
14	2104	1,231.71	1,660	2,044,638.60	2,045,000
15	2110	1,167.99	1,680	1,962,223.20	1,962,000
16	2204	1,231.71	1,660	2,044,638.60	2,045,000
17	2207	1,184.24	1,680	1,989,523.20	1,990,000
18	2208	1,014.50	1,500	1,521,750.00	1,522,000
19	2209	1,208.57	1,680	2,030,397.60	2,030,000
20	110	662.95	1,650	1,093,867.50	1,094,000
21	602	672.53	1,704	1,145,991.12	1,146,000
22	609	683.94	1,704	1,165,433.76	1,165,000
23	704	683.94	1,704	1,165,433.76	1,165,000
24	1511	1,289.83	1,690	2,179,812.70	2,180,000
25	1603	683.94	1,726	1,180,480.44	1,180,000
26	1909	687.17	1,726	1,186,055.42	1,186,000
27	111	1,276.92	1,644	2,099,256.48	2,100,000
28	1706	666.07	1,726	1,149,636.82	1,150,000
29	1202	671.66	1,726	1,159,285.16	1,160,000
30	1203	683.94	1,726	1,180,480.44	1,180,000
Agg	gregate Ma	rket Value of t	he 30 units	46,770,024.72	46,774,000

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 analyzed are based on floor area measurements that would typically be stated on Title Deeds of comparable properties examined.

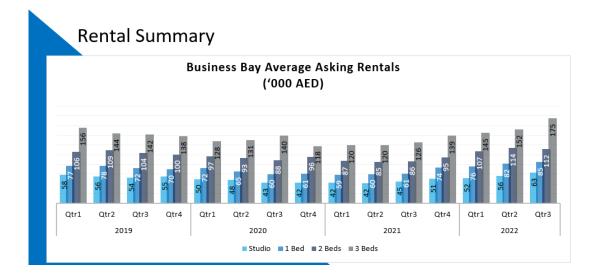
#### SUMMARY OF MARKET RENT

S/N.	Unit No:		Market Rent
5/18.	Unit NO:	In figures (AED)	In Words (UAE Dirhams)
1	201	131,000	One Hundred Thirty-One Thousand
2	211	131,000	One Hundred Thirty-One Thousand
3	311	131,000	One Hundred Thirty-One Thousand
4	401	131,000	One Hundred Thirty-One Thousand
5	404	75,000	Seventy-Five Thousand
6	M05	75,000	Seventy-Five Thousand
7	P06	105,000	One Hundred Five Thousand
8	P08	82,000	Eighty-Two Thousand
9	P09	85,000	Eighty-Five Thousand
10	P10	85,000	Eighty-Five Thousand
11	1108	63,000	Sixty-Three Thousand
12	1205	75,000	Seventy-Five Thousand

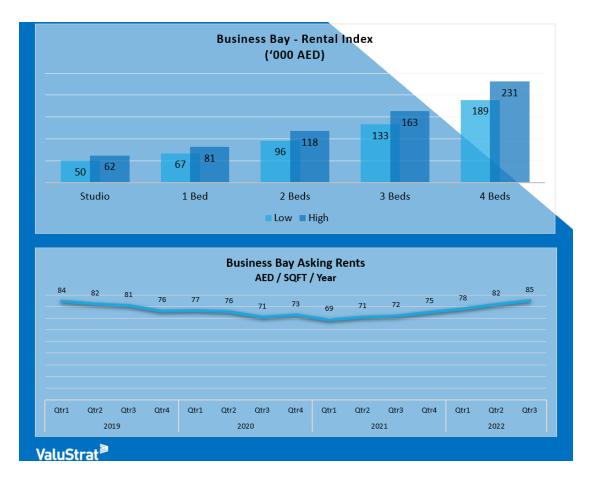


C /N	Unit No:		Market Rent
S/N.	Unit NO:	In figures (AED)	In Words (UAE Dirhams)
13	1210	75,000	Seventy-Five Thousand
14	2104	133,000	One Hundred Thirty-Three Thousand
15	2110	133,000	One Hundred Thirty-Three Thousand
16	2204	133,000	One Hundred Thirty-Three Thousand
17	2207	133,000	One Hundred Thirty-Three Thousand
18	2208	85,000	Eighty-Five Thousand
19	2209	133,000	One Hundred Thirty-Three Thousand
20	1010	75,000	Seventy-Five Thousand
21	602	75,000	Seventy-Five Thousand
22	609	75,000	Seventy-Five Thousand
23	704	75,000	Seventy-Five Thousand
24	1511	135,000	One Hundred Thirty-Five Thousand
25	1603	75,000	Seventy-Five Thousand
26	1909	75,000	Seventy-Five Thousand
27	111	131,000	One Hundred Thirty-One Thousand
28	1706	75,000	Seventy-Five Thousand
29	1202	75,000	Seventy-Five Thousand
30	1203	75,000	Seventy-Five Thousand
Aggregat Anticipate		2,935,000	Two Million Nine Hundred Thirty-Five
Income o units		2,333,000	Thousand

#### **Rental Summary**







#### **Calculation of Premium and Market Value**

To the value achieved of **AED 46,774,000** 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 5-year binding triple net lease Agreement. As at the date of valuation 31<sup>st</sup> December 2022 some 51.30 months of the Extended Agreement had lapsed with a remaining period of 8.70 months. The income as reflected for the remaining 8.70-month period has been considered and apportioned as follows.

For the remaining **8.70 months** of the extended lease the Gross Anticipated Rental has been calculated at 8% of the acquisition cost of AED 61,149,536 less net current anticipated market rental of AED2,935,000 giving a top slice portion of **AED2,427,814** capitalized at a rate of 7.50% for 8.70 months to achieve a value of **AED1,741,986**.

The collective value using the Direct Comparison Method of **AED46,774,000** plus the remaining value derived from the Lease Contract of **AED1,741,986** (note the Special Assumption in place) achieves a value of AED48,515,987 rounded to **AED48,516,000** which over the saleable area of 28,108 sq ft gives a break back of **AED1,726/sq ft**. (rounded).



#### VALUATION

#### MARKET VALUE

It is our considered opinion that the Market Value estimate for the Freehold Interest – superior, perpetual, legally un-encumbered and transferable ownership title (UAE/GCC/Non-GCC Nationals) with vacant possession in the subject properties; subject to the contents herein, and valued using the direct comparison valuation approach taking into consideration particulars / features of the property, prevailing market conditions/sentiments, and other relevant factors as at the date of valuation (31<sup>st</sup> December 2022).

The Market Value of the subject properties is further based on the Special Assumption (as per information provided by the client – extract only of Master Lease Agreement) **that MEFIC REIT** *leased all units through a 5-year binding triple net lease contract as per the following conditions*;

- (m) For the first six months, the amount equal to 12% of the Purchase Price for each Unit
- (n) For the remaining term (42 months), the amount equal to 8% of the Purchase Price for each unit
- (o) Rent term: Four (4 years) commencing on the Effective date (Acquisition date 25 September 2018)
- (p) That the annual guarantee returns of 8% is net of all fees
- (q) The acquisition cost being AED61,149,536 (As per e mail of 7 February 2019) the
- (r) As per Master Lease Agreement provided via e-mail on 28 January 2020, stating "Initial Period" means the period commencing on the Effective Date and ending on the later of:
  - (a) the BCC Date: and
  - (c) The date falling six (6) months after the Effective date.

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

We have been provided with an Amendment to the above Master Lease between Amar Real Estate Development and Investment and PAD Properties Nine Limited by the customer of **9** January 2023.

**The Agreement is dated 01 August 2021** and refers to the Master Lease Amendment extension which is now for a period of Five (5) years commencing on the effective date.

S/N.			Market Value
5/ N.	Unit No:	In figures (AED)	In Words (UAE Dirhams)
1	201	2,100,000	Two Million One Hundred Thousand
2	211	2,100,000	Two Million One Hundred Thousand
3	311	2,100,000	Two Million One Hundred Thousand
4	401	2,100,000	Two Million One Hundred Thousand
5	404	1,165,000	One Million One Hundred Sixty-Five Thousand



Linit No.		Market Value
Unit No:	In figures (AED)	In Words (UAE Dirhams)
M05	1,165,000	One Million One Hundred Sixty-Five Thousand
P06	1,936,000	One Million Nine Hundred Thirty-Six Thousand
P08	1,394,000	One Million Three Hundred Ninety-Four Thousand
P09	1,554,000	One Million Five Hundred Fifty-Four Thousand
P10	1,528,000	One Million Five Hundred Twenty-Eight Thousand
1108	1,017,000	One Million Seventeen Thousand
1205	1,165,000	One Million One Hundred Sixty-Five Thousand
1210	1,150,000	One Million One Hundred Fifty Thousand
2104	2,045,000	Two Million Forty-Five Thousand
2110	1,962,000	One Million Nine Hundred Sixty-Two Thousand
2204	2,045,000	Two Million Forty-Five Thousand
2207	1,990,000	One Million Nine Hundred Ninety Thousand
2208	1,522,000	One Million Five Hundred Twenty-Two Thousand
2209	2,030,000	Two Million Thirty Thousand
110	1,094,000	One Million Ninety-Four Thousand
602	1,146,000	One Million One Hundred Forty-Six Thousand
609	1,165,000	One Million One Hundred Sixty-Five Thousand
704	1,165,000	One Million One Hundred Sixty-Five Thousand
1511	2,180,000	Two Million One Hundred Eighty Thousand
1603	1,180,000	One Million One Hundred Eighty Thousand
1909	1,186,000	One Million One Hundred Eighty-Six Thousand
111	2,100,000	Two Million One Hundred Thousand
1706	1,150,000	One Million One Hundred Fifty Thousand
1202	1,160,000	One Million One Hundred Sixty Thousand
1203	1,180,000	One Million One Hundred Eighty Thousand
e Market		Forty-Six Million Seven Hundred Seventy-Four
	46,774,000	Thousand
-	1 741 096	One Million, Seven Hundred Forty One Thousand
reement - ED	1,/41,980	Nine Hundred Eighty Six
	48,515,987	Forty-Eight Million Five Hundred Sixteen
nded	48,516,000	Thousand
	P06 P08 P09 P10 1108 1205 1210 2104 2110 2204 2207 2208 2209 110 602 609 704 1511 1603 1909 111 1706 1202 1203 e Market f the 30 - AED m as per reement - ED ue – AED	In figures (AED)           M05         1,165,000           P06         1,936,000           P08         1,394,000           P09         1,554,000           P10         1,528,000           1108         1,017,000           1205         1,165,000           1210         1,150,000           2104         2,045,000           2204         2,045,000           2207         1,990,000           2208         1,522,000           2209         2,030,000           110         1,094,000           602         1,146,000           609         1,165,000           704         1,165,000           1511         2,180,000           1603         1,180,000           1909         1,186,000           1202         1,160,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203         1,180,000           1203

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.

PRINCIPAL GAINS AND RISK ASSESSMENT (Swot Analysis)



#### ABOUT BUSINESS BAY

Business Bay (Al Khaleej Al Tejari) is dubbed as the region's business capital and offers a large supply of prime commercial office space.

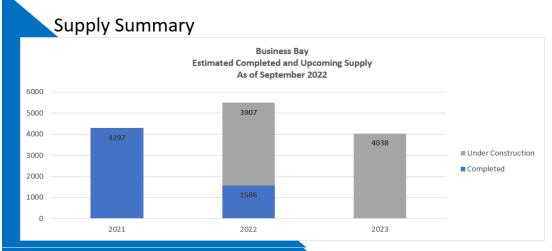
Business Bay is an area that features upscale commercial, residential and hospitality properties spread across a total gross leasable area of 78.5 million sq ft. Strategically located next to Burj Khalifa area and accessible through main arterial highways, Sheikh Zayed Road (E11) and Al Khail Road (E44). The opening of the Dubai Water Canal last October 2016 along the banks of Business Bay has fueled the desirability for residential, commercial and infrastructural investments from major developers and investors.

- Strengths
  - o Driving proximity to Downtown Dubai, DIFC, Al Khail Rd, Sheikh Zayed Road
  - Views of canal
  - Access to Marasi Business Bay
  - o Iconic design
  - Freehold Ownership
  - Dubai Mall and Burj Khalifa in close proximity
  - Metro within short walking distance
  - Entertainment, Hotels, Restaurants and Retail
- Weakness
  - Underdeveloped area, a number of vacant plots evident construction in surrounding area ongoing for medium term
  - Delayed project, project began in 2006 with Zaha Hadid Architects as the initial designer, now no longer involved, the project was put on hold from December 2009 to October 2013
  - No Schools
  - Business Bay is high built by nature and design.
  - Not many green spaces
  - Can be heavily trafficked and congested in peak periods.
  - Noise levels close to Skh Zayed Road and ongoing construction
- Opportunities
  - Potential vibrant waterfront community
  - Possible uses, residential, serviced apartments, short-term rentals
- Threats

New supply entering the market.



#### **Supply Summary**



	Completed	Under Construction	Grand Total
2021	4297	Under Construction	4297
	849		849
- Al Habtoor Group	544		544 544
Arabian Gulf Properties	437		437
			437
Binghatti Holding Limited	222		
Danube Properties	456		456
Private Investor	112		112
RKM Real Estate LLC	347		347
SOL Properties	238		238
The First Group	400		400
WOW Investments Limited	692		692
022	1586	3742	5328
Damac Properties	1418	3145	4563
Kappa Acca Real Estate Development		80	80
KASCO Properties	168		168
Mercury Investment Holding		260	260
Omniyat Properties		39	39
Pacific Ventures		140	140
Tanmiyat Global Real Estate Development LLC		78	78
023		4038	4038
Binghatti Holding Limited		293	293
Damac Properties		699	699
Dar Al Arkan		401	401
Gemstone Real Estate Development		802	802
Omniyat Properties		342	342
Select Group		352	352
Silver Sky Properties Ltd		600	600
Tiger Real Estate		549	549

#### ValuStrat<sup>≥</sup>



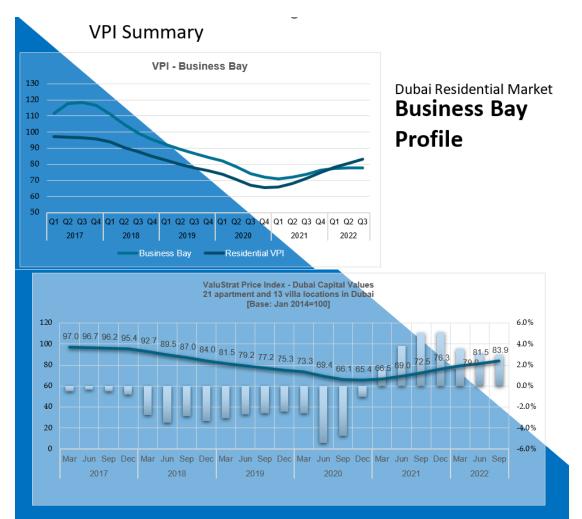
#### **DUBAI RESIDENTIAL MARKET**

#### The ValuStrat Price Index (VPI) Residential Performance

Freehold residential capital values continued their growth momentum, albeit, at a slower pace. Most mid-market apartment areas approached possible price ceilings, while high-end locations observed stable growth. The ValuStrat Price Index (VPI) grew 3% quarterly and 15.7% annually to reach 83.9 points. With exception to few prime locations, citywide ready home prices were 26.4% lower than the peaks of mid-2014. The general villa-submarket saw prices grow 26.4% annually and 4.1% quarterly. Highest quarterly performers were Emirates Hills (5.3%), Jumeirah Islands (4.7%), Arabian Ranches (4.5%), and the Meadows (4.3%). Citywide apartments averaged mild 7.6% annual capital gains and 2.1% when compared to Q2. Almost half of Dubai's freehold apartment locations have not seen quarterly price improvements, examples include Business Bay, Motor City, Jumeirah Village, Discovery Gardens, and Dubai Sports City.



#### **VPI Summary**



#### The ValuStrat Price Index (VPI) Residential Performance

Freehold residential capital values continued their growth momentum, albeit, at a slower pace. Most mid-market apartment areas approached possible price ceilings, while high-end locations observed stable growth. The ValuStrat Price Index (VPI) grew 3% quarterly and 15.7% annually to reach 83.9 points. With exception to few prime locations, citywide ready home prices were 26.4% lower than the peaks of mid-2014. The general villa-submarket saw prices grow 26.4% annually and 4.1% quarterly. Highest quarterly performers were Emirates Hills (5.3%), Jumeirah Islands (4.7%), Arabian Ranches (4.5%), and the Meadows (4.3%). Citywide apartments averaged mild 7.6% annual capital gains and 2.1% when compared to Q2. Almost half of Dubai's freehold apartment locations have not seen quarterly price improvements, examples include Business Bay, Motor City, Jumeirah Village, Discovery Gardens, and Dubai Sports City.

### ValuStrat<sup>≥</sup>



#### 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 within the UAE reaching more than 3.53 million residents by Q3 2022. The current growth rate is below the long-term historical trend, growing at approximately 5.3% on average during the last five years. It 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.

Dubai's inflation rate jumped to a record high of 7.1% YoY, as of July 2022.

#### Residential

Total estimated completions as of the third quarter stood at 16,063 apartments and 3,471 villas, equivalent to 40% of preliminary estimates for the whole year. Notable apartment completions were Creek Views at Creek Beach Al Jadaf with 634 units, The Grand Dubai Creek Harbour with 559 properties, SOL Apartments Dubai Production City with 235 units. Newly built villas were completed in Akoya Oxygen Aquilegia, Avencia 2 and Odora totalling 1,156 properties. Based on developer schedules 21,720 apartments remain under construction, with a majority 57% being located in Mohammed Bin Rashid (MBR) City, Jumeirah Village Circle and Downtown Dubai. An 83% share of the city's upcoming 6,490 villas will be concentrated in MBR City, Dubailand and Dubai South. Key off-plan projects launched during the quarter include Azizi Riviera Reve with 5,061 units, The Cove II Dubai Creek Harbour with 857 units, Opalz Dubai Science Park with 601 units, Hill Park MBR City with 444 units, Al Jazi Madinat Jumeirah Living with 378 units and Alaya Beach Tilal Al Ghaf with 130 units.

The third quarter witnessed a paradigm shift for sales volumes with off-plan transactions taking a majority share, the first time since the height of the pandemic. This could be attributed to a combination of reasons such as heightened financing cost, lack of supply for good quality ready properties in some locations and attractive off-plan product schemes. Off-plan volume jumped 91.3% YoY to 12,913 transactions worth more than AED 26 billion. Ready home sales witnessed 48.1% annual increase to 9,816 deals equivalent to investments above AED 23 billion. The average ticket size sizes of off-plan homes rose 11.6% YoY to AED 2.2 million, ready-to-move-in properties grew moderately at 4.3% YoY to AED 2.4 million. The citywide average transacted price for off-plan and ready units during this period was at AED 17,061 per sq m (AED 1,585 per sq ft) and AED 13,035 per sq m (1,211 per sq ft), respectively.

Freehold residential capital values continued their growth momentum, albeit, at a slower pace. Most mid-market apartment areas approached possible price ceilings, while high-end locations observed stable growth. The ValuStrat Price Index (VPI) grew 3% quarterly and 15.7% annually to reach 83.9 points. With exception to few prime locations, citywide ready home prices were 26.4% lower than the peaks of mid-2014. The general villa-submarket saw prices grow 26.4% annually and 4.1% quarterly. Highest quarterly performers were Emirates Hills (5.3%), Jumeirah Islands (4.7%), Arabian Ranches (4.5%), and the Meadows (4.3%). Citywide apartments averaged mild 7.6% annual capital gains and 2.1% when compared to Q2. Almost



half of Dubai's freehold apartment locations have not seen quarterly price improvements, examples include Business Bay, Motor City, Jumeirah Village, Discovery Gardens, and Dubai Sports City.

Capital values of luxury properties in prime areas grew significantly higher than the overall residential market, as the VPI-Prime scored 91.2 points. High-end villas drove this rise, prices leaping 27% annually to reach 112.8 points. Since the pandemic Jumeirah Islands rebounded 96%, Palm Jumeirah (90%), Downtown Dubai (87%), the Burj Khalifa (72%), Emirates Hills (54%), and Dubai Hills Estate (45%). Noting that house prices in Palm Jumeirah and Emirates Hills have surpassed their previous peaks in mid-2014.

#### MARKET PRICE TREND:

The graph below shows the average market price trend from January 2022 to Q4 2022 of *The Pad Tower within Business Tower*.



Business Bay Area REIDIN 2nd Hand Sales Prices Trend (January, 2003 - December, 2022)

Source-REIDIN

#### VALUATION UNCERTAINTY

In line with the RICS Valuation - Global Standards 2022 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 6-9 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.

#### **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.



#### 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

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

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



**PHOTOGRAPHS (illustrative purposes only)** 



Subject Tower (The Pad) front elevation

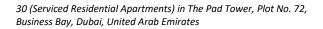
Building name identification



Subject Tower (The Pad) rear elevation



**Neighbouring properties** 





### PHOTOGRAPHS (Taken as on 4<sup>th</sup> February 2019)



Subject Tower (The Pad)



**Project Identification** 



The Pad Tower – Main lobby



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



Integrated living/dining area



Kitchen

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





Integrated living/dining / staircase - loft unit



Loft – upper level



Loft bathroom



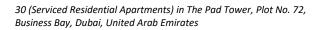
Integrated living/dining / staircase – loft unit



Unit No. 201 (Show Apartment)



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







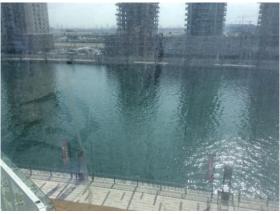
Kitchen – Unit No. 201 (Show apartment)



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





View – Pool



View – Community



The Pad – front entrance area



**Neighbouring Properties**