

#### Introduction



#### Dear / Musharaka Capital

#### Verdun Tower in Al-Olaya District, Riyadh

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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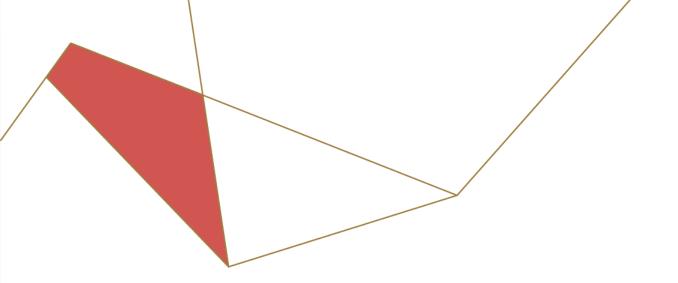


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Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

#### **Executive Summary**



#### **Report Summary**

- The property undervaluation is a commercial/office tower (Verdin Tower) located in Olaya district of Riyadh.
- The land area is 3,212 Sqm (as per title deed), the build-up area is 25,591.36 Sqm (as per building permit) and the leasable area is 14,935 Sqm (as per client).
- The tower consists of two floors basement, one ground floor, a mezzanine, and 8 floors of offices.
- The retail consist of 3 open retails with an area of 3,300 Sqm. The administrative offices consist of 34 offices, with areas ranging from 153 Sqm to 1,463 Sqm.
- The property has a frontage on 4 streets, including King Fahd Road with a frontage of 40.08 M and Prince Mohammad bin Abdulaziz Road with 43.81 M.

#### **Valuation Summary**

Site Details	Information
District	Olaya
Permitted Use	Commercial/Office
Tenure	Freehold
Deed Number	730205024123
Deed Date	24/09/1443H
Total Area (sqm)	3,212
Owner	Hifth AlMusharaka Real Estate Company

#### **Valuation Summary**

Details	Information		
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets		
External Users	Fund Manager and Investors		
Report Type	Detailed Report		
Instruction Date	22 June 2022		
Inspection Date	<b>04</b> July <b>2022</b>		
Valuation Date	30 June 2022		
Basis of Value	Market Value		
Valuation Approach	Income Approach		
Adopted Currency	Saudi Riyals		
Market Value	258,260,000 SAR		

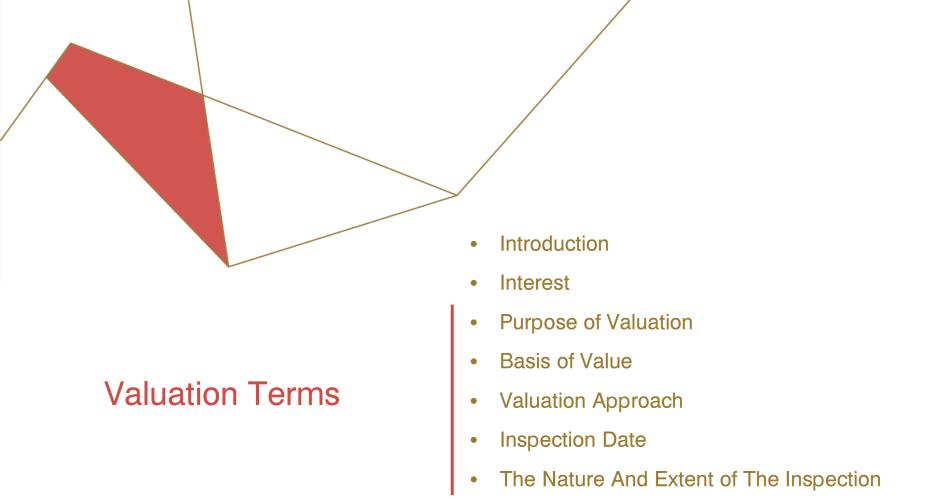
#### **Executive Summary**

# أبعاد للتقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Riyadh**, **KSA**.

#### Interest

• Interested to be valued as of Verdun Tower in Al-Olaya District, Riyadh

#### Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

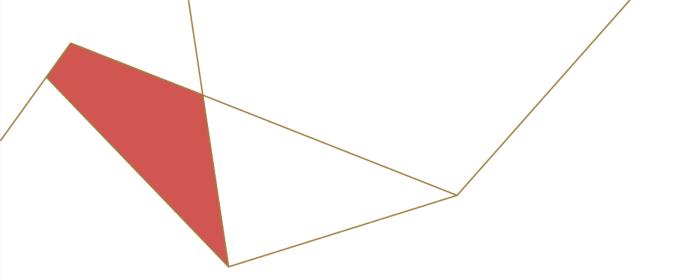
• In accordance with the received instructions, we have carried out a visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Title Deed.
- 2) Building Permit.
- 3) Income Information.
- 4) Urban lift of the building.



#### **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad does not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular, or statement or disclosed in any way without Abaad's prior written consent to the form and context in which it may appear.

#### Confidentiality

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

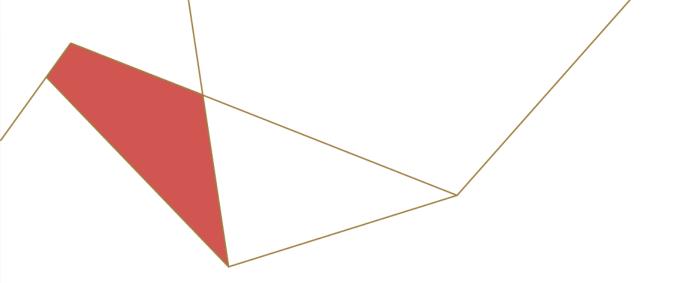
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) The property was valued using the Income Approach, and it was assumed that the expired contracts will be automatically renewed.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As of the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgment.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.

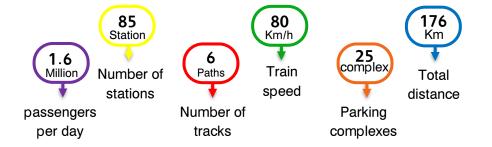


- Infrastructure Projects
- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

### أبعاد

#### Infrastructure Projects - Al Riyadh Metro Project

- Riyadh Metro is a rapid transit system, currently bring under-construction and is as one of the largest infrastructure projects in the City.
- The metro is designed as a world-class transportation system, includes 756 metro cars, 85 stations, 6 metro lines, and a 176-km network.
- The construction of the metro system has led to a number of road closures that have affected traffic in different parts of the city.



#### Length of Riyadh Metro Lines

Line	Length (km)
Line 1 (Blue)	38.0
Line 2 (Red)	25.3
Line 3 (Orange)	40.7
Line 4 (Yellow)	29.6
Line 5 (Green)	12.9
Line 6 (Purple)	29.5



## أبعاد للتقييم العقاري

#### Infrastructure Projects - RCRC Projects & Programs

The Royal Commission for Riyadh City (RCRC) carries out several strategic, comprehensive, long-term and multi-phase development programs and projects that require massive efforts and resources.

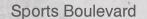
#### Historical Addir'iyah Development Program

Addir'iyah is the home of many historic sites and antiquities, as it hosts unique buildings, old quarters, oasis, palm gardens, farms and agricultural areas.

the program achieved integration between Addir'iyah and Riyadh by transforming Addir'iyah into a world-class cultural and tourist metropolitan suburb.

#### Riyadh Art Project

Within the project, more than 1000 artworks and landmarks, created by local and international artists, will be installed across the city of Riyadh according to a 10-program plan that covers residential neighborhoods, gardens, parks, squares, metro/bus stations, bridges, city entrances and tourism destinations.





The Sports Boulevard extends for 135 kms, across the city of Riyadh, connecting Wadi Hanifah valley in the West with Wadi Al Sulai valley in the East through Prince Muhammad Bin Salman Bin Abdulaziz Road. The Sports Boulevard features green pedestrian pathways, special routes for professional and amateur cyclists (135 and 85 kms respectively), and horse riding routes (123 kms).

#### Green Riyadh



The Green Riyadh Project includes planting 7.5 million trees across the capital in gardens, parks, mosques, schools, healthcare facilities, King Khaled International Airport and most of the city's roads, streets, car parking spaces, and valleys

#### King Salman Park



Covering over 13 square kilometers, King Salman Park will be among the biggest city parks worldwide. It will combine a wide variety of environmental, cultural, recreational and sports activities that will significantly enhance the life quality of all Riyadh residents. The project will also host many facilities including a royal art complex, a national theater, an opera house, art academies, museums, and galleries. Furthermore, the park will feature extensive green areas, plazas, sports compounds, and an 18-hole royal golf course. To complement these amenities, great incentives would be offered to the private-sector investors to build recreational.

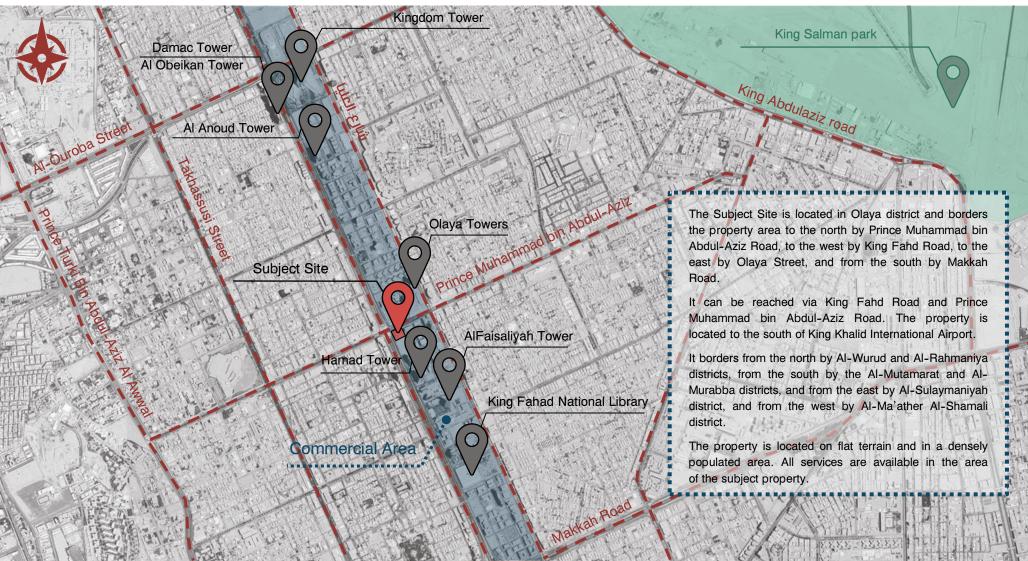
# أبعاد للتقييم العقاري

#### **Macro Location**



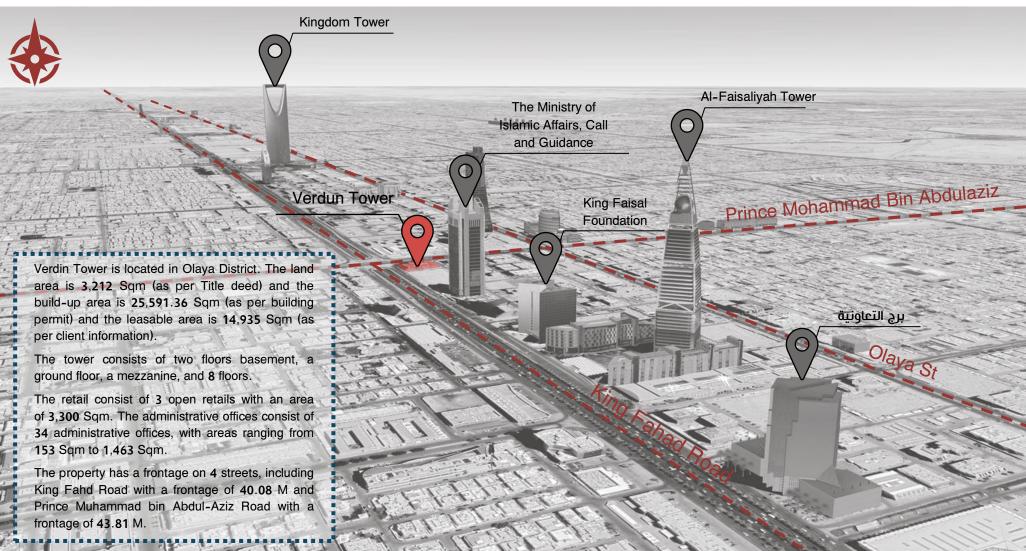
### أ **بعاد** للتقييم العقاري

#### **Micro Location**



# أبعاد للتقييم العقاري

#### **Subject Property Description**



### 1

#### **Subject Property Photos**



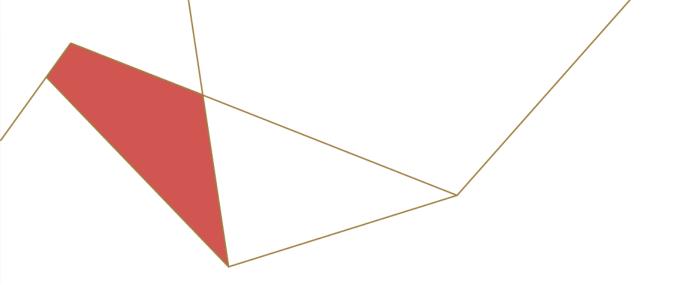












### Tenure

- Property Information
- Lease Contracts

#### **Tenure**



#### **Property Information**

#### Property Details (Freehold Details)

ID	Description		
Owner	Hifth AlMusharaka Real Estate Company		
The Property	Verdun Tower	in Al-Olaya District, Riyadh	
Plot No.	14		
Sub-Division	1184		
District		Olaya District	
Coordinates	24°41'41.6"N	46°40'53.2"E	
City		Riyadh	
Ownership Type		Freehold	
T'' 5 11 6	Deed No.	730205024123	
Title Deed Info	Deed Date	24/09/1443H	

Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	43.81	Prince Muhammad bin Abdulaziz Road	60
South	70	Number 52	15
East	55	Wadi Al-Amariah	20
West	40.08	King Fahd Road	80

• Sources: "Title Deed"

No legal document has been verified for the property under valuation, which includes planning, ownership, or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights, or impediments.

#### **Tenure**

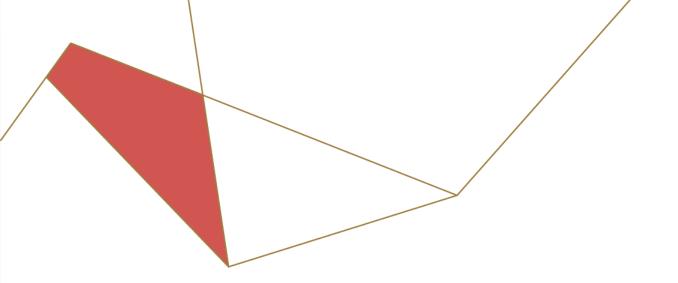
# أبعاد للتقييم العقاري

#### **Lease Contracts**

#### Retail Lease Contracts Summary

Retail	No. of Retails	Retail Area (Sqm)	Start Year	End Year	Office Area (Sqm)	Start Year	End Year
1	3	3,300	2022/06/01	2027/05/31	255	2021/01/12	2022/11/30
0.44					153	2021/01/04	2022/03/31
Offices Lease Contracts Summary					334	2022/01/02	2022/07/31
Office	Area (Sqm)	Start Year		End Year	236	2021/01/11	2022/10/31
	570	2021/01/12		022/05/31	154	2020/01/04	2023/01/04
	154	2021/01/10		022/09/30	166	2021/01/07	2022/06/30
	331	2022/03/01		)22/12/01	166	2021/01/07	2022/06/30
	255	2022/10/01	20	023/09/01	255	2022/01/01	2023/12/31
	153	2021/01/12	20	022/11/30	153	2021/01/06	2023/05/31
	334	2021/01/09	20	022/08/31			
	236	2021/01/06	20	022/05/31	334	2022/01/02	2023/01/31
	154	2021/01/01	20	022/12/31	2,187	2021/01/03	2022/02/28
	331	2021/01/06	20	022/05/31	255	2021/01/02	2022/01/31
	255	2020/01/11	20	23/10/31	153	2022/01/01	2022/12/31
	153	2020/01/21	20	023/11/23	344	2021/01/06	2022/05/31
	334	2021/01/03	20	023/02/28	236	2021/01/06	2022/05/31
	236	2021/01/07	20	026/06/30	154	2021/01/06	2022/05/31
	154	2021/01/11	20	)22/10/31	3,786	2021/01/09	2022/05/31
	331	2021/01/03	20	022/02/28	153	2021/01/06	2022/05/31

Source: Client Information.



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### **Income Valuation Methodology**

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5<sup>-</sup>/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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



# أبعاد للتقييم العقاري

#### Comparable sites

# Hamad Tower Project

#### **Tower Information**

### Roads

3 roads within King Fahad

Car Parking



4 floors provides 500 parkings

Offices



Average **500** Sqm approx.

Retails



Average **400** Sqm approx.

Complition

Location

Floors

Leasable Area

Build-up Area



2016



Olaya district



35 floors



**29,864** Sqm



38,000 Sqm









### أ **بعاد** للتقييم العقاري

#### Comparable sites

#### **About Hamad Tower**

- Main entrance: The main entrance to the towers, in general, is the main influencing element, and therefore the main entrance to the tower was designed with the latest designs and the finest materials.
- Office floors: The offices of the tower have been designed according to the highest
  engineering standards to allow the best use of space and to provide a practical
  atmosphere that supports focus and visit the efficiency of employees and includes
  all work requirements of modern information technology.

#### **Tower Components**

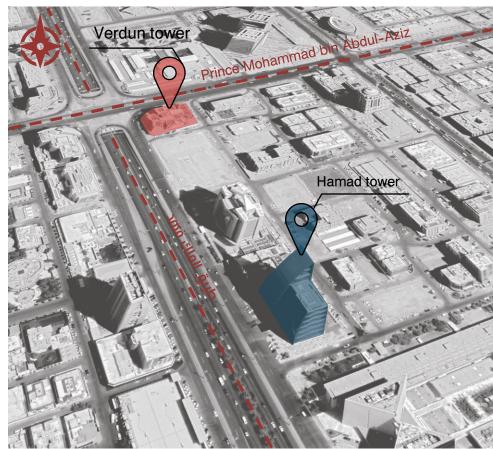
#### The tower consists of thirty-five floors, divided as follows:

Details	Description
Ground floor	The main entrance for the tower and offices
Offices floor	Starts from the first floor to the 35 <sup>th</sup> floor (with an area of 1,200 Sqm per floor)
25 <sup>th</sup> floor	Health care club that includes an outdoor swimming pool overlooking the city of Riyadh
Basement floor	Consists of four floors of parking
Average area for buildings	<b>38,000</b> Sqm
Parking lot	500 cars in addition to front and side parking
Elevators	9 high-speed elevators + elevators for services

#### **Rental Price**

Details	Rent Price (SAR/Sqm)	Service (1/.)
Offices	1,600	10%

#### Location





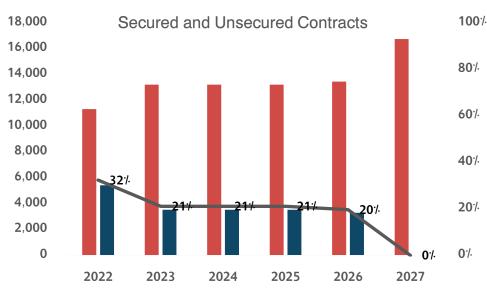
#### **Income Analysis**

#### Analysis of leasing prices and leasing contracts:

- Abaad team inspected the property, and we have analyzed the current occupancy levels and performance of the property, in addition to the income from the secured and unsecured units. The property contains a total of 35 lease contracts, including 11 secured contracts for 2022, and has two contracts with a lease period of 5 years, and the contracts are expected to expire by 2026, and one contract by 2027. According to the client information, the unsecured contracts may be renewed automatically after the expiry of the contract period.
- After analyzing the rental prices for the retail and offices of Hamad tower, it was concluded that the rental prices of the property undervaluation at an average of 1,104 SAR/Sqm are in the range of the market because the characteristics of Hamad tower are better than the property undervaluation.

#### Subject Details undervaluation:

Detail	Description
Retail GLA (Sqm)	3,300
Retail Occupancy rate (1/-)	<b>%100</b>
Retail Average Lease Rate (SAR/Sqm)	1,333
Retail Revenue (SAR)	4,400,000
Offices GLA (Sqm)	13,454
Offices Occupancy rate (1/-)	<b>%100</b>
Offices Average Lease Rate (SAR/Sqm)	1,104
Offices Revenue (SAR)	14,852,657
Blended Occupancy Rate (1/.)	<b>%100</b>
Total Revenue (SAR)	19,252,657
Other Revenues (Advertising Screens) (SAR)	3,000,000



Year	GLA for Secured Contracts (Sqm)	GLA for Unsecured Contracts (Sqm)		
2022	5,429	11,325 13,218		
2023	3,536			
2024	3,536	13,218		
2025	3,536	13,218		
2026	3,300	13,454		
2027	0	16,754		

Unsecured (Sgm)

Secured (Sam)

Secured (%)



#### **Income Approach**

#### Discount Cash Flow

- The cash flows have been made over a period of **5** years, and the following assumptions have been relied on:
- Inflation Rate: 2.50%.
- Discount Rate: 10.00%.
- Yield Rate: 7.50%.
- Operation and Expenses Rate: 10.00%.

#### **Property Income**

• According to the client information, the total income of the property undervaluation is estimated at 19,252,657 SAR annually, with an occupancy rate of 100%. The property's income was based on the client information in the cash flow table below.

Period	2022/12	2023	2024	2025	2026	2027
Total GLA (Sqm)	16,754.00	16,754.00	16,754.00	16,754.00	16,754.00	16,754.00
Average Lease Rate with Inflation (SAR/Sqm)	1,163.41	1,192.50	1,222.31	1,252.87	1,284.19	1,316.30
Occupancy (1.)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Gross Potential Income (SAR)	9,745,915	19,979,125	20,478,603	20,990,568	21,515,332	22,053,216
Vacancies (1.)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Vacancies (SAR)	0	0	0	0	0	0
Land Rent Cost with Inflation (SAR)	537,500	1,075,000	1,200,000	1,200,000	1,300,000	1,300,000
Operation and Expenses (SAR)	974,591	1,997,912	2,047,860	2,099,057	2,151,533	2,205,322
Screens Revenue with Inflation (SAR)	1,518,634	3,113,200	3,191,030	3,270,806	3,352,576	3,436,391
Net Operation Income (SA)	9,752,457	20,019,413	20,421,773	20,962,317	21,416,375	21,984,285
Exit (SAR)						293,123,794
Present Value (SAR)	9,298,603	17,352,510	16,092,063	15,016,368	13,946,938	186,551,940
Market Value (SAR)	258,2	60,000				



#### **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 258,260,000 (Two Hundred Fifty-Eight Million Two Hundred Sixty Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

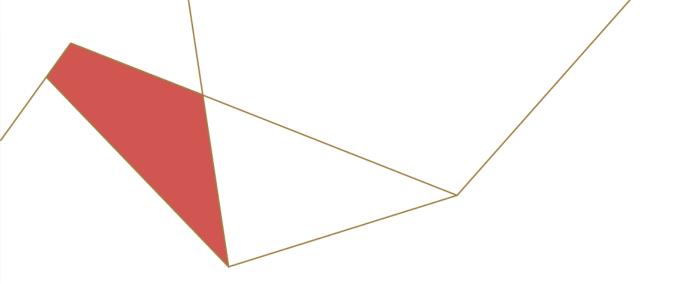
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### **Valuation Glossary**

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### **Intended User:**

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

#### Jurisdiction:

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

#### May:

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



#### **Valuation Glossary**

#### Must:

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

#### Participant:

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

#### Purpose:

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

#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

#### Weight:

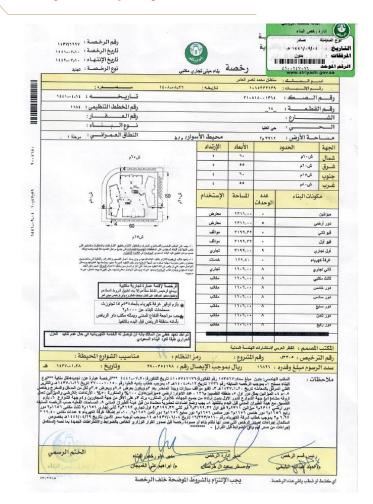
• The word "weight" refers to the amount of reliance placed on a particular indication of value in reaching a conclusion of value (eg, when a single method is used, it is afforded 100% weight).

#### Weighting:

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

### أ **بعاد** للتقييم العقاري

#### **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

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Eng. Ammar Qutub

Manager

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





Final Valuation Report

V220110

Pearl Residencial Compound, Khobar

Client / Musharaka Capital

**07** August **2022** 



#### Introduction



#### Dear / Musharaka Capital

#### Pearl Residencial Compound, Khobar

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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- Terms and Conditions
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# Valuation Terms



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- Macro Location
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# Valuation

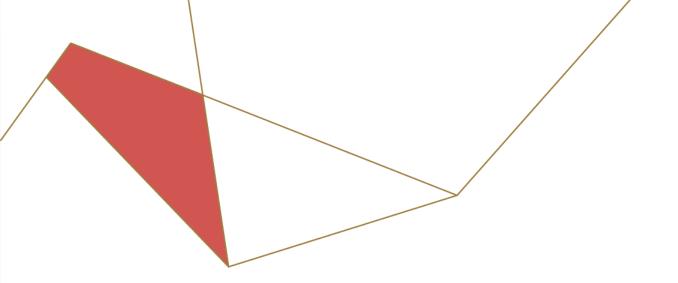


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

# **Appendix**



Valuation Glossary



- Terms and Conditions
- Report Summary



# **Report Summary**

- The Pearl Residential Compound is located on a plot of regular shape with flat topography, with an area of 22,500 Sqm. The residential compound includes many residential apartments of various sizes and features (233 units), in addition to facilities and services such as swimming pools. The total built-up area is 39,909 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lights, sewage, asphalt streets, and footpaths.
- The Pearl Residential Compound is located on the main street so that Prince Sultan Bin Fahd Road passes from the southern side of the property, and it is considered one of the main roads in Al Khobar because it connects the eastern side with the western side.

### **Property Details**

Site Details	Information
District	Qurtubah
Permitted Use	Residential
Tenure	Freehold
Deed Number	430205013306
Deed Date	24/11/1438H
Total Area (sqm)	22,500 (title deed)
Owner	Hifth AlMusharaka Real Estate Company

# Valuation Summary

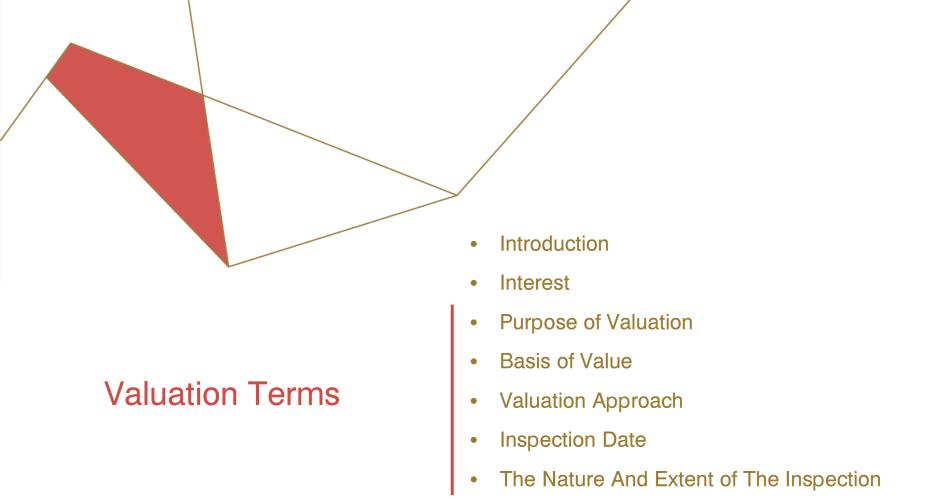
Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	377,100,000 (SAR)

# أبعاد للتقييم العقاري

### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

# **Valuation Terms**



### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **07 August 2021**, Abaad take pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Khobar, KSA**.

#### Interest

• Interested to be valued as of Pearl Residence Compound, Khobar

## Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets Purposes

### **Basis of Value**

Our valuation will be provided on the basis as mentioned below:

Market Value

# Valuation Approach

We have adopted the following valuation approach:

Income Approach

# **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

### The Nature And Extent of The Inspection

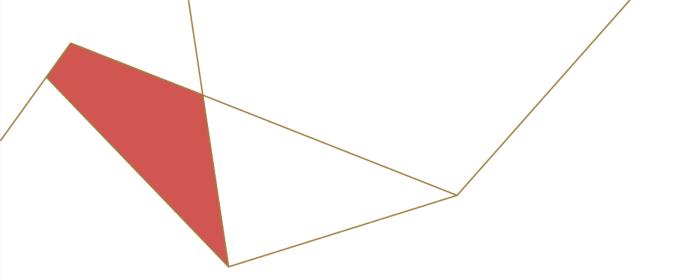
• In accordance with the received instructions, we have carried out a visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Title Deed.
- 2) Building Permit.
- 3) Income Data.
- 4) Subject Location.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

# **Disclaimers**



# Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

## Confidentiality

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

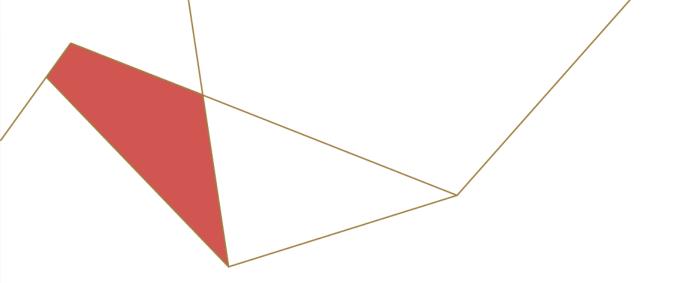
# **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Macro Location
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

## **Macro Location**

### Macro Site Analysis

- The Pearl Residential Compound is in the eastern part of Al-Khobar, one of the Eastern Province governorates in the Kingdom of Saudi Arabia.
- The total urban area of Al-Khobar is **750** Sqm, with a population of **578,500** people.
- Khobar city has a good infrastructure that allows commercial and industrial hubs with seaports and residential areas that increase commercial activity in the region.
- The property undervaluation is in Al Rakah district near Prince Sattam bin Abdulaziz University. The surrounding area includes compounds, retail centers, under-construction developments, and residential buildings.

## Accessibility

- The Pearl Residential Compound is characterized by its location on Tariq Bin Ziyad Street, and it connects two main roads, King Fahd Road and King Saud Road. Moreover, King Fahd Road passes from the eastern side of the Pearl Mall.
- As for the other frontage, they overlook internal streets and border from the north and west sides.
- The property undervaluation can be reached directly through Tariq Bin Ziyad Street, in addition to King Fahd Road and King Saud Road, which are secondary roads linked to Tariq Bin Ziyad Street leading to the property undervaluation.

# **Property Location**



# أبعاد للتقييم العقاري

# **Subject Property Description**

- The Pearl Residential Compound is on a regular shaped parcel of land, with an area of **22**,500 Sqm.
- The residential compound includes 16 buildings with a total of 233 residential units, in addition to facilities and amenities such as swimming pools, health club, jacuzzi, sauna, banquet hall, mini market, nursery, mosque, cafe, and school buses. The total built-up area is 39,909 Sqm.
- The surrounding area of the subject asset hosts proper infrastructure, that includes electricity, water, lights, sewage, asphalt streets, and footpaths.
- The surrounding area is characterized by a commercial building regulation that allows up to 15 floors, as indicated in the building regulations in the property area.
- Based on the information provided by the client, the coverage ratio (according to the current construction condition) is 56%.

# **Property Details**

Description	Values
Land Area (Sqm)	22,500
Build-up area (Sqm)	39.909
Occupancy 1	%56
Number of Units	233
Property Age	8 Years

### **Property Location**



# **Subject Property Photos**















# **Subject Property Photos**





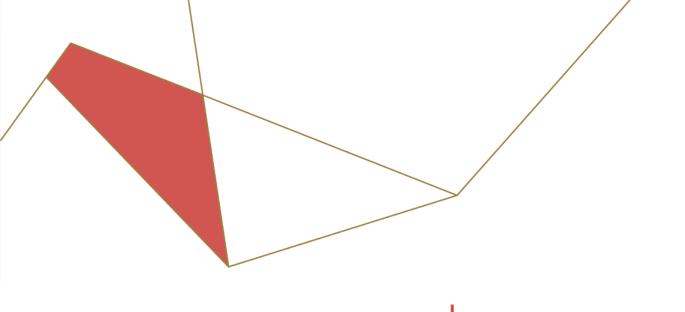












Tenure

Property Information

# **Tenure**



# **Property Information**

# Property Details (Freehold Details)

ID		Description
Owner	Hifth AlMusharaka Real Estate Company	
Use	Residential	
Plot No.	The Pearl Residential Compound	
Sub-Division	2/38	
District	Al Rakah	
Coordinates	26°20'48.20"N	50°11'22.85"E
City		Khobar
Ownership Type		Freehold
Title Deed Info	Deed No.	430205013306
	Deed Date	24/11/1438 H

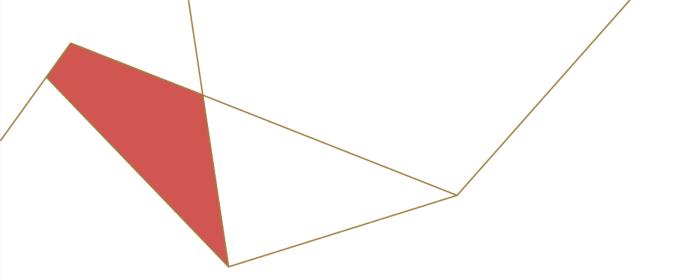
includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

No legal document has been verified for the property under valuation, which

### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	150	Steet 24	40
South	150	Tariq Bin Ziyad Street	40
East	150	Maakal Bin Snan Street	10
West	150	Nafeea Bin Atbah Street	8

<sup>•</sup> Sources: "Title Deed"



- Valuation Basis & Methodology
- Residual Value
- Opinion of Value



# **Income Valuation Methodology**

# **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modelling technique based on explicit assumptions regarding the prospective cashflow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cashflow has been calculated on an annual basis. With respect to the growth rate applied throughout our cashflow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cashflow is discounted back to the date of valuation at an appropriate rate to reflect the time value of money, and in so doing thus determining the Market values. It is important to note that the cashflows reflect assumptions that market participants would use when pricing the asset (i.e., determining its value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be as at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

4 Property Costs

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



# **Property Risk Analysis**

# Long-term contract risks

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



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

#### Economic risk

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



# Competition risk

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



# Revenue security risk

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





# **Income Analysis**

# **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the property compared to Khobar market. The table on the left summarizes the results of the field research for residential units in the city of Al-Khobar.
- In addition, the field research deals with the appropriate Yield rate for the property undervaluation until the market value of the property undervaluation is reached through the income approach.
- Based on the field research, the Yield rates for residential compounds range from 8% to 10% according to the location, type, and quality of units and occupancy rate. According to the statement from the client.
- Pearl Compound enjoys lease contracts with several tenants, with total income of 32.0 million SAR/year as a net rental value.
- The table on the left shows the rental prices of the property undervaluation.

# **Rental Prices Summary**

 Abaad team made field research for the rental prices of the apartments near the property undervaluation, we have made some adjustments to reach the rental prices for the property undervaluation as shown in the table below:

Name	Rooms	Annual Rent	Location Adj.	Price After Adj.
Retal Residence	1 Room	110,000	-10.00%	99,000
Retal Residence	2 Rooms	150,000	-10.00%	135,000
Retal Residence	3 Rooms	180,000	-10.00%	162,000
Retal Residence	(Paint House)3 Rooms	210,000	-10.00%	189,000

**Estimating Income** 

Units	Rooms	Annual Rent	Total
30	1 Room	99,000	2,970,000
102	2 Rooms	135,000	13,770,000
69	3 Rooms	162,000	11,178,000
32	(Paint House)3 Rooms	189,000	6,048,000
Total Revenue			33,966,000



# **Income Approach**

# Discount Cash Flow

The cash flows were made for the remaining period of the contract, which is due in Sep 2022, after this period the property income was based on the market and over 5 years, and the following assumptions were relied on:

• Inflation Rate: 2.50%.

• Discount Rate: 10.50%.

• Yield Rate: 8.00%.

• Other Income Rate: 1.00%.

Period	2022/09	2023/09	2024/09	2025/09	2026/09	2027/09
Occupancy (1/-)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	8,060,858	35,030,734	35,906,502	36,804,165	37,724,269	38,667,376
Vacancies (:/-)	0.0%	10.0%	5.0%	5.0%	5.0%	5.0%
Vacancies (SAR)	0	3,503,073	1,795,325	1,840,208	1,886,213	1,933,369
Other Income (SAR)	0	315,277	341,112	349,640	358,381	367,340
Gross Potential Income (GPI) (SAR)	8,060,858	31,842,937	34,452,289	35,313,596	36,196,436	37,101,347
Operation Expenses (:/-)	0.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Operation Expenses (SAR)	0	2,547,435	2,756,183	2,825,088	2,895,715	2,968,108
Net Operation Income (SA)	8,060,858	29,295,502	31,696,106	32,488,509	33,300,721	34,133,239
Exit Value (SAR)						426,665,491
Present Value (SAR)	7,862,138	25,858,189	25,318,664	23,485,638	21,785,321	272,809,390
Market Value (SAR)	377,100,000					



# **Opinion of Value**

Abaad is of the opinion that the Market Value of the Subject Property, as of 30 July 2022, based upon assumptions and detail within this report, may be stated as follows:

# Market Value (Income Approach) Date 30 June 2022 :

• 377,100,000 (Three Hundred Seventy-Seven Million One Hundred Thousand Saudi Riyals).

# **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

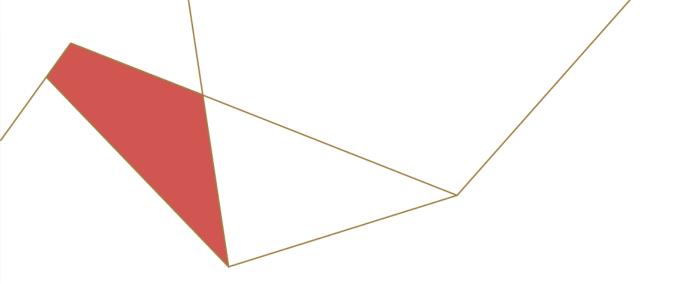
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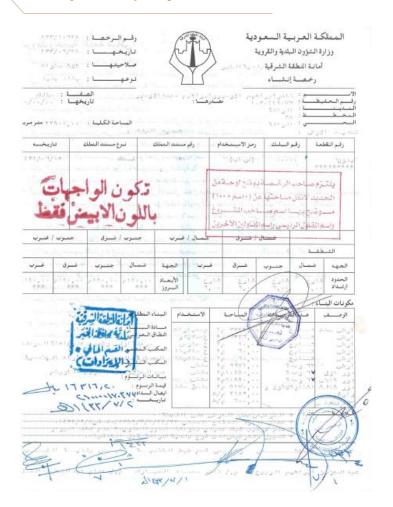




- Valuation Glossary
- Subject Property Documents

# أبعاد للتقييم العقاري

# **Subject Property Documents**







# Valuation Glossary

# Saudi Authority:

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

### **Asset or Assets:**

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

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

# Purpose:

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

### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



# **Valuation Glossary**

### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

# Subject or Subject Asset:

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

### Valuation:

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

# Valuation Purpose or Purpose of Valuation:

· See "Purpose".

### Valuation Reviewer:

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

### Value (n):

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

#### Valuer:

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

### Weight:

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

# Weighting:

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



Abaad & Partner For Real Estate Valuation Co.

### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

### Riyadh Branch:

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

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

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CEO

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Eng. Ammar Qutub

Manager

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





# Introduction



# Dear / Musharaka Capital

# Seashore Residential Compound, Khobar

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

# **Table of Contents**



# Executive Summary



- Terms and Conditions
- Report Summary

# Valuation Terms



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- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

# Site Location Analysis



- Macro Location
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Property Information

# Valuation

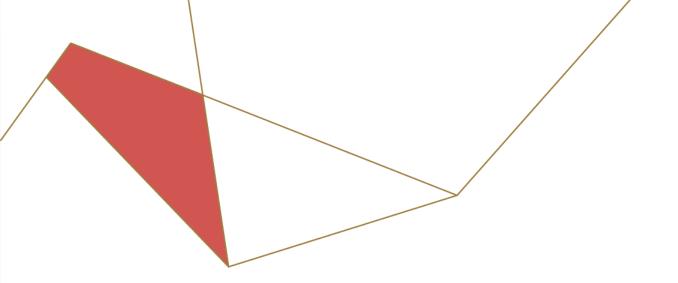


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

# **Appendix**



Valuation Glossary



- Terms and Conditions
- Report Summary



# **Report Summary**

- Seashore residential compound is located on a regular plot of land with flat topography, with an area of 38,103 Sqm.
- The residential complex includes various residential villas in sizes and features (112 units), in addition to facilities and services such as swimming pools, health clubs, and green areas.
- The total built-up area is 24,760 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lighting, sewage, asphalt streets, and a footpath.
- The compound is located near the corniche.

# **Property Details**

Site Details	Information
District	Tahlia
Permitted Use	Residential Commercial
Tenure	Freehold
Deed Number	930205013309
Deed Date	24/11/1438H
Total Area (sqm)	38,103
Owner	Hifth AlMusharaka Real Estate Company

# **Valuation Summary**

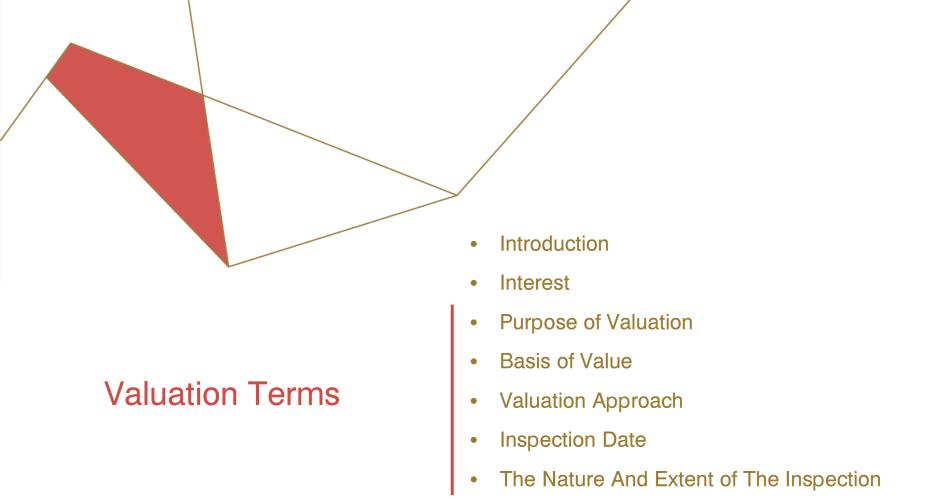
Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	157,900,000 SAR

# أبعاد للتقييم العقاري

### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

# **Valuation Terms**



### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Khobar, KSA**.

#### Interest

• Interested to be valued as of Seashore Residential Compound, Khobar

## Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

# Valuation Approach

We have adopted the following valuation approach:

Income Approach

# **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

### The Nature And Extent of The Inspection

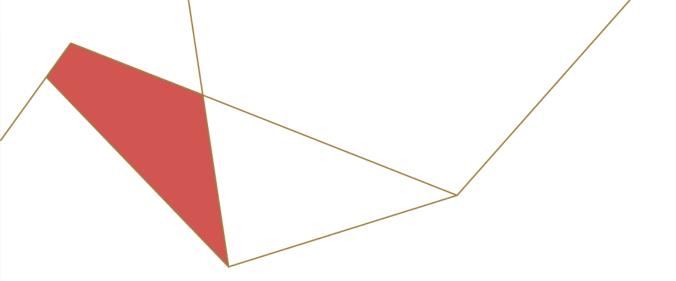
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

# **Disclaimers**



# Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

# Confidentiality

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

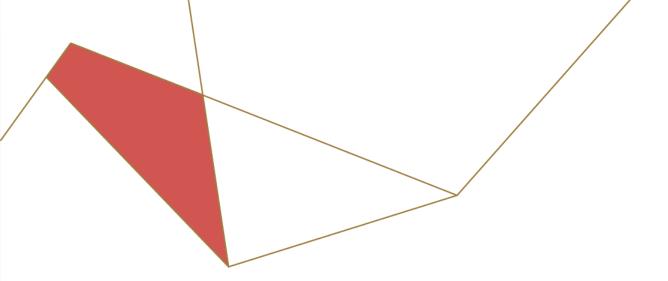
# **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Infrastructure Projects
- Macro Location
- Micro Location
- Proximity to Demand Generators
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

### Macro Location - Introduction

- Seashore residential compound is located in the southern part of Khobar, which is one of the governorates of the Eastern Province in the Kingdom of Saudi Arabia.
- The total urban area of Al-Khobar is **750** square kilometers, with a population of about **578**,**500** people.
- The city of Al-Khobar is also characterized by the presence of a good infrastructure that allows it to be a commercial and industrial center, and the presence of seaports, and residential areas that increase commercial activity in the region.
- The property under appraisal is located in Tahlia district, close to many hotel resorts.
- The area surrounding the property includes developing spaces, in addition to many resorts and commercial centers, and places dedicated to fishing.

## Accessibility

- Seashore residential compound is located near the open sea, sea resorts, and places to set up activities.
- As for the other frontages, they overlook internal streets and border the site on the south and west sides.
- The property can be reached directly through an internal road linked to King Fahd Street.

# Macro Location of the Subject Property



# أبعاد للتقييم العقاري

# **Subject Property Description**

- Seashore residential compound is located on a regular plot of land with flat topography, with an area of 38,103 Sqm.
- The compound includes 112 residential units, in addition to services and facilities such as swimming pools, health club, catering, cafe, and other services. The total built-up area is 24,760 Sqm.
- The property location is characterized by the presence of basic services such as electricity, water, lighting, sewage, asphalt streets, and footpaths.
- The property location is characterized by a commercial zone with a total number of 2 floors, as indicated in the building regulations in the area.
- Based on the information provided by the client, the coverage rate (according to the current construction condition) is 57%.

# **Property Details**

Details	Description
Land Area (Sqm)	38,103
Build-up Area (Sqm)	24,760
Coverage Ratio (1/2)	<i>1</i> .57
Number of Units	112
Building Age	5 Years

# **Property Location**

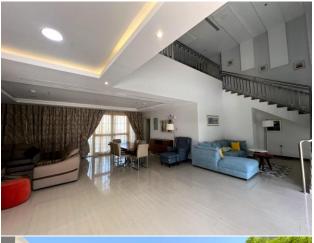


# **Subject Property Photos**





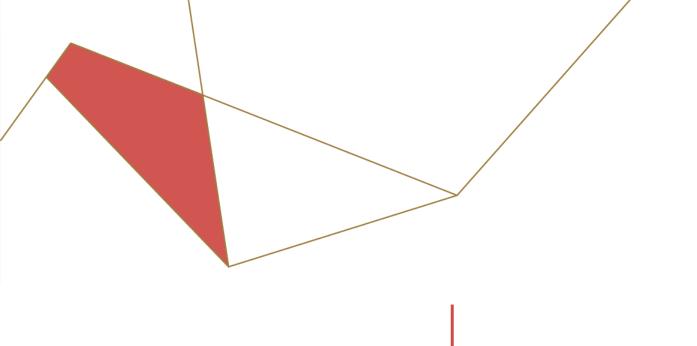












Tenure

Property Information

# **Tenure**



# **Property Information**

# Property Details (Freehold Details)

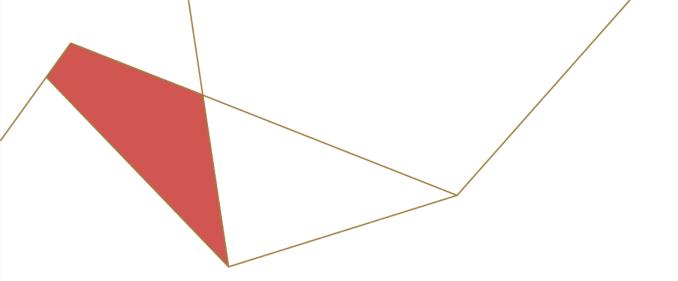
ID		Description
Owner	Hifth AlMushar	aka Real Estate Company
The Property	Seashore Resid	dential Compound, Khobar
Plot No.		-
Sub-Division		-
District	Т	ahlia District
Coordinates	26° 9'58.68"N	50°11'44.52"E
City		Khobar
Ownership Type		Freehold
The Deed lefe	Deed No.	930205013309
Title Deed Info	Deed Date	24/11/1438H

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	192.43	Unnamed	20
South	192.43	Neighbor	-
East	200	Unnamed	15
West	200	Unnamed	15

Sources: "Title Deed"



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



# Income Valuation Methodology

# **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



# **Property Risk Analysis**

# Long-term contract risks

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



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

### Economic risk

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



# Competition risk

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



# Revenue security risk

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





# Valuation Basis & Methodology

## **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the Seashore compound compared to the Khobar market. The table on the left summarizes the results of the field research for the residential compound.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- Based on the results of the research, the Yield rates for residential compounds range from 8.0% to 10.0% and it is dependent according to the location, type, quality of units, and occupancy rate.
- According to the client information, the compound enjoys lease contracts with a Net Operating Income of 13.05 million SAR per year.
- Moreover, the information provided by the client and the experience of Abaad in the real estate market, the Yield rate of the property was estimated as 9.0%.
- The table on the left shows the rental prices in the Subject Site area.

# **Rental Prices Summary**

Compound Name	Unit Area (Sqm)	Rent Price (SAR)	Unit Type
Black Pearl Compound	272	150,000	Villa
An Nahda Compound	220	150,000	Villa
Ar Rawabi Pearl Compound	180	72,500	Apartment
Black Pearl Compound	107	65,000	Apartment

### **Income Estimation**

 After completing the field research, we have adjusted 10% to the average rental price for each type of unit. According to the inspection of the property under valuation, there are some villas has a view of the pool that has a price premium. The table below shows the rental prices and the total income of the units.

Unit Type	Number of Units	Rent Price (SAR)	Total Income (SAR)
Apartment	36	75,625	2,722,500
Villas with View	17	175,000	2,975,000
Villas without View	59	165,000	9,735,000
Total	112		15,432,500



# Valuation Basis & Methodology

### Discount Cash Flow

The cash flows were made for the remaining period of the contract, which is due in Sep 2022, after that the property income was based on the market and over 5 years, and the following assumptions are based on our knowledge of the Property, the local market characteristics, and performance:

• Inflation Rate: 2.50%. • Additional Income Rate: 1.00%.

Yield Rate: 8.50%.Discount Rate: 11.00%.

Period	2022/09	2023/09	2024/09	2025/09	2026/09	2027/09
Occupancy (1.)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	3,282,702	15,916,263	16,314,170	16,722,024	17,140,075	17,568,577
Vacancies (//)	0.0%	20.0%	15.0%	10.0%	5.0%	5.0%
Vacancies (SAR)	0	3,183,253	2,447,125	1,672,202	857,004	878,429
Additional Income (SAR)		127,330	138,670	150,498	162,831	166,901
Gross Potential Income (GPI) (SAR)	3,282,702	12,860,341	14,005,715	15,200,320	16,445,902	16,857,049
Operation Expenses Rate (1/-)	0.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Operation Expenses (SAR)	0	1,028,827	1,120,457	1,216,026	1,315,672	1,348,564
Net Operation Income (SA)	3,282,702	11,831,514	12,885,258	13,984,294	15,130,230	15,508,485
Exit (SAR)						182,452,769
Present Value (SAR)	3,198,164	10,384,524	10,188,644	9,961,870	9,710,081	114,454,945
Market Value (SAR)	157,900,000	-				



# **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 157,900,000 (One Hundred Fifty-Seven Million Nine Hundred Thousand Saudi Riyals).

# **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

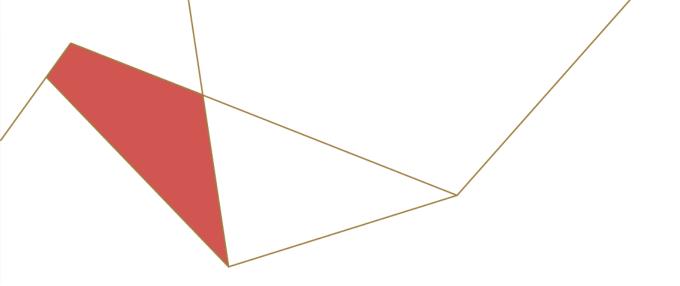
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



# **Valuation Glossary**

## Saudi Authority:

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

### **Asset or Assets:**

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

### Client:

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

### Intended Use:

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

### **Intended User:**

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

### Jurisdiction:

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

### May:

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



# **Valuation Glossary**

### Must:

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

# Participant:

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

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# **Valuation Glossary**

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· See "Purpose".

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

# Weighting:

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



# **Subject Property Documents**





# **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

### Riyadh Branch:

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

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

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CEO

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Eng. Ammar Qutub

Manager

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





# Introduction



# Dear / Musharaka Capital

# Radisson Blue Hotel Apartments, Khobar

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

# **Table of Contents**



# Executive Summary



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- Macro Location
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# Valuation

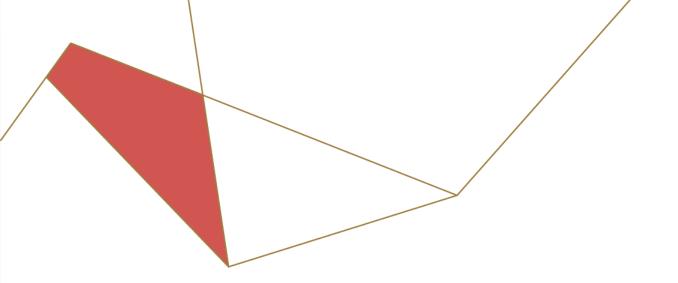


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

# **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

# **Executive Summary**



# **Report Summary**

- Radisson Blu Hotel Apartments is located on a regular shape plot with flat topography, with an area of 3,798.08 Sqm.
- The hotel includes various apartments in sizes and features (92 apartments), in addition to facilities and services such as swimming pools and a health club. The total built-up area is 8,964 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lighting, sewage, asphalt streets, and a footpath.
- The Hotel is located close to many important hubs of Al Khobar.

# **Valuation Summary**

Site Details	Information
District	Olaya
Permitted Use	Residential Commercial
Tenure	Freehold
Deed Number	330207005613 - 930207005612 - 330207005611
Deed Date	29/11/1438H
Total Area (sqm)	3,798.08
Owner	Hifth AlMusharaka Real Estate Company

# **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	04 July 2022
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	85,960,000 SAR

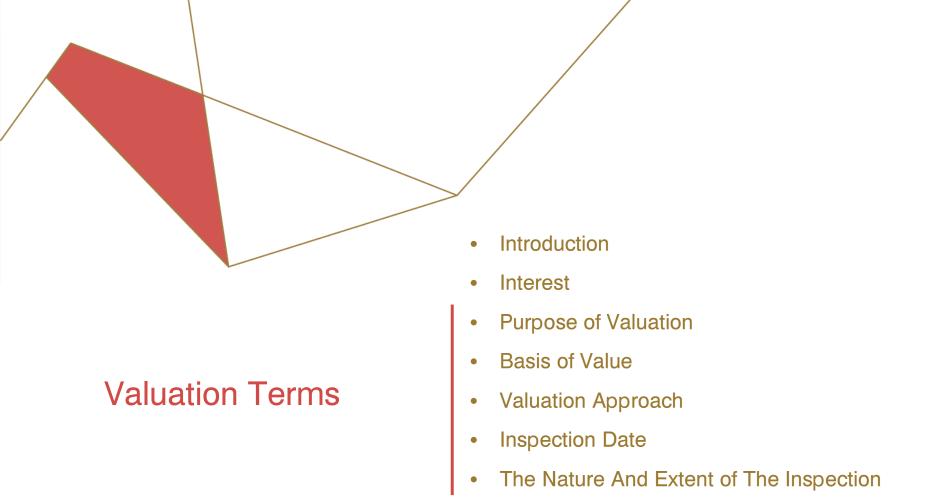
# **Executive Summary**

# أبعاد للتقييم العقاري

### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

# **Valuation Terms**



### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Khobar, KSA**.

### Interest

• Interested to be valued as of Radisson Blue Hotel Apartments, Khobar

# Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

## **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

# Valuation Approach

We have adopted the following valuation approach:

Income Approach

# **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

## The Nature And Extent of The Inspection

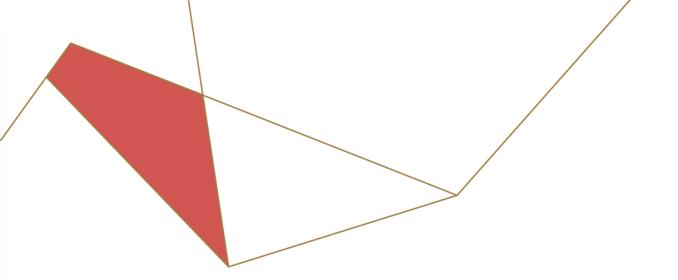
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

# **Disclaimers**



# Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

## Confidentiality

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

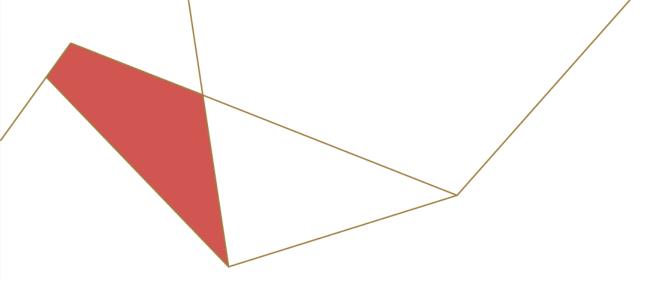
# **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Infrastructure Projects
- Macro Location
- Micro Location
- Proximity to Demand Generators
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

### Macro Location - Introduction

- The Radisson Blue Hotel Apartments is located in the western part of Al-Khobar, which is one of the governorates of the Eastern Province in the Kingdom of Saudi Arabia.
- The total urban area of Al-Khobar is **750** square kilometers, with a population of about **578**,**500** people.
- The city of Al-Khobar is also characterized by the presence of a good infrastructure that allows it to be a commercial and industrial center, and the presence of seaports, and residential areas that increase commercial and hospitality activity in the region.
- The property undervaluation is located in Olaya district, close to many important hubs of Al Khobar.
- The area surrounding the property includes many hotels, commercial centers, restaurants, and cafes.

# Accessibility

- The property is located near Dhahran Mall.
- As for the frontages, they overlook internal streets and border the site from the south and east.
- The property undervaluation can be reached directly through an internal road linked to King Saud Street.

# Macro Location of the Subject Property



# أبعاد للتقييم العقاري

# **Subject Property Description**

- The Radisson Blue Hotel Apartments is located on a regular plot of land with flat topography, with an area of 3,798.08 Sqm.
- The property includes **92** residential units, in addition to services and facilities such as swimming pools, health club, catering, cafe, and other services. The total built-up area is **8,964** Sqm.
- The property location is characterized by the presence of basic services such as electricity, water, lighting, sewage, asphalt streets, and footpaths.
- The property location is characterized by a commercial zone with a total number of 3 floors, as indicated in the building regulations in the area.
- Based on the information provided by the client, the coverage rate (according to the current construction condition) is **60**%.

# **Property Details**

Details	Description
Land Area (Sqm)	3,798.08
Build-up Area (Sqm)	8,964
Coverage Ratio (1/-)	7-60
Number of Units	92
Building Age	6 Years

# **Property Location**



# أبعاد للتقييم العقاري

# **Subject Property Photos**

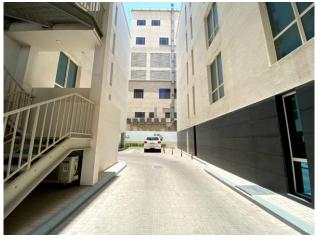












# **Subject Property Photos**





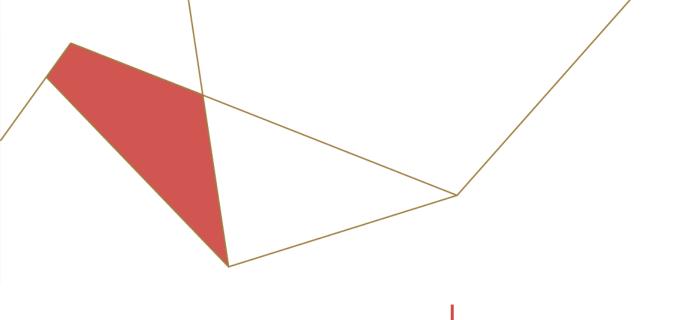












Tenure

Property Information

# **Tenure**



# **Property Information**

#### Property Details for plot no. 112

ID		Description
Owner	Hifth AlMusha	raka Real Estate Company
The Property	Radisson Blue	Hotel Apartments, Khobar
Plot No.		112
Sub-Division		2/345
District	(	Olaya District
Coordinates	26°18'11.11"N	50°10′26.80″E
City		Khobar
Ownership Type		Freehold
T:: 5	Deed No.	930207005612
Title Deed Info	Deed Date	29/11/1438H

#### Property Details for plot no. 114

· · op o · · · y = o · · ·	reporty Detaile for plot lie. 114						
ID	Description						
Owner	Hifth AlMusharaka Real Estate Company						
The Property	Radisson Blue Hotel Apartments, Khobar						
Plot No.		114					
Sub-Division		2/345					
District	Olaya District						
Coordinates	26°18'11.11"N	50°10'26.80"E					
City		Khobar					
Ownership Type		Freehold					
Title Decidles	Deed No.	330207005611					
Title Deed Info	Deed Date	29/11/1438H					

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	35.08	Neighbor	-
South	35	Jamal Al Deen Afghani	16
East	40	Neighbor	-
West	40	Unnamed	16

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	192.43	Neighbor	-
South	192.43	Jamal Al Deen Afghani	16
East	200	Neighbor	-
West	200	Neighbor	-

<sup>•</sup> Sources: "Title Deed"

<sup>•</sup> Sources: "Title Deed"

# **Tenure**



# **Property Information**

# Property Details for plot no. 116

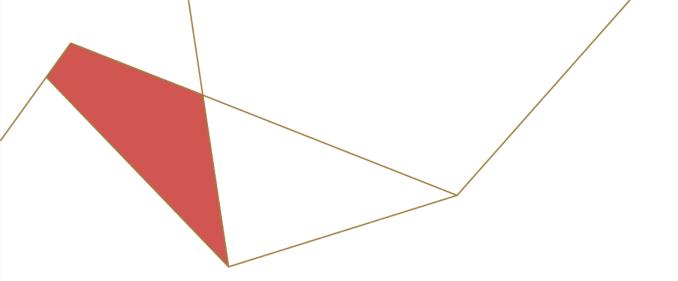
ID		Description
Owner	Hifth AlMushara	aka Real Estate Company
The Property	Radisson Blue	Hotel Apartments, Khobar
Plot No.		116
Sub-Division		2/345
District	C	Dlaya District
Coordinates	26°18'11.11"N	50°10'26.80"E
City		Khobar
Ownership Type		Freehold
	Deed No.	330207005613
Title Deed Info	Deed Date	29/11/1438H

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	30	Neighbor	-
South	30	Jamal Al Deen Afghani	16
East	40	Neighbor	-
West	40	Unnamed	16

• Sources: "Title Deed"

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### Income Valuation Methodology

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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





# **Projected Trading Performance**

#### Projected Trading Performance Summary (with inflation) (KPI)

• Our calculations were made over 10 years, the table below shows a summary of the first 5 years as a percentage (1/).

Period	2022	2023	2024	2025	2026	Period	2022	2023	2024	2025	2026
						i chou	2022	2023	2024	2025	2020
No. of Rooms	91	91	91	91	91		(Managem	ent Fees)			
Occupancy (%)	72.4%	72.4%	72.4%	72.4%	72.4%	Base Management Fee	2.0%	2.0%	2.0%	2.0%	2.0%
ADR (%)	431	431	431	431	431		2.07	2.07	2.07	2.07	2.07
RevPAR (SAR)	312	312	312	312	312	Incentive Management Fee	4.3%	4.3%	4.3%	4.3%	4.3%
(0	epartment	al Revenu	e)				(Fixed C	harges)			
Room Revenue	87.0%	<b>87</b> .0%	87.0%	87.0%	87.0%	Staff Accommodation	4.04	1.04	4.04	4.04	4.04
Food & Beverage	10.0%	10.0%	10.0%	10.0%	10.0%	Stall Accommodation	1.0%	1.0%	1.0%	1.0%	1.0%
Other Revenue	3.0%	3.0%	3.0%	3.0%	3.0%	Building Insurance	0.3%	0.3%	0.3%	0.3%	0.3%
(D	epartmenta	al Expense	es)			(NOI)					
Room Expenses	18.0%	18.0%	18.0%	18.0%	18.0%	Not Operating Income	F 4 4./	F 4 4-1	F 4 4.1	F 4 4.1	F 4 4./
Food & Beverage Expenses	48.0%	48.0%	48.0%	48.0%	48.0%	Net Operating Income	54.4%	54.4%	54.4%	54.4 <i>\\</i>	54.4 <i>%</i>
Other Expenses	50.0%	50.0%	50.0%	50.0%	50.0%	Reserve for Renewals (FF&E)	1.0%	1.0%	1.0%	1.0%	1.0%
(U	ndistribute	d Expense	s)			EBITDA					
Administrative & General	6.0%	6.0%	6.0%	6.0%	6.0%						
Sales & Marketing	2.0%	2.0%	2.0%	2.0%	2.0%	EBITDA (SAR)	6,365	6,365	6,365	6,365	6,365
Operations and Maintenance	3.0%	3.0%	3.0%	3.0%	3.0%						
Utilities	5.0%	5.0%	5.0%	5.0%	5.0%	EBITDA (1/-)	53.4%	53.4%	53.4%	53.4%	53.4%



# **Projected Trading Performance**

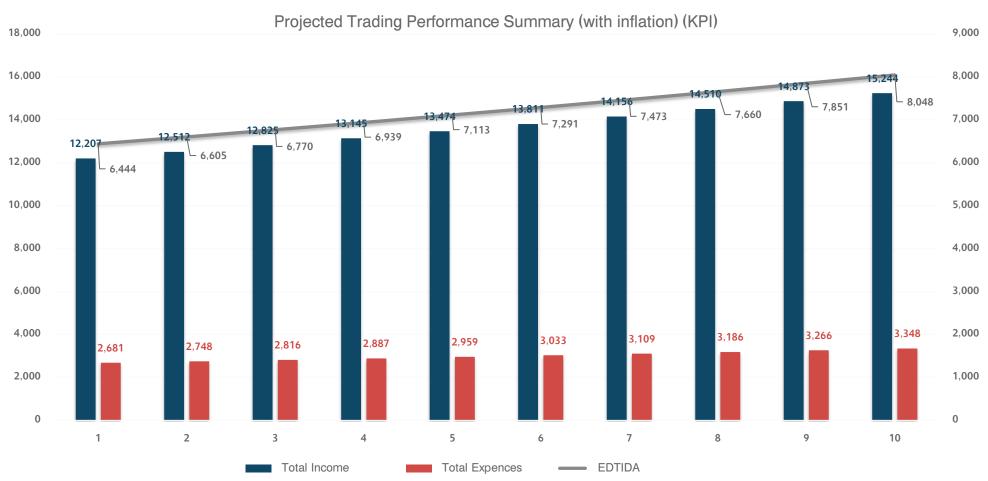
#### Projected Trading Performance Summary (with inflation) (KPI)

• Our calculations were made over 10 years, the table below shows a summary of the first 5 years as a (000 SAR).

Period	2022	2023	2024	2025	2026	Period	2022	2023	2024	2025	2026
No. of Rooms	91	91	91	91	91	(Management Fees)					
Occupancy (1.)	72.4%	72.4%	72.4%	72.4%	72.4%	Base Management Fee	238	238	238	238	238
ADR (%)	431	431	431	431	431	_					
RevPAR (SAR)	312	312	312	312	312	Incentive Management Fee	517	517	517	517	517
([	Department	tal Revenu	e)				(Fixed C	harges)			
Room Revenue	10,361	10,361	10,361	10,361	10,361	Staff Accommodation	119	119	119	119	119
Food & Beverage	1,191	1,191	1,191	1,191	1,191			117		117	
Other Revenue	357	357	357	357	357	Building Insurance	30	30	30	30	30
(D	epartment	al Expense	es)			(NOI)					
Room Expenses	1,865	1,865	1,865	1,865	1,865	Net Operating Income	6,484	6,484	6,484	6,484	6,484
Food & Beverage Expenses	572	572	572	572	572	Net Operating income	0,404	0,404	0,404	0,404	0,404
Other Expenses	179	179	179	179	179	Reserve for Renewals (FF&E)	119	119	119	119	119
(U	Indistribute	d Expense	es)				EBIT	TDA .			
Administrative & General	715	715	715	715	715						
Sales & Marketing	238	238	238	238	238	EBITDA (SAR)	6,365	6,365	6,365	6,365	6,365
Operations and Maintenance	357	357	357	357	357						
Utilities	595	595	595	595	595	EBITDA (1/-)	53.4%	53.4%	53.4%	53.4%	53.4%

# أ بعاد

# **Projected Trading Performance**





# Valuation Basis & Methodology

#### Discount Cash Flow

• The cash flows were made over 10 years, and the following assumptions are based on our knowledge of the Property, the local market characteristics, and performance:

• Inflation Rate: 2.50%.

• Yield Rate: 7.50%.

• Discount Rate: 10.00%.

Period	2022/12	2023/12	2024/12	2025/12	2026/12	2027/12	2028/12	2029/12	2030/12	2031/12
Net Operation Income (000 SAR)	3,222	6,605	6,770	6,939	7,113	7,291	7,473	7,660	7,851	8,048
Exit (000 SAR)										107,303
Present Value (000 SAR)	3,072	5,725	5,335	4,971	4,632	4,316	4,022	3,748	3,492	46,643
Market Value (SAR)	85,96	0,000								



#### **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 85,960,000 (Eighty-Five Million Nine Hundred Sixty Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

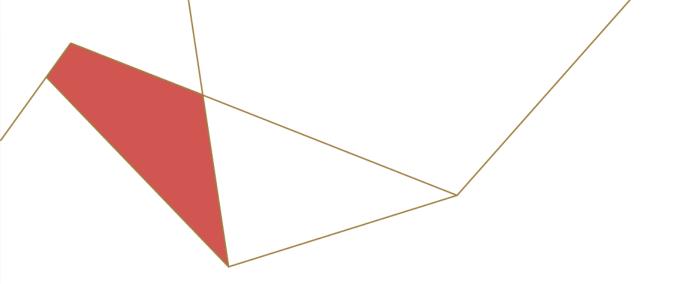
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### Valuation Glossary

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### Intended User:

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

#### Jurisdiction:

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

#### May:

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



#### **Valuation Glossary**

#### Must:

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

#### Participant:

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

#### Purpose:

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

#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

#### Weight:

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

#### Weighting:

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

# **Subject Property Documents**





#### **Subject Property Documents**









Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

Eng. Ammar Sindi

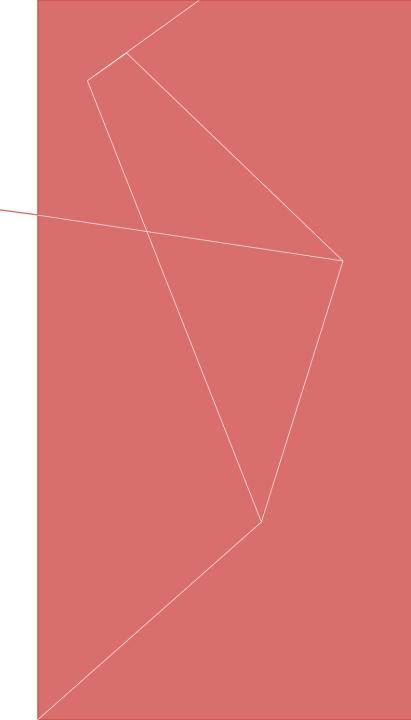
CEO

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

Eng. Ammar Qutub

Manager

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





# Introduction



#### Dear / Musharaka Capital

#### Jubail Commercial Center, Jubail

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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- Terms and Conditions
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- Valuation Under COVID-19 Outbreak

# Site Location Analysis



- Macro Location
- PropertyDescription
- Subject Property Photos

#### Tenure



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#### Valuation

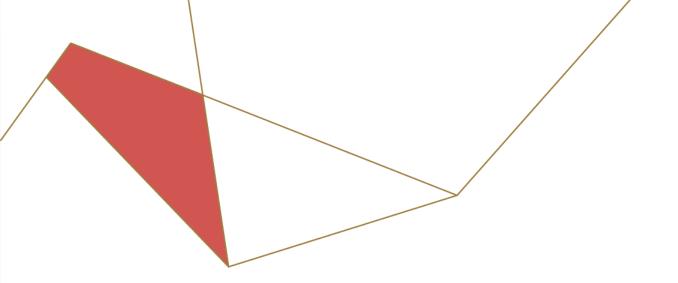


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

### **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

# **Executive Summary**



# **Report Summary**

- Jubail Commercial Center is located on a regular plot of land with flat topography, with an area of 39,750 Sqm.
- The Commercial Center includes various retail sizes (27 retails), The total builtup area is 15,636.7 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lighting, sewage, asphalt streets, and a footpath.
- The commercial center is located on the main road, King Fahd Road passes from the northern side of the property, and it is considered one of the main roads in Jubail because it connects the eastern side with the western side.

#### **Valuation Summary**

Site Details	Information
District	Altawyh
Permitted Use	Commercial
Tenure	Leasehold
Deed Number	765
Deed Date	05/02/1414H
Total Area (sqm)	39,750
Owner	Khonaini International Company

#### **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	68,440,000 SAR

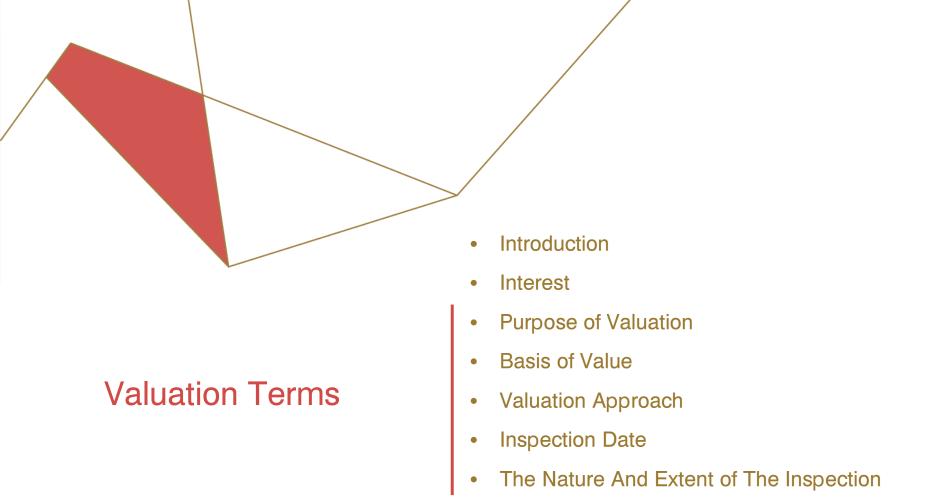
# **Executive Summary**

# أبعاد للتقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Taqeem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No
  part of the structure was opened up for a detailed examination or testing. We
  have therefore, where appropriate, made assumptions based on experience of
  the property type, construction and materials used. We cannot guarantee that
  defects do not exist in those parts of the structure, which are concealed,
  unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Leasehold interest for the Subject Property located in **Jubail, KSA**.

#### Interest

• Interested to be valued as of Jubail Commercial Center, Jubail

#### Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

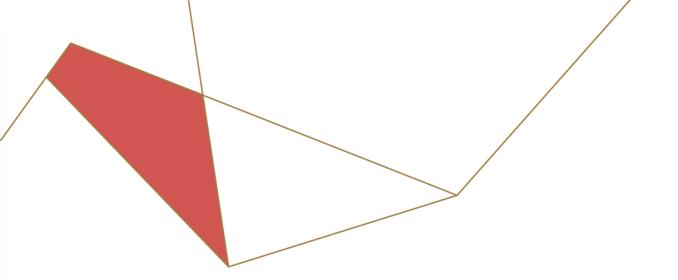
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.
- 5) Land Costs.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

#### Confidentiality

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

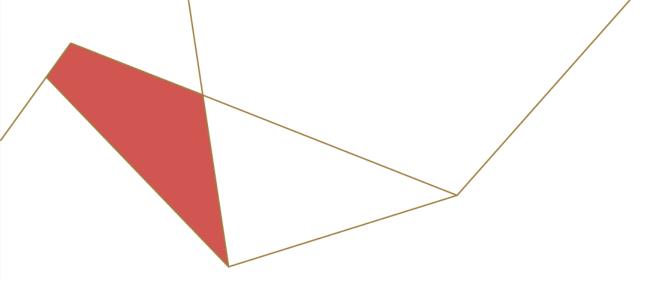
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Infrastructure Projects
- Macro Location
- Micro Location
- Proximity to Demand Generators
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

#### Macro Location - Introduction

- Jubail Commercial Center is located in the northern part of Jubail, which is one of the governorates of the Eastern Province in the Kingdom of Saudi Arabia.
- The total urban area of Jubail is 1,016 square kilometers, with a population of about 380,000 people.
- The city of Jubail is also characterized by the presence of a good infrastructure that allows it to be a commercial and industrial center, and the presence of seaports, and residential areas that increase commercial activity in the region.
- The property under appraisal is located in Al Towayya neighborhood.
- The surrounding area of the property includes developing space, in addition to many complexes, commercial centers, and residential buildings.

#### Accessibility

- Jubail Residential Center is located on the main road, King Fahd Road passes from the northern side of the property, and it is considered one of the main roads in Jubail because it connects the eastern side with the western side.
- In addition, King Faisal Road passes from the eastern side of the Jubail center.
- The property undervaluation can be reached directly through King Faisal Road, in addition to Highway 1 and Al Madinah Al Munawwarah Road, which are secondary roads linked to King Faisal Road and King Fahd Road leading to the property undervaluation.

#### Macro Location of the Subject Property



# أبعاد للتقييم العقاري

#### **Subject Property Description**

- Jubail Commercial Center is located on a regular plot of land with flat topography, with an area of 39,750 Sqm.
- The Commercial Center includes 27 retails. The total built-up area is 15,636.7
   Sqm.
- The property location is characterized by the presence of basic services such as electricity, water, lighting, sewage, asphalt streets, and footpaths.
- The property location is characterized by a commercial zone with a total number of 1 floor, as indicated in the building regulations in the area.
- Based on the information provided by the client, the coverage rate (according to the current construction condition) is 32.96%.
- The table blow shoes some property details.

#### **Property Details**

Details	Description
Land Area (Sqm)	39,750
Build-up Area (Sqm)	15,636.7
Coverage Ratio (;/.)	7-32.96
Number of Units	27
Building Age	8 Years

#### **Property Location**



# **Subject Property Photos**





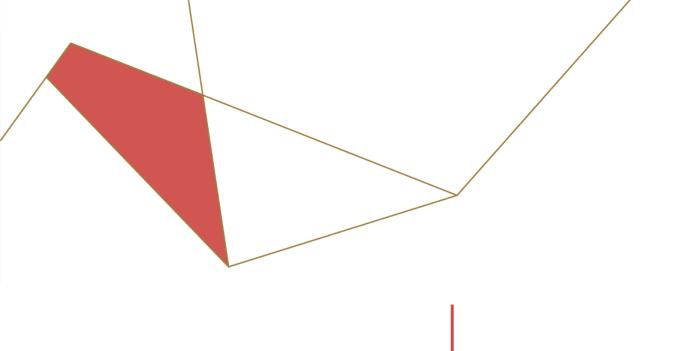












Tenure

Property Information

# **Tenure**



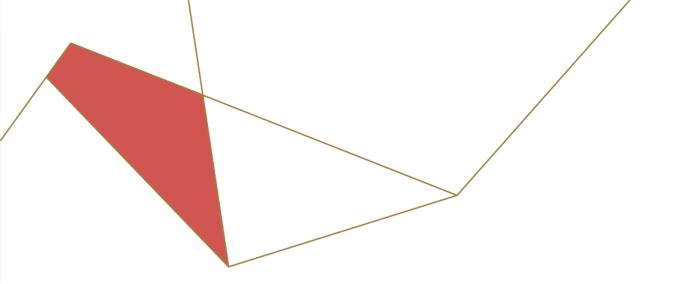
# **Property Information**

#### Property Details (Leasehold Details)

ID	Description	
Owner	Khonaini International Company	
The Property	Jubail Commercial Center, Jubail	
Plot No.	4	
Sub-Division		-
District	Altawyh District	
Coordinates	27° 0'43.68"N	49°38'30.64"E
City	Jubail	
Ownership Type	Leasehold	
Title Deed Info	Deed No.	765
	Deed Date	05/02/1414H

Sources: "Title Deed"

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### Income Valuation Methodology

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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

#### Regulatory and legislative risks

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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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





# **Income Analysis**

# **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the Jubail Commercial Center with Jubail market.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- By looking at the list of retail rents for tenants and confirming it with the rental prices in the surrounding area for similar projects, Abaad team confirms that the rent is within the rental market range.
- According to the information provided by the client, the property enjoys lease contracts with a total income of 11.7 million SAR per year. Moreover, the operating expenses of the property is 4.3%, which is considered less than the market range, which is ranging from 7% to 15%, according to the experience of Abaad team in the retail sector.
- Note, Abaad Company did not receive the lease contracts, while the total income provided by the client was relied upon, in addition to some information from the land contract cost to reach the market value shown in this report.
- The table on the left shows the rental prices in the Subject Site's surrounding area.

# **Rental Prices Summary**

Details	Rent Rate
Small Rent Rate (SAR/Sqm)	2,000 - 1,500
Large Rent Rate (SAR/Sqm)	1,300 - 900
Supermarket Rent Rate (SAR/Sqm)	600 - 500



# **Income Approach**

### Discount Cash Flow

The cash flows have been made over 13 years, which is the remaining land lease contract, and the following assumptions have been relied on:

• Inflation Rate: 2.50%.

- Operation and Expenses Rate: 7.00%.
- Discount Rate: 12.50%.

# Property Income

According to the client's information, the total income of the property is 11,421,803 SAR annually, with an occupancy rate of 99.1%. The property's income was based on the client's information in the cash flow table below, which shows the first 5 years and the last 5 years.

Diocount Hato. 12.30/.	your and the last y your.									
Period	2022/12	2023/12	2024/12	2025/12	2026/12	2030/12	2031/12	2032/12	2033/12	2034/12
Total GLA (Sqm)	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1	15,538.1
Average Lease Rate with inflation (SAR/Sqm)	768.1	787.3	807.0	827.2	847.8	935.9	959.3	983.2	1,007.8	1,033.0
Occupancy (1.)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	5,967,484	12,233,342	12,539,176	12,852,655	13,173,971	14,541,599	14,905,139	15,277,768	15,659,712	16,051,205
Vacancies (1/-)	0.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Vacancies (SAR)	53,707	0	0	0	0	0	0	0	0	0
Gross Potential Income (GPI) (SAR)	5,913,777	12,233,342	12,539,176	12,852,655	13,173,971	14,541,599	14,905,139	15,277,768	15,659,712	16,051,205
Land Cost with Inflation (SAR)	759,317	1,556,600	1,595,515	1,635,403	1,676,288	1,850,308	1,896,566	1,943,980	1,992,580	2,042,394
Operation Expenses (SAR)	413,964	856,334	877,742	899,686	922,178	1,017,912	1,043,360	1,069,444	1,096,180	1,123,584
Net Operation Income (SA)	4,740,495	9,820,408	10,065,918	10,317,566	10,575,505	11,673,379	11,965,214	12,264,344	12,570,953	12,885,226
Present Value (SAR)	4,479,347	8,285,191	7,582,429	6,939,276	6,350,677	4,454,956	4,077,080	3,731,256	3,414,766	3,125,121
Market Value (SAR)	68,44	0,000								



# **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 68,440,000 (Sixty-Eight Million Four Hundred Forty Thousand Saudi Riyals).

# **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

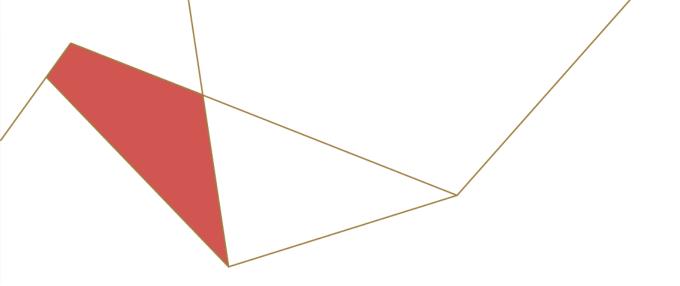
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



# **Valuation Glossary**

# Saudi Authority:

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

### **Asset or Assets:**

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

### Client:

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

### Intended Use:

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

### Intended User:

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

### Jurisdiction:

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

### May:

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



# **Valuation Glossary**

### Must:

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

# Participant:

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

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- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

# Subject or Subject Asset:

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

### Valuation:

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

# Valuation Purpose or Purpose of Valuation:

· See "Purpose".

### Valuation Reviewer:

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

### Value (n):

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

#### Valuer:

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

# Weight:

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

# Weighting:

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

# أبعاد للتقييم العقاري

# **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

### Riyadh Branch:

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

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

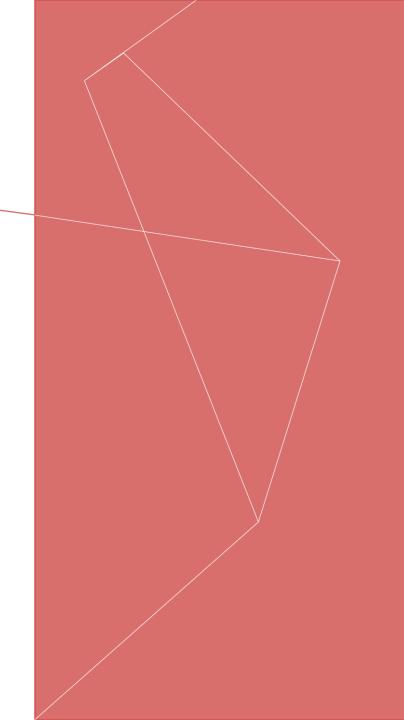
Eng. Ammar Sindi CEO

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

Eng. Ammar Qutub

Manager

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





Final Valuation Report

Jzala Residential Compound, Khobar

Client / Musharaka Capital

**07** August **2022** 

V220110



# Introduction



# Dear / Musharaka Capital

# **Jzala Residential Compound**

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

# **Table of Contents**



# Executive Summary



- Terms and Conditions
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# Valuation Terms



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- Macro Location
- PropertyDescription
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# Tenure



Property Information

# Valuation

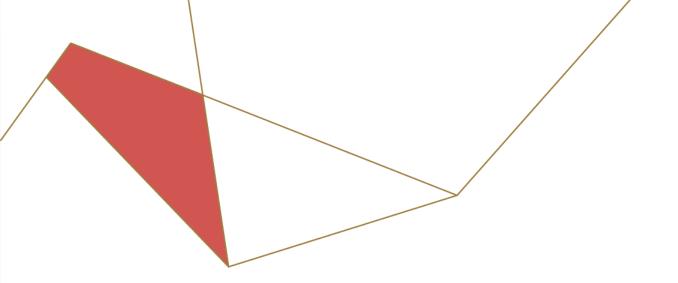


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

# **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

# **Executive Summary**



# **Report Summary**

- Jzala Residential Compound is on a regular shape land, with an area of 29,486.73
   Sqm.
- The Compound includes various residential villas in sizes and features (101 units), in addition to facilities and amenities such as swimming pools, health clubs, and green areas. The total built-up area is 26,388.02 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lights, sewage, asphalt streets, and a footpath.
- Jzala Residential Compound is located on three streets so that King Saud Road
  passes from the western side of the property. It is considered one of the main
  roads in Khobar because it connects the northern the southern side.

# **Valuation Summary**

Site Details	Information
District	Qurtuba
Permitted Use	Residential Commercial
Tenure	Freehold
Deed Number	330205013308 - 330205013307
Deed Date	24/11/1438H
Total Area (sqm)	29,486.73
Owner	Hifth AlMusharaka Real Estate Company

# **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	163,060,000 SAR

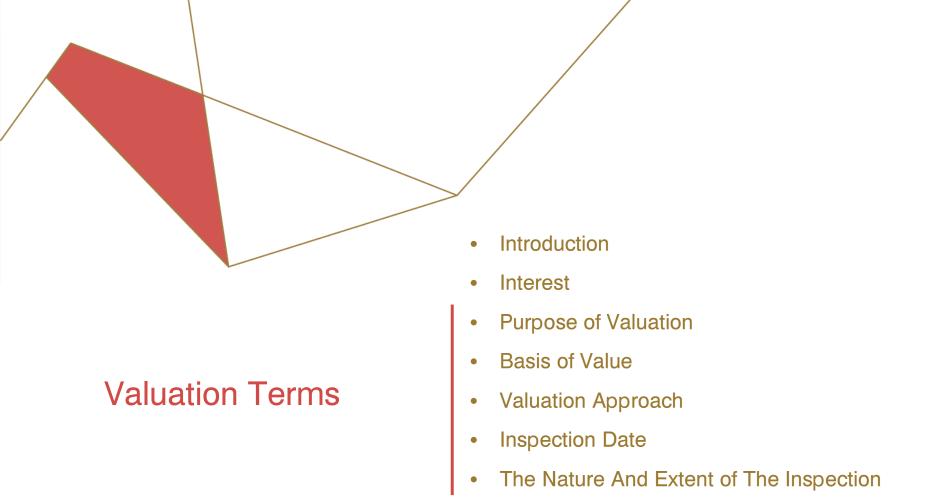
# **Executive Summary**

# ا بعاد التقييم العقاري

## **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

# **Valuation Terms**



### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Khobar, KSA**.

### Interest

• Interested to be valued as of Jiizala Residential Compound, Khobar

# Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

# Valuation Approach

We have adopted the following valuation approach:

Income Approach

# **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

# The Nature And Extent of The Inspection

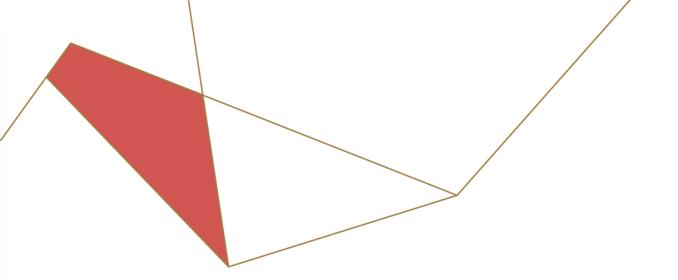
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

# **Disclaimers**



# Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

# Confidentiality

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

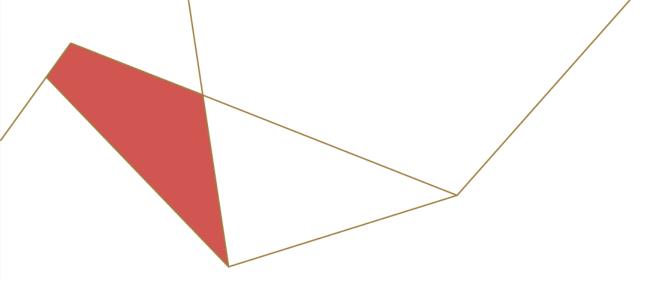
# **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Infrastructure Projects
- Macro Location
- Micro Location
- Proximity to Demand Generators
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

# Macro Location - Introduction

- Jzala residential compound is located in the eastern part of Khobar, which is one
  of the governorates of the Eastern Province in the Kingdom of Saudi Arabia.
- The total urban area of Al-Khobar is 750 square kilometers, with a population of about 578,500 people.
- Khobar city hosts good infrastructure that allows commercial and industrial hubs with seaports and residential areas that increase commercial activity in the region.
- The property under appraisal is located in Qurtubah district.
- The area surrounding the property includes developing spaces, in addition to many resorts and commercial centers, and places dedicated to fishing.

# Accessibility

- Jiazla Residential Compound is located on the main street so that King Saud Road passes from the western side of the property. It is considered one of the main roads in Al-Khobar because it connects the northern side with the southern side. Moreover, Prince Sultan Road passes from the eastern side of Jzala residential compound.
- As for the other frontages, they overlook internal streets and border the site on the north side.
- The property undervaluation can be reached directly through Prince Sultan bin Fahd Road, in addition to King Saud Road, one of the secondary roads linked to Prince Sultan bin Fahd Road leading to the property undervaluation.

# Macro Location of the Subject Property



# أبعاد للتقييم العقاري

# **Subject Property Description**

# **Property Details**

- Jzala Residential Compound is on a regular shaped parcel of land, with an area of 29,486.73 Sqm.
- The residential compound includes various residential villas in sizes and features (101 units), in addition to facilities and amenities such as swimming pools, health clubs, and green areas.
- The total built-up area is 26,388.02 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lights, sewage, asphalt streets, and a footpath.
- Jzala Residential Compound is located on three streets so that King Saud Road passes from the western side of the property. It is considered one of the main roads in Al-Khobar because it connects the northern the southern side.

# **Property Details**

Details	Description
Land Area (Sqm)	29,486.73
Build-up Area (Sqm)	26,388.02
Coverage Ratio (;/.)	56%
Number of Units	101
Building Age	22 Years

# **Property Location**



# أبعياد

# **Subject Property Photos**



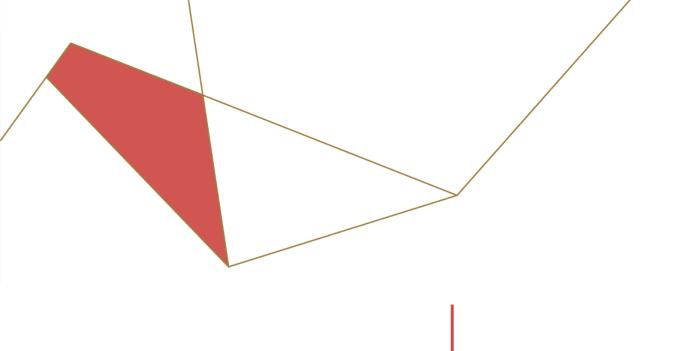












Tenure

Property Information

# **Tenure**



# **Property Information**

# Property Details (Freehold Details) Unit 22

. report, Detaile (received Detaile) evil 22			
ID	Description		
Owner	Hifth AlMusharaka Real Estate Company		
The Property	Jzala Resid	dential compound, Khobar	
Plot No.	22		
Sub-Division	2/41		
District		Qurtubah	
Coordinates	26°20'9.20"N	50°10'47.72"E	
City		Khobar	
Ownership Type		Freehold	
Title Deed Info	Deed No.	330205013308	
	Deed Date	24/11/1438H	

# Property Details (Freehold Details) Unit 23

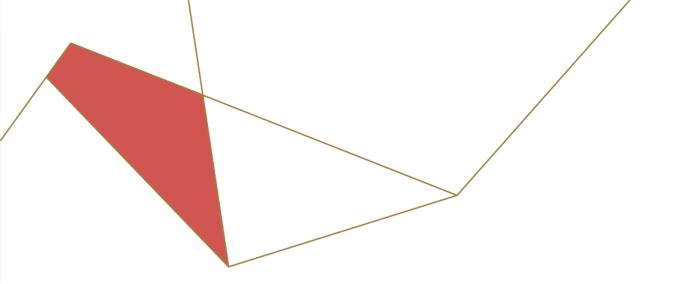
ID		Description	
Owner	Hifth AlMusharaka Real Estate Company		
The Property	Jzala Reside	ential compound, Khobar	
Plot No.	23		
Sub-Division	2/41		
District	Qurtubah		
Coordinates	26°20'9.20"N	50°10'47.72"E	
City		Khobar	
Ownership Type		Freehold	
Title Deed lefe	Deed No.	330205013307	
Title Deed Info	Deed Date	24/11/1438H	

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	81.96	Unnamed	12
South	139.73	Neighbor	-
East	130.00	Neighbor	15
West	142.46	King Saud Street	60

Side	Dimension	Street Name	Width (m)
North	89.73	Neighbor	-
South	140.30	Unnamed	7
East	130.00	Neighbor	-
West	139.57	King Saud Street	60

<sup>•</sup> Sources: "Title Deed"



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



# Income Valuation Methodology

# **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



# **Property Risk Analysis**

# Long-term contract risks

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

# Regulatory and legislative risks

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

### Economic risk

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



# Competition risk

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



# Revenue security risk

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





# Valuation Basis & Methodology

# **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of Jzala compound compared to the Khobar market. The table on the right summarizes the results of the field research for the residential compounds.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- Based on the results of the research, the Yield rates for residential compounds range from 8.00% to 10.00% and it is dependent according to the location, type, quality of units, and occupancy rate.
- According to the client information, the compound enjoys lease contracts with a Net Operating Income of 14,400,000 million SAR/Year.
- Moreover, the information provided by the client and the experience of Abaad in the real estate market, the Yield rate of the property was estimated as 8.50%.
- The table on the Right shows the rental prices in the Subject Site area.

# **Rental Prices Summary**

Compound Name	Unit Area (Sqm)	Price (SAR)	Adj. (%)	Price after Adj.	
Black Pearl Compound	272	150,000	0.00%	150,000	
Karawan Village	210	160,000	-5.00%	152,000	
Karawan Village	260	180,000	-5.00%	171,000	
An Nahda Compound	220	150,000	0.00%	150,000	
Avera	Average Rent Rate (SAR/Unit)				
	101				
	Units Total Reven	ue		15,730,750	



# Valuation Basis & Methodology

## Discount Cash Flow

- The cash flows were made for the remaining period of the contract, which is due in Sep 2022, after that the property income was based on the market and over 5 years, and the following assumptions are based on our knowledge of the Property, the local market characteristics, and performance:
- Inflation Rate: 2.50%. Additional Income Rate: 1.00%.
- Yield Rate: 8.50%. Discount Rate: 11.00%.

Period	2022/09	2023/09	2024/09	2025/09	2026/09	2027/09
Occupancy (:/-)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	3,622,292	16,223,863	16,629,459	17,045,196	17,471,326	17,908,109
Vacancies (1/.)	0.0%	15.0%	10.0%	5.0%	5.0%	5.0%
Vacancies (SAR)	0	2,433,579	1,662,946	852,260	873,566	895,405
Additional Income (SAR)	0	137,903	149,665	161,929	165,978	170,127
Gross Potential Income (GPI) (SAR)	3,622,292	13,928,186	15,116,178	16,354,865	16,763,737	17,182,830
Operation Expenses Rate (1/.)	0.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Operation Expenses (SAR)	0	1,114,255	1,209,294	1,308,389	1,341,099	1,374,626
Net Operation Income (SA)	3,622,292	12,813,931	13,906,884	15,046,476	15,422,638	15,808,204
Exit (SAR)						185,978,869
Present Value (SAR)	3,529,009	11,246,792	10,996,466	10,718,527	9,897,739	116,666,912
Market Value (SAR)	163,060,000	•				



# **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 163,060,000 (One Hundred Sixty-Three Million Sixty Thousand Saudi Riyals).

# Signatures

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

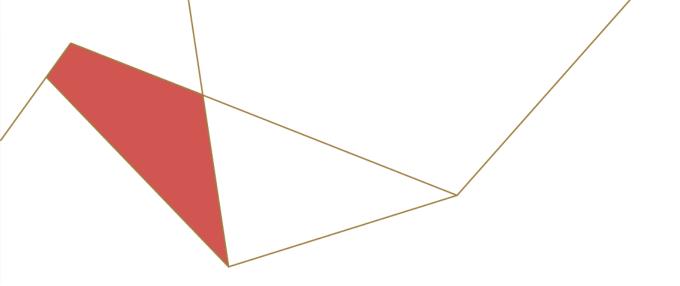
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



# **Valuation Glossary**

# Saudi Authority:

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

### **Asset or Assets:**

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

### Client:

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

### Intended Use:

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

### Intended User:

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

### Jurisdiction:

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

### May:

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



# Valuation Glossary

### Must:

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

# Participant:

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

# Purpose:

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

### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



# **Valuation Glossary**

# Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

# Subject or Subject Asset:

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

### Valuation:

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

# Valuation Purpose or Purpose of Valuation:

· See "Purpose".

### Valuation Reviewer:

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

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

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

# Weighting:

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



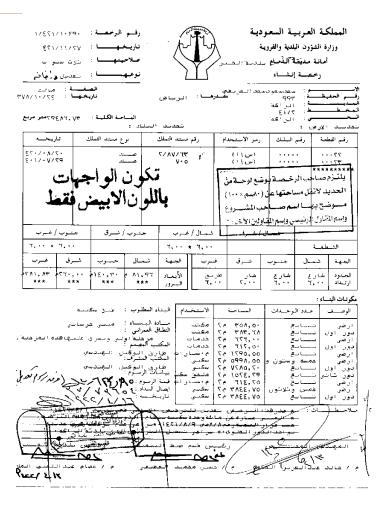
# **Subject Property Documents**





## **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

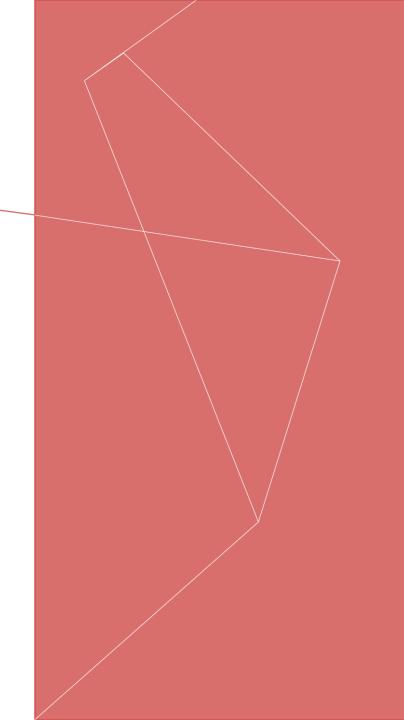
Eng. Ammar Sindi CEO

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

Eng. Ammar Qutub

Manager

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





## Introduction



#### Dear / Musharaka Capital

#### Gardino Hotel, Riyadh

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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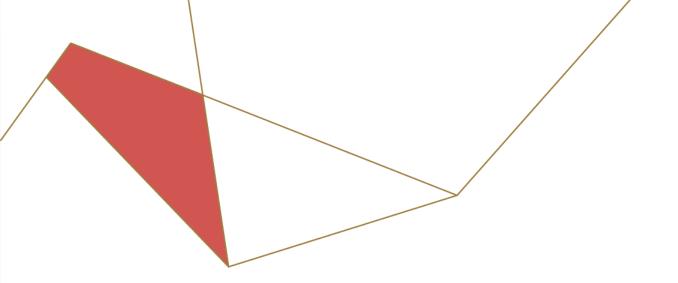


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

## **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

## **Executive Summary**



### **Report Summary**

- The property undervaluation is the Gardino Hotel, which opened in early 2021, with a 4-star rating.
- The property land area is 3,495.35 Sqm and the building area is 13,838 Sqm in Olaya district, Riyadh.
- The hotel contains two floors of parking for approximately **86** cars parking, one ground floor, one-floor mezzanine, and two floors for residential hospitality units.
- The hotel contains 94 residential hospitality units divided into 86 rooms and 8 suites and contains 4 guest elevators and one service elevator.
- Riyadh is the largest city in Saudi Arabia and is considered one of the largest cities in the Gulf in terms of area, as the developed area is about 1,913 square km.

#### **Valuation Summary**

Site Details	Information
District	Olaya
Permitted Use	Residential Commercial
Tenure	Freehold
Deed Number	918501000502
Deed Date	1443/02/15H
Total Area (sqm)	3,495.35
Owner	Hifth AlMusharaka Real Estate Company

#### **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	95,310,000 SAR

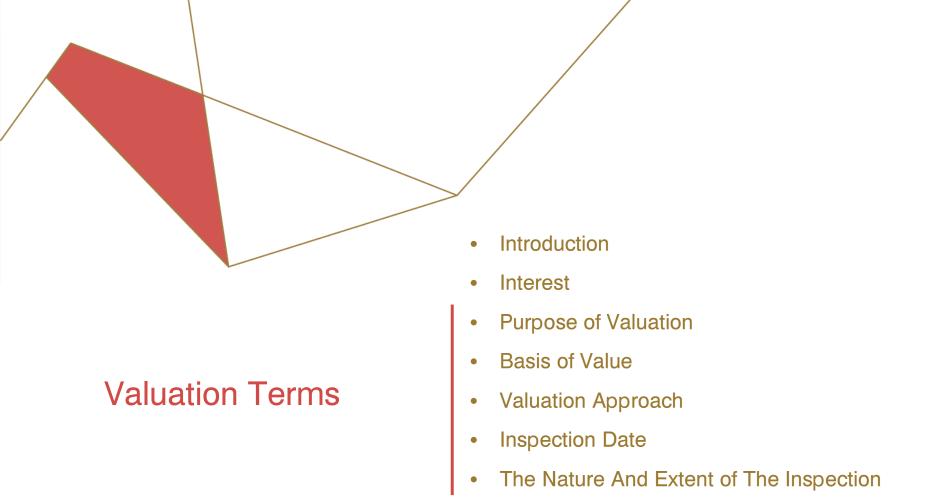
## **Executive Summary**

## ا بعاد التقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Riyadh**, **KSA**.

#### Interest

• Interested to be valued as of Gardino Hotel, Riyadh

#### Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

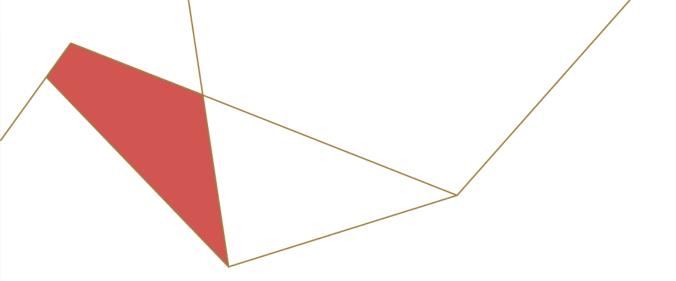
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.



## **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad does not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular, or statement or disclosed in any way without Abaad's prior written consent to the form and context in which it may appear.

#### Confidentiality

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

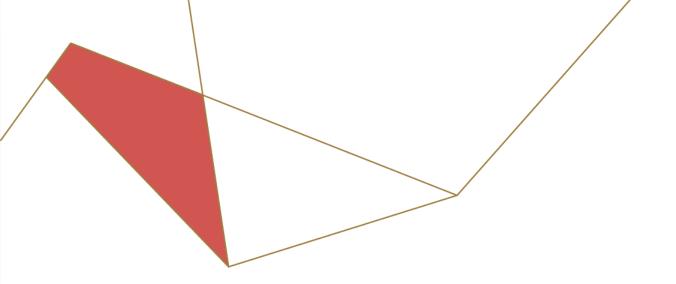
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As of the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgment.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.

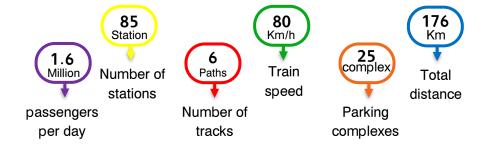


- Infrastructure Projects
- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

## أبعاد

#### Infrastructure Projects - Al Riyadh Metro Project

- Riyadh Metro is a rapid transit system, currently bring under-construction and is as one of the largest infrastructure projects in the City.
- The metro is designed as a world-class transportation system, includes 756 metro cars, 85 stations, 6 metro lines, and a 176-km network.
- The construction of the metro system has led to a number of road closures that have affected traffic in different parts of the city.



#### Length of Riyadh Metro Lines

Line	Length (km)
Line 1 (Blue)	38.0
Line 2 (Red)	25.3
Line 3 (Orange)	40.7
Line 4 (Yellow)	29.6
Line 5 (Green)	12.9
Line 6 (Purple)	29.5



## أبعاد للتقييم العقاري

#### Infrastructure Projects - RCRC Projects & Programs

The Royal Commission for Riyadh City (RCRC) carries out several strategic, comprehensive, long-term and multi-phase development programs and projects that require massive efforts and resources.

#### Historical Addir'iyah Development Program

Addir'iyah is the home of many historic sites and antiquities, as it hosts unique buildings, old quarters, oasis, palm gardens, farms and agricultural areas.

the program achieved integration between Addir'iyah and Riyadh by transforming Addir'iyah into a world-class cultural and tourist metropolitan suburb.

#### Riyadh Art Project

Within the project, more than 1000 artworks and landmarks, created by local and international artists, will be installed across the city of Riyadh according to a 10-program plan that covers residential neighborhoods, gardens, parks, squares, metro/bus stations, bridges, city entrances and tourism destinations.

#### Sports Boulevard



The Sports Boulevard extends for 135 kms, across the city of Riyadh, connecting Wadi Hanifah valley in the West with Wadi Al Sulai valley in the East through Prince Muhammad Bin Salman Bin Abdulaziz Road. The Sports Boulevard features green pedestrian pathways, special routes for professional and amateur cyclists (135 and 85 kms respectively), and horse riding routes (123 kms).

#### Green Riyadh



The Green Riyadh Project includes planting 7.5 million trees across the capital in gardens, parks, mosques, schools, healthcare facilities, King Khaled International Airport and most of the city's roads, streets, car parking spaces, and valleys

#### King Salman Park



Covering over 13 square kilometers, King Salman Park will be among the biggest city parks worldwide. It will combine a wide variety of environmental, cultural, recreational and sports activities that will significantly enhance the life quality of all Riyadh residents. The project will also host many facilities including a royal art complex, a national theater, an opera house, art academies, museums, and galleries. Furthermore, the park will feature extensive green areas, plazas, sports compounds, and an 18-hole royal golf course. To complement these amenities, great incentives would be offered to the private-sector investors to build recreational.

# أبعاد للتقييم العقاري

#### **Macro Location**



# أجعاد

#### **Micro Location**

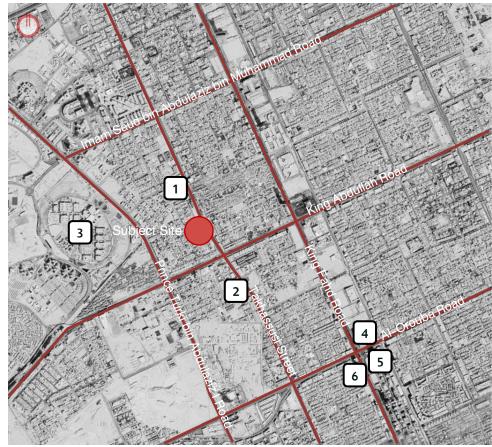
- The property is located west of Riyadh city in Olaya district with a medium to high population density and a high income.
- The most important streets in the property area: 1- Al Takhassusi Street. 2-King Abdullah Road. 3- King Khalid Road. 4- Al Orouba Road. 5- Prince Turki bin Abdulaziz Al Awwal Road.
- The Subject Property is located near the following landmarks:

#	Landmarks	Distance			
1	The Zone	About 600 M away			
2	Dr. Soliman AL Habeeb Hospital	About 1.0 KM away			
3	King Saud University - Girls	About 3.4 KM away			
4	Olaya Mall	About 3.5 KM away			
5	Obeikan Tower	About 3.4 KM away			
6	Kingdom Tower	About 4.1 KM away			

#### Services Provided in the Surrounding Area

<b>Sewer Drainage</b>	Electricity	water	Phone line	Storm drainage
✓	✓	✓	✓	✓
masjid	School (boys)	School (girls)	Green area	Retail
✓	✓	✓	✓	✓
Clinic	Police	Civil defense	Mail	Municipal equipment
✓	✓	✓	✓	✓

#### Micro Location



# أبعاد للتقييم العقاري

#### **Subject Property Description**

- The property undervaluation is the Gardino Hotel, which opened in early 2021, with a 4-star rating.
- The property land area is 3,495.35 Sqm and the building area is 13,838 Sqm in Olaya district, Riyadh.
- The hotel contains two floors of parking for approximately **86** cars parking, one ground floor, one-floor mezzanine, and two floors for residential hospitality units.
- The hotel contains 94 residential hospitality units divided into 86 rooms and 8 suites and contains 4 guest elevators and one service elevator.
- The hotel has a gym, ballroom, and two swimming pools (large pool + small pool).
- The hotel has a 50-seater restaurant, a coffee shop, a kitchen, and a business center area.
- The construction of the hotel started in 2017 and was completed in 2019, and in 2020 the finishing work and the furnishings was completed.

#### **Property Location**



## **Subject Property Photos**





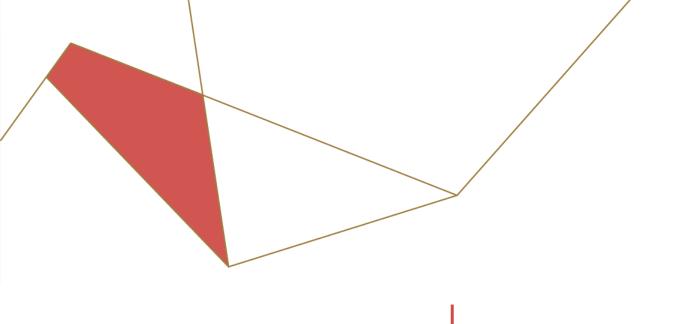












Tenure

Property Information

## **Tenure**



#### **Property Information**

#### Property Details (Freehold Details)

ID		Description					
Owner	Hifth AlMusharaka Real Estate Company						
The Property	Gard	dino Hotel, Riyadh					
Plot No.	132 -	132 – 131 – 130 – 129					
Sub-Division		ĺ/1324					
District	Olaya District						
Coordinates	24°43'36.39"N	46°39'7.01"E					
City		Riyadh					
Ownership Type		Freehold					
Title Deed Info	Deed No.	918501000502					
	Deed Date	1443/02/15H					

#### Dimensions and street widths

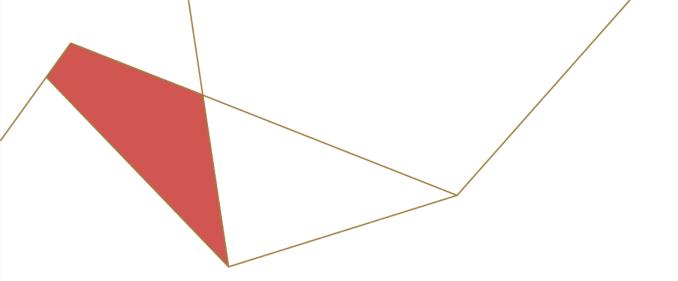
Side	Dimension	Street Name	Width (m)
North	55	Hatim bin Al-Layth	12
South	58	Neighbor	-
East	62.7	Al Takhassusi Street	46
West	62	Abi Al-Muzaffar bin Muhammad	15

<sup>•</sup> Sources: "Title Deed"

#### **Lease Rate Contract Summary**

. )
Annual Lease Rate
7,000,000
7,000,000
7,500,000
7,500,000
7,500,000
8,250,000
8,250,000
8,250,000
8,250,000
8,250,000

No legal document has been verified for the property under valuation, which includes planning, ownership, or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights, or impediments.



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### **Income Valuation Methodology**

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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





#### **Income Analysis**

#### Valuation method used

• When choosing the most appropriate methodology for estimating the value of the property, we considered the information provided by the client, the current situation of the property as well as our analysis of the market. When determining the market value of the property undervaluation, the following method was used:

#### Income Approach (Discounted Cash Flow Method)

• The Discounted Cash Flow method indicates value by converting future cash flows into a present value. According to this method, the value of an asset is determined by reference to the value of revenue, cash flows, or cost savings from the asset. The discount rate is usually arrived at by analyzing appropriate market transactions and development. We are also aware of and communicating with real estate brokers and local investors to gauge the sensitivity of the numbers.

The main assumptions in the cash flow method:

#### Revenues

• According to the information provided by the client, there is a Telecom tower whose income is estimated at **70,000** riyals annually and the duration of the hotel lease contract is **10** years, two payments are paid every six Gregorian months, and the income was calculated according to the lease contract, which is summarized in the table below:

table below.										
Period	Contract Signing	Upon Submission	2021.12	2022.06	2022.12	2023.06	2023.12	2024.06	2024.12	2025.06
Income (SAR)	5,000,000	2,000,000	3,500,000	3,500,000	3,750,000	3,750,000	3,750,000	3,750,000	3,750,000	3,750,000
Period	2025.12	2026.06	2026.12	2027.06	2027.12	2028.06	2028.12	2029.06	2029.12	2030.06
Income (SAR)	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000



## **Income Approach**

#### Discount Cash Flow

• As a result of the previous data, the cash flows were made over 8 years (the remaining term of the lease contract) and the cash flow periods were calculated according to the payments (every 6 Gregorian months).

Inflation Rate: 2.50%.

Yield Rate: 7.50%.

Discount Rate: 10.00%.

#### Discount Cash Flow Table

Period (6 Months)	2022.06	2022.12	2023.06	2023.12	2024.06	2028.06	2028.12	2029.06	2029.12	2030.06
Occupancy (1.)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Income (GPI) (SAR)	3,750,000	3,750,000	3,750,000	3,750,000	3,750,000	4,125,000	4,125,000	4,125,000	4,125,000	4,125,000
Telecom Tower Income (SAR)	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000	35,000
Net Operation Income (SA)	3,785,000	3,785,000	3,785,000	3,785,000	3,785,000	4,160,000	4,160,000	4,160,000	4,160,000	4,160,000
Exit (SAR)										110,933,333
Present Value (SAR)	3,608,856	3,440,909	3,280,778	3,128,099	2,982,526	2,348,212	2,238,932	2,134,738	2,035,393	53,691,889
Market Value (SAR)	95,31	0,000								



#### **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 95,310,000 (Ninety-Five Million Three Hundred Ten Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

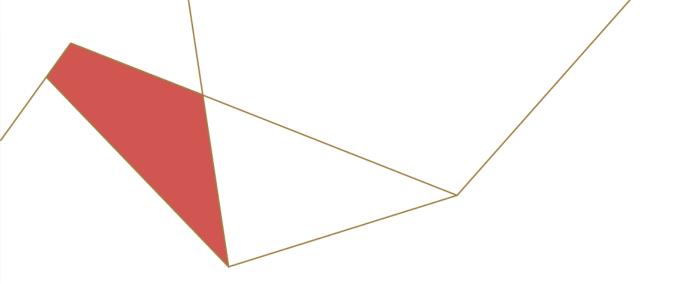
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### **Valuation Glossary**

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### Intended User:

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

#### Jurisdiction:

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

#### May:

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



#### Valuation Glossary

#### Must:

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

#### Participant:

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

#### Purpose:

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

#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

#### Weight:

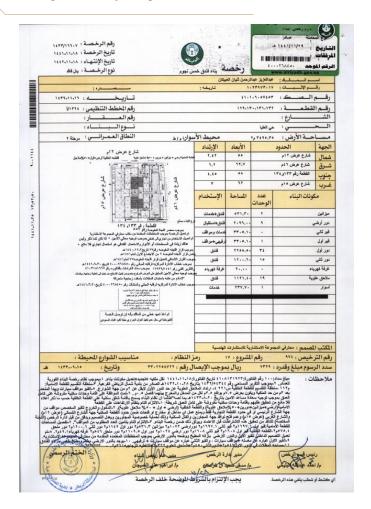
• The word "weight" refers to the amount of reliance placed on a particular indication of value in reaching a conclusion of value (eg, when a single method is used, it is afforded 100% weight).

#### Weighting:

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



#### **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

Eng. Ammar Sindi

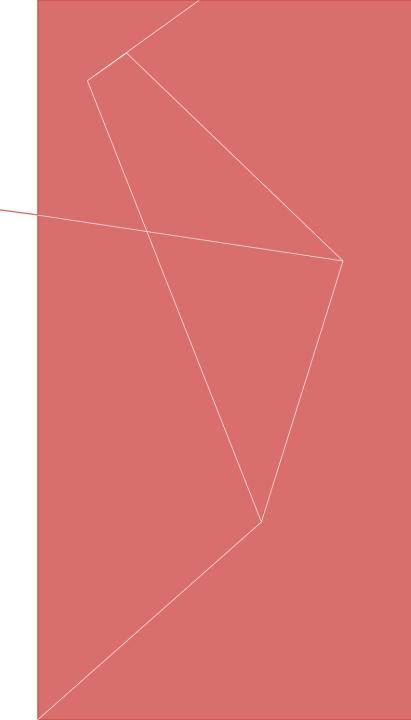
CEO

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

Eng. Ammar Qutub

Manager

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





## Introduction



#### Dear / Musharaka Capital

#### AlKharj Commercial Center, AlKharj

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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- Macro Location
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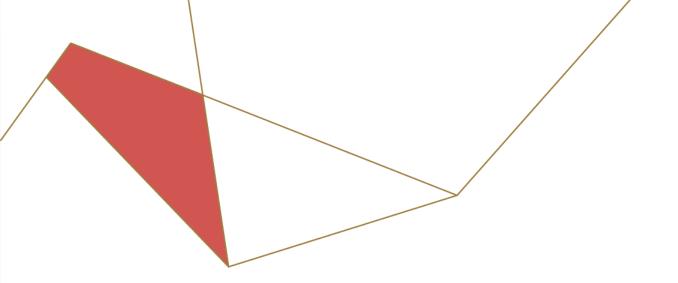


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

## **Appendix**



Valuation Glossary



- Terms and Conditions
- Report Summary



## **Report Summary**

- AlKharj Commercial Center is on a regular shaped parcel of land, with an area of 16,095.97 Sqm.
- The Commercial Center includes many retail (18 retails), in addition to the Danube supermarket. The total built-up area is 9,521.1 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lighting, sewage, asphalt streets, and a footpath.
- Al-Kharj Commercial center is located on four streets, so King Abdullah Road
  passes from the southern side of the property. It is considered one of the main
  roads in Al-Kharj because it connects the eastern side of the governorate with
  the western side.

#### **Property Details**

Site Details	Information
District	Ghornatah
Permitted Use	Commercial Center
Tenure	Freehold
Deed Number	511507006268 - 711508007003
Deed Date	_o 24/3/1441
Total Area (sqm)	<b>16,095.97</b> Sqm
Owner	Hifth AlMusharaka Real Estate Company

#### **Valuation Summary**

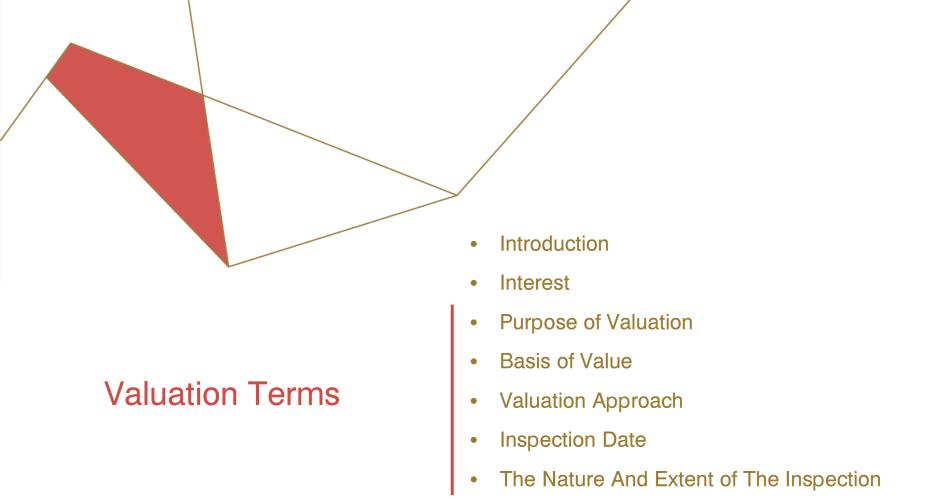
Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	61,220,000 SAR

# أبعاد للتقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Khobar, KSA**.

#### Interest

• Interested to be valued as of AlKharj Commercial Center, AlKharj

#### Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

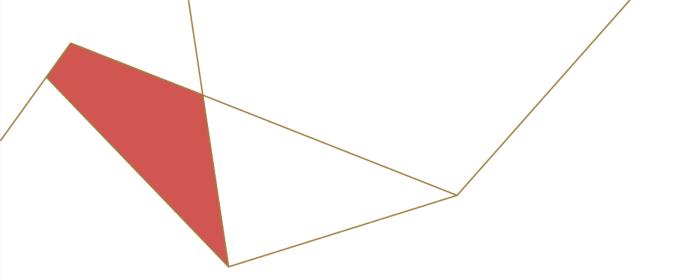
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.



## **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

#### Confidentiality

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

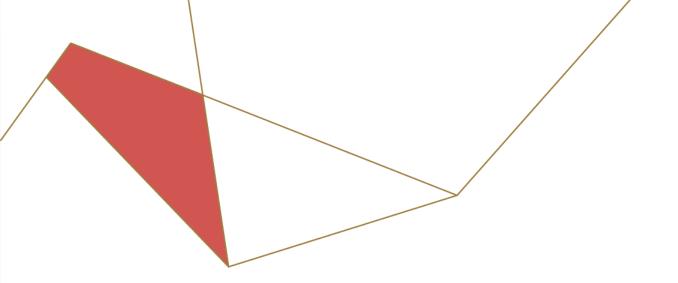
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

# أبعاد للتقييم العقاري

#### **Macro Location**

- AlKharj Commercial Center is located western part of Al-Kharj Governorate, one of the governorates of the capital of the Kingdom of Saudi Arabia.
- The total urban area of Riyadh is 19,790 square kilometers, with a population of about 400,000 people.
- Al-Kharj Governorate is located southwest of the city of Riyadh. Al-Kharj includes a group of real estate, considered one of the demand generators and one of the leading destinations for the residents of Al-Kharj, such as Al-Hadithi Mall, Go Mall, Panorama Mall, Oasis Mall, and Al-Kharj Park. The property undervaluation is located in Al-Khuzama neighborhood near Prince Sattam bin Abdulaziz University.
- The area surrounding the property includes developing spaces and many complexes, commercial centers, and residential buildings.

#### Accessibility

- Al-Kharj Commercial Complex is characterized as is located on 4 streets, so King Abdullah Road passes from the southern side of the property, and it is considered one of the main roads in Al-Kharj because it connects the eastern side of the governorate with the western side of it.
- In addition, Prince Sattam bin Abdulaziz Road passes from the western side of Al-Kharj Center. As for the other two frontages, they overlook internal streets and border the site from the north and east. The property can be reached directly through King Abdullah Road.



# أبعاد للتقييم العقاري

#### **Micro Location**

- AlKharj Commercial Center is on a regular shaped parcel of land, with an area of 16,095.97 Sqm.
- The Commercial Center includes many retail (18 retails), in addition to the Danube supermarket. The total built-up area is 9,521.1 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lights, sewage, asphalt streets, and a footpath.
- Al-Kharj Commercial Center is located on four streets, so King Abdullah
  Road passes from the southern side of the property. It is considered one of
  the main roads in Al-Kharj because it connects the eastern side of the
  governorate with the western side.

#### **Property Details**

Details	Description
Land Area (Sqm)	16,095.97
Build-up Area (Sqm)	9,521.1
Coverage Ratio (%)	<i>1</i> .56
Number of Units	18
Building Age	10 Years

#### **Property Location**



#### **Subject Property Description**

- · Al-Kharj Center is on a regular shaped parcel of land, with an area of 38,103 Sqm.
- According to the information provided by the client, Al-Kharj Center includes many brands, such as Danube, Red Tag, Kudu, Maestro Pizza, and other brands, and the total leased area is 8,839.13 Sqm. The center also includes two shops with an area ranging from 2,060 Sqm to 4,827 Sqm.
- In addition, the property undervaluation includes a McDonald's restaurant located along King Abdullah Road, with a rental area of 937.6 Sqm.

#### Some Brands





Description	Details
Land Area (Sqm)	16,095.97
Build-up Area (Sqm)	9,521.1
GLA (Sqm)	9,403.40
Occupied GLA (Sqm)	8,839.13
Number of Units	18
Building Age	10 Years

## **Subject Property Photos**





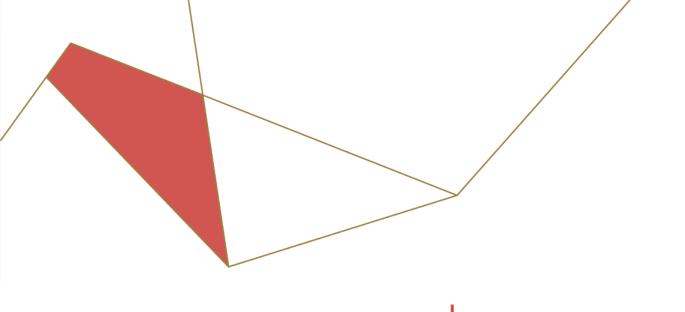












Tenure

Property Information

## **Tenure**



## **Property Information**

#### Property Details (Freehold Details)

ID		Description	
Owner	Hifth AlMusharaka Real Estate Company		
The Property	AlKhar	j Commercial Center	
Plot No.	120		
Sub-Division	1456		
District	Ghornatah		
Coordinates	24° 8'20.08"N	47°16'43.15"E	
City		AlKharj	
Ownership Type		Freehold	
Title Deed Info	Deed No.	511507006268	
	Deed Date	H 24/3/1441	

#### Property Details (Freehold Details)

ID	Description			
Owner	Hifth AlMusharaka Real Estate Company			
The Property	AlKharj (	Commercial Center		
Plot No.	119			
Sub-Division	1456			
District	Ghornatah			
Coordinates	24° 8'20.08"N	47°16'43.15"E		
City		AlKharj		
Ownership Type		Freehold		
Title Deed lefe	Deed No.	711508007003		
Title Deed Info	Deed Date	H 24/3/1441		

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	82.15	Unnamed	20
South	80	Al Malik Abdullah Road	60
East	141.1	Unnamed	6
West	140.5	Unnamed	40

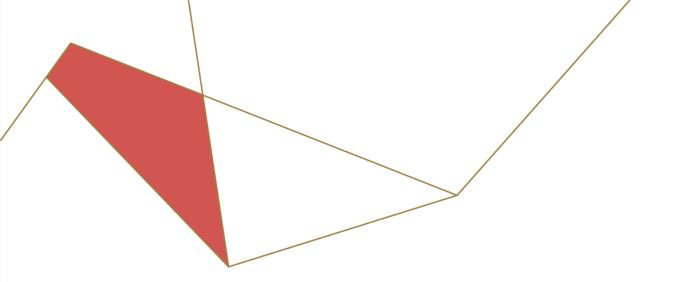
#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	57.5	Unnamed	6
South	60.35	Al Malik Abdullah Road	60
East	82.9	Unnamed	15
West	80.25	Neighbor	-

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

Sources: "Title Deed"

<sup>•</sup> Sources: "Title Deed"



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### **Income Valuation Methodology**

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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





#### Valuation Basis & Methodology

#### **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the AlKharj center compared to the AlKharj market. The table on the left summarizes the results of the field research for the residential compound.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- Based on the results of the research, the Yield rates for residential compounds range from 8.0% to 9.50% and it is dependent according to the location, type, quality of units, and occupancy rate.
- According to the client information, the compound enjoys lease contracts with a Net Operating Income of 4.6 million SAR per year.
- Moreover, the information provided by the client and the experience of Abaad in the real estate market, the Yield rate of the property was estimated as 7.0%.
- The table on the left shows the rental prices in the Subject Site area.

#### **Rental Prices Summary**

Description	Details
Small Retail Rents (SAR/Sqm)	1,300 — 1,100
Large Retail Rents (SAR/Sqm)	550 – 400
Restaurants Rents (SAR/Sqm)	1,700 – 1,200



## Valuation Basis & Methodology

#### Discount Cash Flow

The cash flows were made for 5 and a half years, and the following assumptions have been relied on:

- Inflation Rate: 2.50%. Operating and maintenance expenses: 8.10%.
- Yield Rate: 8.50%. Discount Rate: 11.00%.

Period	2022/12	2023/12	2024/12	2025/12	2026/12	2027/12
Total Leasable Area (1/-)	9,403.96	9,403.96	9,403.96	9,403.96	9,403.96	9,403.96
Average Leasable Rate with Inflation (SAR)	621.1	636.6	652.5	668.8	685.6	702.7
Occupancy (1/-)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Expected Income (SAR)	2,920,289	5,986,593	6,136,258	6,289,664	6,446,906	6,608,078
Vacancies (1/)	4.5%	4.0%	3.5%	3.0%	2.5%	2.5%
Vacancies (SAR)	131,413	239,464	214,769	188,690	161,173	165,202
Operation Expenses Rate (1/)	2,788,876	5,747,129	5,921,489	6,100,974	6,285,733	6,442,876
Operation Expenses (SAR)	225,899	465,517	479,641	494,179	509,144	521,873
Net Operation Income (SA)	2,562,977	5,281,612	5,441,848	5,606,795	5,776,589	5,921,003
Exit (SAR)						69,658,863
Present Value (SAR)	2,432,670	4,516,292	4,192,171	3,891,206	3,611,753	42,572,557
Market Value (SAR)	61,22	20,000				



#### **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 61,220,000 (Sixty-One Million Two Hundred Twenty Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

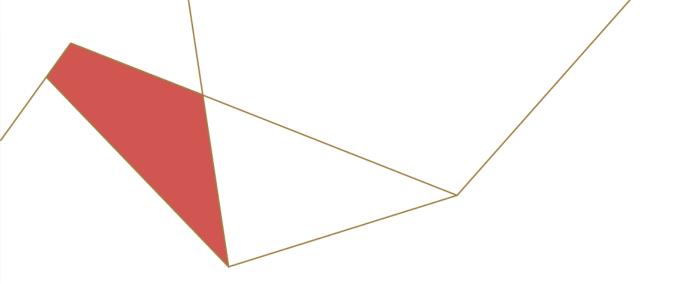
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### **Valuation Glossary**

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### Intended User:

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

#### Jurisdiction:

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

#### May:

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



#### **Valuation Glossary**

#### Must:

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

#### Participant:

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

#### Purpose:

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

#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

#### Weight:

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

#### Weighting:

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



#### **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

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CEO

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Eng. Ammar Qutub

Manager

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





## Introduction



#### Dear / Musharaka Capital

#### Al Faisaliyya Plaza, Dammam

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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- Terms and Conditions
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## Site Location Analysis



- Macro Location
- PropertyDescription
- Subject Property Photos

#### Tenure



Property Information

#### Valuation

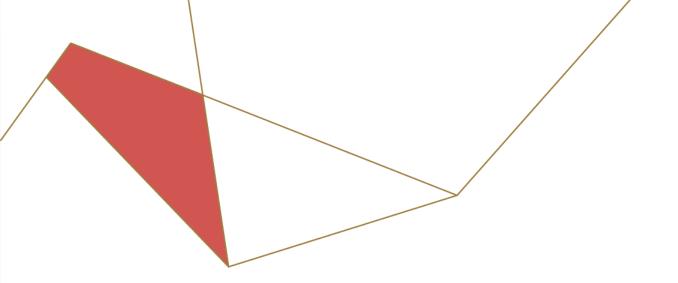


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

### **Appendix**



Valuation Glossary



- Terms and Conditions
- Report Summary



#### **Report Summary**

#### **Property Summary**

- Al Faisaliyya Plaza is located on a regular plot of land with flat topography, with an area of 10,779.50 Sqm.
- The property includes many different stores in terms of spaces and features (29 stores). The total leasable area is 5,592.83 Sqm.
- The property area is characterized by the presence of all basic services such as electricity, water, lights, sewage, asphalt streets, and footpaths.
- Al Faisaliyya Plaza is located on the main street so that King Fahd Road passes from the northern side of the property, and it is considered one of the main roads in Dammam because it connects the eastern side with the western side.

#### **Property Details**

Site Details	Information
District	Al-Faisaliah
Permitted Use	Commercial
Tenure	Leasehold
Deed Number	Multiple
Deed Date	05/11/1427H
Total Area (sqm)	<b>10,779.50</b> sqm
Owner	Bader Bin Nasser Al Ateeq

#### Valuation Summary

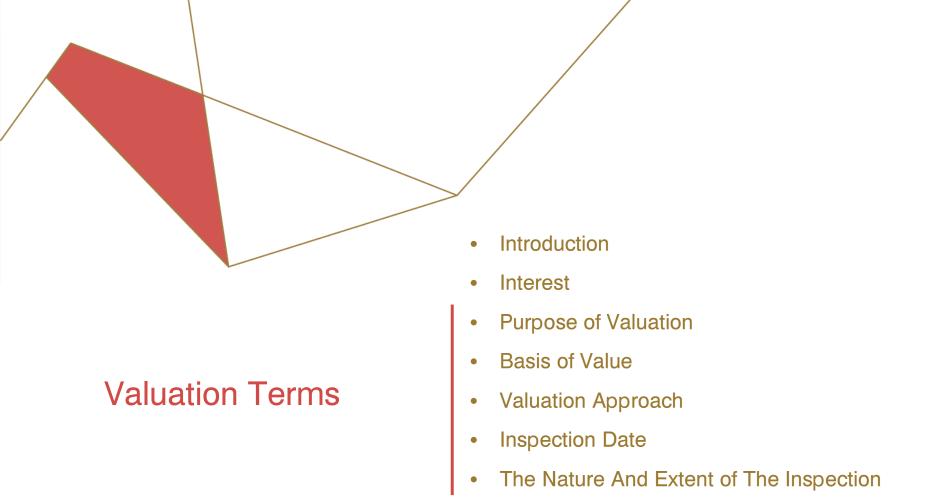
Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
Other Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	21,200,000 SAR

## ا بعاد التقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

 In accordance with formal instructions from Musharaka Capital (or the "Client"), dated 22 June 2022, Abaad takes pleasure in enclosing our Report and Value of the Leasehold interest for the Subject Property located in Dammam, KSA.

#### Interest

Interested to be valued as of Al Faisaliyya Plaza's, Dammam.

#### Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets Purposes.

#### **Basis of Value**

Our valuation will be provided on the basis as mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

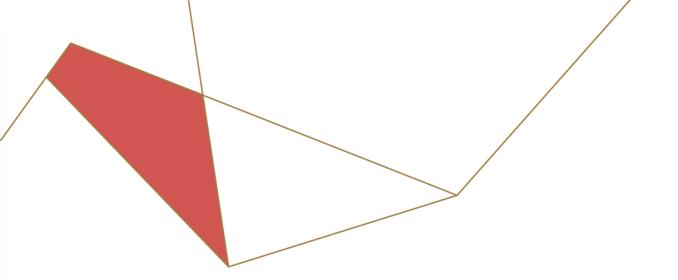
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
  - o Title Deed.
  - o Building Permit.
  - o Property location.
  - Income Information
  - Land Rent Costs



## **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

#### Confidentiality

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

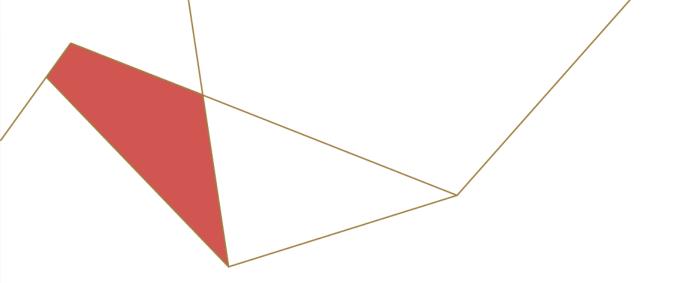
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.



- Macro Location
- Property Description
- Subject Property Photos

# أ بعاد للتقييم العقاري

## **Macro Location**

- Al Faisaliyya Plaza is located in the southeastern part of Dammam, which is one
  of the governorates of the Eastern Province in the Kingdom of Saudi Arabia.
- The total urban area of Dammam is 800 square kilometers, with a population of about 903,000 people. The city of Dammam is also characterized by the presence of a good infrastructure that allows it to be a commercial and industrial center, and the presence of seaports, and residential areas that increase commercial activity in the region.
- The subject property is located in Al-Faisaliah district. The area surrounding the property includes developing space, in addition to many complexes, commercial centers, and residential buildings.

## Accessibility

- Al Faisaliyya Plaza is located on the main street so that King Fahd Road passes from the northern side of the property. It is considered one of the main roads in Dammam because it connects the eastern side with the western side, in addition to that it extends to the Khobar Governorate and connects between Dammam and Khobar.
- The subject property can be reached directly through Omar Ibn Al-Khattab Street, in addition to the Dhahran-Jubail Expressway, which is a secondary road leading to King Fahd Road, the main road leading to Al Faisaliyya Plaza.

## **Property Location**



# أبعاد للتقييم العقاري

## **Subject Property Description**

## Location analysis at the district level

- Al Faisaliyya Plaza is located on a regular plot of land with flat topography. The land area is 10,779.50 Sqm.
- The property includes many commercial units (29 units).
- The property consists of a mezzanine ground floor and a first floor, and the build-up area is 7,495 Sqm.
- The property area is characterized by a commercial building system consisting of a ground floor, a mezzanine, and a first floor.
- The property area is characterized by the presence of basic services such as electricity, water, lights, sewage, asphalt streets, and footpaths.
- Based on the information provided by the client, the coverage ratio (according to the current construction condition) is 39%.

## **Property Information Summary**

Description	Details
Total Land Area (m2)	10,779.50
Total Build-up Area (m2)	7,495
Total Leasable Area (m2)	5,592.8
Occupancy Rate (1/-)	1.39
Number of Commercial Units (Number)	29
Property Age (Estimated)	8 Years

## **Property Map**



# **Subject Property Photos**





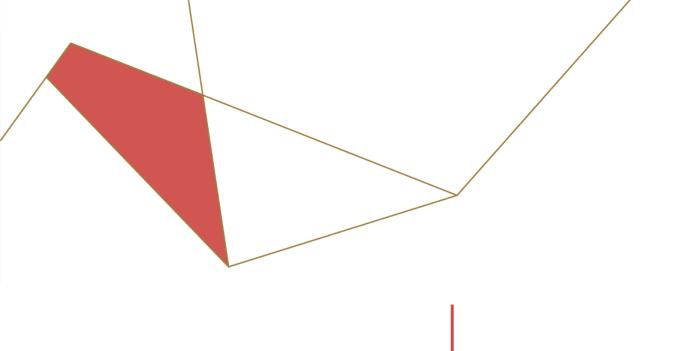












Property Information



## **Property Information**

## Property Details (Leasehold Details) Plot No.1

ID		Description
Owner	Bader Bin Nasser Al Ateeq	
Use		Commercial
Plot No.		1
Sub-Division	414	
District	Al-Faisaliah	
Coordinates	50° 3'25.31"E	26°24'13.08"N
City	Dammam	
Ownership Type		Leasehold
Title Deed Info	Deed No.	330102003013
	Deed Date	05/11/1427H

## Property Details (Leasehold Details) Plot No.2

ID		Description
Owner	Bader Bin Nasser Al Ateeq	
Use		Commercial
Plot No.		2
Sub-Division	414	
District	Al-Faisaliah	
Coordinates	50° 3'25.31"E	26°24'13.08"N
City		Dammam
Ownership Type	Leasehold	
Title Deed late	Deed No.	430101003930
Title Deed Info	Deed Date	06/11/1427H

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	40.41	King Fahad St	150
South	40.00	Al-Tariyfah St	16
East	39.60	Abdullah bin Omar St	20
West	45.36	Neighbor	-

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	40.41	King Fahad St	150
South	40	Al-Tariyfah St	16
East	45.36	Neighbor	-
West	51.12	Neighbor	-

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

<sup>•</sup> Sources: "Title Deed"

Sources: "Title Deed"



## **Property Information**

## Property Details (Leasehold Details) Plot No.3

ID		Description
Owner	Bade	r Bin Nasser Al Ateeq
Use		Commercial
Plot No.		3
Sub-Division	414	
District	Al-Faisaliah	
Coordinates	50° 3'25.31"E	26°24'13.08"N
City	Dammam	
Ownership Type	Leasehold	
Title Deed Info	Deed No.	330105002281
	Deed Date	05/11/1427H

## Property Details (Leasehold Details) Plot No.4

ID		Description
Owner	Bader	Bin Nasser Al Ateeq
Use		Commercial
Plot No.		4
Sub-Division	414	
District	Al-Faisaliah	
Coordinates	50° 3'25.31"E	26°24'13.08"N
City		Dammam
Ownership Type		Leasehold
The Decides	Deed No.	530101003931
Title Deed Info	Deed Date	06/11/1427H

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	40.41	King Fahad St	150
South	40.00	Al-Tariyfah St	16
East	51.12	Neighbor	-
West	56.88	Neighbor	-

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	40.41	King Fahad St	150
South	40	Al-Tariyfah St	16
East	56.88	Neighbor	-
West	62.64	Neighbor	-

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

<sup>•</sup> Sources: "Title Deed"

Sources: "Title Deed"



## **Property Information**

## Property Details (Leasehold Details) Plot No.5

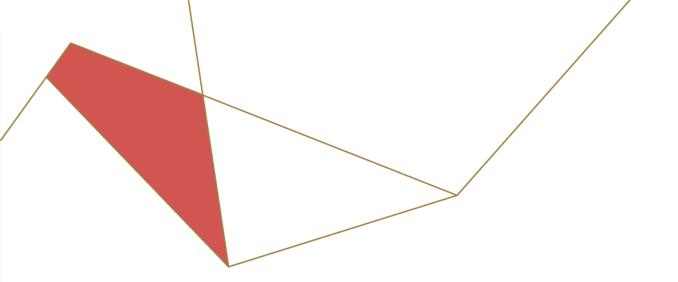
ID		Description
Owner	Bader Bin Nasser Al Ateeg	
Use		Commercial
Plot No.		5
Sub-Division	414	
District	Al-Faisaliah	
Coordinates	50° 3'25.31"E	26°24'13.08"N
City		Dammam
Ownership Type		Leasehold
Title Deed Info	Deed No.	330101003932
Title Deed Info	Deed Date	06/11/1427H

## Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	40.41	King Fahad St	150
South	40.00	Al-Tariyfah St	16
East	62.64	Neighbor	-
West	68.4	<b>15</b> St	25

• Sources: "Title Deed"

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.



- Property Risk Analysis
- Valuation Basis & Methodology
- Income Approach Method
- Valuation Summary



## Income Valuation Methodology

## **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



## **Property Risk Analysis**

## Long-term contract risks

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



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

### Economic risk

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



## Competition risk

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



## Revenue security risk

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





## **Income Analysis**

## **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the Al-Faisaliah Center with Dammam market.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- By looking at the list of retail rents for tenants and confirming it with the rental prices in the surrounding area for similar projects, Abaad team confirms that the rent is within the rental market range.
- According to the information provided by the client, the property enjoys lease contracts with a total income of 6.3 million SAR per year. Moreover, the operating expenses of the property are 5.8%, which is considered less than the market range, which is ranging from 7% to 15%, according to the experience of Abaad team in the retail sector.
- Note, Abaad Company did not receive the lease contracts, while the total income provided by the client was relied upon, in addition to some information from the land contract cost to reach the market value shown in this report.
- The table on the left shows the rental prices in the Subject Site's surrounding area.

## **Rental Prices Summary**

Details	Rent Rate
Small Rent Rate (SAR/Sqm)	2,000 - 1,500
Large Rent Rate (SAR/Sqm)	1,300 - 900
Supermarket Rent Rate (SAR/Sqm)	600 - 500



## **Income Approach**

## Discount Cash Flow

The cash flows have been made over 13 years, which is the remaining land lease contract, and the following assumptions have been relied on:

• Inflation Rate: 2.50%.

- Operation and Expenses Rate: 7.00%.
- Discount Rate: 12.0%.

## **Property Income**

According to the client's information, the total income of the property is 6,296,398 SAR annually, with an occupancy rate of 100%. The property's income was based on the client's information in the cash flow table below, which shows the first 5 years and the last 5 years.

				•		•				
Period	2022/12	2023	2024	2025	2026	2029	2030	2031	2032	2033
Total GLA (Sqm)	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83	5,592.83
Average Lease Rate with inflation (SAR/Sqm)	1,189.38	1,219.12	1,249.59	1,280.83	1,312.85	1,413.80	1,449.15	1,485.37	1,522.51	1,560.57
Occupancy (%)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	3,326,003	6,818,307	6,988,764	7,163,483	7,342,571	7,907,145	8,104,824	8,307,445	8,515,131	8,728,009
Vacancies (1/.)	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%	2.3%
Vacancies (SAR)	76,498	156,821	160,742	164,760	168,879	181,864	186,411	191,071	195,848	200,744
Gross Potential Income (GPI) (SAR)	3,249,505	6,661,486	6,828,023	6,998,723	7,173,691	7,725,281	7,918,413	8,116,373	8,319,283	8,527,265
Land Cost with Inflation (SAR)	1,468,013	3,009,427	3,084,663	3,161,779	3,240,824	3,490,013	3,577,263	3,666,694	3,758,362	3,852,321
Operation Expenses (SAR)	227,465	466,304	477,962	489,911	502,158	540,770	554,289	568,146	582,350	596,909
Net Operation Income (SA)	1,554,027	3,185,755	3,265,399	3,347,034	3,430,709	3,694,499	3,786,861	3,881,533	3,978,571	4,078,035
Present Value (SAR)	1,468,417	2,687,728	2,459,751	2,251,111	2,060,169	1,579,139	1,445,194	1,322,611	1,210,425	1,107,755
Market Value (SAR)	21,20	0,000								



## **Opinion of Value**

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

Market Value (Income Approach) Date 30 June 2022 :

• 21,200,000 (Twenty-One Million Two Hundred Thousand Saudi Riyals).

## **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

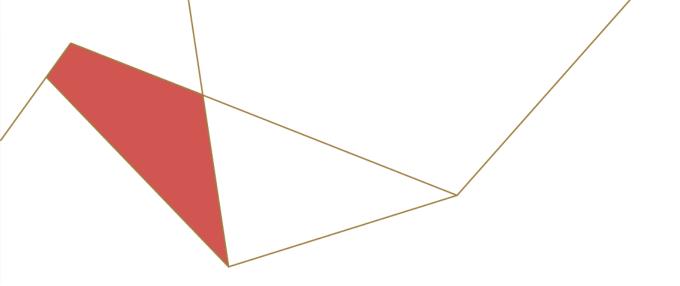
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



## **Valuation Glossary**

## Saudi Authority:

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

## **Asset or Assets:**

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

### Client:

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

## Intended Use:

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

## Intended User:

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

### Jurisdiction:

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

## May:

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



## **Valuation Glossary**

## Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

## Subject or Subject Asset:

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

## Valuation:

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

## Valuation Purpose or Purpose of Valuation:

• See "Purpose".

## Valuation Reviewer:

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

## Value (n):

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

#### Valuer:

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

## Weight:

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

## Weighting:

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



## Valuation Glossary

### Must:

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

## Participant:

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

## Purpose:

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

## Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.

# أبعاد للتقييم العقاري

# **Subject Property Documents**





صبك

الحمد الله وحده والمبلاة والسلام على من لا تبي يعدده ويعد::

فإن قطبة رقم ٢ من الخطط رقم ٢١٤ معدل / ١ الواقعة في حي الفيصلية بعدينة الدمام .

وحدودها وأطوالها كالثالي:

شمالاً، مواقف سيارات بلية شارع اللك فهد عرض ۱۰۰ متر بناول (۱۰۱۰) (۱۰۹۰) (اربعون متر و واحد و اربعون ستثمتر جنوباً: شارع عرض ۱۱ متر بناول (۱۰۰ اربعون مثر

شرقاً: قطعة رقم ١

غریاً: ششهٔ رشر ۲ بخوب و اش عشر سنثمتر

ومساحتها «۱۹۸۹٬۹۱۸ تات و تسمعانهٔ و تسعهٔ و عشر ون متر مربعاً و سئون سنتمتراً مربعاً فقط والسنت في افراغها على الصلك الصادر من هذه الإدارة برقم ۱۹۸۶ -۲۰۱۰ -۹۲ -۲ (۱۱/ ۱۱۲۷ هـ

قد انقلت ملكيتها لا يدرين ناصر بن عبدالعزيز الطيق سعودي الجنسية بدوجت سجل حدين وقدر ١٣٥٨٠٠ . خصر وقدرد ٢٥٨١٠ سنة سين ر سنسناة وشاسية و خسون

بطول: (٤٠,٢١) خمسة و اربعون متر و سنة و ثلاثون سنتمتر

ليه بيري التبديق تعزيزاً في ٢٠١١ / ٢٠١١ هـ لاعتماده ، وصل الله على ثبينا حمد وأنه وسعيه وسلد.

الختم الرسمي



# **Subject Property Documents**



الحمد أنه وحده والمرازة والسلام على من لا شي يعلمه ويعد ا

فإن قطمة وقد ٢ من الخطعة وقد ١٦٤ معدل / ١ الواقعة ١٢ حي الليمطية بعدينة الدقاء ، وحدودها وأطوالها طنالثالية

شمالاً: مواقف سيارات ياية شارع عرض ١٥٠ متر

جنوباً: شارع عرض ١٦ متر

بطول: (۱۹٬۹۱) واحد و خصون مثر و التي عشر سنتمثر شرقاً: قطعة رقم ا يطول: (۱٬۸۸۸) سنة و خمسون مثر و ثمانية و ثمانون سنڌمتر غرباً: قطعة رقد ١

والمستند في الزرافها على السك السائم من هذه الإدارة برقم ٢٠٤٠-١٠٠٢٩ في ٢٠ / ١١ / ١٤٢٧ هـ قد التنقف ملحيتها لا يدر بن نامد بن عبدالدزيز الدنين سعودي البنسية بموجب سجل مدنى وقد ١٠١٠٠٢٣٢٠ . ، بشن وقدود ٢٢١١٠٠ سببة عليين و كالانداقارمة و أربسون أالف ريال

بطول: (٤٠) اربمون مثر

بطول: (٤٠,٤١) اربعون مثر و واحد و اربعون سنتمتر

عبدالجيد بن عبدالرحمن اليحيى

وعليه جرى الأصدايل تعزيزاً 🏖 - / ١٤/ ١٤٢٧ هـ لا عثماده ، ومدان الله على دَبِينًا معمد وأنه ومدعيه وسلم.







الحمد قه وحده والصالاة والسلام على من لا نبي بعده، وبعد: قَانَ تَنْطَعَةً وَقَدِ £ مِنَ انطَعَلَظُ وَقَدِ ٤١٤ مِعَدَلَ / ١ الوَاقِّعَةُ فِي الْقِيصَائِيةُ بِعَدِينَةُ الدَعَاد ،

شمالاً: مواقف سيارات باية عرض ١٣٠ مثر

جنوباً: شارع عرض ١٦ متر

يطول: (۲٬۸۸) سنة و خمسون مثر و ثمانية و شانون سنتمتر بطول: (۱۲٬۱۱) اثنین و منتون مثر و آربعة و منتون سنتمثر

ومساحكها :(١٠٤٠/١٢١)(قان و تلاشانة و تسمون متر مربعاً و ارمون سنتمثراً مربعاً فقط

بطول: (۱۰) اربعون مثر



# أبعاد للتقييم العقاري

# **Subject Property Documents**



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Abaad & Partner For Real Estate Valuation Co.

## Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

## Riyadh Branch:

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

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

Eng. Ammar Sindi

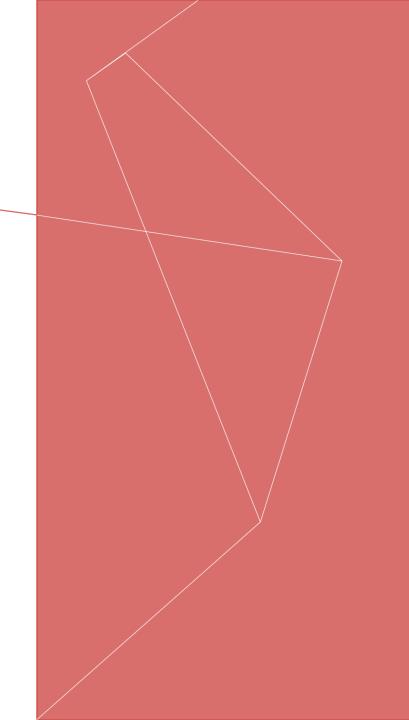
CEO

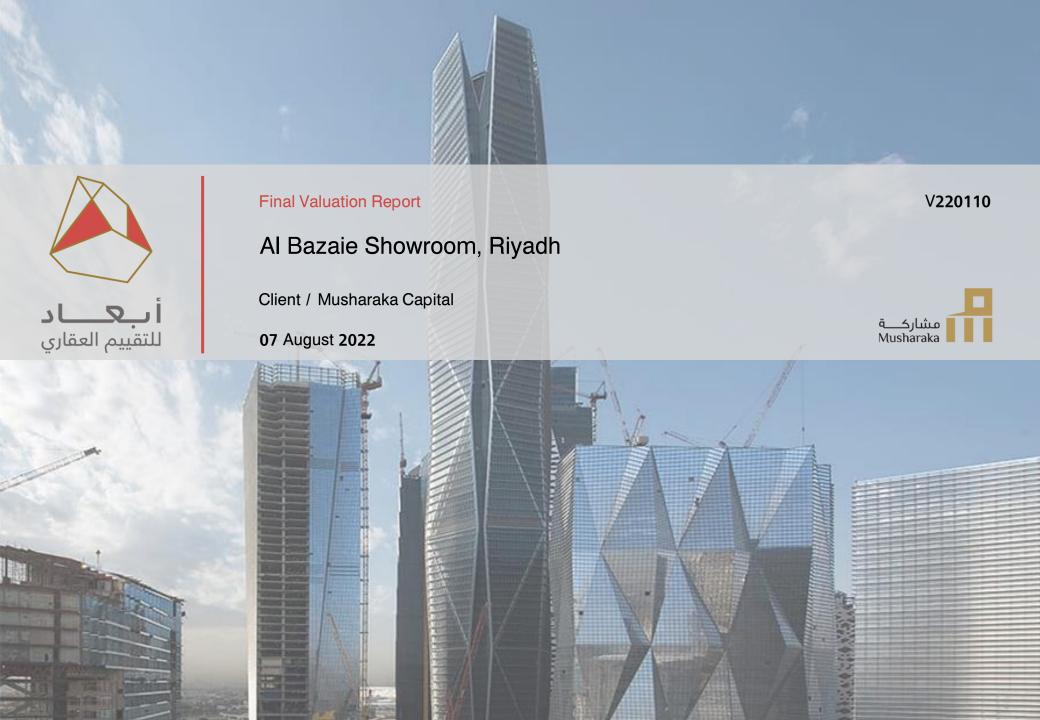
Mobile: +966 (50) 730 0500 Email: asindi@sa-abaad.com

Eng. Ammar Qutub

Manager

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





## Introduction



## Dear / Musharaka Capital

## Al Bazaie Showroom, Riyadh

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

## **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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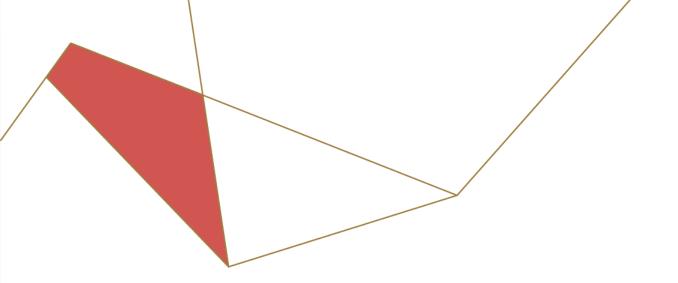


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## **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

# **Executive Summary**

# ا بعاد للتقييم العقاري

## **Report Summary**

## **Property Summary**

- The subject property is located in the eastern middle of Riyadh city in An Nasim District, along Khurais Road, on a regular plot of land with a flat topography. The total land area is 10,000 Sqm.
- The property area is characterized by the presence of basic services such as electricity, water, lights, sewage, asphalt streets, and footpaths.
- The Subject property is located on Khurais Road with Abdul Rahman bin Auf Street. Khurais Road is considered one of the most important arterial roads on the eastern side of Riyadh.
- Based on the data provided by the client, the total build-up area is 12,068.4 Sqm.
   It consists of a basement with an area of 5,000 Sqm, a ground floor with an area of 5,787.4 Sqm, in addition to a mezzanine floor with an area of 1,281 Sqm.

## **Property Details**

Site Details	Information
District	An Nasim Al-Gharbi
Permitted Use	Commercial
Tenure	Freehold
Deed Number	810104049341
Deed Date	19/05/1441H
Total Area (sqm)	<b>10,000</b> sqm
Owner	Hifth AlMusharaka Real Estate Company

## **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	71,270,000 SAR

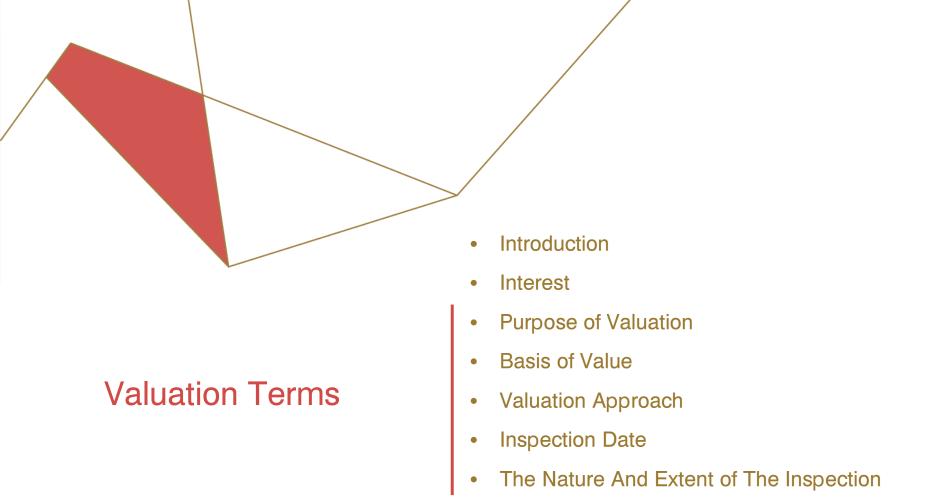
# **Executive Summary**

# أبعاد للتقييم العقاري

## **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Taqeem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- · The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from Musharaka Capital Company "The Client" to estimate Al-Bazai Automotive Showrooms' "basis of value" for the Periodic Valuation "purpose" as requested by Musharaka REIT "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, that the information contained in this report is completely confidential, and that the report is issued to the client only.
- The responsibility of Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No
  part of the structure was opened up for a detailed examination or testing. We
  have therefore, where appropriate, made assumptions based on experience of
  the property type, construction and materials used. We cannot guarantee that
  defects do not exist in those parts of the structure, which are concealed,
  unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

## **Valuation Terms**



## Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Riyadh**, **KSA**.

### Interest

Interested to be valued as of Al-Bazai Showrooms, Riyadh.

## Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets Purposes.

## **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

## Valuation Approach

We have adopted the following valuation approach:

Income Approach

## **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

## The Nature And Extent of The Inspection

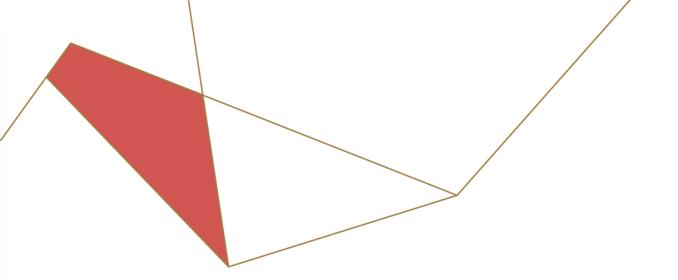
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

## **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

## Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
  - o Title Deed.
  - o Building Permit.
  - o Property location.
  - Income Information.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

## **Disclaimers**



## Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

## Confidentiality

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

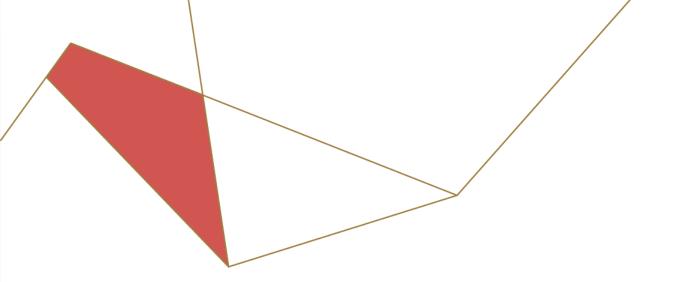
## **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

## Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.

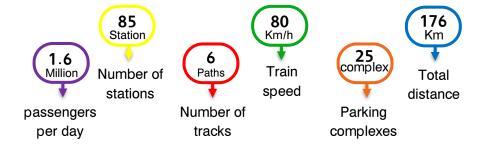


- Infrastructure Projects
- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

# أبعاد

## Infrastructure Projects - Al Riyadh Metro Project

- Riyadh Metro is a rapid transit system, currently bring under-construction and is as one of the largest infrastructure projects in the City.
- The metro is designed as a world-class transportation system, includes 756 metro cars, 85 stations, 6 metro lines, and a 176-km network.
- The construction of the metro system has led to a number of road closures that have affected traffic in different parts of the city.



## Length of Riyadh Metro Lines

Line	Length (km)
Line 1 (Blue)	38.0
Line 2 (Red)	25.3
Line 3 (Orange)	40.7
Line 4 (Yellow)	29.6
Line 5 (Green)	12.9
Line 6 (Purple)	29.5



# أبعاد للتقييم العقاري

## Infrastructure Projects - RCRC Projects & Programs

The Royal Commission for Riyadh City (RCRC) carries out several strategic, comprehensive, long-term and multi-phase development programs and projects that require massive efforts and resources.

## Historical Addir'iyah Development Program

Addir'iyah is the home of many historic sites and antiquities, as it hosts unique buildings, old quarters, oasis, palm gardens, farms and agricultural areas.

the program achieved integration between Addir'iyah and Riyadh by transforming Addir'iyah into a world-class cultural and tourist metropolitan suburb.

## Riyadh Art Project

Within the project, more than 1000 artworks and landmarks, created by local and international artists, will be installed across the city of Riyadh according to a 10-program plan that covers residential neighborhoods, gardens, parks, squares, metro/bus stations, bridges, city entrances and tourism destinations.

## Sports Boulevard



The Sports Boulevard extends for 135 kms, across the city of Riyadh, connecting Wadi Hanifah valley in the West with Wadi Al Sulai valley in the East through Prince Muhammad Bin Salman Bin Abdulaziz Road. The Sports Boulevard features green pedestrian pathways, special routes for professional and amateur cyclists (135 and 85 kms respectively), and horse riding routes (123 kms).

## Green Riyadh



The Green Riyadh Project includes planting 7.5 million trees across the capital in gardens, parks, mosques, schools, healthcare facilities, King Khaled International Airport and most of the city's roads, streets, car parking spaces, and valleys

## King Salman Park



Covering over 13 square kilometers, King Salman Park will be among the biggest city parks worldwide. It will combine a wide variety of environmental, cultural, recreational and sports activities that will significantly enhance the life quality of all Riyadh residents. The project will also host many facilities including a royal art complex, a national theater, an opera house, art academies, museums, and galleries. Furthermore, the park will feature extensive green areas, plazas, sports compounds, and an 18-hole royal golf course. To complement these amenities, great incentives would be offered to the private-sector investors to build recreational.

# أبعاد للتقييم العقاري

## **Macro Location**



## أ بعاد

## **Micro Location**

## **Subject Property Description**

- The subject property is located in the eastern middle of Riyadh city in An Nasim District, along Khurais Road, on a regular plot of land with a flat topography. The total land area is 10,000 Sqm.
- The property area is characterized by the presence of basic services such as electricity, water, lights, sewage, asphalt streets, and footpaths.
- The Subject property is located on Khurais Road with Abdul Rahman bin Auf Street. Khurais Road is considered one of the most important arterial roads on the eastern side of Riyadh.
- Based on the data provided by the client, the total build-up area is 12,068.4 Sqm.
   It consists of a basement with an area of 5,000 Sqm, a ground floor with an area of 5,787.4 Sqm, in addition to a mezzanine floor with an area of 1,281 Sqm.

## **Property Details**

Description	Details
Total Land Area (Sqm)	10,000
Total Build-up Area (Sqm)	12,068.40
Number of Warehouses	1

## **Property Location**



## أبعاد للتقييم العقاري

## **Subject Property Description**

#### Location analysis at the district level

- The subject property includes a car showroom on the ground floor in addition to offices on the mezzanine floor and a basement for parking.
- According to the information provided by the client, The subject property is fully leased to Al-Bazaei Motors Showroom, for a period of 10 years, extendable for a period of 5 years.
- The property is located on a plot of land of 10,000 Sqm, owned by Musharaka REIT, and has a full lease agreement in favor of Saleh Abdullah Al-Bazai & Sons Company, the agent of Toyota and Lexus cars in the central region and the exclusive agent of Skoda cars in the Kingdom of Saudi Arabia.
- We would like to note that Abaad did not receive any information about the lease contract and that the property was valuated based on the data received from the client.

#### Some of the Brands







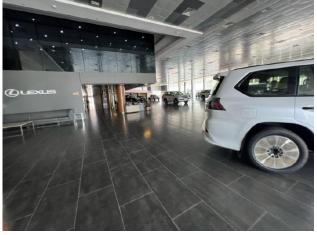
## **Property Details**

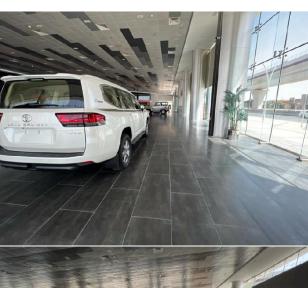
Description	Details
Total GLA (sqm)	7,068.4
Build-up Area (sqm)	12,068.4
No. of Showrooms	1 Showroom
Occupancy Rate (1)	<b>½100</b>

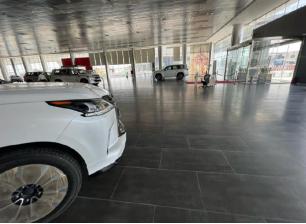
## أبعاد

## **Subject Property Photos**



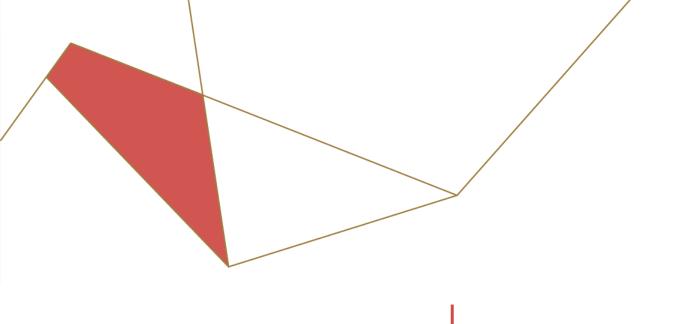












Tenure

Property Information

## **Tenure**



## **Property Information**

## Property Details (Freehold Details)

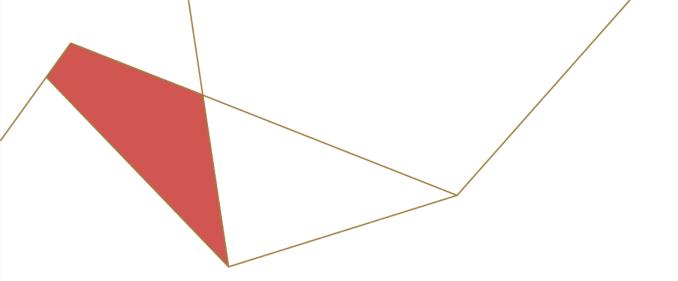
ID	Description	
Owner	Hifth AlMusha	raka Real Estate Company
Use		Commercial
Plot No.	134 ,133 ,132 ,131 ,104 ,103 ,102 ,101	
Sub-Division	911	
District	An-Nasim Al-Gharbi	
Coordinates	46°48'02.6"E	24°44'16.1"N
City	Riyadh	
Ownership Type	Freehold	
The Decider	Deed No.	810104049341
Title Deed Info	Deed Date	19/05/1441H

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	100	Khurais	80
South	100	Al-Sharafa	15
East	100	Neighbor	-
West	100	Abdulrahman bin Auf	60

<sup>•</sup> Sources: "Title Deed"



- Property Risk Analysis
- Valuation Basis & Methodology
- Income Approach Method
- Valuation Summary



## **Income Valuation Methodology**

## **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



## **Property Risk Analysis**

## Long-term contract risks

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



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

#### Economic risk

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



## Competition risk

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



## Revenue security risk

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





## **Income Analysis**

### **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of Al Bazaie Car Showroom compared to the Riyadh market. The table on the left side summarizes the results of the field research.
- According to the results of the field research, the rental prices for commercial showrooms in Riyadh city range from 400 to 900 SAR/Sqm, and vary according to the location and area, and the duration of the contract.
- in order to verify the actual Yield rate for the property. Based on the results of field research, the Yield rates range from 8% to 9.5% and vary according to the location, tenants, occupancy rate, and other properties of the property.
- According to the statement from the client, the property undervaluation enjoys a lease contract with Saleh Abdullah Al-Bazaie & Sons Company for 10 years, bound by order bonds, in addition to the possibility of extension for another 5 years.
- Moreover, the lease agreement stipulates a net rental value equivalent to 6 million SAR/Year. The rental value constitutes 8.5% as a return on the purchase price (according to the client information).
- The table on the left shows the rental prices in the area of the property undervaluation.

## **Rental Prices Summary**

Details	Rent Rate
Small Rent Rate (SAR/Sqm)	900 – 700
Large Rent Rate (SAR/Sqm)	600 – 400
Offices Rent Rate (SAR/Sqm)	900 – 600



## **Income Approach**

## Discount Cash Flow

The cash flows have been made over 5 years, and the following assumptions have been relied on:

• Inflation Rate: 2.50%.

• Yield Rate: 8.50%.

• Discount Rate: 11.00%.

Period	2022/12	2023/12	2024/12	2025/12	2026/12	2027/12
Net Operation Income (SAR)	3,037,269	6,226,400	6,382,060	6,541,612	6,705,152	6,872,781
Exit Value (SAR)						80,856,248
Present Value (SAR)	2,882,848	5,324,178	4,916,471	4,539,984	4,192,328	49,415,926
Market Value (SAR)	71,27	0,000				



## **Opinion of Value**

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

Market Value (Income Approach) Date 30 June 2022 :

• 71,270,000 (Seventy-One Million Two Hundred and Seventy Thousand Saudi Riyals).

## **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

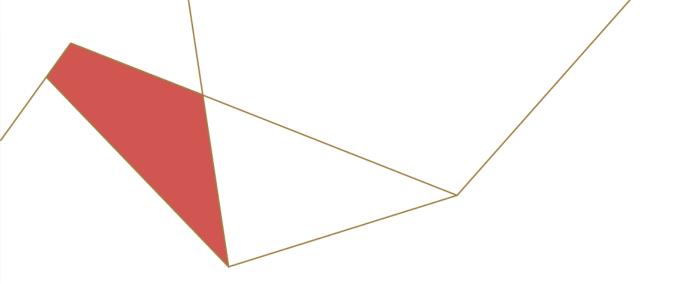
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



## **Valuation Glossary**

## Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### Intended User:

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

#### Jurisdiction:

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

#### May:

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



## **Valuation Glossary**

### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

## Subject or Subject Asset:

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

#### Valuation:

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

## Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

### Weight:

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

## Weighting:

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



## **Valuation Glossary**

#### Must:

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

## Participant:

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

## Purpose:

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

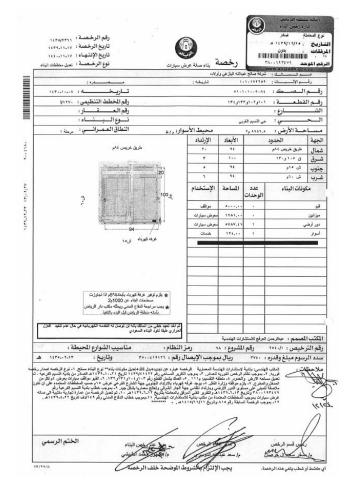
#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.

## أبعاد للتقييم العقاري

## **Subject Property Documents**







Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

Eng. Ammar Sindi

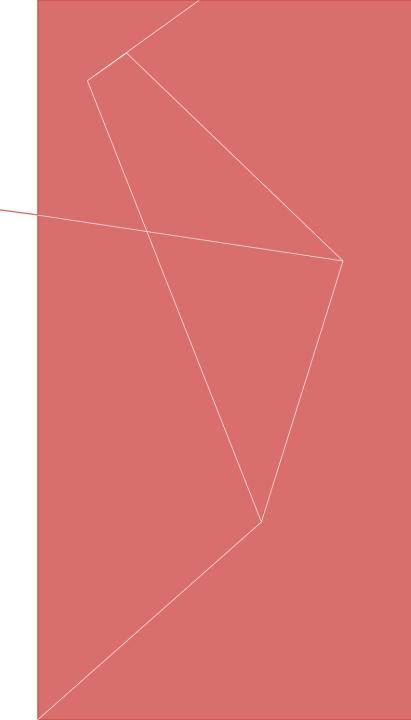
CEO

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

Eng. Ammar Qutub

Manager

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





## Introduction



## Dear / Musharaka Capital

## Al Baraka Warehouses, Riyadh

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

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- Macro Location
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## Valuation

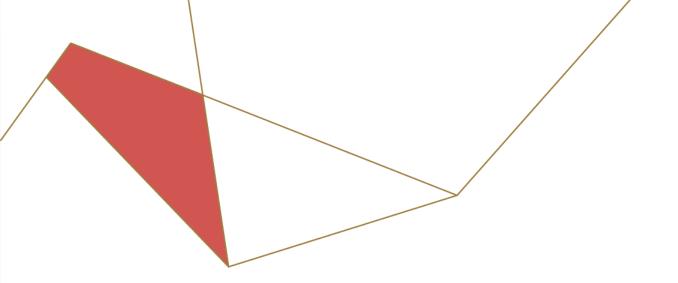


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

## **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

## **Executive Summary**



## **Report Summary**

## **Property Summary**

- The Subject Property consists of a warehouse with a total built-up area of 27,605 sqm.
- The property is located in the south of Riyadh on a regular plot of land with a flat Topography, with an area of 29,955 Sqm.
- The warehouse undervaluation has two frontages and is located near Istanbul Street.
- The property area is characterized by the presence of basic services such as electricity, water, light, and asphalt streets.

## **Property Details**

Site Details	Information
District	As Sulay
Permitted Use	Industrial
Tenure	Freehold
Deed Number	910123031387
Deed Date	25/11/1438H
Total Area (sqm)	<b>29</b> , <b>955</b> sqm
Owner	Hifth AlMusharaka Real Estate Company

## **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	83,730,000 SAR

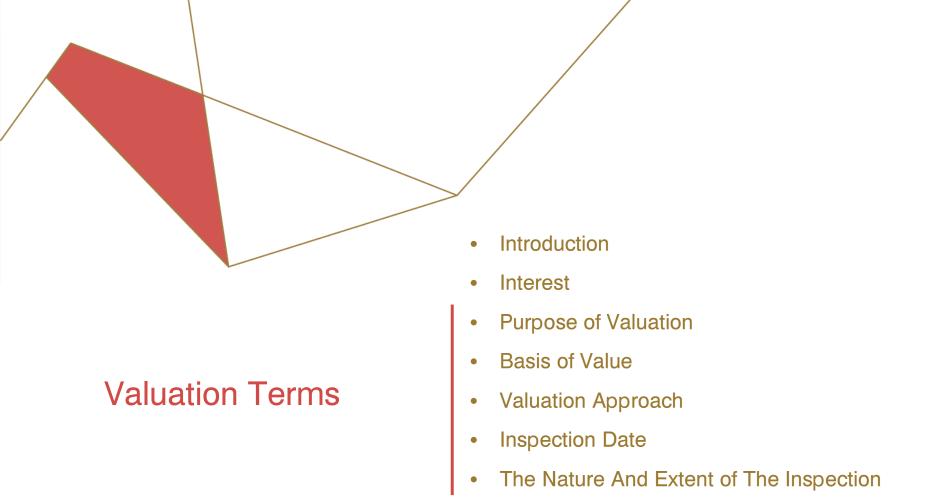
## **Executive Summary**

# أبعاد للتقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Taqeem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- · The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from Musharaka Capital Company "The Client" to estimate Al Baraka warehouse "basis of value" for the Periodic Valuation "purpose" as requested by Musharaka REIT "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, that the information contained in this report is completely confidential, and that the report is issued to the client only.
- The responsibility of Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No
  part of the structure was opened up for a detailed examination or testing. We
  have therefore, where appropriate, made assumptions based on experience of
  the property type, construction and materials used. We cannot guarantee that
  defects do not exist in those parts of the structure, which are concealed,
  unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

## **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Freehold interest for the Subject Property located in **Riyadh**, **KSA**.

#### Interest

Interested to be valued as of Al Baraka Warehouses, Riyadh.

### Purpose of Valuation

 Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets Purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

## Valuation Approach

We have adopted the following valuation approach:

Income Approach

### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

### The Nature And Extent of The Inspection

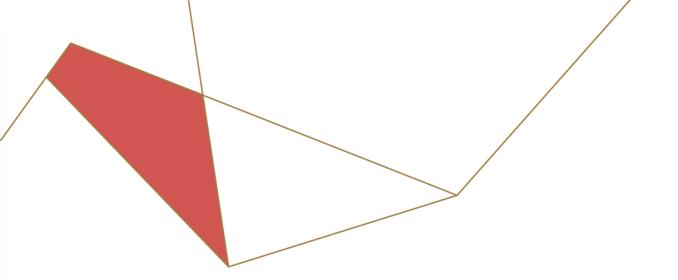
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
  - Title Deed.
  - o Building Permit.
  - o Property location.
  - O Rental Contract.



## **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

## **Disclaimers**



## Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad do not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular or statement or disclosed in any way without Abaad prior written consent to the form and context in which it may appear.

### Confidentiality

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

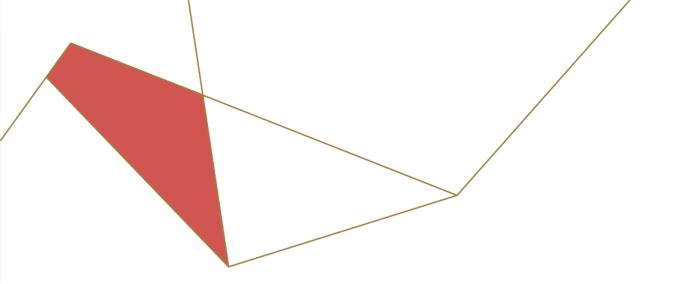
## **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the actual facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As at the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgement.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.

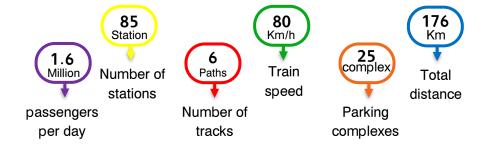


- Infrastructure Projects
- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

## أبعاد

## Infrastructure Projects - Al Riyadh Metro Project

- Riyadh Metro is a rapid transit system, currently bring under-construction and is as one of the largest infrastructure projects in the City.
- The metro is designed as a world-class transportation system, includes 756 metro cars, 85 stations, 6 metro lines, and a 176-km network.
- The construction of the metro system has led to a number of road closures that have affected traffic in different parts of the city.



## Length of Riyadh Metro Lines

Line	Length (km)
Line 1 (Blue)	38.0
Line 2 (Red)	25.3
Line 3 (Orange)	40.7
Line 4 (Yellow)	29.6
Line 5 (Green)	12.9
Line 6 (Purple)	29.5



## أبعاد للتقييم العقاري

## Infrastructure Projects - RCRC Projects & Programs

The Royal Commission for Riyadh City (RCRC) carries out several strategic, comprehensive, long-term and multi-phase development programs and projects that require massive efforts and resources.

## Historical Addir'iyah Development Program

Addir'iyah is the home of many historic sites and antiquities, as it hosts unique buildings, old quarters, oasis, palm gardens, farms and agricultural areas.

the program achieved integration between Addir'iyah and Riyadh by transforming Addir'iyah into a world-class cultural and tourist metropolitan suburb.

## Riyadh Art Project

Within the project, more than 1000 artworks and landmarks, created by local and international artists, will be installed across the city of Riyadh according to a 10-program plan that covers residential neighborhoods, gardens, parks, squares, metro/bus stations, bridges, city entrances and tourism destinations.

## Sports Boulevard



The Sports Boulevard extends for 135 kms, across the city of Riyadh, connecting Wadi Hanifah valley in the West with Wadi Al Sulai valley in the East through Prince Muhammad Bin Salman Bin Abdulaziz Road. The Sports Boulevard features green pedestrian pathways, special routes for professional and amateur cyclists (135 and 85 kms respectively), and horse riding routes (123 kms).

## Green Riyadh



The Green Riyadh Project includes planting 7.5 million trees across the capital in gardens, parks, mosques, schools, healthcare facilities, King Khaled International Airport and most of the city's roads, streets, car parking spaces, and valleys

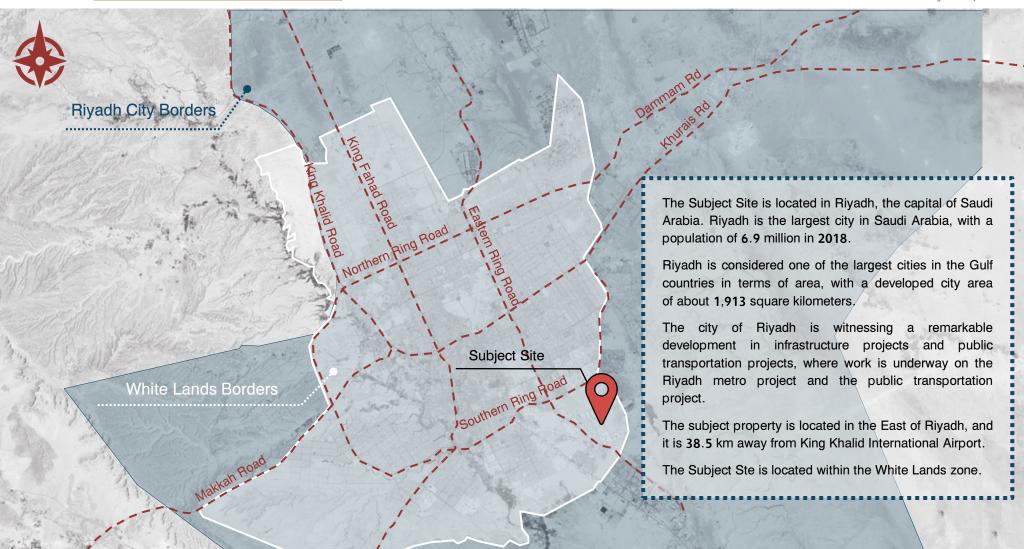
## King Salman Park



Covering over 13 square kilometers, King Salman Park will be among the biggest city parks worldwide. It will combine a wide variety of environmental, cultural, recreational and sports activities that will significantly enhance the life quality of all Riyadh residents. The project will also host many facilities including a royal art complex, a national theater, an opera house, art academies, museums, and galleries. Furthermore, the park will feature extensive green areas, plazas, sports compounds, and an 18-hole royal golf course. To complement these amenities, great incentives would be offered to the private-sector investors to build recreational.

# أبعاد للتقييم العقاري

## **Macro Location**



## أبعاد للتقسم العقاري

## **Subject Property Description**

## **Subject Property Description**

- The Subject Property consists of a warehouse and the total built-up area of the warehouse is 27,605 Sqm.
- Al-Baraka warehouse is located in the south of Riyadh on a regular plot of land with flat topography, with an area of 29,955 Sqm.
- The warehouse undervaluation has two frontages and is located near Istanbul Street.
- The property area is characterized by the presence of basic services such as electricity, water, lights, and asphalt streets.
- The warehouse undervaluation can be reached via Istanbul Street, which extends to the Southern Ring Road.
- The area surrounding the property includes warehouses, industrial facilities, and shops, in addition to residential buildings.

### Details of the subject property

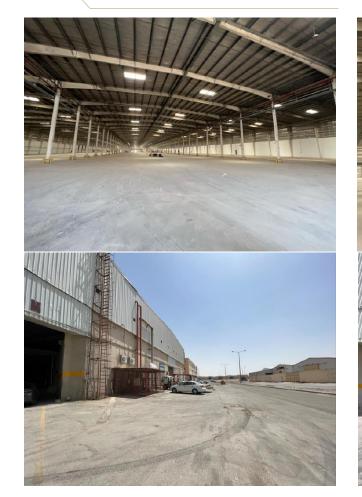
Description	Details
Total Land Area (Sqm)	29,955
Total Build-up Area (Sqm)	27,605
Number of Warehouses	6

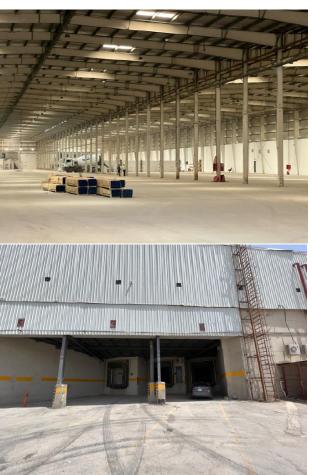
## **Property Location**



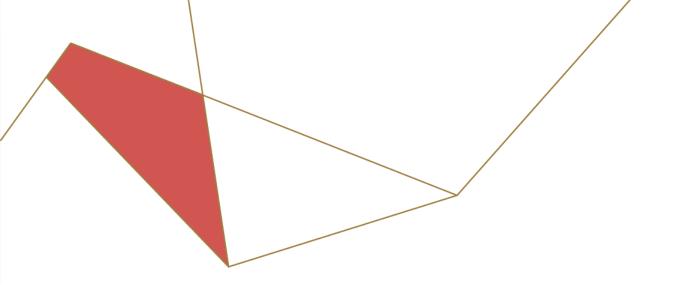
## أبعاد

## **Subject Property Photos**









Tenure

- Property Information
- Lease Agreements

## **Tenure**



## **Property Information**

## Property Details (Freehold Details)

ID		Description
Owner	Hifth AlMusha	raka Real Estate Company
Use		Industrial
Plot No.	3/2/45 - 2/4/45 - 1/	/4/45 - 3/4/45 - 2/2/45 - 1/2/45
Sub-Division		3/1391
District	Al-Sulay	
Coordinates	46°51'28.70"E	24°37'5.73"N
City		Riyadh
Ownership Type		Freehold
The Decider	Deed No.	910123031387
Title Deed Info	Deed Date	25/11/1438H

#### Dimensions and street widths

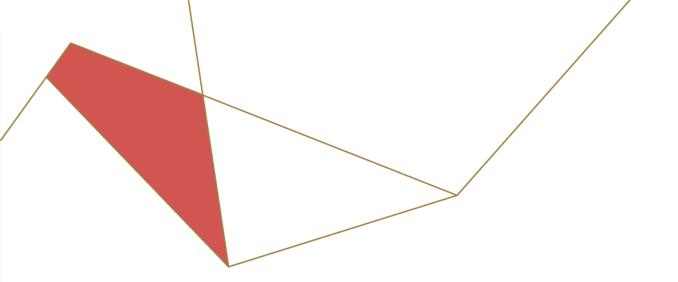
Side	Dimension	Street Name	Width (m)
North	99.87	Mohammad Abdullah Al-Bargi	30
South	99.85	Al-Kawthar	36
East	299.95	-	-
West	299.98	-	-

<sup>•</sup> Sources: "Title Deed"

## Lease Rate Contract Summary

Payment Date	Net Income (SAR)	
8/1/2022	6,000,000	
8/1/2023	6,000,000	
8/1/2024	6,600,000	
8/1/2025	6,900,000	
8/1/2026	6,900,000	

No legal document has been verified for the property under valuation, which includes planning, ownership or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights or any impediments.



- Valuation Basis & Methodology
- Property Risk Analysis
- Income Approach
- Valuation Summary



#### Income Valuation Methodology

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5%/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



#### Competition risk

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



#### Revenue security risk

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





# **Income Approach**

#### Discount Cash Flow

• The cash flows were made out over 5 years, and the following assumptions have been relied on:

• Inflation Rate: 2.50%.

Yield Rate: 8.00%.

• Discount Rate: 10.50%.

Period	2022/08	2023/08	2024/08	2025/08	2026/08	
Occupancy (1.)	100.0%	100.0%	100.0%	100.0%	100.0%	
Net Operation Income (SA)	6,000,000	6,000,000	6,600,000	6,900,000	6,900,000	
Exit (SAR)					86,250,000	
Present Value (SAR)	5,950,284	5,384,873	5,360,507	5,071,644	61,961,258	
Market Value (SAR)	83,730,000					



#### **Opinion of Value**

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

Market Value (Income Approach) Date 30 June 2022 :

• 83,730,000 (Eighty-Three Million Seven Hundred Thirty Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

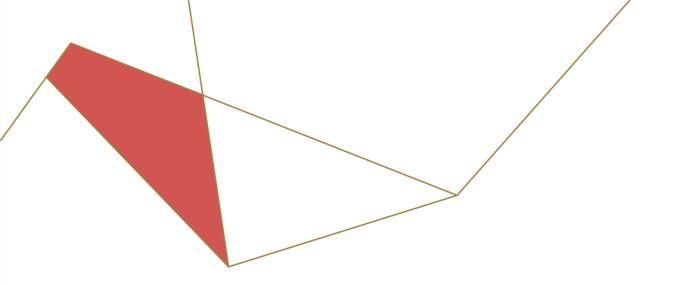
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### Valuation Glossary

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### Intended User:

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

#### Jurisdiction:

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

#### May:

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



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

#### Weight:

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

#### Weighting:

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



#### Valuation Glossary

#### Must:

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

#### Participant:

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

#### Purpose:

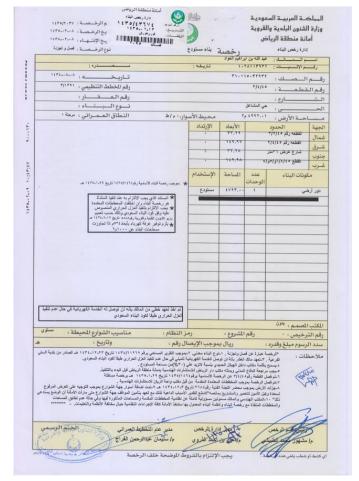
• The word "purpose" refers to the reason(s) a valuation is performed. Common purposes include (but are not limited to) financial reporting, tax reporting, litigation support, transaction support, and to support secured lending decisions.

#### Should:

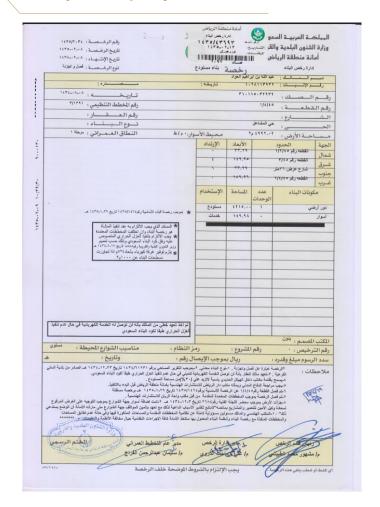
- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.

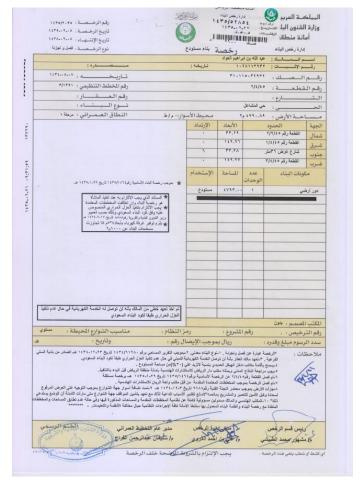




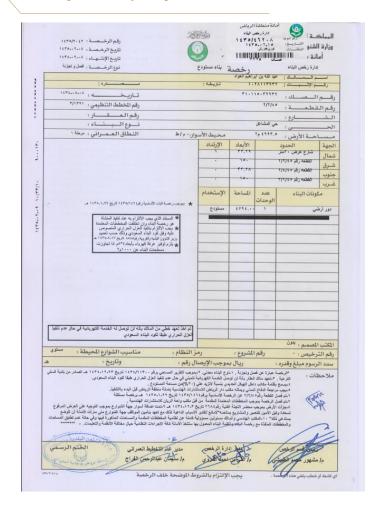


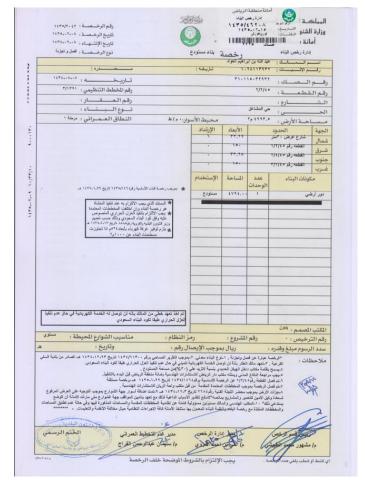


















Abaad & Partner For Real Estate Valuation Co.

#### Jeddah Branch (Head Office):

Mohamed Ibrahim Masoud Street, Al-Salama District Zahid Offices Building, 5th Floor, suite 21 Jeddah, Kingdom of Saudi Arabia

#### Riyadh Branch:

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

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

Eng. Ammar Sindi

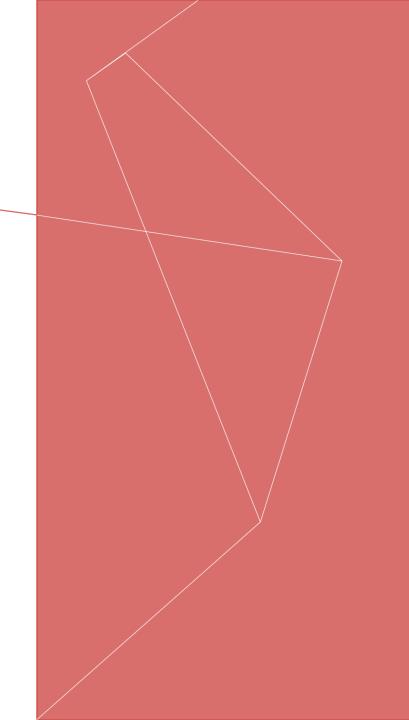
CEO

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

Eng. Ammar Qutub

Manager

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





# Introduction



#### Dear / Musharaka Capital

#### Al-Orouba Plaza, Riyadh

This report is based on your request to valuate The Subject Property, and we trust that the report is according to your requirements and in accordance with the International Valuation Standards 2022 (IVS). The valuation is compliant with Saudi Authority of Accredited Valuers "Taqeem".

#### **Version Control**

Details	Information
Status	Final
Abaad REF#	V220110

Eng. Ammar Abdulaziz Sindi Chief Executive Officer

# **Table of Contents**



# Executive Summary



- Terms and Conditions
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### Valuation Terms



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- Valuation Under COVID-19 Outbreak

# Site Location Analysis



- Infrastructure Projects
- Macro Location
- Micro Location
- PropertyDescription
- Subject Property Photos

#### Tenure



Property
Information

#### Valuation

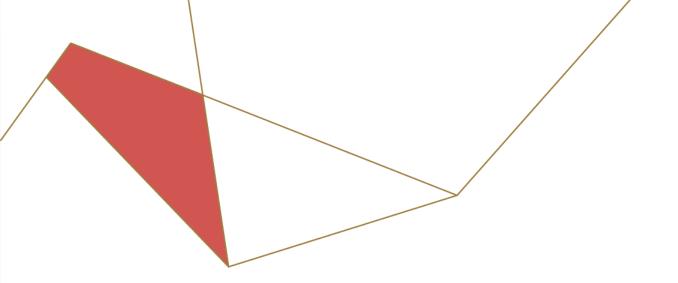


- Valuation Basis & Methodology
- Income Approach
- Opinion of Value

# **Appendix**



Valuation Glossary



**Executive Summary** 

- Terms and Conditions
- Report Summary

# **Executive Summary**



### **Report Summary**

- The property undervaluation consists of a commercial complex located in Al-Orouba Road with Prince Turki bin Abdulaziz Al-Awwal Road in Umm Al-Hamam Al-Gharbi District, Riyadh. The total land area is 19,212 Sqm.
- The property undervaluation consists of a ground floor and a mezzanine floor, with a total number of 19 showrooms, and the build-up area is 11,292 Sqm.
- The total leasable area of the complex is about 11,082 Sqm, and it includes many brands such as Hyper Panda, Starbucks, and Al-Baik Restaurant.

#### **Property Details**

Site Details	Information
District	Umm Al-Hamam Al-Gharbi
Permitted Use	Commercial
Tenure	Leasehold
Deed Number	410113062475
Deed Date	27/8/1436H
Total Area (sqm)	19,212
Owner	King Khalid Foundation

#### **Valuation Summary**

Details	Information
Purpose of Valuation	Periodic Valuation of Musharaka REIT Fund Assets
External Users	Fund Manager and Investors
Report Type	Detailed Report
Instruction Date	22 June 2022
Inspection Date	<b>04</b> July <b>2022</b>
Valuation Date	30 June 2022
Basis of Value	Market Value
Valuation Approach	Income Approach
Adopted Currency	Saudi Riyals
Market Value	<b>47</b> ,960,000 SAR

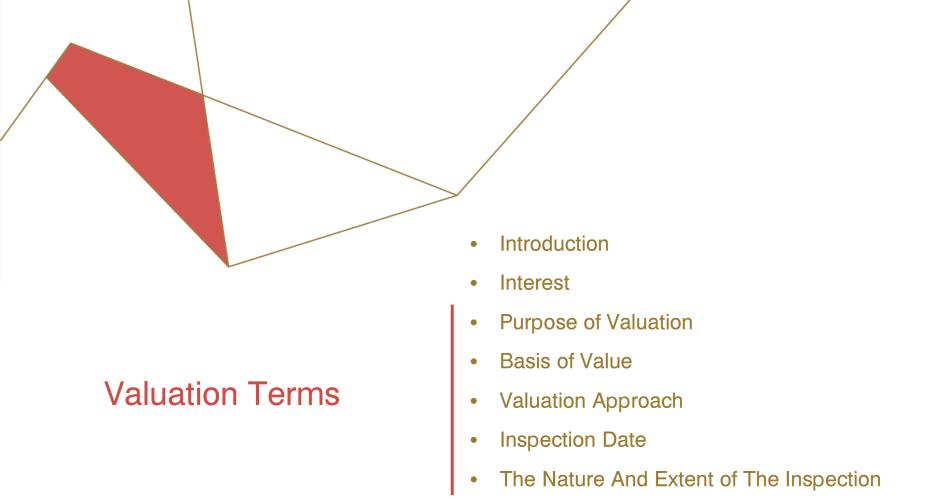
# **Executive Summary**

# أبعاد للتقييم العقاري

#### **Terms and Conditions**

- The Subject Property has been valuated according to the International Valuation Standards (IVS) issued by the Council of International Valuation Standards (IVSC) in 2022 and the rules and regulations of the Saudi Authority for Accredited Valuers in the Kingdom of Saudi Arabia (Tageem).
- This report was relied upon and valuated according to the specific conditions and restrictions presented in this report.
- The report was issued without any conflict of interest or personal gain.
- This valuation report was prepared based on the instructions received from "The Client" to estimate its "basis of value" for the "purpose" as requested by "The Client".
- Abaad and Partner Co. are confident that this report meets the client's requirements and instructions, and that the information contained in this report is completely confidential and that the report is issued to the client only.
- The responsibility of the Abaad and Partner Co. is limited to the report and the information contained in the report. Otherwise, the (client) is responsible for requesting the valuation of the property and the legal consequences thereof.

- The estimated values in this report are for The Subject Property, and any distribution of (value values) on the parts of the property applies only according to the narration of the report and for its purpose, and these values should not be used for any other purposes, as it may be incorrect if the purpose has been changed from the valuation for which the report was created.
- This report has been prepared based on the information collected or received and analyzed according to best practices to reach the value, and any material observations that may impact the value are usually noted.
- Please be aware that our inspection was carried out on a visual basis only. No part of the structure was opened up for a detailed examination or testing. We have therefore, where appropriate, made assumptions based on experience of the property type, construction and materials used. We cannot guarantee that defects do not exist in those parts of the structure, which are concealed, unexposed or not reasonably accessible.
- In the event that any information in the future that is mentioned in the report is found to be untrue and unintentional, the value in this report may change and the client will be notified in due course.
- This valuation report is valid only if approved by the company's seal, in addition to the signature of the accredited valuers.



**Valuation Date** 

Sources of Information

#### **Valuation Terms**



#### Introduction

• In accordance with formal instructions from **Musharaka Capital** (or the "Client"), dated **22 June 2022**, Abaad takes pleasure in enclosing our Report and Value of the Leasehold interest for the Subject Property located in **Riyadh**, **KSA**.

#### Interest

• Interested to be valued as of Al-Orouba Plaza, Riyadh

#### Purpose of Valuation

• Abaad has been requested to provide our opinion of value for the Subject Property for Periodic Valuation of Musharaka REIT Fund Assets purposes.

#### **Basis of Value**

Our valuation will be provided on the basis mentioned below:

Market Value

#### Valuation Approach

We have adopted the following valuation approach:

Income Approach

#### **Inspection Date**

• We confirm that The Subject Property was inspected on **04 July 2022**.

#### The Nature And Extent of The Inspection

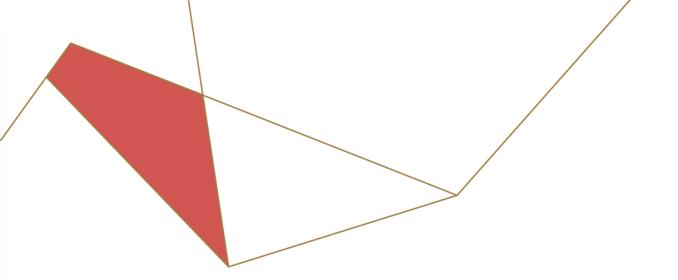
• In accordance with the received instructions, we have carried out visual inspection of The Subject Property. Our inspection is made under the assumption that the ground conditions are suitable for the current or any future buildings and structures development/re-development.

#### **Valuation Date**

• We confirm that The Subject Property was valued on 30 June 2022.

#### Sources of Information

- We have relied upon the information provided to us, which is identified below, as well as in the relevant sections of this report:
- 1) Subject Location.
- 2) Title Deed.
- 3) Building Permit.
- 4) Income Information.
- 5) Land Rent Costs.



# **Disclaimers**

- Liability and Publication
- Confidentiality
- Assumptions and Special Assumptions
- Valuation Under COVID-19 Outbreak

#### **Disclaimers**



#### Liability and Publication

- This report is issued for your own use, and that of your professional advisers, for the specific purpose to which it refers. Abaad does not accept any responsibility to any third party for the whole or any part of its contents.
- Neither the whole nor any part of this valuation or any reference thereto, may be included in any published document, circular, or statement or disclosed in any way without Abaad's prior written consent to the form and context in which it may appear.

#### Confidentiality

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

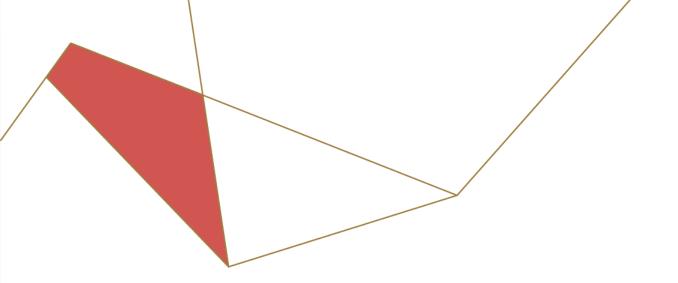
#### **Assumptions and Special Assumptions**

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

- Special Assumption is an assumption that either assumes facts that differ from the facts existing at the valuation date or that would not be made by a typical market participant in a transaction on the valuation date. Special assumptions are often used to illustrate the effect of changed circumstances on value.
- Only assumptions that are reasonable and relevant having regard to the purpose for which the valuation assignment is required shall be made.
- 1) No assumption or special assumption has been applied.

#### Valuation Under COVID-19 Outbreak

- The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organization as a "Global Pandemic" on 11 March 2020, has impacted global financial markets.
- Travel restrictions have been implemented by many countries. Market activity is being impacted in many sectors. As of the valuation date, we\*\* consider that we can attach less weight to previous market evidence for comparison purposes, to inform opinions of value.
- Indeed, the current response to COVID-19 means that we are faced with an unprecedented set of circumstances on which to base a judgment.
- Given the unknown future impact that COVID-19 might have on the real estate market, we recommend that you keep the valuation of this property under frequent review.

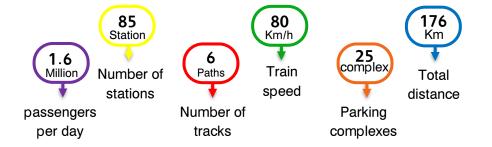


- Infrastructure Projects
- Macro Location
- Micro Location
- Property Description
- Subject Property Photos

# أبعاد

#### Infrastructure Projects - Al Riyadh Metro Project

- Riyadh Metro is a rapid transit system, currently bring under-construction and is as one of the largest infrastructure projects in the City.
- The metro is designed as a world-class transportation system, includes 756 metro cars, 85 stations, 6 metro lines, and a 176-km network.
- The construction of the metro system has led to a number of road closures that have affected traffic in different parts of the city.



#### Length of Riyadh Metro Lines

Line	Length (km)
Line 1 (Blue)	38.0
Line 2 (Red)	25.3
Line 3 (Orange)	40.7
Line 4 (Yellow)	29.6
Line 5 (Green)	12.9
Line 6 (Purple)	29.5



# أبعاد للتقييم العقاري

#### Infrastructure Projects - RCRC Projects & Programs

The Royal Commission for Riyadh City (RCRC) carries out several strategic, comprehensive, long-term and multi-phase development programs and projects that require massive efforts and resources.

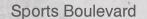
#### Historical Addir'iyah Development Program

Addir'iyah is the home of many historic sites and antiquities, as it hosts unique buildings, old quarters, oasis, palm gardens, farms and agricultural areas.

the program achieved integration between Addir'iyah and Riyadh by transforming Addir'iyah into a world-class cultural and tourist metropolitan suburb.

#### Riyadh Art Project

Within the project, more than 1000 artworks and landmarks, created by local and international artists, will be installed across the city of Riyadh according to a 10-program plan that covers residential neighborhoods, gardens, parks, squares, metro/bus stations, bridges, city entrances and tourism destinations.





The Sports Boulevard extends for 135 kms, across the city of Riyadh, connecting Wadi Hanifah valley in the West with Wadi Al Sulai valley in the East through Prince Muhammad Bin Salman Bin Abdulaziz Road. The Sports Boulevard features green pedestrian pathways, special routes for professional and amateur cyclists (135 and 85 kms respectively), and horse riding routes (123 kms).

#### Green Riyadh



The Green Riyadh Project includes planting 7.5 million trees across the capital in gardens, parks, mosques, schools, healthcare facilities, King Khaled International Airport and most of the city's roads, streets, car parking spaces, and valleys

#### King Salman Park



Covering over 13 square kilometers, King Salman Park will be among the biggest city parks worldwide. It will combine a wide variety of environmental, cultural, recreational and sports activities that will significantly enhance the life quality of all Riyadh residents. The project will also host many facilities including a royal art complex, a national theater, an opera house, art academies, museums, and galleries. Furthermore, the park will feature extensive green areas, plazas, sports compounds, and an 18-hole royal golf course. To complement these amenities, great incentives would be offered to the private-sector investors to build recreational.

# أبعاد للتقييم العقاري

#### **Macro Location**



# أبعاد للتقييم العقاري

#### **Micro Location**

- Al-Orouba Commercial Complex is located on a semi-regular piece of land with a
  flat surface, with an area of 19,212m2. It includes many shops (19 shops), and
  the total built-up area is 11,292m2, in addition to an area of 148m for walls.
- The property area is characterized by the presence of basic services such as electricity, water, lighting, sewage, asphalt streets, and pedestrian paths.
- The property area is characterized by a commercial building system with a total number of floors up to 1.5 floors, as indicated in the building regulations in the real estate area.
- Based on the data provided by the client, the coverage rate (according to the current construction condition) is 59%

**Property Details** 

Description	Details
Total Land Area (Sqm)	19,212.22
Total Build-up Area (Sqm)	11,292
Coverage (1.)	1/59
Number of Units	19
Property Age (Estimated)	5 Years





# أبعاد للتقييم العقاري

#### **Subject Property Description**

- The Subject Property consists of a ground floor and a mezzanine with a total number of 19 showrooms, and the build-up area is 11,292 Sqm.
- According to the information provided by the client and the inspection, the Orouba plaza includes many brands, such as Panda, Starbucks, Maestro Pizza, and other brands. It also has 2 entrances and exits for traffic, and both are located on Al-Orouba Road.
- The property is built on a land of 19,212.2 Sqm, owned by the King Khalid Foundation, and a lease agreement to the Musharaka REIT Fund. We would like to note that Abaad Company has not received the lease contract.

#### Some Brands





#### **Property Details**

· · · · · · · · · · · · · · · · · · ·	
Description	Details
Total Land Area (Sqm)	19,212.22
Total Build-up Area (Sqm)	11,292
Number of Units	19 Shop
Coverage Ratio (1/)	1.59
Occupancy (1/)	1.94

# أبعاد للتقييم العقاري

# **Subject Property Photos**



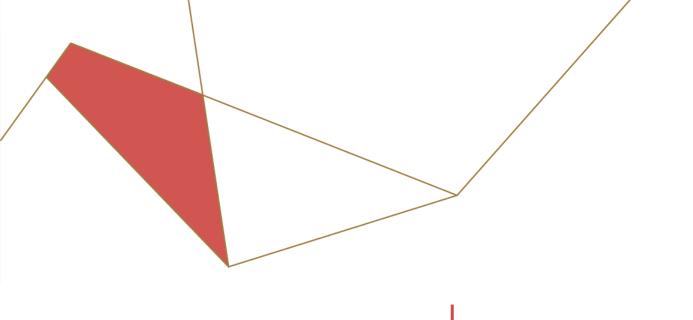












Tenure

Property Information

# **Tenure**



# **Property Information**

#### Property Details (Leasehold Details)

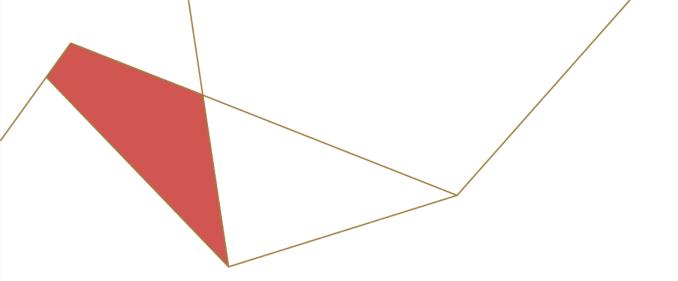
ID	Description							
יוו	Description							
Owner	King Khalid Foundation							
The Property	Al-Orouba Plaza, Riyadh							
Plot No.		-						
Sub-Division	-							
District	Umm Al-Hamam Al-Gharbi District							
Coordinates	24°43'36.39"N	46°39'7.01"E						
City		Riyadh						
Ownership Type		Leasehold						
Title Deed Info	Deed No.	410113062475						
	Deed Date 27/8/1436H							

No legal document has been verified for the property under valuation, which includes planning, ownership, or foreclosure, and certain legal matters on which all or part of this report is based are deemed reliable. It was assumed that the subject property was valid. It was also assumed that the property was free of any legal obligations, mortgage rights, or impediments.

#### Dimensions and street widths

Side	Dimension	Street Name	Width (m)
North	188.44	Al-Orouba Street	60
South	206.65	Internal Orouba Street	60
East	141.36	Neighbor	-
West	70.5	Unnamed	15

Sources: "Title Deed"



- Valuation Basis & Methodology
- Income Approach
- Opinion of Value



#### **Income Valuation Methodology**

#### **Income Valuation Approach**

- In determining our opinion of Market Value for the Subject Properties and based on the fact that they are all multi-tenanted income-producing assets, we have utilized the Investment Approach of Valuation via the Discounted Cash Flow technique.
- Discounting Cash Flow (DCF) analysis is a financial modeling technique based on explicit assumptions regarding the prospective cash flow of a property. This analysis involves the projection of a series of periodic cash flows that a property is anticipated to generate. To this projected cash flow series, an appropriate discount rate is applied to establish an indication of the present value of the income stream associated with a property.
- With regard to the subject properties, the cash flow has been calculated on an annual basis. With respect to the growth rate applied throughout our cash flow, we have adopted the long-term average inflation rate for Saudi Arabia at 2.5%.
- The cash flow is discounted back to the date of valuation at an appropriate rate
  to reflect the time value of money, and in so doing thus determining the Market
  values. It is important to note that the cashflows reflect assumptions that
  market participants would use when pricing the asset (i.e., determining its
  value).
- The projected rents, as well as costs, are forecasts formed on the basis of information currently available to us and are not representations of what the values of the Properties will be at a future date.
- Regarding the malls with leasehold tenure, we have forecasted the mall's projections until the expiry of the land lease.
- The Market Value of the eight operating malls has been assessed using the Income Approach.

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

2 Inflation Rate

The Discounted Cashflow is calculated on annual basis, with a growth rate of 2.5<sup>-</sup>/annum.

Property Income

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

Property
Costs

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



#### **Property Risk Analysis**

#### Long-term contract risks

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



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

#### Economic risk

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



Competition risk

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



Revenue security risk

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





#### **Income Analysis**

#### **Property Details**

- Abaad team analyzed the income data provided by the client and conducted field research to verify the rental value of the Al Orouba Center with the Riyadh market.
- In addition, we have made some research on the Yield rate for the property undervaluation.
- By looking at the list of retail rents for tenants and confirming it with the rental prices in the surrounding area for similar projects, Abaad team confirms that the rent is within the rental market range.
- According to the information provided by the client, the property enjoys lease contracts with a total income of 11.9 million SAR per year. Moreover, the operating expenses of the property is 4½, which is considered less than the market range, which is ranging from 7½ to 15½, according to the experience of Abaad team in the retail sector.
- Note, Abaad Company did not receive the lease contracts, while the total income provided by the client was relied upon, in addition to some information from the land contract cost to reach the market value shown in this report.
- The table on the left shows the rental prices in the Subject Site's surrounding area.

#### **Rental Prices Summary**

Details	Rent Rate
Small Rent Rate (SAR/Sqm)	2,200 — 1,600
Large Rent Rate (SAR/Sqm)	1,500 — 1,100
Supermarket Rent Rate (SAR/Sqm)	550 – 400



### **Income Approach**

#### Discount Cash Flow

The cash flows have been made over **15** years, which is the remaining land lease contract, and the following assumptions have been relied on:

• Inflation Rate: 2.50%.

- Operation and Expenses Rate: 7.00%.
- Discount Rate: 11.00%.

#### **Property Income**

According to the client's information, the total income of the property is 11,702,912 SAR annually, with an occupancy rate of 94%. The property income was based on the client's information in the cash flow table below, which shows the first 5 years and the last 5 years.

Period	2022/12	2023/12	2024/12	2025/12	2026/12	2032/12	2033/12	2034/12	2035/12	2036/12
Total GLA (Sqm)	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04	11,082.04
Average Lease Rate with inflation (SAR/Sqm)	1,190.35	1,220.11	1,250.61	1,281.88	1,313.93	1,523.75	1,561.85	1,600.89	1,640.91	1,681.94
Occupancy (/L)	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total Revenue with Inflation (SAR)	6,595,767	13,521,323	13,859,356	14,205,840	14,560,986	16,886,280	17,308,437	17,741,148	18,184,676	18,639,293
Vacancies (1/)	6.0%	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Vacancies (SAR)	395,746	270,426	0	0	0	0	0	0	0	0
Gross Potential Income (GPI) (SAR)	6,200,021	13,250,897	13,859,356	14,205,840	14,560,986	16,886,280	17,308,437	17,741,148	18,184,676	18,639,293
Land Cost with Inflation (SAR)	3,163,821	6,485,834	6,647,980	6,814,179	6,984,534	8,099,918	8,302,416	8,509,976	8,722,725	8,940,794
Operation Expenses (SAR)	434,001	927,563	970,155	994,409	1,019,269	1,182,040	1,211,591	1,241,880	1,272,927	1,304,751
Net Operation Income (SA)	2,602,199	5,837,500	6,241,222	6,397,252	6,557,184	7,604,323	7,794,431	7,989,291	8,189,024	8,393,749
Present Value (SAR)	2,469,898	4,991,631	4,807,975	4,439,796	4,099,812	2,541,963	2,347,308	2,167,560	2,001,575	1,848,301
Market Value (SAR)	47,96	0,000								



#### **Opinion of Value**

Abaad is of the opinion that the Value of the Subject Property as of the date of valuation, based upon assumptions (Page 10) and detail within this report, may be stated as follows:

Market Value (Income Approach) Date 30 June 2022 :

• 47,960,000 (Forty-Seven Million Nine Hundred Sixty Thousand Saudi Riyals).

#### **Signatures**

Eng. Ammar Abdulaziz Sindi

Taqeem ID: 1210000219

Fellow Member

Membership Date: 22/12/2015

Eng. Ammar Mohamed Qutub

Tageem ID: 1210000392

Fellow Member

Membership Date: 24/01/2016

Eng. Yusuf Abdullah Khan

Taqeem ID: 1220001989

Provisional Member

Membership Date: 17/09/2020

Company Stamp

CR No: 4030297686

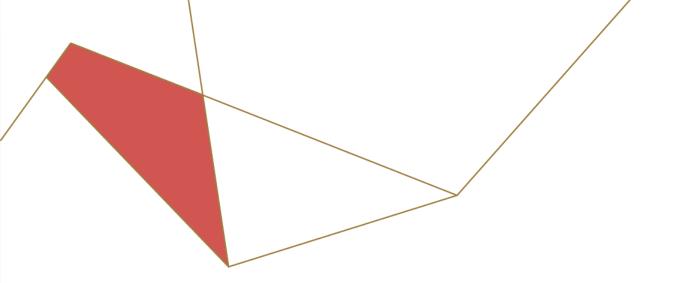
CL No: 323/18/781











- Valuation Glossary
- Subject Property Documents



#### **Valuation Glossary**

#### Saudi Authority:

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

#### **Asset or Assets:**

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

#### Client:

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

#### Intended Use:

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

#### **Intended User:**

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

#### Jurisdiction:

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

#### May:

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



#### **Valuation Glossary**

#### Must:

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

#### Participant:

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

#### Purpose:

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

#### Should:

- The word "should" indicates responsibilities that are presumptively mandatory. The valuer must comply with requirements of this type unless the valuer demonstrates that alternative actions which were followed under the circumstances were sufficient to achieve the objectives of the standards.
- In the rare circumstances in which the valuer believes the objectives of the standard can be met by alternative means, the valuer must document why the indicated action was not deemed to be necessary and/or appropriate.
- If a standard provides that the valuer "should" consider an action or procedure, consideration of the action or procedure is presumptively mandatory, while the action or procedure is not.



#### **Valuation Glossary**

#### Significant and/or Material:

- Assessing significance and materiality require professional judgement. However, that judgement should be made in the following context:
- Aspects of a valuation (including inputs, assumptions, special assumptions, and methods and approaches applied) are considered to be significant/material if their application and/or impact on the valuation could reasonably be expected to influence the economic or other decisions of users of the valuation; and judgments about materiality are made in light of the overall valuation engagement and are affected by the size or nature of the Subject asset.
- As used in these standards, "material/materiality" refers to materiality to the valuation engagement, which may be different from materiality considerations for other purposes, such as financial statements and their audits.

#### Subject or Subject Asset:

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

#### Valuation:

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

#### Valuation Purpose or Purpose of Valuation:

· See "Purpose".

#### Valuation Reviewer:

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

#### Value (n):

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

#### Valuer:

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

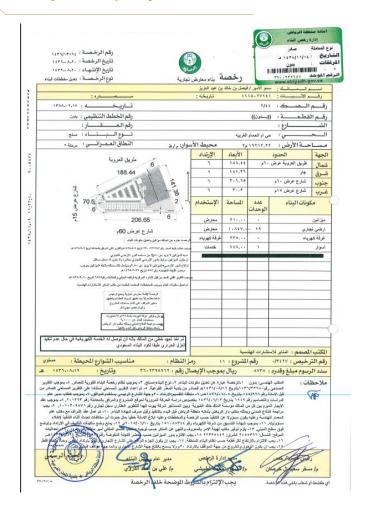
#### Weight:

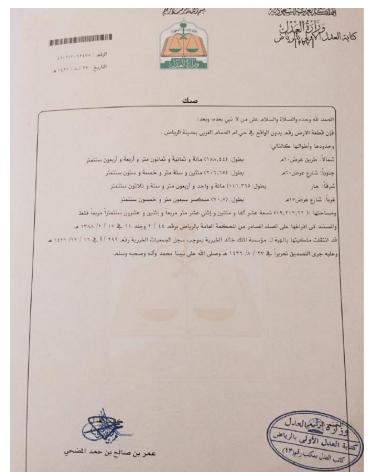
• The word "weight" refers to the amount of reliance placed on a particular indication of value in reaching a conclusion of value (eg, when a single method is used, it is afforded 100% weight).

#### Weighting:

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









Abaad & Partner For Real Estate Valuation Co.

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