TECOM GROUP

Q3 2024

INVESTOR PRESENTATION

Q3 & 9 MONTHS 2024
FINANCIAL RESULTS

5 NOVEMBER 2024

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TECOM GROUP MANAGEMENT PRESENTING

ABDULLA BELHOUL
CEO OF TECOM GROUP

MICHAEL WUNDERBALDINGER
CFO OF TECOM GROUP

CONTENT

MACROECONOMIC AND REAL ESTATE MARKET HIGHLIGHTS

DUBAI IS A DYNAMIC ECONOMY WHICH IS ATTARCTING NEW BUSINESSES AND INVESTORS

UAE ECOMONY CONTINUES TO OUTPERFORM

- The UAEs economy will continue to perform strongly in the medium term (Oxford Economics) through growth of the non-oil sector as well as gaining benefits from challenges in other markets which are leading to strong capital inflows.
- The IMF (WEO) World Economic Outlook has projected UAE GDP will remain at 4% in 2024, rising to 5.1 per cent in 2025. The Central bank of the UAE is looking for an even stronger 2025 performance with growth of 6 per cent, as momentum in the non-hydrocarbon sector is projected to continue

REAL GP GROWTH IN GCC ECONOMIES (%) – IMF WEO

- The World Bank's latest semi-annual MENA Economic Update (16th October 2024) estimated the UAE's GDP would grow at 3.3 percent in 2024, rising to 4.1 percent in 2025, significantly head of global growth rates.

Table 1.3 Real GDP Growth in the GCC Economies (%)

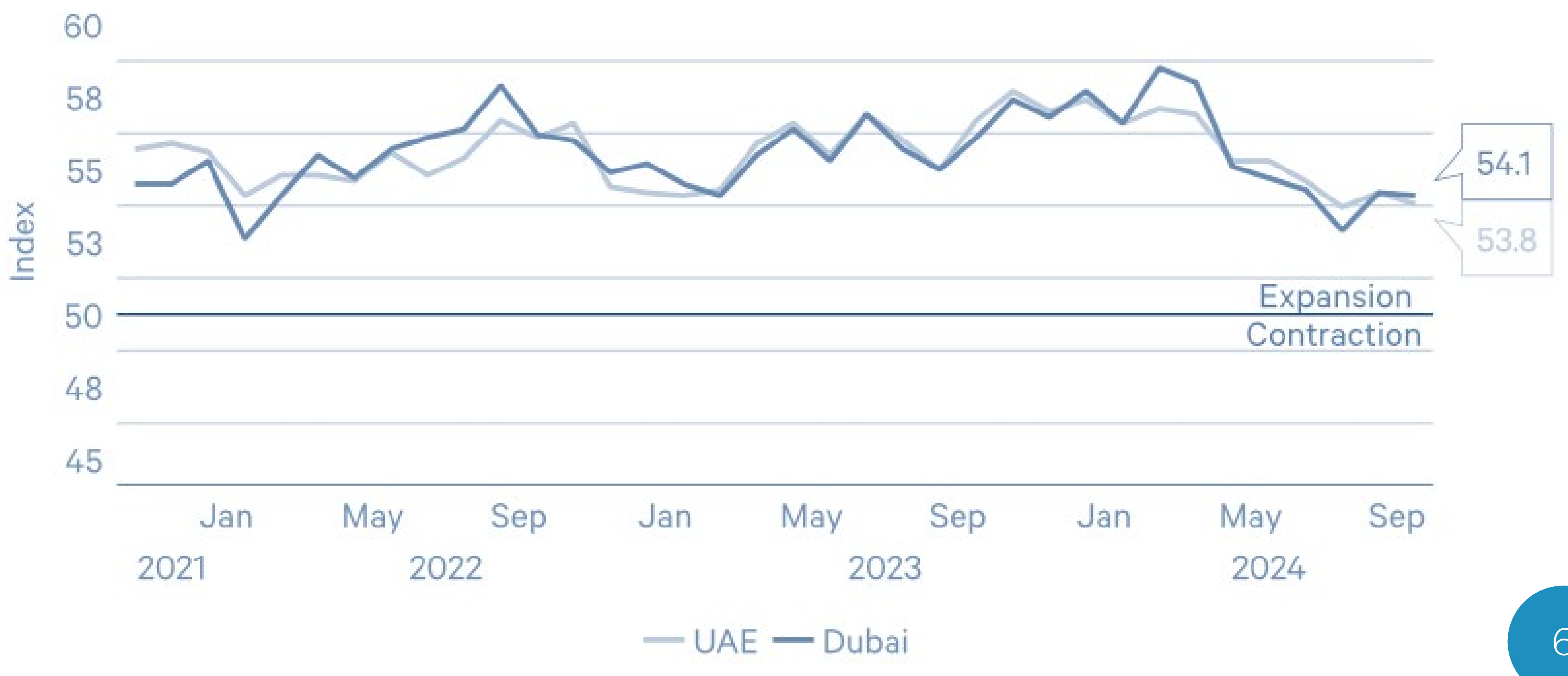
	2022	2023	2024F	2025F
GCC	7.0	0.4	2.4	4.9
UAE*	7.5	3.6	4.0	6.0
Saudi Arabia	8.7	-0.8	2.6	6.0
Qatar	4.9	1.3	1.8	1.8
Kuwait	8.9	-2.2	-1.4	3.8
Oman	4.3	1.3	1.2	3.1
Bahrain	4.9	2.6	3.6	3.2

- Commodity markets are exhibiting mixed trends due to supply related and geopolitical factors, growth in non-oil exports and imports of the UAE continued in 2023 show the strength of the industrial sector.
- The UAE PMI remains positive with Dubai at 54.1 and the UAE overall at 53.8.

*Source: Dubai's Department of Economy and Tourism

MACRO FUNDAMENTALS SUPPORTING GROWTH

- UAE's total non-oil foreign trade of goods in Q1 2024 increased by 11.5% Y-o-Y, amounting to AED 669.9 billion or 141% of GDP.
- Strong foreign trade performance is expected to continue in 2024 and 2025, sustaining UAE's real GDP growth, despite the global downturn in international trade
- Tourists visiting the UAE increase by 14.2% in the first half of 2024 with passenger traffic at Dubai International Airport increasing by 8% Y-o-Y as it maintained its position as the world's business international passenger airport.
- In light of global and domestic factors including commodity prices, wages, and rents, the CBUAE revised its inflation forecast for the UAE from 2.3% to 2.2% for 2024.
- In line with the US Federal Reserve's Interest Rate on Reserve Balances (IORB), the CBUAE reduced its key policy rate (Base Rate) to 4.9% in September 2024



COMMERCIAL PROPERTY DEMAND RIDES THE WAVE OF 2023 MOMENTUM

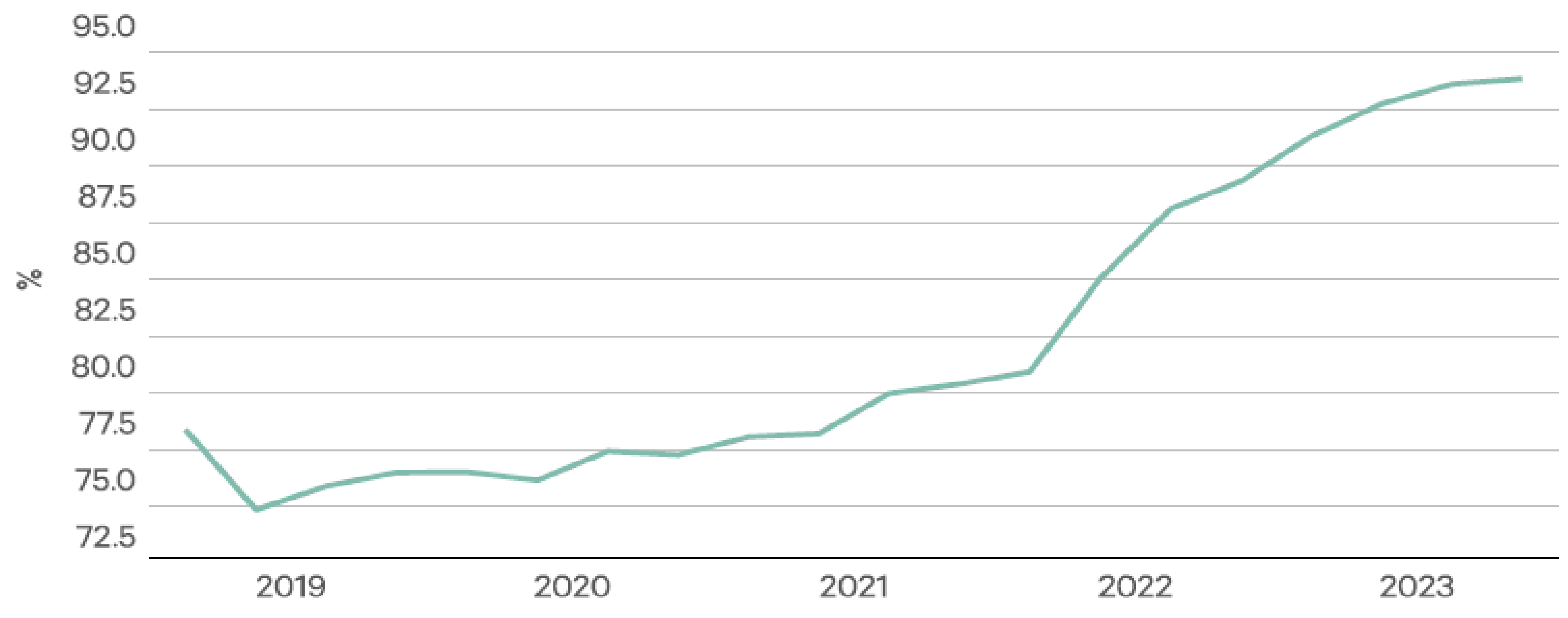
STRONG ECONOMY LEADING TO STRONG DEMAND

- A lack of supply and gradually increasing rents, pushed up by demand, is leading to a greater number of release renewals and a reduction in office searches
- CBRE reports that the market is 'heavily' landlord-friendly as tenants face limited supply and record high occupancy rates
- Quality office accommodation remains at an absolute premium which continues drive up rental rates. CBRE reports the average Prime, Grade A, Grade B and Grade C rates grew 11%, 21%, 24% and 19% respectively, compared with Q3 2023

LACK OF SUPPLY AND STRONG FDI INFLOWS DRIVING THE MARKET

- Strong FDI inflows and government programmes will continue to attract key global players who are looking for high quality commercial space
- "Developers, confident in the enduring demand, launched new plans to deliver additional stock. Dubai Industrial City announced a 1.3 million sq. m. expansion plan following a 97% occupancy rate in the previous quarter, accompanied by a healthy 9% y-o-y growth in rental rates." (JLL Q2 2024 Research)
- Dubai commercial office prices are 8% above 2014 peak levels which is 26% up YoY (Property Monitor)]
- The stock of commercial space in Dubai is expected to grow at c.0.5% in FY24 (JLL) with c.1.0 sqft mn of supply was delivered in FY23

DUBAI OFFICES, AVERAGE OCCUPANCY RATE (%)



POSITIVE FUNDAMENTALS SUPPORTING THE INDUSTRIAL AND LOGISTICS SECTOR

INDUSTRIAL EJARI REGISTRATIONS UP 5% YOY WITH NEW LEASES UP 4%

- In the 12 months to Q3 2024 Dubai's industrial warehousing rents have increased by more than 5% and now sit at and average of AED46 per sq.ft (CBRE Research)
- The strength of the non-oil economy has been fundamental to the growth of the sector and with the continued growth of e-commerce the demand for logistics space has not relented.
- Rental rates are expected to remain on the current trajectory.

TECOM HOUSE SEGMENT – OVERVIEW

- Warehouse occupancy peaked at 99% while worker accommodation new lease performance pushed the occupancy rate to 93%
- Strong occupancy and retention rates pushed revenue up by AED33 million (+15%) above same period of last year.

TECOM GROUP'S VALUE PROPOSITION

EXCEPTIONAL FINANCIAL AND OPERATIONAL PERFORMANCE

25 years
of experience as a leading player in Dubai's business hub proposition

11,800+
New and long-term, loyal and diversified customer base

Dividend payout
Supported by robust and attractive financial profile

6 strategic sectors
primed for sustainable growth

Income-generating assets
In unique, diverse, high-quality portfolio strategically located across Dubai

Clear roadmap
For growth

Robust governance & ESG frameworks
in line with best-in-class standards

Dynamic management team
with proven track record and know how in creating and managing industry ecosystems

10 BUSINESS DISTRICTS STRATEGICALLY LOCATED

Our portfolio of differentiated business districts is an integral part of Dubai's economic diversification and global competitiveness

OUR PORTFOLIO IN NUMBERS

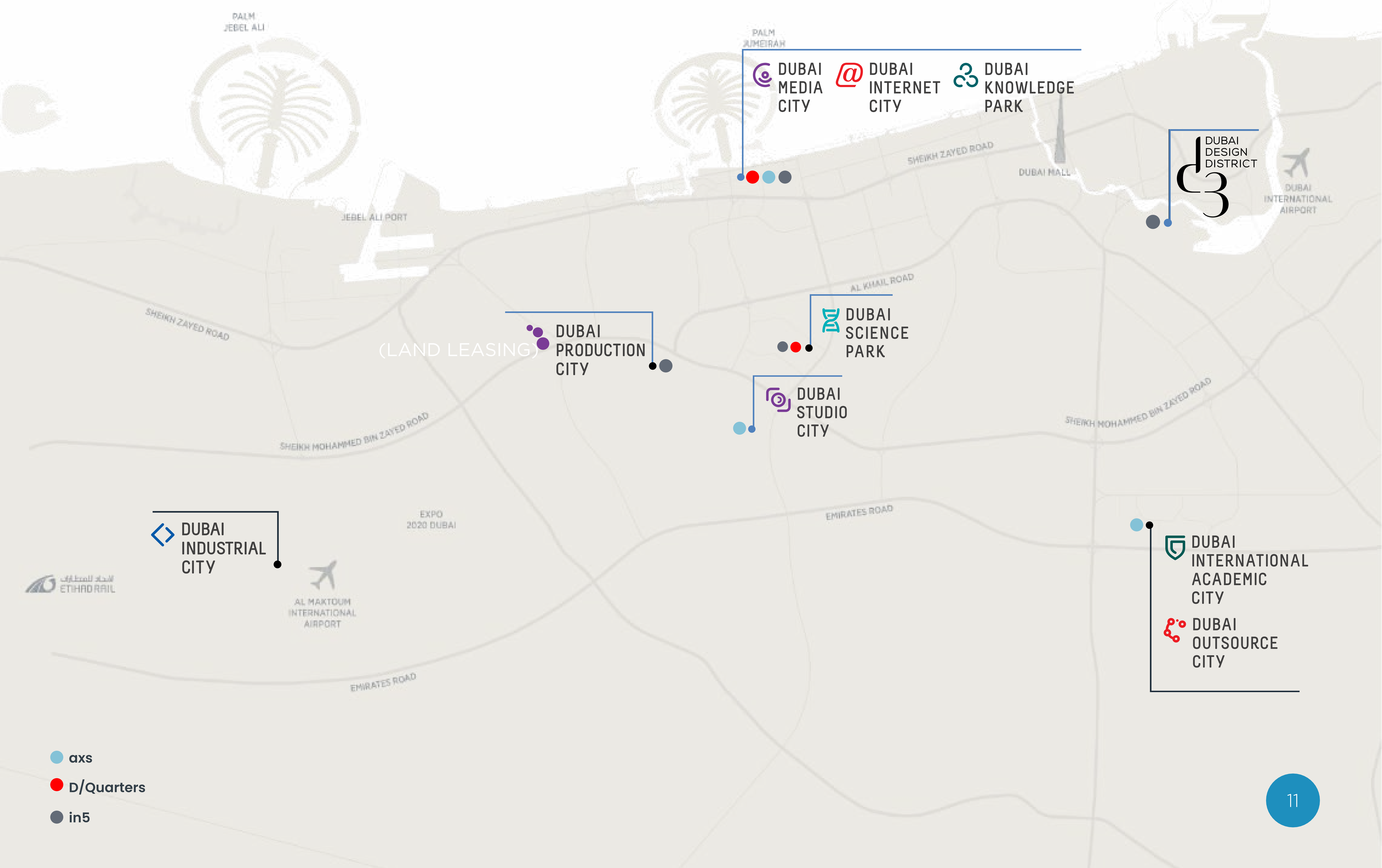
149
BUILDINGS
(COMMERCIAL LEASING)

1,142
WAREHOUSES
(INDUSTRIAL LEASING)

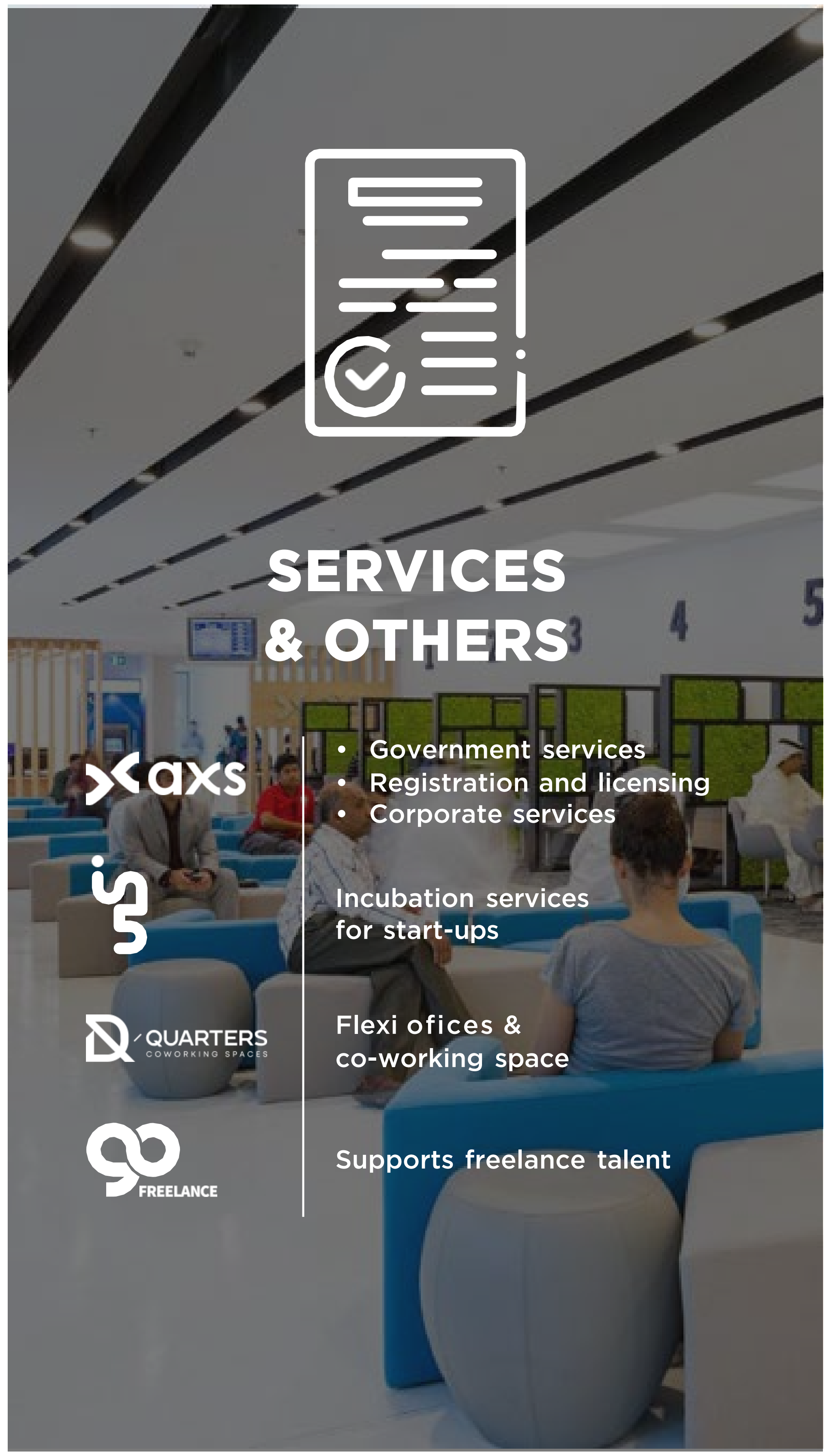
81
WORKER ACCOMMODATIONS
42,445 BEDS
(INDUSTRIAL LEASING)

846
LAND PLOTS

177,604
(000s sqft)
LEASABLE AREA
(LAND LEASING)



CAPTURING GROWTH AND DELIVERING VALUE THROUGH OUR 4 BUSINESS SEGMENTS



GLA: Gross Leasable Area
BTL: Built to Lease
BTS: Built to Suit

UNLOCKING SUSTAINABLE GROWTH THROUGH CLEARLY DEFINED OBJECTIVES

STRATEGIC PILLARS

OPTIMISE CORE BUSINESS & PERFORMANCE

- Retain and strengthen relationships with customers
- Focus on prudent costs, cashflow and capital management
- Deliver on ongoing BTS and infrastructure programme
- Review and refine pricing to align with market conditions

DEVELOP DIFFERENTIATED VALUE PROPOSITION

- Deliver a compelling value proposition
- Deliver best-in-class customer experiences
- Identify improvements for selected commercial assets
- Maximize synergies across the TECOM Group ecosystem

BUILD NEW SOURCES OF GROWTH

- Drive new opportunities in high growth industry segments
- Develop new product offerings in emerging office asset classes
- Expand and challenge existing commercial business models
- Support the development of Dubai's economy and strategic sectors

STRATEGIC ENABLERS

Build Superior People & Organisational Capabilities

ESG Sustainability

Technology & Innovation

Q3 & 9 MONTHS 2024 OPERATIONAL & FINANCIAL PERFORMANCE HIGHLIGHTS

FINANCIAL HIGHLIGHTS (YTD 2024)

REVENUE
AED 1,759 MN
vs. 2023 10% ▲

EBITDA
AED 1,395 MN
vs. 2023 13% ▲

FFO[1]
AED 1,265 MN
vs. 2023 20% ▲

EBITDA MARGIN
79%
vs. 2023 2% ▲

NET PROFIT
AED 943 MN
vs. 2023 23% ▲

LIQUIDITY
AED 890 MN
FREE CASH[2]
AED 2,950 MN
UNDRAWN FACILITY

OPERATING PERFORMANCE

94%
Consolidated Occupancy
(Excluding Land Leasing)

2.3 Years
Consolidated Occupancy
Overall blended WALT*
(Weighted of Commercial [BTS & BTL] and Industrial)

AED 2.9Bn
Available liquidity undrawn corporate facility to fund growth

4.00%
Average Cost of borrowing for 5 years

1.9x
Net debt to LTM EBITDA ratio

14.8%
Loan to Value (LTV) ratio of

***WALT:** *Weighted Average Lease Term*

1. **FFO:** Cash flow from operations (including net financing costs) before changes in working capital
2. **FREE CASH:** Excludes Restricted Cash AED 207MN (Visa Deposit & EOSB)

Figures in AED 'Million'

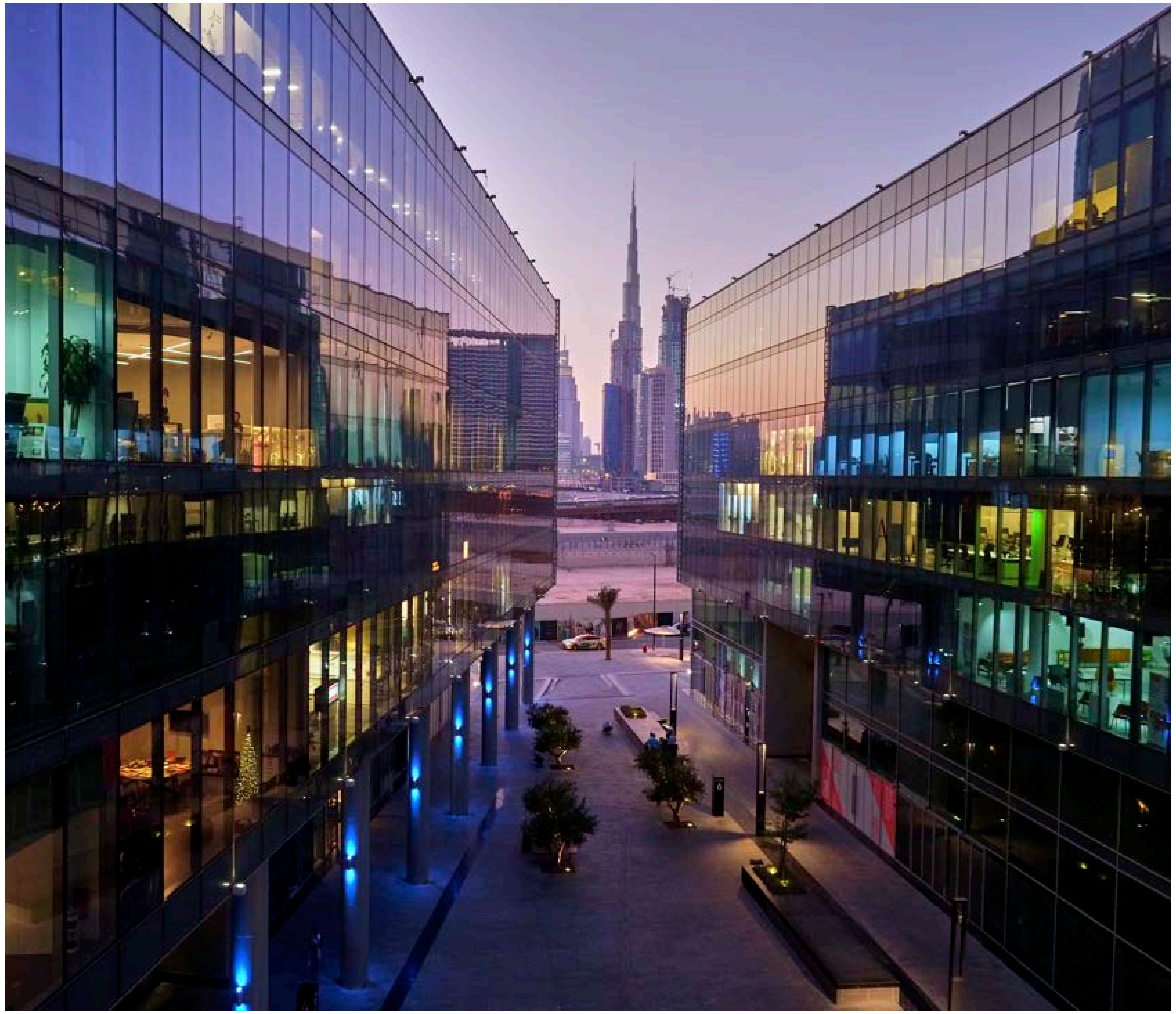
FINANCIAL HIGHLIGHTS (Q3 2024)

REVENUE
AED 611 MN
vs. Q3 2023 13% ▲

EBITDA
AED 500 MN
vs. Q3 2023 22% ▲

EBITDA MARGIN
82%
vs. Q3 2023 6% ▲

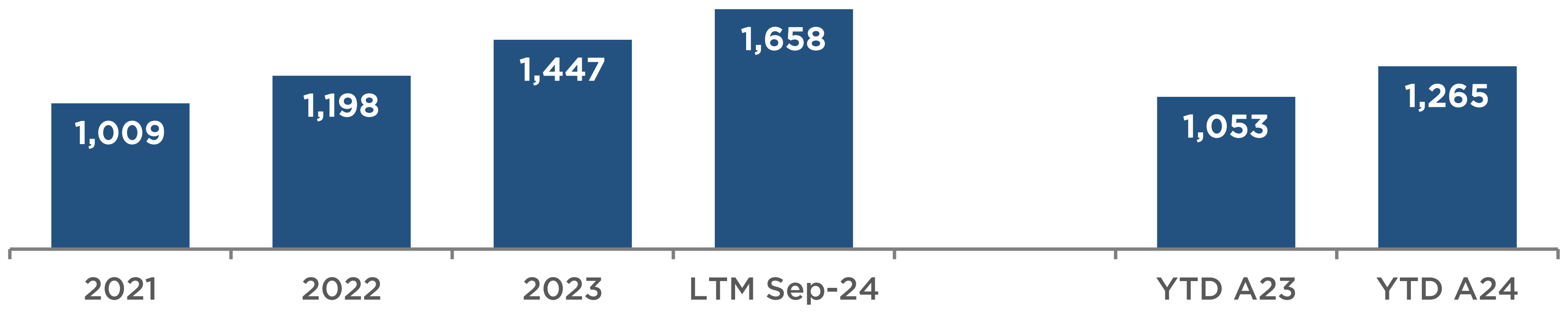
NET PROFIT
AED 340 MN
vs. Q3 2023 20% ▲



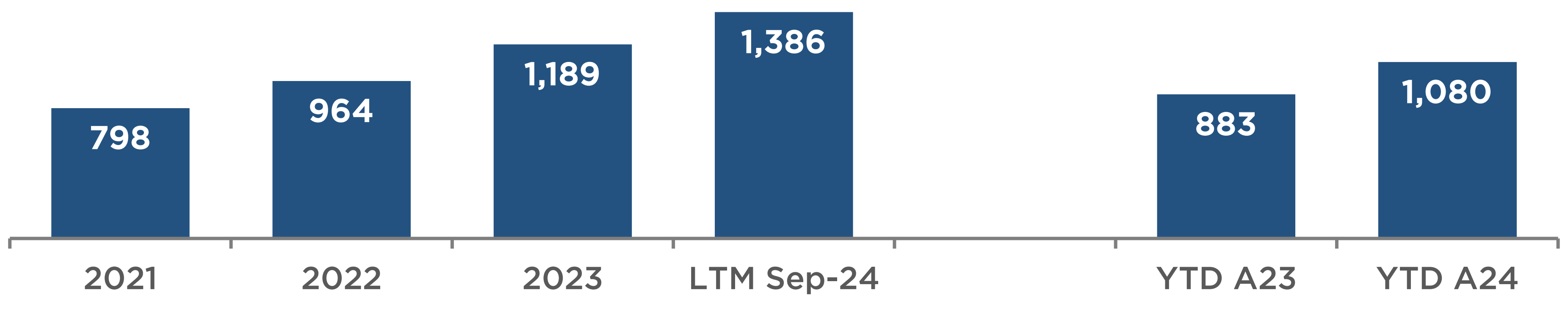
Figures in AED 'Million'

INCREASE IN GROWTH CAPEX SUPPORTED BY STRONG CASH FLOW GENERATION

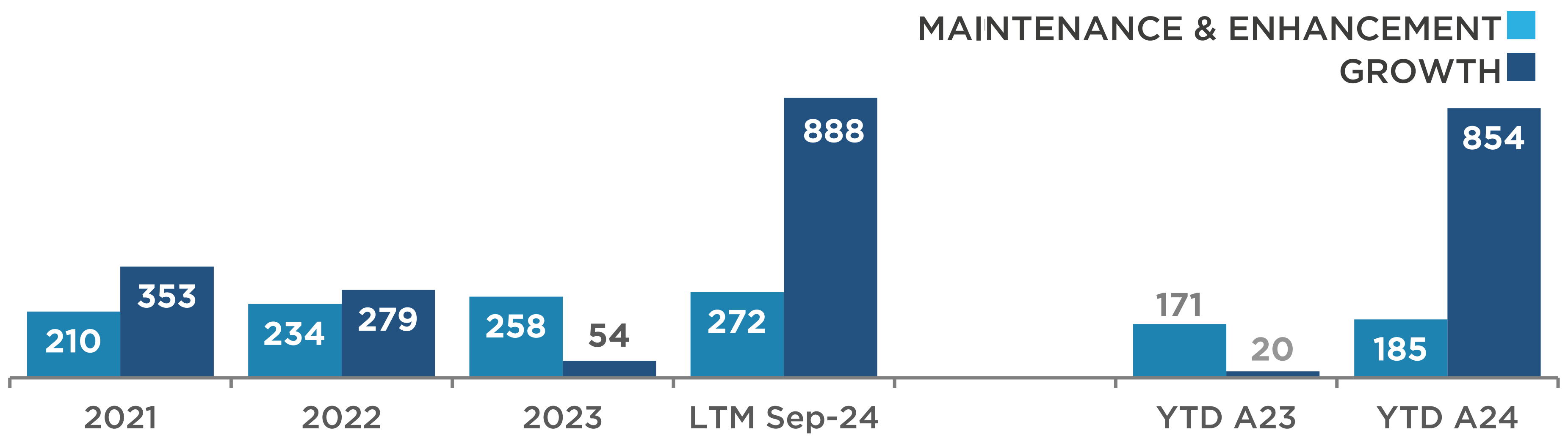
FUNDS FROM OPERATIONS (FFO)[1]



RECURRING FREE CASHFLOW (RFCF)[2]



CAPEX



- FFO growth driven by improved business conditions, better collections and improvement in quality of customers
- Free Cashflow increases due to improved collections and lower spending.
- CAPEX projected to rise as acquisitions and development projects completed

1. Cash flow from operations (including net financing costs) before changes in working capital
2. FFO minus maintenance and enhancement capital expenditure

Figures in AED 'Million'

BALANCE SHEET

DESCRIPTION	30 SEP. 2024	31 DEC. 2023	YoY CHANGE %
PROPERTY, EQUIPMENT AND INTANGIBLE ASSETS	108	114	-5%
INVESTMENT PROPERTY	13,000	11,865	10%
DERIVATIVE FINANCIAL INSTRUMENTS	136	222	-39%
TRADE, UNBILLED AND FINANCE LEASE RECEIVABLES	819	816	0%
NON-CURRENT ASSETS	**14,063**	**13,017**	**8%**
TRADE RECEIVABLES	157	102	53%
OTHER RECEIVABLES	135	125	8%
DUE FROM RELATED PARTIES	60	35	70%
CASH AND BANK BALANCES	1,097	1,535	-29%
CURRENT ASSETS	**1,448**	**1,798**	**-19%**
TOTAL ASSETS	**15,511**	**14,814**	**5%**
SHARE CAPITAL	500	500	-
RESERVES	597	677	-12%
RETAINED EARNINGS	5,294	5,152	3%
TOTAL EQUITY	**6,392**	**6,329**	**1%**
BANK BORROWINGS	4,611	4,352	6%
ADVANCES AND REFUNDABLE DEPOSITS FROM CUSTOMERS	610	624	-2%
DUE TO RELATED PARTIES	92	-	-
OTHER LIABILITIES, DERIVATIVE FINANCIAL INSTRUMENTS AND EOSB	836	880	-5%
PROVISION FOR OTHER LIABILITIES AND CHARGES	903	903	0%
NON-CURRENT LIABILITIES	**7,051**	**6,758**	**4%**
TRADE AND OTHER PAYABLES	295	349	-15%
ADVANCES AND REFUNDABLE DEPOSITS FROM CUSTOMERS	966	837	15%
CURRENT TAX LIABILITIES	31	-	-
PROJECT LIABILITIES	479	461	4%
OTHER LIABILITIES & PROVISIONS	25	22	17%
DUE TO RELATED PARTIES	273	60	353%
CURRENT LIABILITIES	**2,069**	**1,727**	**20%**
TOTAL LIABILITIES	**9,120**	**8,485**	**7%**
TOTAL EQUITY AND LIABILITIES	**15,511**	**14,814**	**5%**

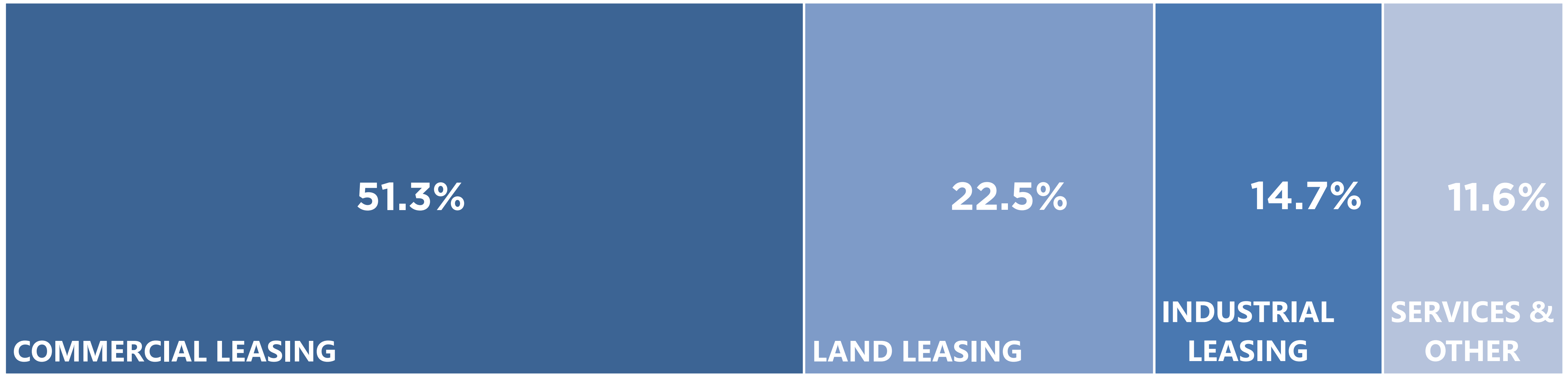
Figures in AED 'Million'

Due to rounding, numbers may not add up precisely to the totals

INCOME STATEMENT

DESCRIPTION	9M 2024	9M 2023	YoY CHANGE %	Q3 2024	Q3 2023	YoY CHANGE %
REVENUE	1,759	1,593	10%	611	544	12%
DIRECT COSTS	(609)	(562)	8%	(232)	(205)	13%
GROSS PROFIT	**1,150**	**1,031**	**12%**	**379**	**339**	**12%**
OTHER OPERATING INCOME	113	35	221%	76	8	835%
	1,263	**1,066**	**18%**	**455**	**347**	**31%**
GENERAL AND ADMINISTRATIVE	(152)	(105)	45%	(56)	(28)	100%
MARKETING AND SELLING	(29)	(20)	43%	(9)	(7)	33%
OTHER OPERATING	(4)	-	-	-	-	-
TOTAL EXPENSES	**(184)**	**(125)**	**47%**	**(64)**	**(34)**	**87%**
OPERATING PROFIT	**1,079**	**942**	**15%**	**391**	**313**	**25%**
FINANCE INCOME	55	41	34%	16	16	4%
FINANCE COSTS	(160)	(215)	-26%	(54)	(45)	20%
FINANCE COSTS - NET	**(105)**	**(174)**	**-39%**	**(38)**	**(29)**	**28%**
PROFIT BEFORE TAX	**974**	**768**	**27%**	**353**	**283**	**25%**
INCOME TAX EXPENSE	(31)	-	-	(13)	-	-
PROFIT FOR THE YEAR	**943**	**768**	**23%**	**340**	**283**	**20%**
EARNINGS PER SHARE (EPS* - AED)	**0.19**	**0.15**	**23%**	**0.07**	**0.06**	**20%**

REVENUE CONTRIBUTION BREAKDOWN – Q3 2024



Figures in AED 'Million'
*EPS based on number of shares as of 30 September 2023

PRUDENT FINANCIAL MANAGEMENT ENSURES SUSTAINABLE DEBT PROFILE

BALANCE SHEET

	AED MN
DEBT	4,611
CASH	1,097
EQUITY	6,392
TOTAL ASSETS	15,511

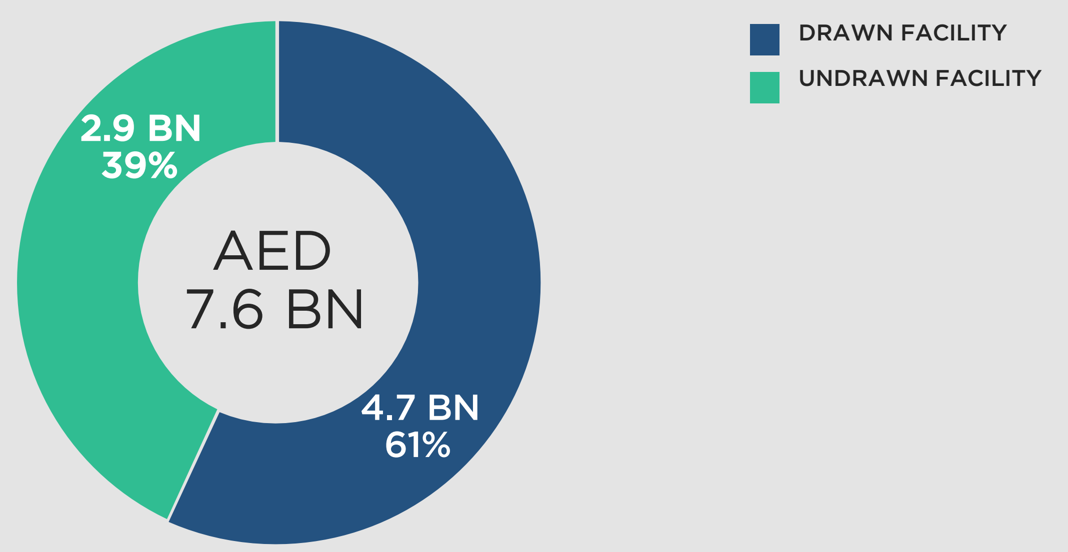
CAPITAL STRUCTURE

	AMOUNT	LTV[1]	NET DEBT / LTM[2] EBITDA
AED 7.6BN CORPORATE FACILITY	4,611		
LESS CASH	(1,097)		
NET DEBT	3,514	14.8%	1.9x

KEY RATIOS

LOAN TO VALUE (LTV)[1]	14.8%
DEBT / EQUITY	0.7X
NET DEBT / LTM[2] EBITDA	1.9X
EBITDA / INTEREST	13.3X
ROE	19.76%

DEBT FACILITIES



- Effective capital management supported by a favourable market has maintained key performance indicators.
- The asset acquisitions completed in August 2024 were funded form existing sources backed by the Group's revolving credit facilities.

1 LTV - Loan to Value
2 LTM - Last 12 Months
Figures in AED 'Million'
All figures, ratios and values are as of 30 September 2024

PORTFOLIO VALUATION

Strong appreciation in portfolio value driven by robust economic growth, increase in Dubai's commercial property prices and rental income, high occupancy rates across our assets

OUR PORTFOLIO

22.9BN
VALUATION[1]
vs 2022 Valuation[2] +1.6Bn 7.7% ▲
vs IPO Valuation[3] +3.5Bn 18.2% ▲

178MN SQ. FT. LAND AREA[6]

21.8MN SQ. FT. LEASABLE AREA[6]

1,142 WAREHOUSES[6]

149 COMMERCIAL BUILDINGS[6]

81 WORKER ACCOMODATION BUILDINGS[6]

FAIR VALUES BY SEGMENT

COMMERCIAL LEASING
12.2BN
+1Bn (+9.2%)
vs 2022 Valuation

LAND LEASING
6.6BN
+0.5Bn (+7.7%)
vs 2022 Valuation

INDUSTRIAL LEASING
2.9BN
+0.5Bn (+21.5%)
vs 2022 Valuation

AVAILABLE LAND
1.3BN
-0.4Bn (-21%)[5]
vs 2022 VALUATION

ASSUMPTION	COMMERCIAL LEASING		LAND LEASING		INDUSTRIAL LEASING[4]		TOTAL	
	Dec-23	Dec-22	Dec-23	Dec-22	Dec-23	Dec-22	Dec-23	Dec-22
EQUIVALENT YIELD	8.00%	7.90%	6.70%	6.70%	9.40%	9.30%	7.80%	7.70%
NET INITIAL YIELD	7.80%	6.70%	6.60%	6.40%	7.10%	6.10%	7.30%	6.60%
VALUE/GLA (AED/SQ. FT.)	1,201	1,129	49	49	248	240	143	130

(1) Based on CBRE, Fair value of TECOM Group PJSC investment properties and land bank as of 31-Dec-2023
(2) 2022 Valuation of AED 21.3 Bn as of 31-Dec-2022
(3) IPO Valuation of AED 19.4 Bn as of 31-Mar-2022
(4) Industrial leasing includes Warehouses and Worker Accommodations
(5) Valuation decrease due to change of plot status, i.e. from available to Land Lease

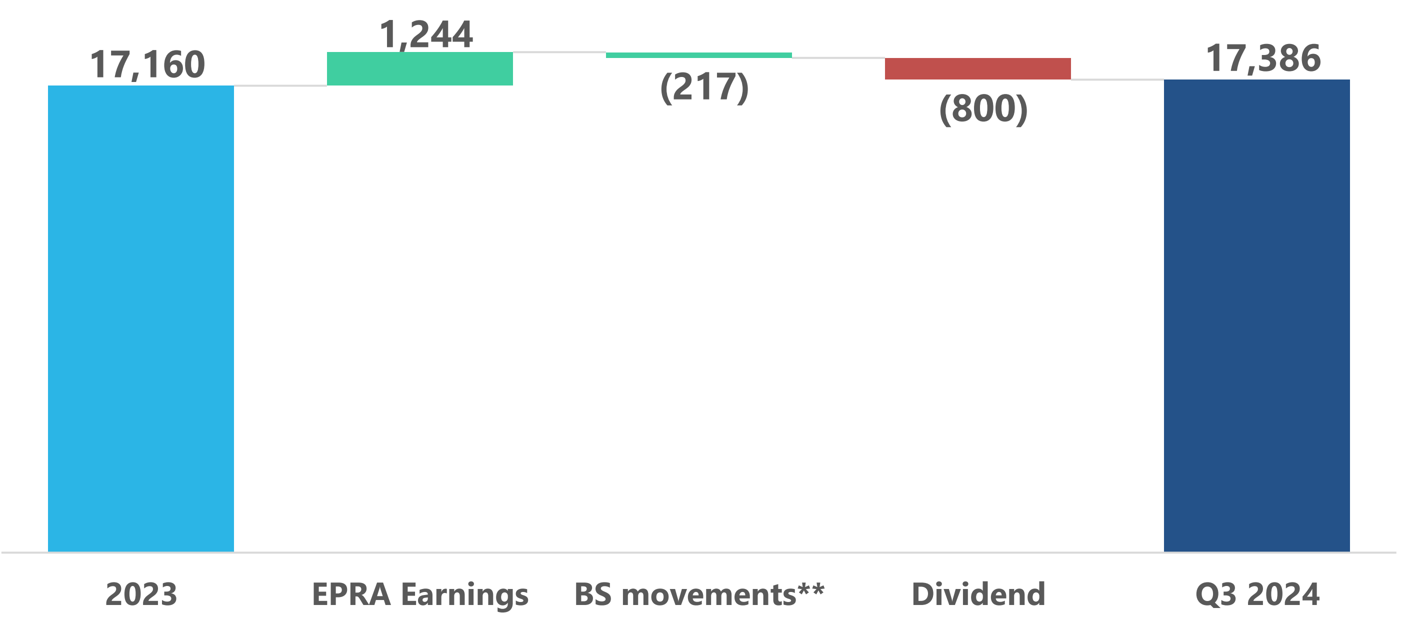
(6) Number of buildings and total areas are updated with the new assets acquired during the year; while the value of these assets are not reflected in the overall portfolio valuation of AED 22.9bn, and will be updated during the annual valuation exercise for FY2024

EPRA KPIs

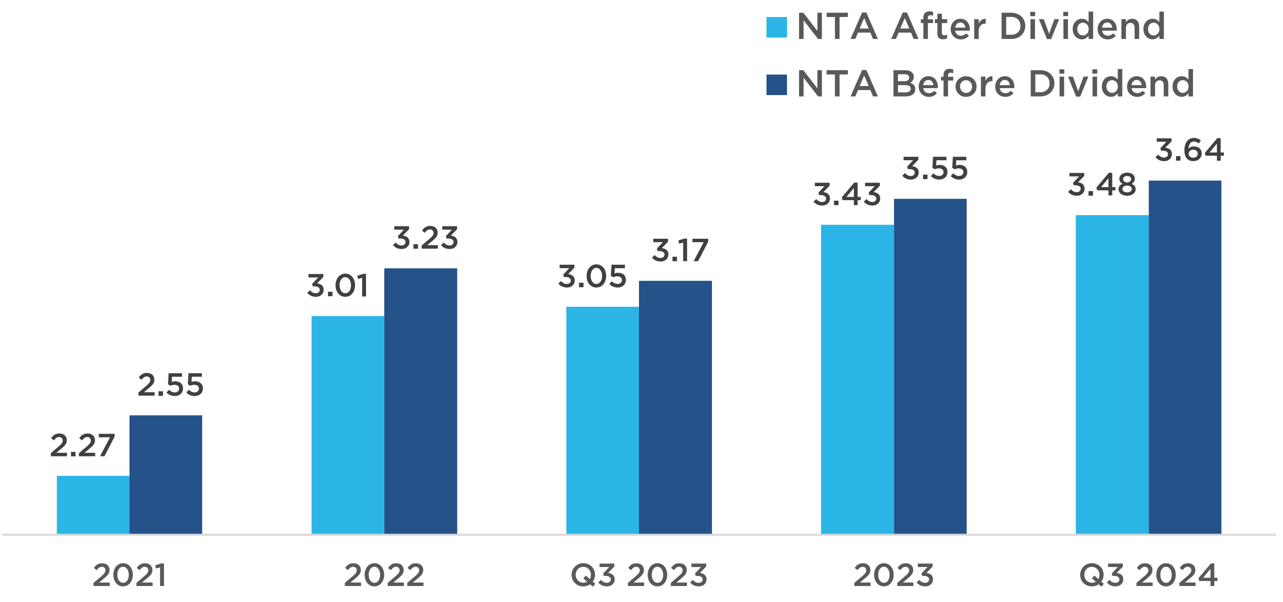
KPI	Q3 2024	2023	Q3 2023	2022	2021	2020	2019
IFRS EARNINGS (AED Million)	943	1,078	768	726	569	579	634
EPRA EARNINGS (AED Million)	1,244	1,502	1,096	1,024	898	944	984
IFRS NET ASSETS (AED Million)	6,392	6,329	6,141	5,968	5,613	6,168	6,131
EPRA NET ASSET VALUE (NAV) (AED Million)	17,386	17,160	15,266	15,052	11,359	12,035	12,705
EPRA NIY	7.4%	7.2%	7.2%	6.6%	6.8%	6.1%	7.0%
EPRA "TOPPED-UP" NIY	7.6%	7.2%	7.4%	6.7%	7.1%	6.6%	7.3%

PER SHARE ANALYSIS	Q3 2024	2023	Q3 2023	2022	2021	2020	2019
NUMBER OF SHARES (Million)	5,000	5,000	5,000	5,000	5,000	5,000	5,000
EPRA EARNINGS PER SHARE (AED)	0.25	0.30	0.22	0.20	0.18	0.19	0.20
EPRA NET ASSET VALUE (NAV) EX DIVIDEND (AED)	3.48	3.43	3.05	3.10	2.27	2.41	2.54
EPRA NET ASSET VALUE (NAV) BEFORE DIVIDEND (AED)	3.64	3.55	3.17	3.23	2.55	2.54	NA

EPRA NTA BRIDGE



NTA MOVEMENT



*EPRA Earnings per share for Q3 2023 and Q3 2024 not annualized
**BS Movements = Balance sheet Movements mainly arise due to use of IP fair values for EPRA reporting vs Balance sheet cost model.

Figures in AED 'Million'

ANALYST COVERAGE REPORT

	Goldman Sachs	Morgan Stanley	UBS	al ramz	SICO	Emirates NBD Securities	arqaam Capital	FAB Securities	United Securities
DATE	23rd AUG 2024	2nd AUG 2024	2nd AUG 2024	23rd AUG 2024	1st FEB 2024	20th AUG 2024	7th AUG 2024	20th AUG 2024	12th MAY 2024
RATING	BUY	EQUAL-WEIGHT	BUY	OVER-WEIGHT	BUY	BUY	BUY	BUY	HOLD
ANALYST	HARSH MEHTA	NIDA IQBAL	CHARLES BOISSIER	NIKHIL MIRSHA	INDARPREET SINGH	ADITYA PUGALIA	MOHAMAD HAIDAR	AHMED BANI HANI	JOICE MATHEW
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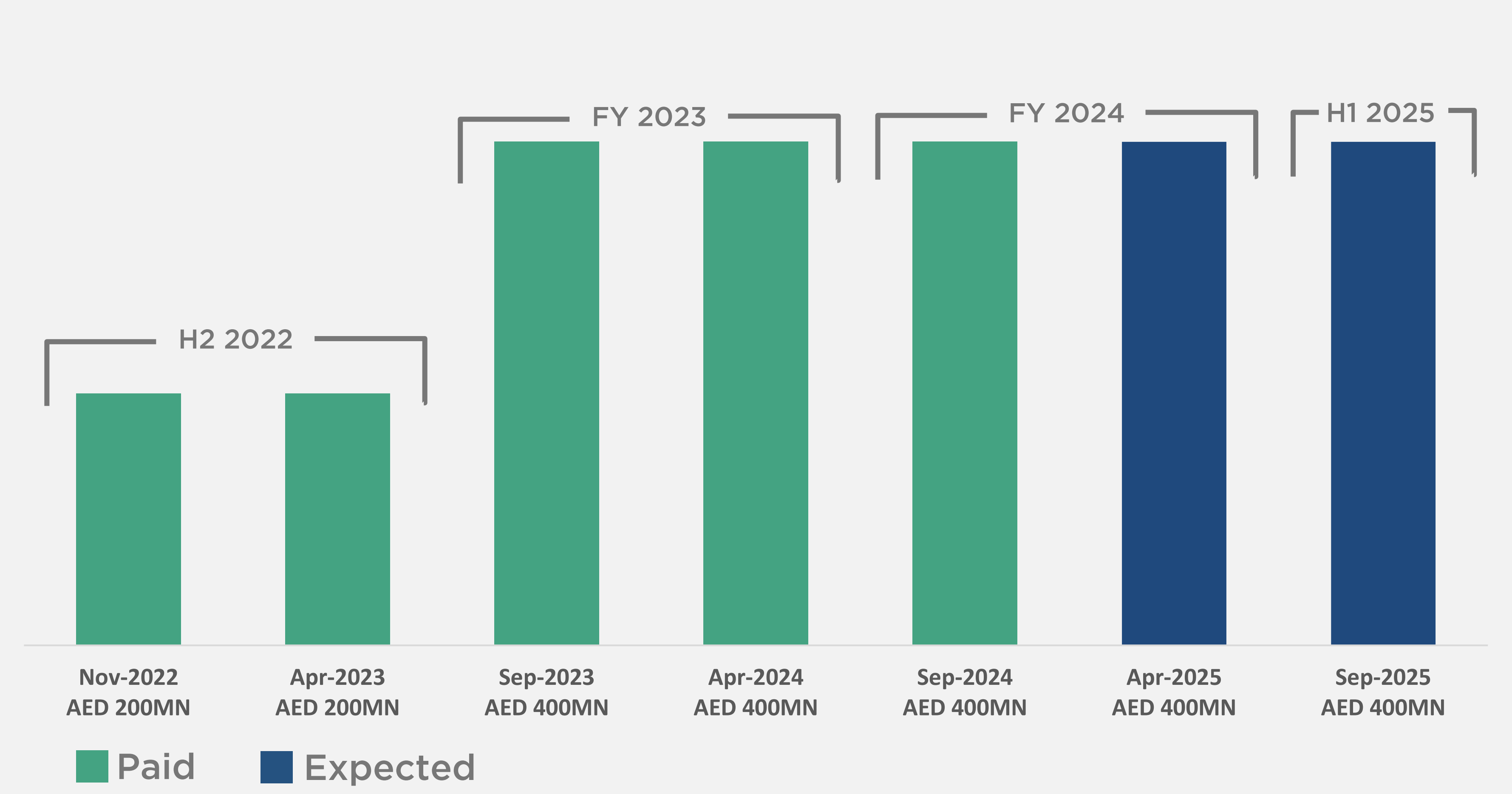
DIVIDEND POLICY

DIVIDEND YIELD
5%
Annualized*

- In June 2022 we announced our dividend policy:
- Semi-annual dividend pay-outs adding to **AED 800 million** per annum were committed.
- **AED 400 million** dividend paid for second half of 2022 in two payments of AED 200 million each.
- Total **AED 800 million** dividend paid for FY 2023, (AED 400 million in September 2023 and AED 400 million in April 2024)
- **AED 400 million** dividend Paid in September 2024 for H1 2024.
- A strong **dividend coverage ratio of 158%** based on LTM Sep-2024 recurring free cashflow and planned annual dividend, supported by our healthy profitability and cashflows



ABILITY TO PAY DIVIDEND SUPPORTED BY:

Improving market conditions, high retention and occupancy and a balance of short and long-term contracts have fuelled a consistent and reliable cash flow

Healthy liquidity combined with efficient cash management practices, resulted in lower finance costs and higher finance income from fixed deposits. This has enabled dividends for shareholders further to investing in growth opportunities

Solid balance sheet underpinned by an exceptional financial and operational performance resulting in robust Q3 numbers that surpassed both budget expectations and last year's Q3 results

Positive outlook for commercial real estate supports a heathy growth momentum. Favourable market environment will continue to drive demand and occupancy across the portfolio

*Based on TECOM's share price as of 30 September 2024 AED 3.21 per share

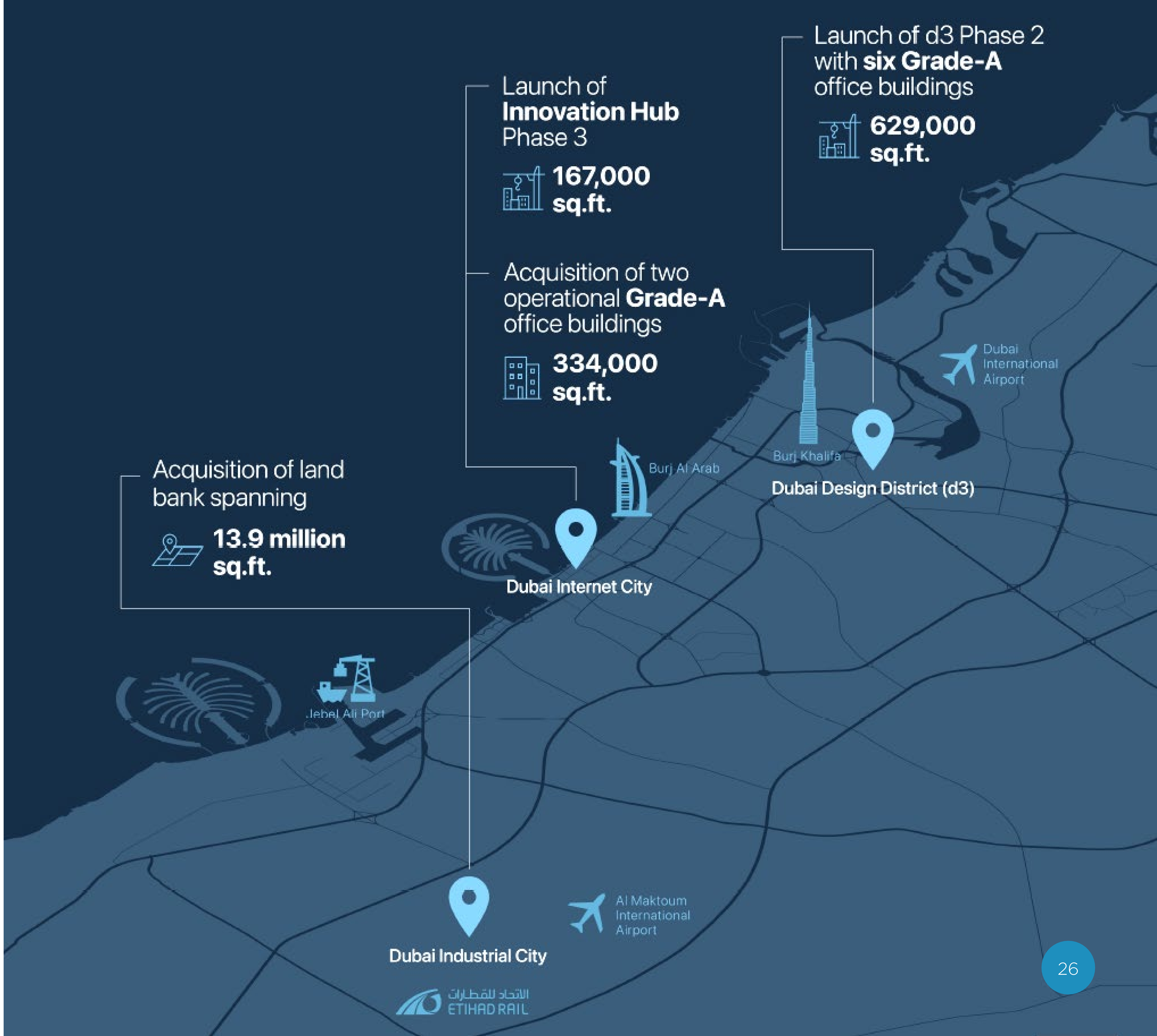
DEVELOPMENT AND INVESTMENT UPDATE

GROWTH STRATEGY

SUPPORTED BY NEW DEVELOPMENT & ACQUISITION OF STRATEGICALLY LOCATED ASSETS

AED 2.0+ BILLION*

FUTURE GROWTH INVESTMENTS



*As of 30 September 2024, and excluding Office Park acquisition that was completed in October 2024

NEW ASSET ACQUISITIONS

PROJECT RATIONALE

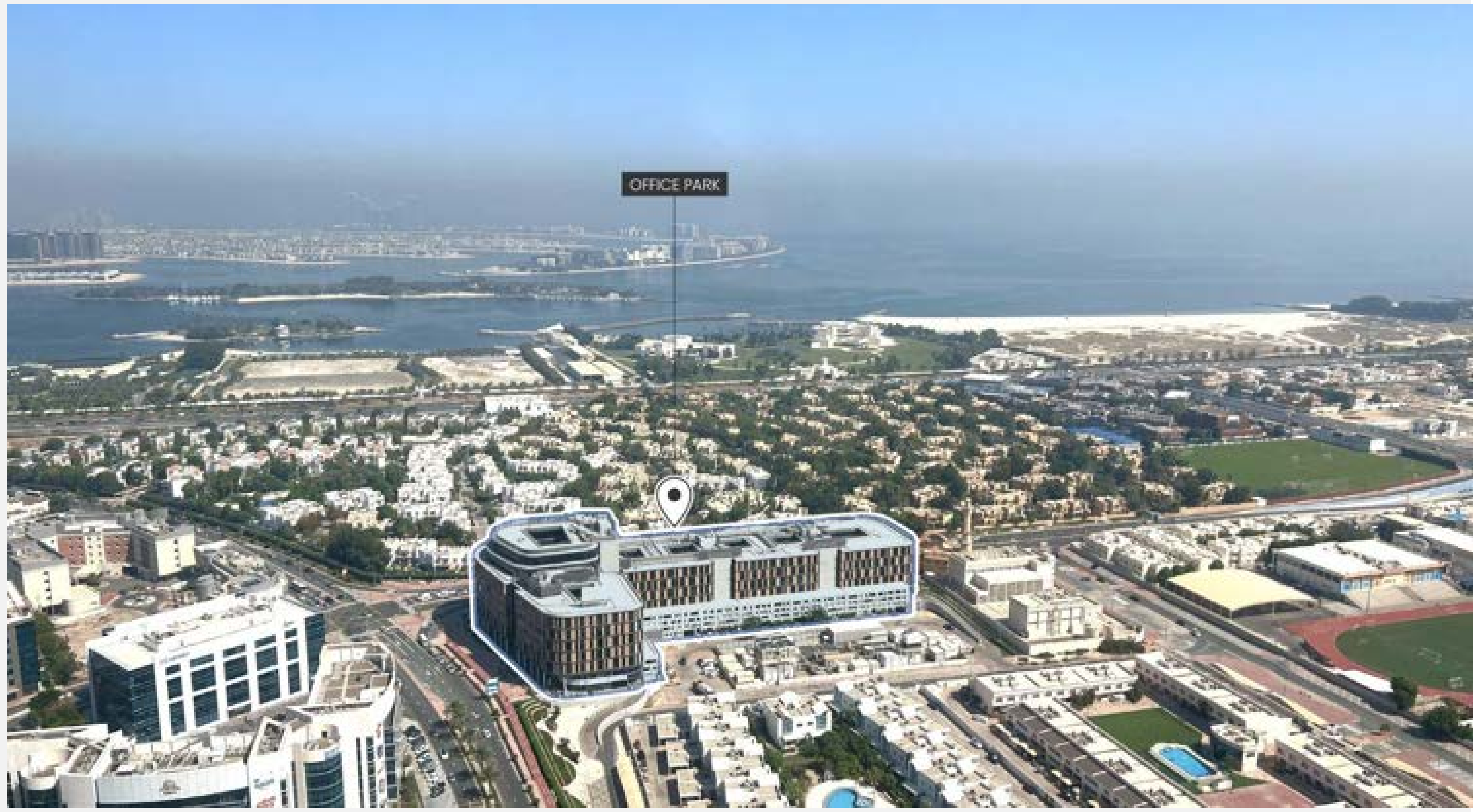
- TECOM Investment FZ LLC, a TECOM Group subsidiary, acquired a Grade A multi-tenant office building (GLA approx. 371k) for AED 720 million.
- Strategically situated on the edge of Dubai Internet City, offering easy access to Sheikh Zayed Road and just a 10-minute walk from Metro Station
- The building is divided into five blocks and ranges from G+4 to G+7, with basement parking
- Acquisition is expected to have an immediate positive impact on the Group's financial performance starting from Q4 2024

OFFICE PARK - OPERATING ASSETS, DUBAI INTERNET CITY

PROJECT KEY HIGHLIGHTS

PLOT AREA 128,412 sq.ft	GFA 376,890 sq.ft	GLA 370,761 sq.ft
PARKING 838 bays	LEASABLE PARKING 169 bays	CAPEX AED 720 Mn

PROJECT LOCATION



NEW DEVELOPMENT UPDATE

PROJECT RATIONALE

- Robust demand for commercial properties within TECOM's CBD, with occupancy levels rising close to full capacity.
- Innovation Hub Phase 1 is currently fully occupied, while Phase 2 is nearing completion and is expected to be 100% leased upon handover.
- TECOM has already identified potential solid leads for the project
- The proposed project is financially feasible

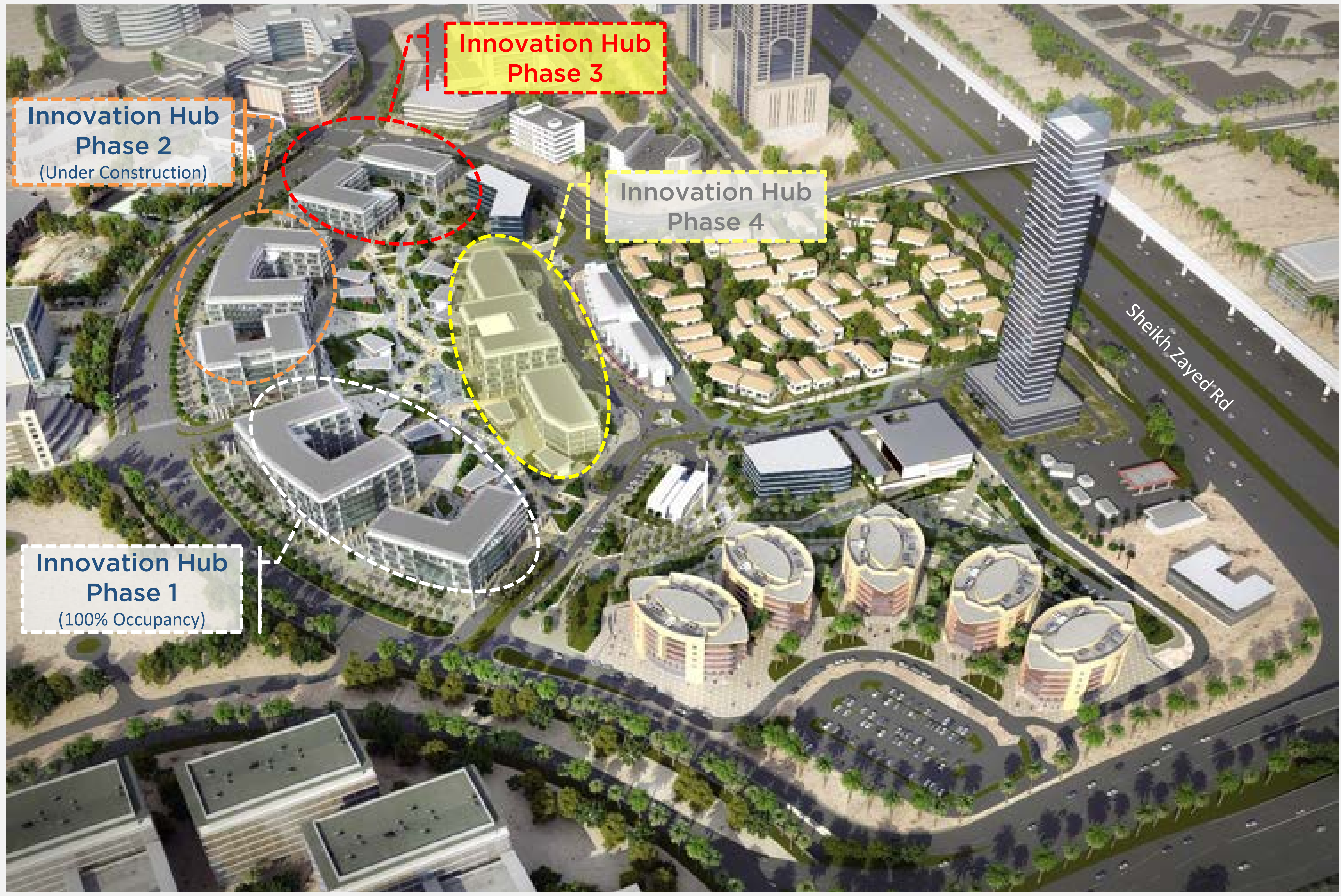
DEVELOPMENT – INNOVATION HUB PHASE 3 – DUBAI INTERNET CITY

PROJECT KEY HIGHLIGHTS

PLOT AREA	GFA	BUA
117,096 sq.ft	179,505 sq.ft	438,936 sq.ft

GLA	PARKING	CAPEX
167,118 sq.ft	416 bays	AED 283 Mn

PROJECT LOCATION



DEVELOPMENT UPDATE

PROJECT RATIONALE

- Existing warehouses in DSP are operating at full occupancy over the last few years
- DSP's location is attractive to a variety of customers within the science sector looking for storage and logistics spaces.
- The team has established a strong pipeline from existing and new customers.
- To meet increasing demand, a program for a new warehouse development was started.

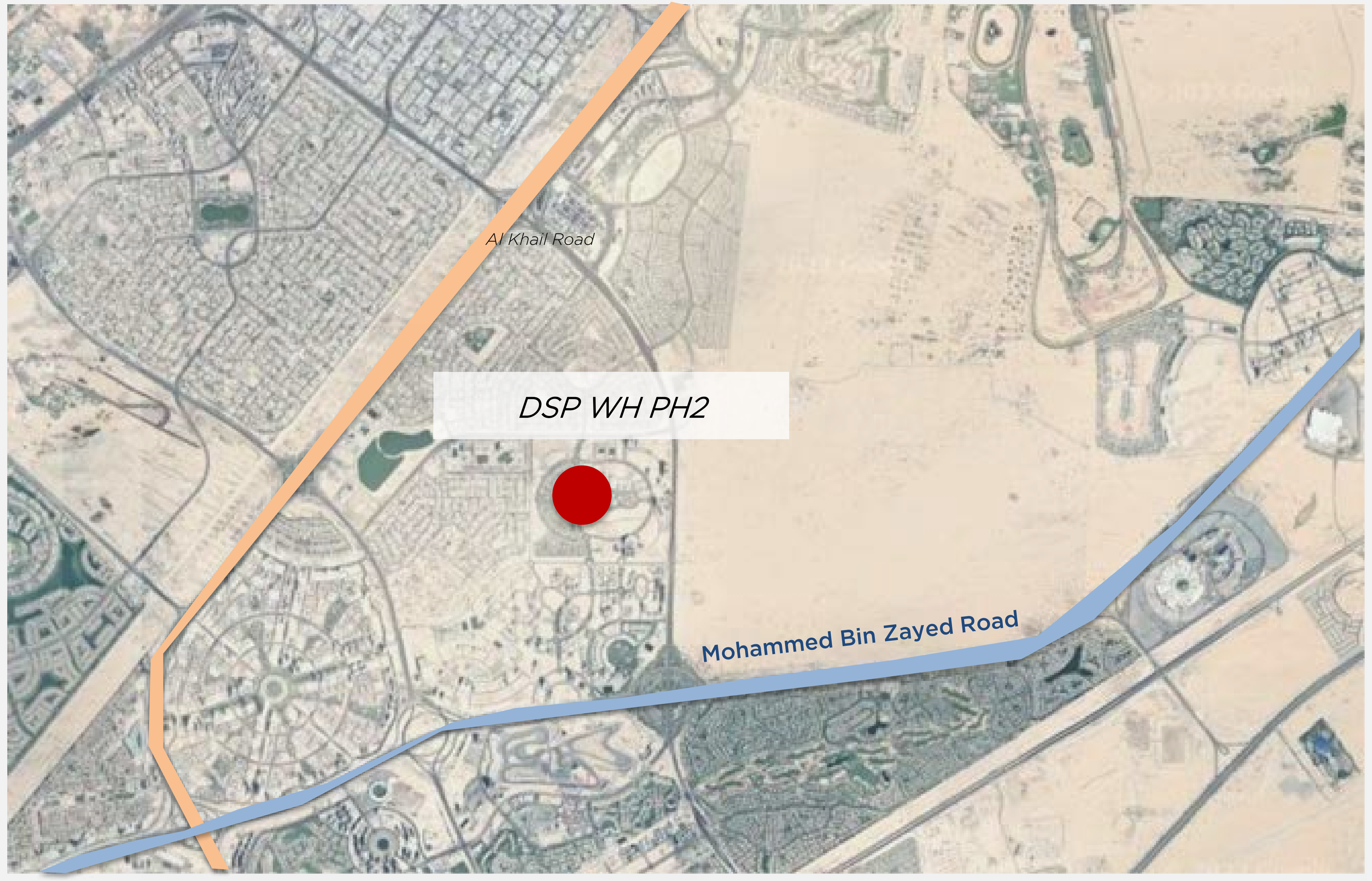
DEVELOPMENT – DUBAI SCIENCE PARK (DSP)

PROJECT KEY HIGHLIGHTS

PLOT AREA	GFA	BUA
317,203 sq.ft	200,031 sq.ft	247,418 sq.ft

GLA	PARKING	CAPEX
200,031 sq.ft	148 bays	AED 75 Mn

PROJECT LOCATION



ASSET ACQUISITIONS UPDATE

PROJECT RATIONALE

- TECOM Investment FZ LLC, a TECOM Group subsidiary, acquired **two Grade A office buildings (GLA approx. 334k)** with a combined value of **AED 420 million.**

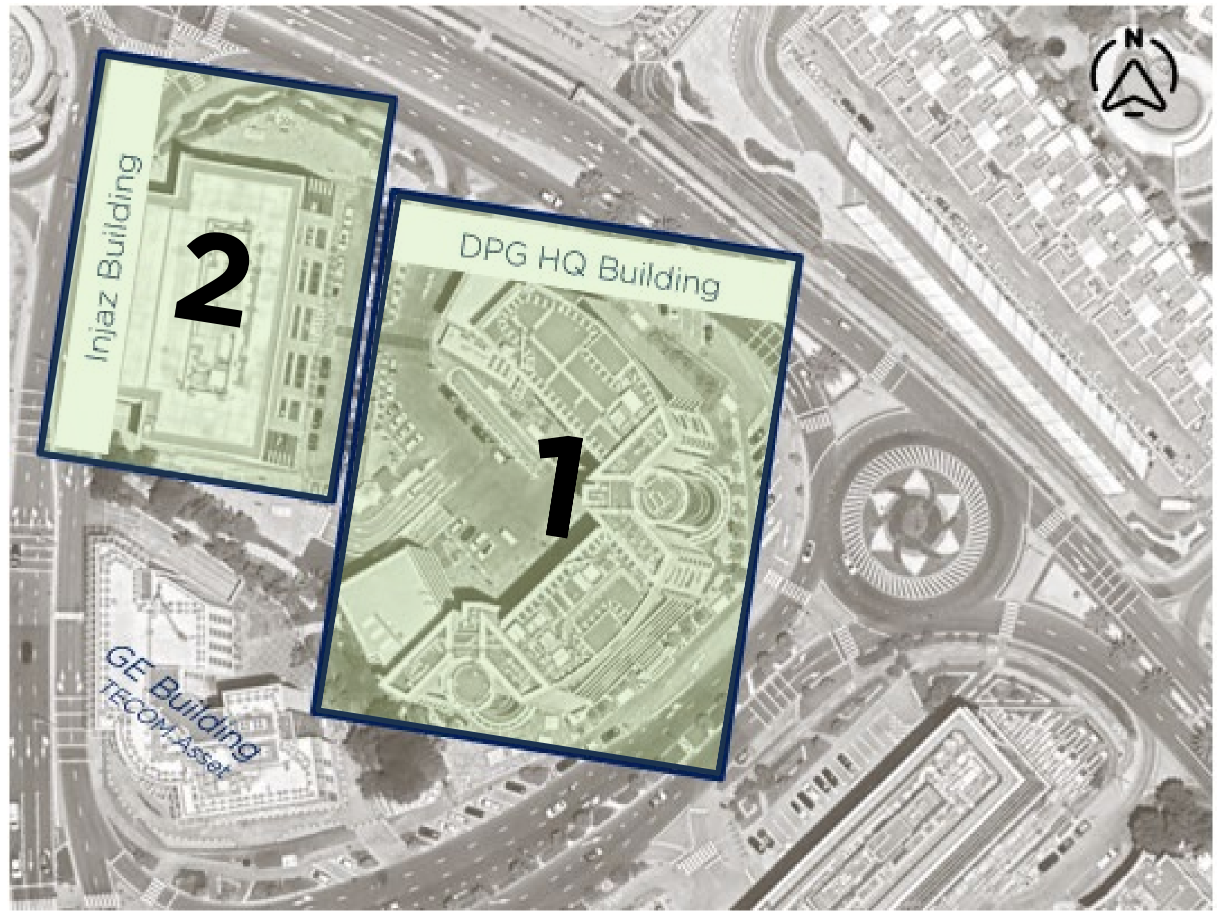
- Currently both assets are 100% owned by Dubai Commercial Assets LLC and **managed by TECOM**

- Both assets are Grade A commercial Buildings and are well aligned with **the core business activities of TECOM**

- Acquisition is expected to have an **immediate positive impact on the Group's financial performance** while also supporting the commercial assets portfolio.

OPERATING ASSETS – DUBAI INTERNET CITY

ASSET 1: DPG- HQ BUILDING	
GLA Sq.Ft.	198,093
Current Occupancy	87%
No. of Existing Leases	12



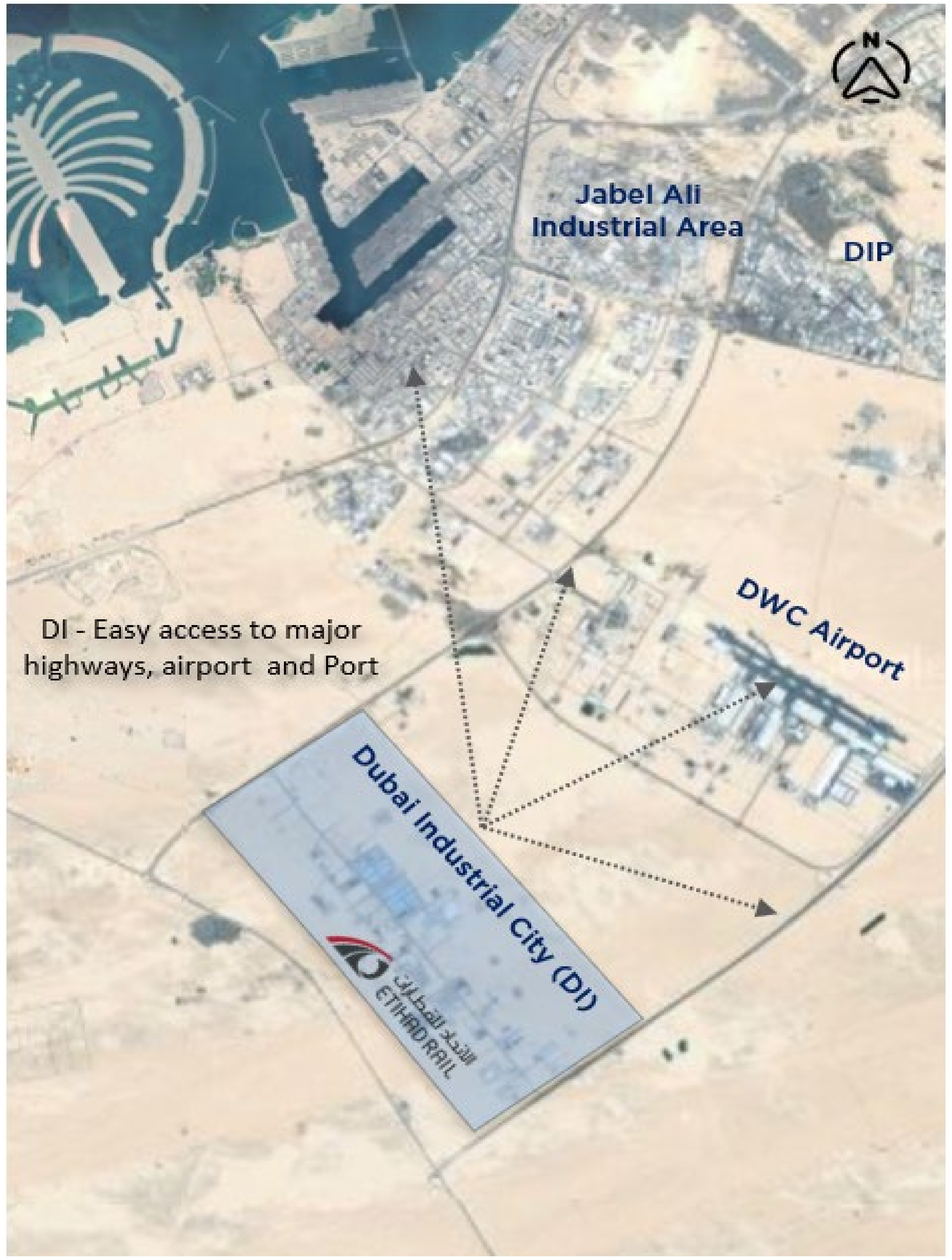
ASSET 2: INJAZ BUILDING	
GLA Sq.Ft.	136,115
Current Occupancy	67%
No. of Existing Leases	5

ASSET ACQUISITIONS UPDATE

PROJECT RATIONALE

- Dubai Industrial City LLC, acquired strategically located plots, allocated for industrial leasing, for a combined value of AED 410 million.
- This acquisition is well aligned with the core business activities of TECOM.
- More than 75% (10.5 Mn sq.ft) of the target acquisition plots already have confirmed leads.
- Expected to have a positive impact on the Group's financial performance and further enhance revenue predictability, given the long-term nature of the contracts.

INDUSTRIAL LAND PLOTS FOR LEASING – DUBAI INDUSTRIAL CITY (DI)



ASSET ACQUISITIONS AND DEVELOPMENT UPDATE

D3 PHASE 2 COMMERCIAL – DUBAI DESIGN DISTRICT "DESIGN QUARTER" (1/2)

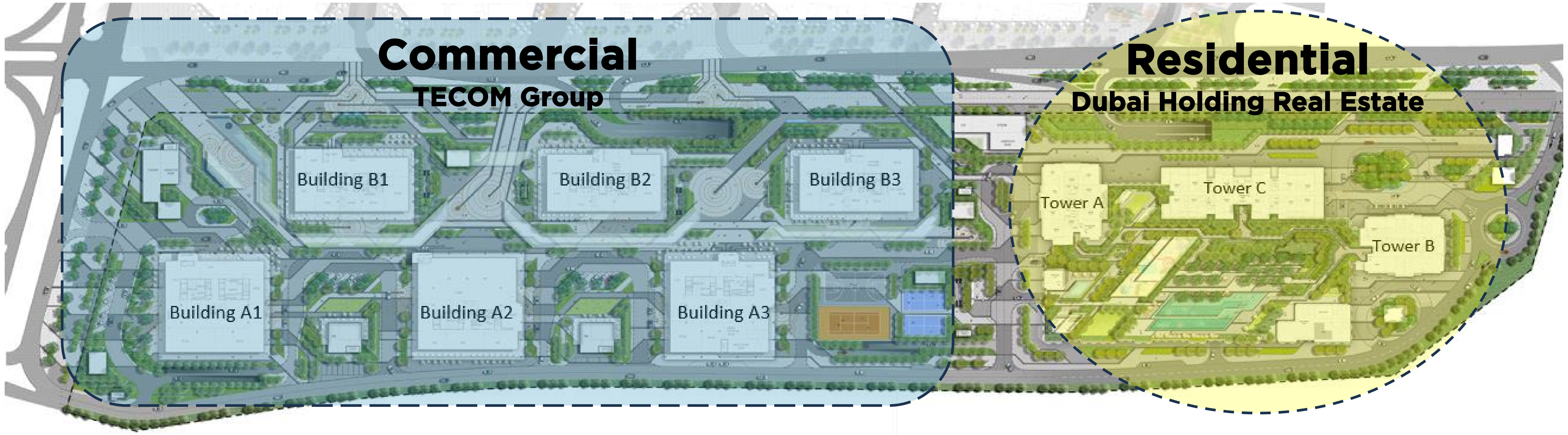
PROJECT RATIONALE

- Phase 2 of Dubai Design District "d3" (Design Quarter) was announced and it will consist of residential and commercial components.
- TECOM Group acquired the volumetric GFA related to the commercial component amounting to **AED 136 million**, spanning more than **600,000 sq.ft.** of office development GFA.
- TECOM to develop **six grade A commercial buildings,** positioned in parallel to the existing d3 Phase 1 development.
- An estimated investment of approximately **AED 690 million**, the project will cater to growing demand from existing and new tenants within the industry.

DEVELOPMENT DETAILS	
NUMBER OF BUILDINGS	6
TYPOLOGY	Grade A
PLOT AREA Sq.Ft.	590,287
GLA Sq.Ft.	503,076
PARKING BAYS	4,391
ESTIMATED COMPLETION	2027

ASSET ACQUISITIONS AND DEVELOPMENT UPDATE

D3 PHASE 2 COMMERCIAL – DUBAI DESIGN DISTRICT "DESIGN QUARTER" (2/2)



BUSINESS SEGMENTS PERFORMANCE

COMMERCIAL LEASING SEGMENT

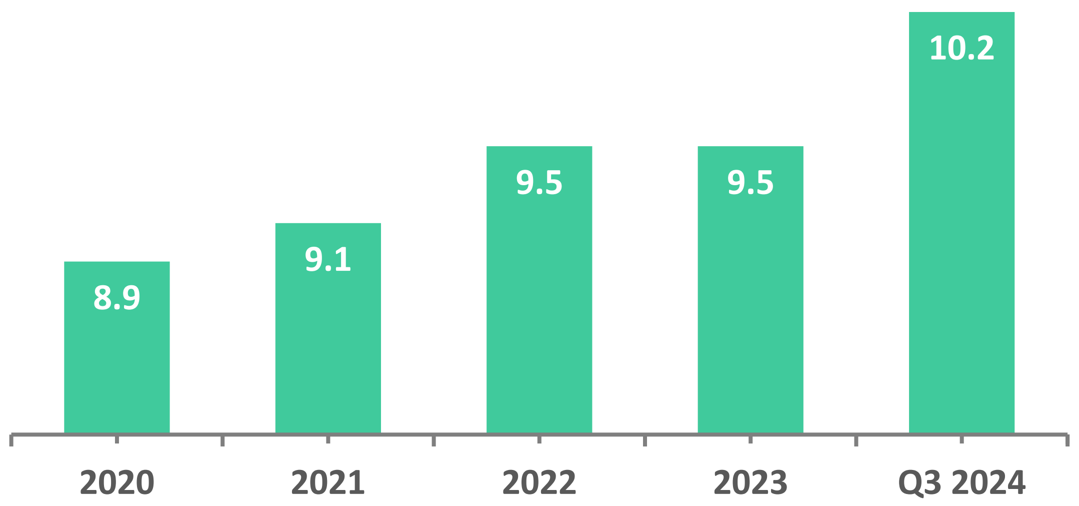
RISING OCUPANCIES AND RENTAL RATES ALONGSIDE ACQUISITIONS LED TO OUTPERFORMANCE OF Q3-2023 RESULTS

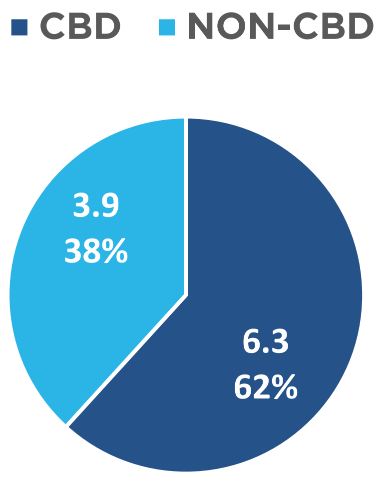
DESCRIPTION	9 Months 2024	9 Months 2023	% CHANGE YOY	Q3 2024	Q3 2023	% CHANGE YOY
REVENUE	902	833	8%	317	280	13%
EBITDA	616	565	9%	199	180	11%
EBIDTA MARGIN	68%	68%	0%	63%	64%	-1%

Positive results reflect:

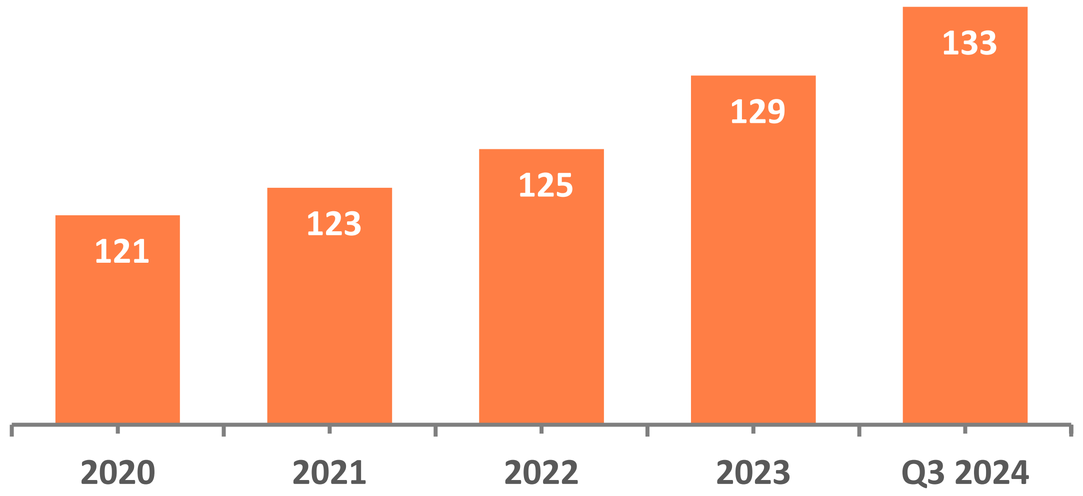
- New leases, positive rent increases and higher retention pushed revenue higher by AED 69 m (+8%) YOY
- Growth in revenues mainly driven by DIC (AED 41 m), DKP (AED 9m), DMC (AED 5 m) and DSP (AED 12 m)
- Occupancy reaching 90% in Q3 2024

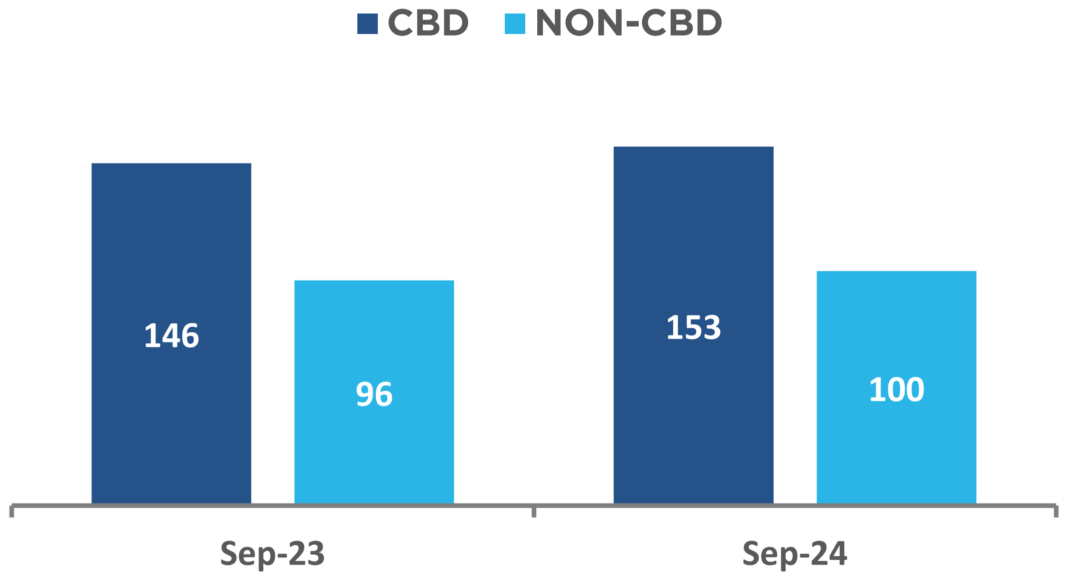
GLA



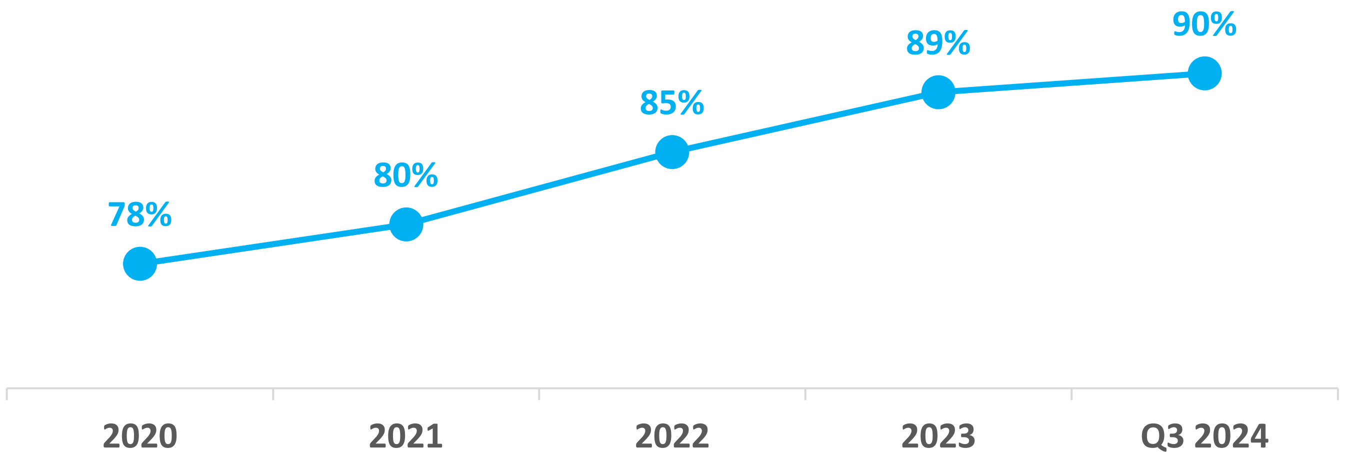


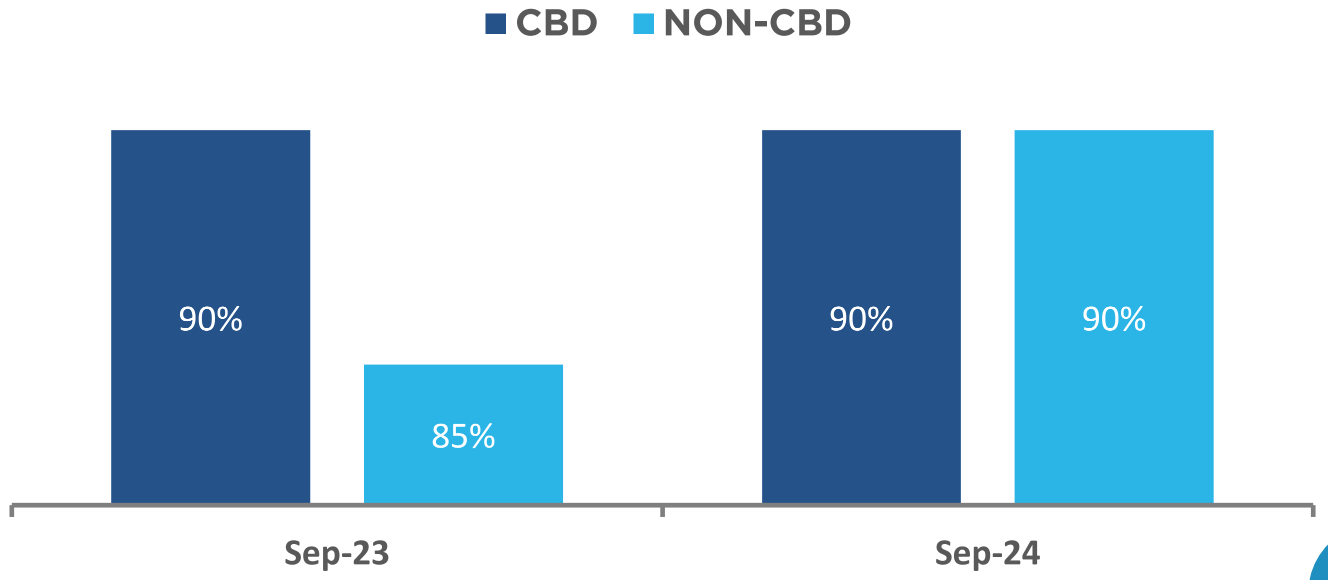
RENTAL RATE





OCCUPANCY





Figures in AED 'Million'
GLA in Million Sq.Ft

INDUSTRIAL LEASING SEGMENT

WAREHOUSE OCUPANCY PEAKED AT 99% WITH WORKERS ACCOMMODATION AT 93%

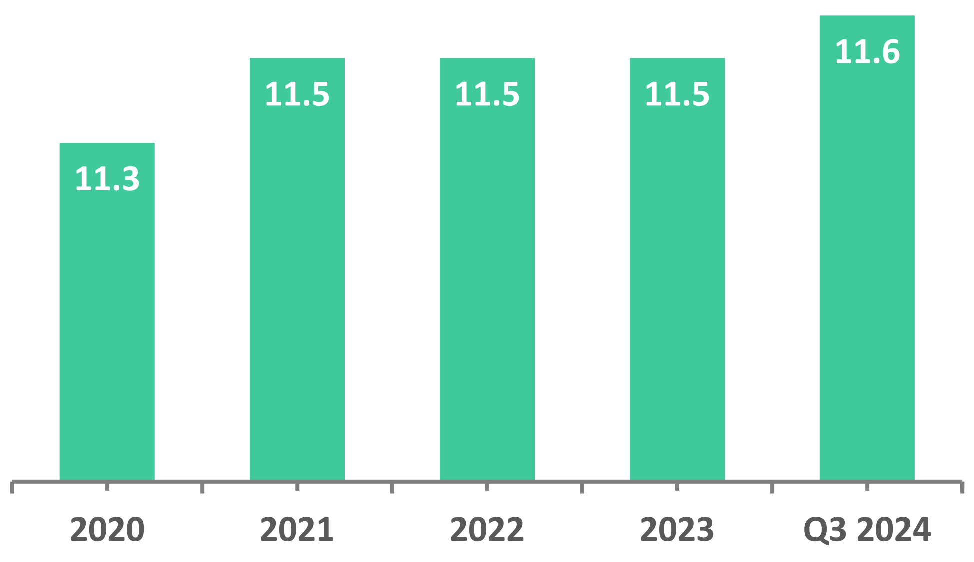
DESCRIPTION	9 Months 2024	9 Months 2023	% CHANGE YOY
REVENUE	258	225	15%
EBITDA	178	165	8%
EBIDTA MARGIN	69%	74%	-4%

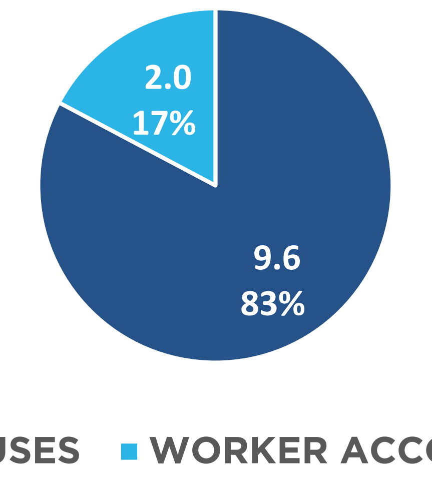
Q3 2024	Q3 2023	% CHANGE YOY
91	76	19%
59	50	17%
65%	66%	-1%

Segment returns driven by:

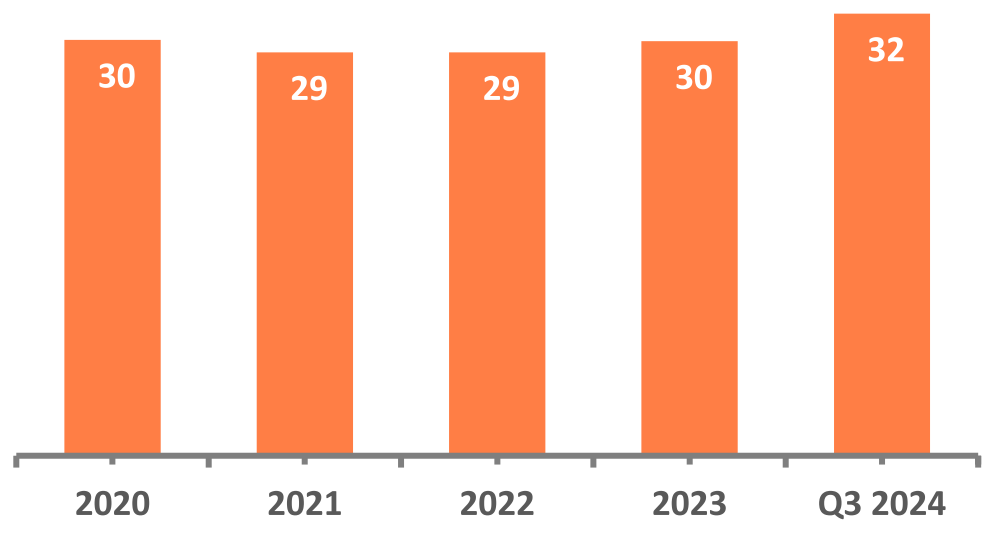
- Revenues increased by AED 33 m (+15%) off the back of better leasing performance of warehouses and worker accommodation
- Health occupancy and retention rates drove revenues
- Q3 YOY EBITDA increased by 17%
- EBITDA margins in 9M 2023 were higher due to provision reversal only

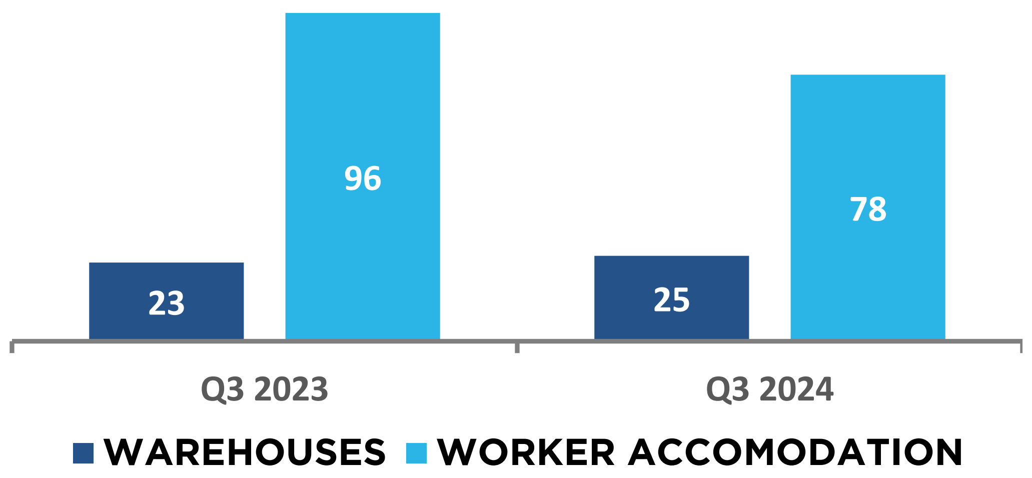
GLA



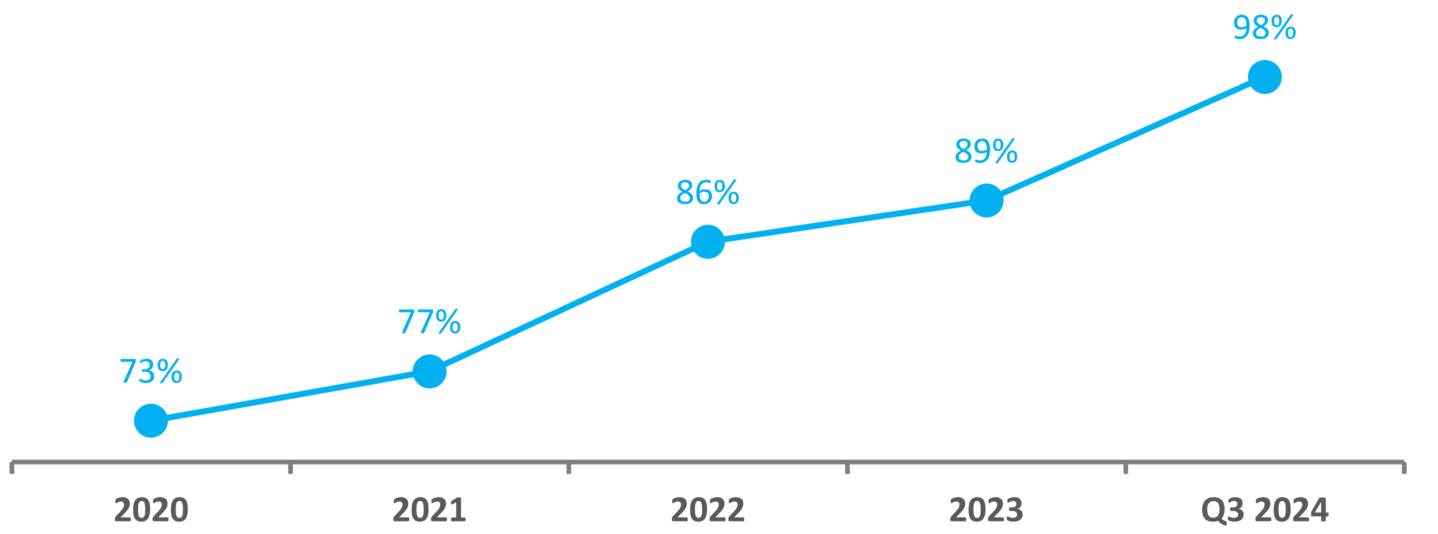


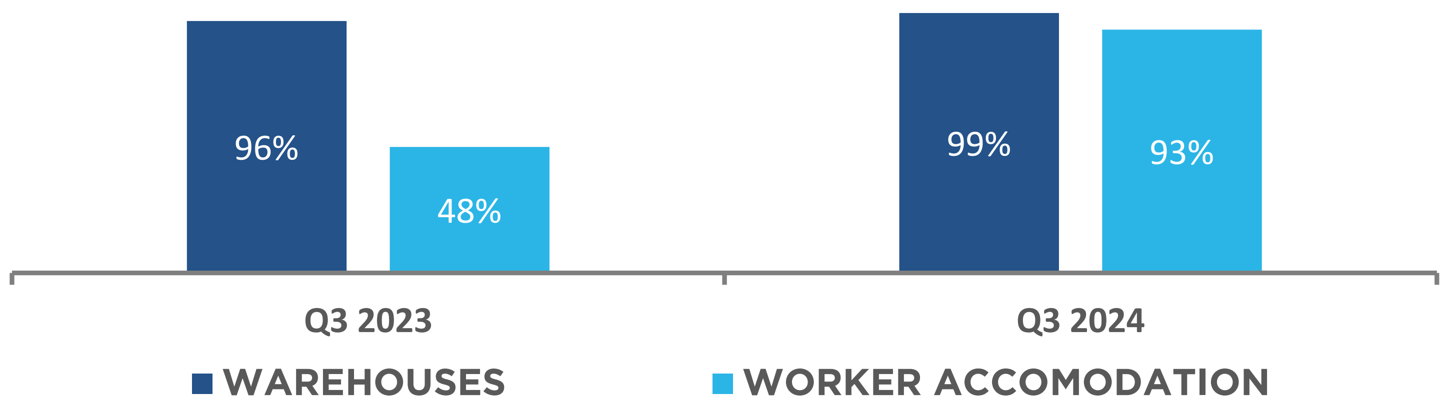
RENTAL RATE





OCCUPANCY





Figures in AED 'Million'
GLA in Million Sq.Ft

LAND LEASING SEGMENT

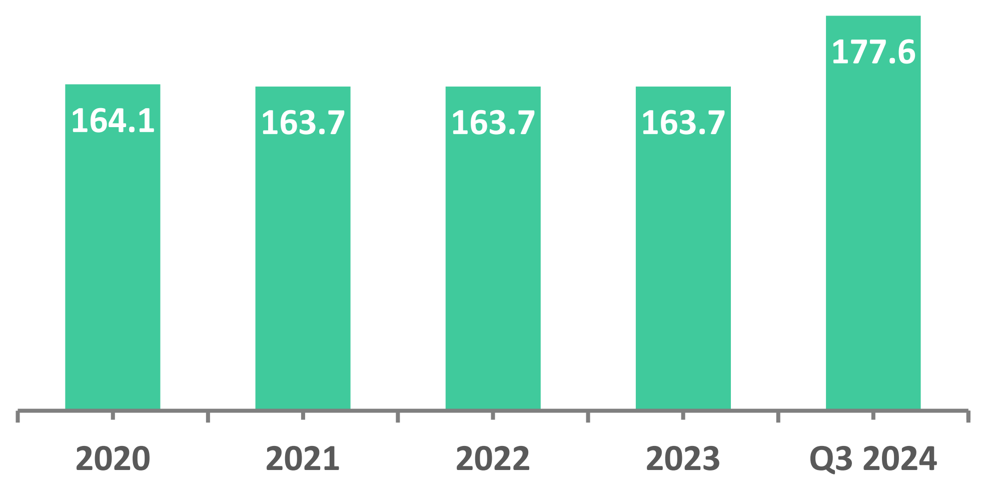
SEGMENT MOMENTUM MAINTAINED WITH 7.3M SQ.FT. IN NEW LEASES

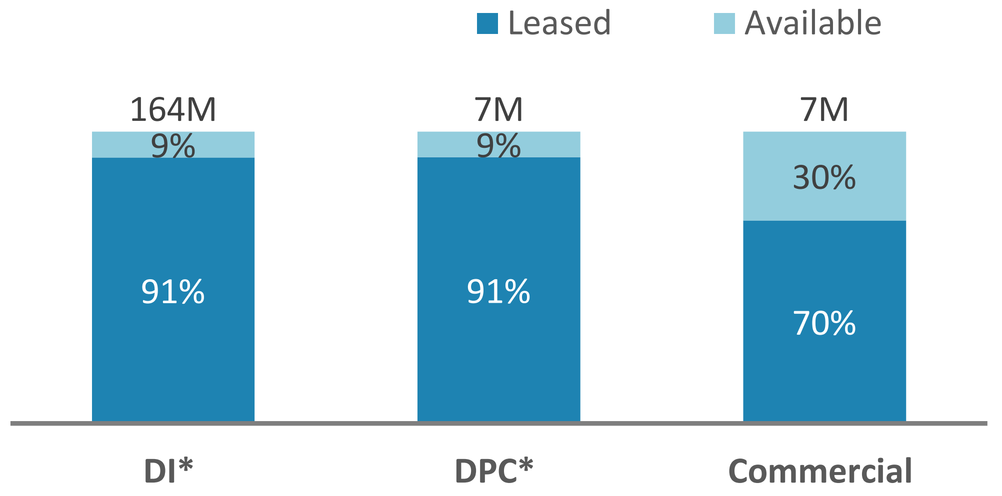
DESCRIPTION	9 Months 2024	9 Months 2023	% CHANGE YOY	Q3 2024	Q3 2023	% CHANGE YOY
REVENUE	395	359	10%	130	123	6%
EBITDA	444	361	23%	148	124	49%
EBIDTA MARGIN	113%	101%	12%	141%	101%	41%

Strong performance supported by:

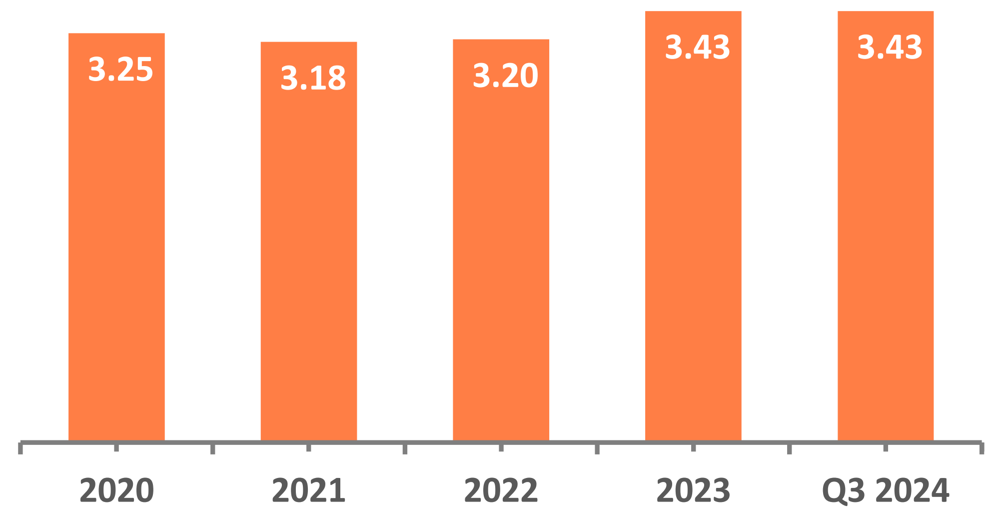
- Higher revenue mainly realized from DI driven by new leases, retention rates and progressive rental increases reaching AED 36 m (+10%)
- Overall occupancy up 9% YOY excluding new inventory
- Higher EBITDA Margins due to one-time impact of AED 66mn in Other Income related to repossession of partially constructed structures from lease termination (Adjusted EBITDA Margin of 96% for 9M 2024)

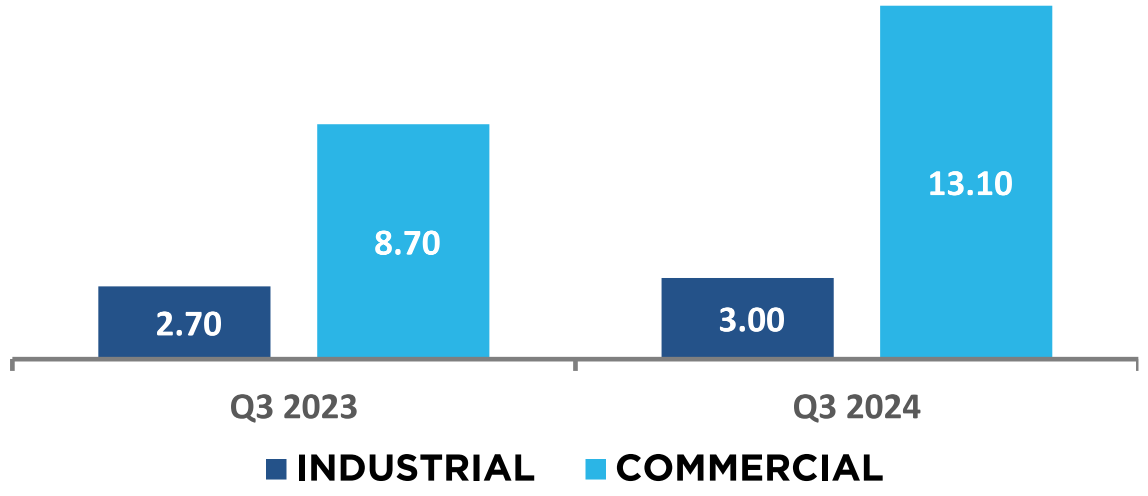
GLA

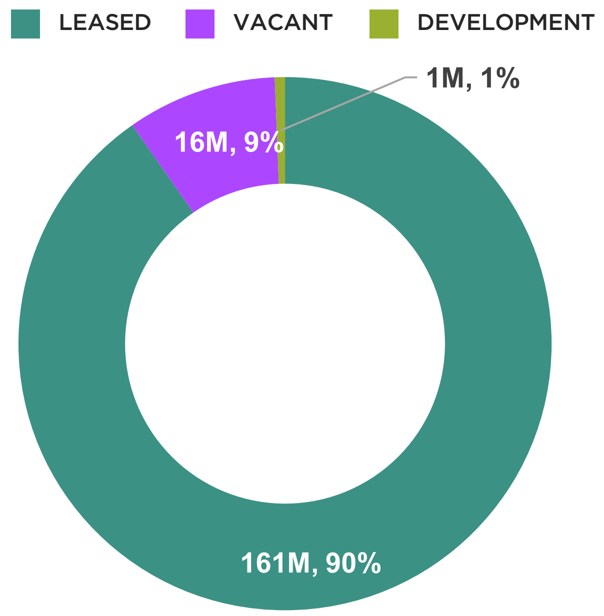




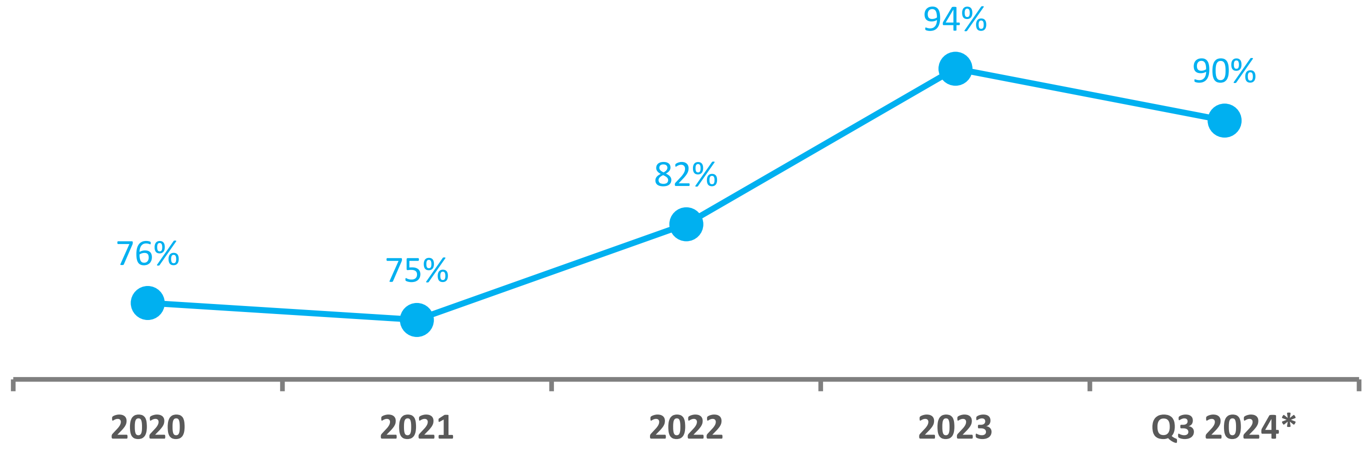
RENTAL RATE







OCCUPANCY



Figures in AED 'Million'
GLA in Million Sq.Ft

*Drop in Q3 2024 Occupancy is due to the increase in Land Leasing area by 13.9mn acquired in August 2024

SERVICES & OTHERS SEGMENT

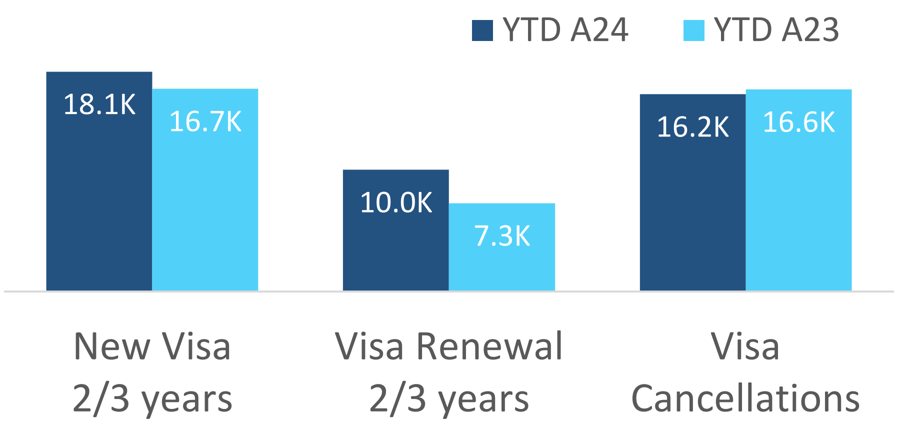
GROWTH IN OCCUPANCY IN ALL SECTORS REFLECTED IN LEVEL OF NEW VISA TRANSACTIONS

DESCRIPTION	9 Months 2024	9 Months 2023	% CHANGE YOY	Q3 2024	Q3 2023	% CHANGE YOY
REVENUE	204	176	16%	73	65	13%
EBITDA	157	143	10%	57	56	2%
EBIDTA MARGIN	77%	81%	-4%	78%	86%	-8%

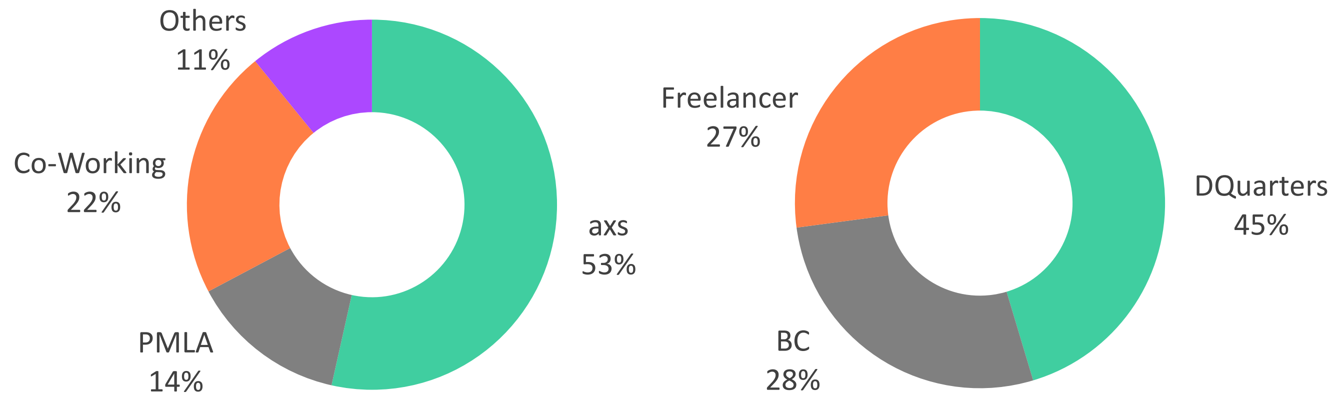
Revenue growth driven by:

- High AXS revenues with increase in number of new visa transactions from a growing demand for co-working spaces
- Revenues higher by AED 31 m (+18%)
- Topline performance rom axs, PMLA and in5 pushed revenue higher by AED 13 m (+7%) vs budget.

NO. OF TRANSACTIONS



REVENUE CONTRIBUTION



SUSTAINABILITY AND ESG

ENVIRONMENT & SUSTAINABILITY GOALS

STRATEGIC OBJECTIVES

- Optimise core business
- Develop differentiated value proposition
- Build new sources of growth

OUR CORE PILLARS

Governance and Risk

- Ethical business policies & practices
- Robust governance
- Prudent risk management
- Responsible sourcing and procurement

4 QUALITY EDUCATION
8 DECENT WORK AND ECONOMIC GROWTH

ECONOMY

- Economic performance
- Incubating innovation
- Customer centricity

8 DECENT WORK AND ECONOMIC GROWTH
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

COMMUNITY

- Investing in local communities

3 GOOD HEALTH AND WELL-BEING
4 QUALITY EDUCATION
5 GENDER EQUALITY

PEOPLE

- Safe & healthy workspaces
- Training & development

3 GOOD HEALTH AND WELL-BEING
4 QUALITY EDUCATION
5 GENDER EQUALITY
8 DECENT WORK AND ECONOMIC GROWTH

ENVIRONMENT

- Energy efficiency
- Water efficiency
- Waste management
- Reducing GHG emissions

7 AFFORDABLE AND CLEAN ENERGY
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION

National/International Mandates

- UAE Centennial 2071
- 2030 Dubai Integrated Energy Strategy
- UAE Net Zero 2050
- UAE Green Growth Strategy 2015-2030
- UN Sustainable Development Goals

KEY ESG HIGHLIGHTS AND ACHIEVEMENTS OF Q3 2024

ECONOMY

87.5%

Customer Experience (CX) Index, adopted in 2023. Previously we measured Customer Satisfaction only. In CX, we incorporated additional "Likelihood to Recommend" metric in our transactional surveys and the results of our in-depth interviews with Business Partners.

AED 943M

Net profit for 9M 2024
(+23% increase compared to same period 2023)

406

Active Start-ups
(+12% up from Q3 2023)

KEY ESG HIGHLIGHTS AND ACHIEVEMENTS OF Q3 2024

COMMUNITY

The Good Store

In partnership with the Emirates Red Crescent, we reintroduced The Good Store, a philanthropic initiative to provide a seamless donation platform during Ramadan and Eid al-Fitr, for the second consecutive year.

Supporting Talent

Joined Dubai Media Council's Emirati Media Talent Pledge initiative to develop promising national media talent.

AED 180,000

Donated in YTD 2024

KEY ESG HIGHLIGHTS AND ACHIEVEMENTS OF Q3 2024

PEOPLE

24%
Emiratisation Rate

34%
of our employees are female

0
Work-related injuries or fatalities since 2019

KEY ESG HIGHLIGHTS AND ACHIEVEMENTS OF Q3 2024

'Exemplary Retrofit Project 2024'

TECOM Group received the **'Exemplary Retrofit Project 2024'** award as part of **Dubai Supreme Council of Energy's inaugural Dubai Demand Side Management Recognition Programme** that acknowledged outstanding efforts in energy efficiency and sustainability.

ENVIRONMENT

43
LEED certified buildings

13
Buildings in 2024

6
LEED PLATINUM certified
(+4 in 2024)

31
LEED GOLD certified
(+9 in 2024)

6
LEED SILVER certified

7.28%
Electricity Consumption from Solar

122
Tonnes of waste recycled

13
EV Charging Stations

ACHIEVEMENTS & OUTLOOK

ACHIEVEMENTS FY2023

	REVENUE	EBITDA	EBITDA MARGIN	NET PROFIT	FFO	OCCUPANCY End of Period
TARGETS (IPO FINANCIAL GUIDANCE)	AED 1,900 MN	AED 1,266 MN	66%	AED 558 MN	AED 969 MN	~85% COMMERCIAL LEASING ~80% INDUSTRIAL LEASING
ACHIEVED	AED 2,169 MN +10% YoY (+14% vs IPO Guidance)	AED 1,654 MN +23% YoY (+31% vs IPO Guidance)	76% +8% YoY (+10% vs IPO Guidance)	AED 1,078 MN +49% YoY (+93% vs IPO Guidance)	AED 1,447 MN +21% YoY (+49% vs IPO Guidance)	89% COMMERCIAL LEASING 89% INDUSTRIAL LEASING

PRIORITIES FOR 2024 & BEYOND

OPTIMISE CORE BUSINESS & PERFORMANCE

Identify customer priorities and retention initiatives

Refine pricing across products and services

Expand the use of business intelligence tools and capabilities

Focus on operational excellence

DEVELOP DIFFERENTIATED VALUE PROPOSITION

Enhance and integrate customer journeys throughout our ecosystems

Enhanced and coordinated business development and customer management approach

Identify and develop improvement plans/risk mitigation strategies for any underperforming assets

BUILD NEW SOURCES OF GROWTH

Identify novel, differentiated products to be launched within our ecosystem and adapt existing products for current and expected market demand

Continue to support the development of Dubai's economy through various strategic initiatives

2024 GUIDELINES

REVENUE GROWTH 9% YoY

EBITDA EXPANSION 9% YoY

GROWTH DRIVERS

01. Occupancy Rates

Occupancy rates growth driven by **strong demand** across business districts and further headroom to **achieve occupancy ramp-up**

02. Rental Rates

Rental rates **growth** as Dubai office rental rates are recovering from COVID-19, and favorable **commercial real estate supply and demand dynamics**

03. Completed Projects

Delivery of **high-quality built-to-suit (BTS) properties tailored to customized specifications** setting a strong ability to deliver future BTS projects

04. Growth Projects

Future **organic growth upside** from committed and future developments **access to a large land bank**, with continuous assessment of **inorganic growth opportunities** through **acquisitions**

05. Complementary Services

Growth driven by **increase in population, occupancy rates** and **additional GLA**, as well as ongoing **expansion of services offerings** to clients

CONTACT US

For any further enquiries please contact:

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TECOM GROUP
THANK YOU