

**WHITE CUBES**  
VALUATION & ADVISORY SERVICES

**TAHA CORP.**  
REAL ESTATE CONSULTING SERVICES

# VALUATION REPORT

## ESKAN TOWER 4 MUSCAT CAPITAL

MAKKAH CITY

DECEMBER 2019

# REAL ESTATE VALUATION





**REF:** WCRE-19-395  
**Date:** 31/12/2019  
**M/ M/S** Muscat Capital  
**Attn** Mr. Saud Al Otaibi

**Contact No:** +966 11 279 9546  
**Email:** [saud@muscatcapital.com.sa](mailto:saud@muscatcapital.com.sa)

**Subject: Valuation Report for Eskan Tower 4 in Makkah City, Saudi Arabia.**

Dear Sir,

With reference to your request and approval dated on December 20, 2019 for valuation service of the hospitality project (Eskan Tower 4) located in Makkah city, please find hereafter our detailed valuation report including other information related to the mentioned property.

***Issued without prejudice and liabilities***

**WHITE CUBES REAL ESTATE**

**Dr. Mohammad Taha – CEO WHITE CUBES GLOBAL**

**Mr. Essam Al Hussaini – GM- WHITE CUBES KSA**

Member of the Saudi Authority of Accredited Valuers (Taqeem)  
Member of the International Association of certified valuer  
Member of the Arab Academy for Valuation  
Senior Sworn Valuer in the Lebanese Ministry of Justice  
Member of the American Institute for Valuation

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# INTRODUCTION

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This section is to express disclosures, disclaimers and general statements about the limitations of the valuation procedures.



**WHITE CUBES**  
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## 1.1 INSTRUCTION

We have received instruction from Muscat Capital dated on December 20, 2019 to proceed with the valuation service for Eskan Tower 4 in Makkah city.

<b>Valuation Type</b>	Real Estate
<b>Instructions From</b>	Muscat Capital
<b>Property Type</b>	Hospitality
<b>Property Name</b>	Eskan Tower 4
<b>Location</b>	KSA, Makkah

## 1.2 CLIENT

The client to whom this report is prepared is Muscat Capital, a company working under the Saudi law and regulations.

<b>Client Name</b>	Muscat Capital
<b>Domain</b>	Investment Firm
<b>Location</b>	KSA, Riyadh
<b>Contact Person</b>	Mr. Saud Al Otaibi

## 1.3 INTEREST TO BE VALUED

We are instructed that the Subject Property should be valued as freehold, free from any encumbrances or third-party interests. We have not made any investigation on the title and have assumed that any such investigation would not identify any discrepancies in ownership.

## 1.4 STATUS OF CONSULTANT / VALUER

We confirm that the Valuer / Consultant has no material connection or involvement with the subject of the valuation or with the Client and can provide an objective and unbiased valuation. We confirm the Valuer is competent to undertake the valuation assignment and has sufficient skills and knowledge of the respective market to undertake the valuation.

## 1.5 INDEPENDENT CONSULTANT

An External Valuer is defined in the RICS Standards as; *“A valuer who, together with any associates, has no material links with the client company or the subject of the assignment.”*

We confirm that we are an independent contractor for the subject service, and nothing contained in this agreement shall be construed as constituting any relationship with the client other than that of client and independent contractor, or as creating any employment relationship whatsoever between the client & White Cubes staff. We also confirm that we have no conflict of interest to the client's property.



### 1.6 STRUCTURAL STABILITY (IF ANY)

Our scope of service does not include any technical testing of structure for stability and strength measurements. However, and in case of any visually observed and noted deficiencies within the structure, we will note them in our report and to be reflect in the estimation of value.

### 1.8 VALUATION STANDARDS

The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Royal Institution of Chartered Surveyors (RICS) Valuation Standards (2014 edition) and Rules of Conduct for members. In addition to recently published International Valuation Standards issued by IVSC (International Valuation Standards Council) and applied by TAQEEM (Saudi Authority for Accredited Valuers).

### 1.9 PURPOSE OF VALUATION

The client requested to know the current market value of the subject property for Real Estate Investment Trust Purposes

Acquisition Purposes	Selling Purposes	Private Fund Raising
Public Fund Raising	Real Estate Investment Trust (REIT)	Internal Decision Making
Insurance Purposes	Liquidation Purposes	Distribution of inheritance
Financing Purposes	Court Disputes	Partnership Purposes

Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of **The Income Approach & Depreciated Replacement Cost (DRC)**.





**1.10 CLIENT APPROVAL DATE**

The client approval date reflects the green light given to use by the client to start the inspection procedures of the property / properties subject to the valuation process.

**December 20, 2019.**

**1.11 INSPECTION DATE**

The inspection date reflects the exact date of the property’s inspection and the date of executed market survey. Yet, the outcome value of the subject property / properties will be based on the findings at the inspection date.

**December 29, 2019.**

**1.12 VALUATION DATE**

The Valuation date is the date on which the opinion of value/s applies. The date of valuation is the date were the value/s of the subject property / properties is reflected. The valuation date is at

**December 31, 2019.**

**1.13 REPORT DATE**

The valuation reports usually dated exactly as the valuation date. Yet, and in some cases, the report date can be after the valuation date depending on the nature, size and location of the subject property.

**December 31, 2019.**

**1.14 INSPECTION ROLE**

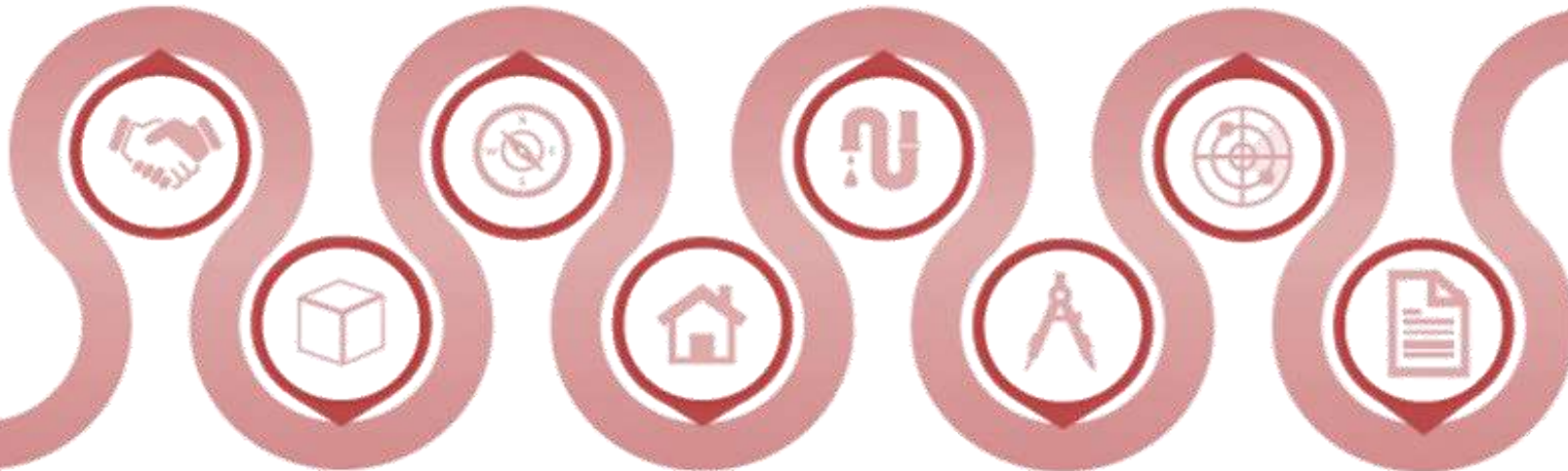
A visit to a property or inspection of an asset, to examine it and obtain relevant information, in order to express a professional opinion of its value. We hereby confirm that we have inspected the subject property / Asset at the date of inspection. Our inspection procedure covers only the surface / boundaries / out layers of the property. No technical inspection has been made such as soil test, construction durability, etc. the following shows the findings from the inspection procedures.

RECEIVED PROPERTY INFO

LOCATION ANALYSIS

UTILITIES & SERVICES CHECK-UP

DUE DILIGENCE OUTPUT



ON-SITE WHITE CUBES TEAM

GENERAL BUILDING SURVERYING

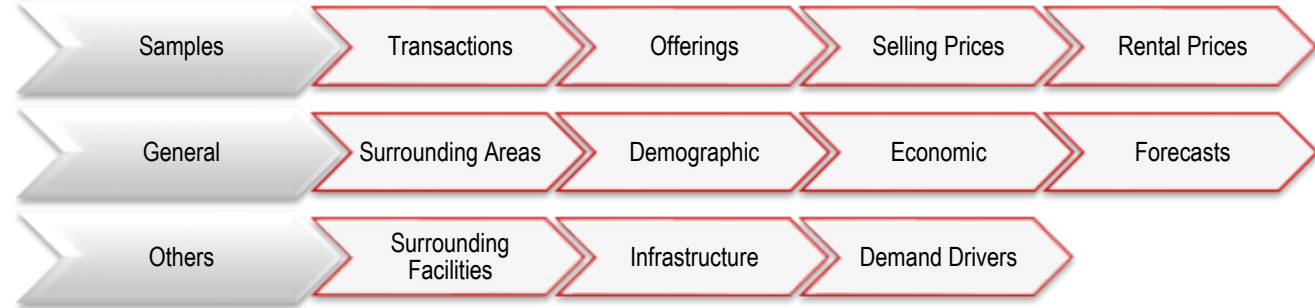
COMMENT ON STRUCTURAL DESIGN

INSPECTION SUMMARY NOTES



### 1.15 MARKET SURVEY

During the site visit, our team has made the market survey for the immediate surrounding areas of the subject property to collect all the possible and related data to the valuation process. The collected data will be prices, rents, land offerings, properties transactions, etc. the collected data type will be according to the property data and the purpose of valuation.



### 1.16 REPORT CURRENCY

This report is using the currency of Saudi Arabian Riyals (SAR)



### 1.17 INSURANCE

We have not been provided with any insurance policy for the subject property.

### 1.18 LEGAL NOTICES

We are not aware of nor have we been informed of any legal notices served on the property, outstanding or pending in the courts of law.

	No Issues	Issues Noted	We have not been informed
Court Disputes	-----	-----	✓
Un Authorized Documents	-----	-----	✓
Conflict with Municipality Regulations and Law	-----	-----	✓
Mortgage and financing issues	-----	-----	✓



### 1.19 INFORMATION SOURCE

For the purpose of this report, it is assumed that the written and verbal information provided to us by the Client is up to date, complete and correct. White Cubes has furthermore undertaken further research with respect to, but not limited to, general price levels of lands; occupancies, lease and daily active most known recent market activities. In addition, we have relied on the following sources in the valuation process.

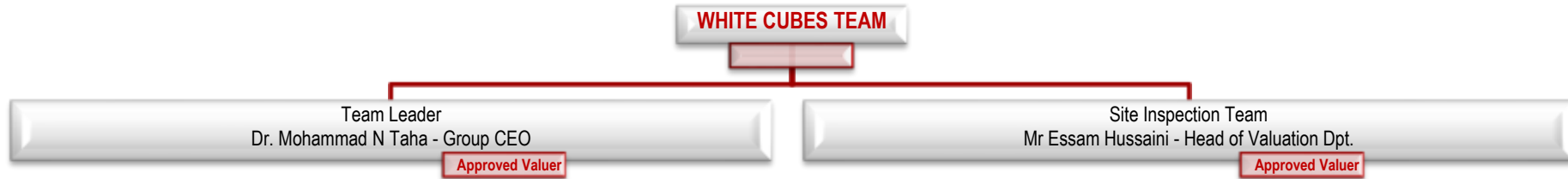
- Market Survey done by our team
- Site inspection done by our team
- Local Real Estate Agents





### 1.20 KNOWLEDGE & SKILLS

We confirm that the undersigned valuer(s) undertaking this instruction are suitably qualified and have the appropriate knowledge and skills to undertake this instruction. Even so, the valuer(s) acknowledge the significant assistance provided by the:



### 1.21 OUR ACCREDITED VALUERS IN TAQEEM

Our main accredited Valuers and officially authorized by White Cubes Real Estate to sign on any document published by us are as per the following:

- 1 Dr. Mohammad N Taha – Partner – CEO  
License Number 1220000263
- 2 Mr. Essam M. Hussaini – Owner – Head of Valuation Team  
License Number 1210000474

Valuer Name	Completed Courses in Taqem															
	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116
Dr. Mohammad N Taha	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mr. Essam M. Hussaini	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓



## 1.22 VALUATION COMPLIANCE

The valuation has been prepared in accordance with the Royal Institution of Chartered Surveyors (RICS) Valuation – Professional Standards (January 2014 Edition) and the International Valuation Standards Council (IVSC) International Valuations Standards (2014 Edition). It should be further noted that this valuation is undertaken in compliance with generally accepted valuation concepts, principles and definitions as promulgated in the IVSC International Valuation Standards (IVS) as set out in the IVS General Standards, IVS Asset Standards, and IVS Valuation Applications.

## 1.23 VALUATION STANDARDS

The valuation approach done into this report took into consideration the valuation standards approved by the following associations.

- TAQEEM (Saudi Authority of Accredited Valuers).
- RICS (Royal Institution of chartered Surveyors)
- IACVA (International Association of Certified Valuers & Analysts)
- IVSC (International Valuation Standards Council)
- ARV (Arabic Academy of Valuation)

## 1.24 BASIS OF VALUATION

### Market Value

Market Value is defined as: -

**The estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties have each acted knowledgeably, prudently and without compulsion.**

The definition of Market Value is applied in accordance with the following conceptual framework:

*"The estimated amount"* refers to a price expressed in terms of money payable for the asset in an arm's length market transaction. Market value is the most probable price reasonably obtainable in the market on the valuation date in keeping with the market value definition. It is the best price reasonably obtainable by the seller and the most advantageous price reasonably obtainable by the buyer. This estimate specifically excludes an estimated price inflated or deflated by special terms or circumstances such as atypical financing, sale and leaseback arrangements, special considerations or concessions granted by anyone associated with the sale, or any element of special value;

**AN ASSET  
SHOULD  
EXCHANGE**

“**an asset should exchange**” refers to the fact that the value of an asset is an estimated amount rather than a predetermined amount or actual sale price. It is the price in a transaction that meets all the elements of the market value definition at the valuation date;

**ON THE  
VALUATION  
DATE**

“**on the valuation date**” requires that the value is time-specific as of a given date. Because markets and market conditions may change, the estimated value may be incorrect or inappropriate at another time. The valuation amount will reflect the market state and circumstances as at the valuation date, not those at any other date;

**BETWEEN  
WILLING  
BUYER**

“**between a willing buyer**” refers to one who is motivated, but not compelled to buy. This buyer is neither over eager nor determined to buy at any price. This buyer is also one who purchases in accordance with the realities of the current market and with current market expectations, rather than in relation to an imaginary or hypothetical market that cannot be demonstrated or anticipated to exist. The assumed buyer would not pay a higher price than the market requires. The present owner is included among those who constitute “the market”;

**AND  
WILLING  
SELLER**

“**and a willing seller**” is neither an over eager nor a forced seller prepared to sell at any price, nor one prepared to hold out for a price not considered reasonable in the current market. The willing seller is motivated to sell the asset at market terms for the best price attainable in the open market after proper marketing, whatever that price may be. The factual circumstances of the actual owner are not a part of this consideration because the willing seller is a hypothetical owner;

**IN AN ARM'S  
LENGTH  
TRANSACTION**

“**in an arm's-length transaction**” is one between parties who do not have a particular or special relationship, eg parent and subsidiary companies or landlord and tenant, that may make the price level uncharacteristic of the market or inflated because of an element of special value. The market value transaction is presumed to be between unrelated parties, each acting independently;

**AFTER  
PROPER  
MARKETING**

“**after proper marketing**” means that the asset would be exposed to the market in the most appropriate manner to effect its disposal at the best price reasonably obtainable in accordance with the market value definition. The method of sale is deemed to be that most appropriate to obtain the best price in the market to which the seller has access. The length of exposure time is not a fixed period but will vary according to the type of asset and market conditions. The only criterion is that there must have been sufficient time to allow the asset to be brought to the attention of an adequate number of market participants. The exposure period occurs prior to the valuation date;



**KNOWLEDGEABLY  
AND  
PRUDENTLY**

'where the parties had each acted knowledgeably, prudently' presumes that both the willing buyer and the willing seller are reasonably informed about the nature and characteristics of the asset, its actual and potential uses and the state of the market as of the valuation date. Each is further presumed to use that knowledge prudently to seek the price that is most favorable for their respective positions in the transaction. Prudence is assessed by referring to the state of the market at the valuation date, not with benefit of hindsight at some later date. For example, it is not necessarily imprudent for a seller to sell assets in a market with falling prices at a price that is lower than previous market levels. In such cases, as is true for other exchanges in markets with changing prices, the prudent buyer or seller will act in accordance with the best market information available at the time;

**AND  
WITHOUT  
COMPULSION**

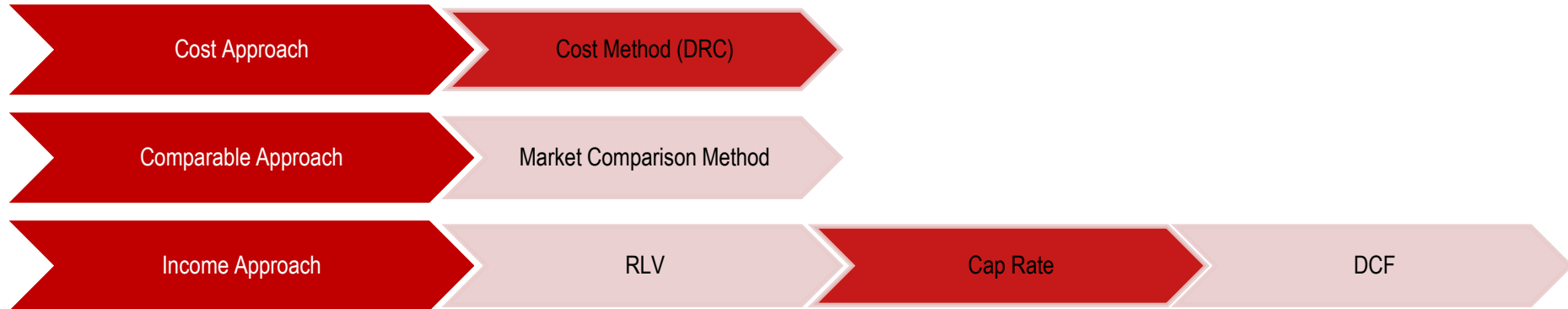
'and without compulsion' establishes that each party is motivated to undertake the transaction, but neither is forced or unduly coerced to complete it. Market value is the basis of value that is most commonly required, being an internationally recognized definition. It describes an exchange between parties that are unconnected (acting at arm's length) and are operating freely in the marketplace and represents the figure that would appear in a hypothetical contract of sale, or equivalent legal document, on the valuation date, reflecting all those factors that would be taken into account in framing their bids by market participants at large and reflecting the highest and best use of the asset. The highest and best use of an asset is the use of an asset that maximizes its productivity and that is possible, legally permissible and financially feasible. Market value is the estimated exchange price of an asset without regard to the seller's costs of sale or the buyer's costs of purchase and without adjustment for any taxes payable by either party as a direct result of the transaction.





## 1.25 VALUATION APPROACH

According to the International Valuation Standard Council (IVSC), and according to the TAQEEM valuation principles, there are 3 main types of real estate valuation Approach as follows:



### DEPRECIATED REPLACEMENT COST (DRC)

A cost approach is a real estate valuation method that surmises that the price someone should pay for a piece of property should not exceed what someone would have to pay to build an equivalent building. In cost approach pricing, the market price for the property is equivalent to the cost of land plus cost of construction, less depreciation. It is often most accurate for market value when the property is new. Generally, the cost approach considers what the land, devoid of any structures, would cost, then adds the cost of building the structures, then depreciation is subtracted. The cost approach is most often used for public buildings, such as schools and churches, because it is difficult to find recently sold comparable properties in the local market, and public buildings do not earn income, so the income approach cannot be used, either. A property that already has improvements will usually contribute a certain amount of value to the site, but improvements can also lower property value if the site's potential buyers wish to use the property for another use that would entail removing some of the improvements to the current site. The cost approach is best used when improvements are new and there is adequate pricing information to value the property components. The cost approach may be less desirable if there are no recent sales of vacant land for which to compare, since the major method of valuing vacant lands is to use the sales comparison approach, or when construction costs are not readily available. The cost approach method includes:

- Estimate what the vacant property would be worth.
- Estimate the current cost of building the structures, then add that value to the value of the vacant land.
- Estimate the amount of accrued depreciation of the subject property, then subtract it from the total to arrive at the property's worth.





## COMPARABLE METHOD

This is the method most are familiar with as it is the accepted method for valuing residential real estate. Typically, this method involves selecting properties with similar characteristics in the same market area that have recently sold. Once those properties are found they are compared to the property in question and a professional appraiser will deduct value from the subject property for comparative deficiencies and increase value for advantages. Typically, this method is required if the investor is seeking conventional financing. For comparable information, property brokers, dealers and estate agents are contacted to ascertain the asking and selling prices for property of the nature in the immediate neighborhood and adjoining areas. Neighboring properties, which have been recently sold or purchased, are investigated to ascertain a reasonable selling price.

## CAPITALIZATION METHOD (CAP RATE)

The income approach values property by the amount of income that it can potentially generate. Hence, this method is used for apartments, office buildings, malls, and other property that generates a regular income.

The appraiser calculates the income according to the following steps:

- Estimate the potential annual gross income by doing market studies to determine what the property could earn, which may not be the same as what it is currently earning.
- The effective gross income is calculated by subtracting the vacancy rate and rent loss as estimated by the appraiser using market studies.
- The net operating income (NOI) is then calculated by subtracting the annual operating expenses from the effective gross income. Annual operating expenses include real estate taxes, insurance, utilities, maintenance, repairs, advertising and management expenses. Management expenses are included even if the owner is going to manage it, since the owner incurs an opportunity cost by managing it herself. The cost of capital items is not included, since it is not an operating expense. Hence, it does not include mortgage and interest, since this is a debt payment on a capital item.

Estimate the capitalization rate (aka cap rate), which is the rate of return, or yield, that other investors of property are getting in the local market.

## DISCOUNTED CASH FLOW (DCF)

The Discounted Cash Flow Method involves estimating net cash flows of an income generating property over specific period of time, and then calculating the present value of that series of cash flows by discounting those net cash flows using a selected "discount rate." A discounted cash flow method (DCF) is a valuation method used to estimate the attractiveness of an income generating property



### RESIDUAL LAND VALUE (RLV)

The residual land value is a method used to determine the value and potential profitability of a piece of property less any expenses related to the land. Residual land value is the value of the land that remains after any and all deductions associated with the cost of developing, maintaining or reselling the land. The application of the residual method of valuation is based on the principle that the price to be paid for a property that is suitable for development is equal to the difference between (i) the completed value of the highest and best form of permitted development and (ii) the total cost of carrying out that development. Thus, the net capital value of the completed development is assessed (after deducting any costs of sale) on the assumption that it has been developed for the most valuable form of development, and from that value is deducted the cost of all construction and building work required to carry out the development (including all ancillary costs, e.g. purchase costs, letting fees, finance, etc.), as well as an appropriate allowance for profit on the development

With reference to the valuation purpose, taking into consideration the nature of the subject property, we will use the following ticked methods to estimate the market value of the subject property:

	DRC	Comparable	Income Cap	DCF	RLV
Land	-----	-----	-----	-----	-----
Building	✓	-----	-----	-----	-----
Overall Property	-----	-----	✓	-----	-----

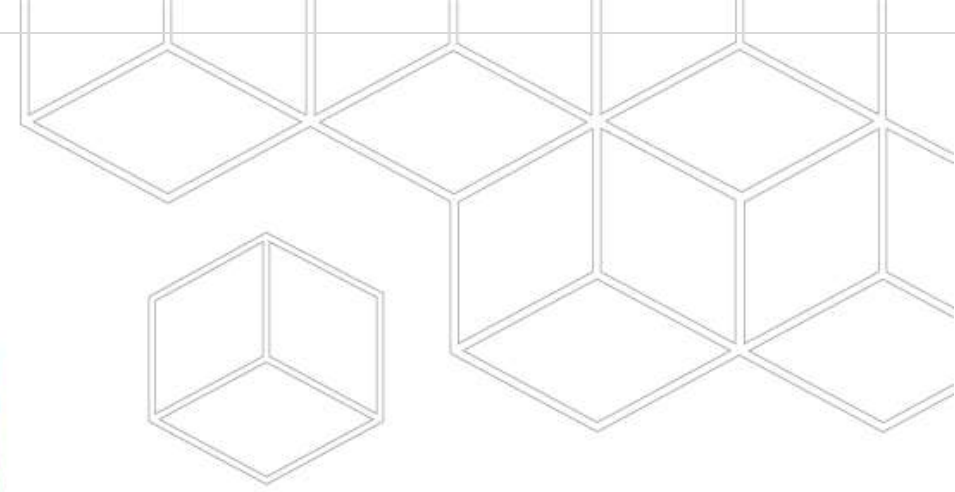




# PROPERTY INFO

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This section indicates full description of the subject property / properties that contains the legal document info, location, components, status, condition and many other elements.



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## 2.1 PROPERTY DESCRIPTION

The subject property is a hospitality tower composed of 23 floors located in Azaziah district, Makkah city. The Property has a total land area of 1,287.97 Sqm. It is fully constructed and used as pilgrim’s accommodation. As per the city’s municipality rules and regulations, the subject property is zoned as Commercial and Hospitality type. It is open on the east and the west side, having a direct view on Al Masjid Al Haram road and Nabtat Sayf street. The subject property has an underground parking spots plus five units in the ground floor level for reception and commercial use.

Land	
Land Use	<b>Commercial</b>
Number of Streets	<b>2</b>
General Land Shape	<b>Regular</b>
Direct View on the Main Road	<b>Al Masjid Al Haram</b>
Direct View on an internal Street	<b>Nabtat Sayf Street</b>
Land Status	<b>Constructed</b>
Infrastructural Facilities	
Water	<b>Available and connected to the subject property</b>
Electricity	<b>Available and connected to the subject property</b>
Sewage	<b>Available and connected to the subject property</b>
Telecommunication	<b>Available and connected to the subject property</b>
Building	
Building Condition	<b>Fully Constructed</b>
External Elevation	<b>Good</b>
Finishing	<b>Good</b>
Overall Building Condition	<b>Good</b>
Building Components	<b>Good</b>





## 2.2 TITLE DEED & OWNERSHIP

We were provided with copy of the title deed of the subject property which is owned by one title deed. The details of the subject property:

City	Makkah
District	Azaziah
T.D Type	Electronic
T.D Number	320123008398
T.D Date	08/04/1439 H. D
T.D Value	N/A
Date of Last Transaction	N/A
Issue from	Makkah Notary
Land Area	1,287.97
Plot No.	1/277
Block No.	N/A
Layout No.	1 / 21 / 7ج
Owner	Machaer REIT For Real Estate
Ownership Type	Freehold
Limitation of Document	N/A
Boundaries	
North	Private Property
South	Private Property
East	Nabtat Sayf Street
West	Al Masjid Al Haram Road
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic.
	It is not in our scope to run legal diagnosis on any legal document.





### 2.3 CONSTRUCTION & BUILDINGS

The subject property is a fully constructed Hospitality Tower composed of 23 floors. The Client has provided us with a copy of the Construction Permit issued by Makkah Municipality with the below details:

Subject Property	
Construction Permit Type	New Permit
Property Type	Residential commercial
Construction Permit No.	68605
Construction Permit Date	14/10/1432 H. D

The client has provided us with copy of the Title Deed which was assumed to correct and authentic. It is not in our scope to run legal diagnoses to any legal document.

The construction permit shows the maximum allowed BUA approved by the city municipality. Yet, the actual constructed BUA may vary. Therefore, if the client did not provide us with copy of the approved AS Build Drawings, then our valuation will be based on the provided construction permit.

In case the client did not provide us with any copy of legal documents that shows the total BUA, then we will estimate the BUA using our team skills combined by the city's municipality rules and regulations

Description	No. of Units	Area (sqm)	Use
Basement	1	1,287.97	Parking Spots
Ground Floor	5	789.9	Reception + Commercial
Mezzanine	1	587.86	Reception
Restaurant Floor	1	824.91	Restaurant
Mosque Floor	1	824.91	Mosque
17 Typical Floors	82	12,304.6	Residential
Annex Floor	1	261.2	Residential
Staircase & Elevators	1	75.43	Staircase & Elevators
Sewage Tanks	1	6	Sewage Tanks
<b>Total BAU (sqm)</b>		<b>18,053</b>	

Source of BUA	Actual Age of the Property	Status of the property
Construction Permit ✓	Construction Permit ✓	New -----
As Built Drawings -----	As Built Drawings -----	Fully Constructed ✓
Other Documents -----	Other Documents -----	Under Construction -----
Verbal Information -----	Verbal Information -----	
Estimation -----	Estimation -----	



## 2.4 TOURISM ACCOMODATION LICENCE

The client has provided us with copy of the tourism accommodation license issued by the Saudi Commission for Tourism and Antiquities. The Details are shown below:

Tourism Accommodation License	
License No.	4101406
Issuance Date	04/03/1435 H. D
Trade Name	Eskan 4
Owner's Name	Eskan Company
Operator's Name	Eskan Company
District	Azaziah
City	Makkah

## 2.5 PILGRIMS PERMIT

The client has provided us with copy of the pilgrims permit which was assumed to be correct and authentic. We must note that it is not in our scope to run legal diagnoses to any legal document. The details are shown below:

Pilgrims Permit	
Permit No.	13637
Permit Issuance Date	11/06/1436 H. D
Total Number of Rooms	450
Number of Pilgrims	1868
Number of Elevators	6
Number of Internal Emergency Staircases	2
Number of Electrical Generators	1

### Means of Safety Available in the property

Automatic Sprinkler System  
Fire Extinguishing System

Fire Alarm System  
Fire Pump





## 2.6 LAND SPECS

The subject property (Land Only) has the following criteria:

Current Land Status	
Vacant	-----
Constructed	✓
Under Construction	-----
Excavated	-----
Raw Land	-----

Current Land Use	
Commercial	✓
Industrial	-----
Residential	✓
Agricultural	-----
Mix Use	-----

Current Land Grading	
Graded	✓
Semi-Graded	-----
Mountain	-----
Valley	-----
Slope	-----

Current Surrounding Property	
Commercial	✓
Industrial	-----
Residential	✓
Agricultural	-----
Mix Use	✓

## 2.7 INFRASTRUCTURE FACILITIES:

	Available in the surrounding	Connected to the property
Water	✓	✓
Electricity	✓	✓
Tele-Communication	✓	✓
Sewage	✓	✓

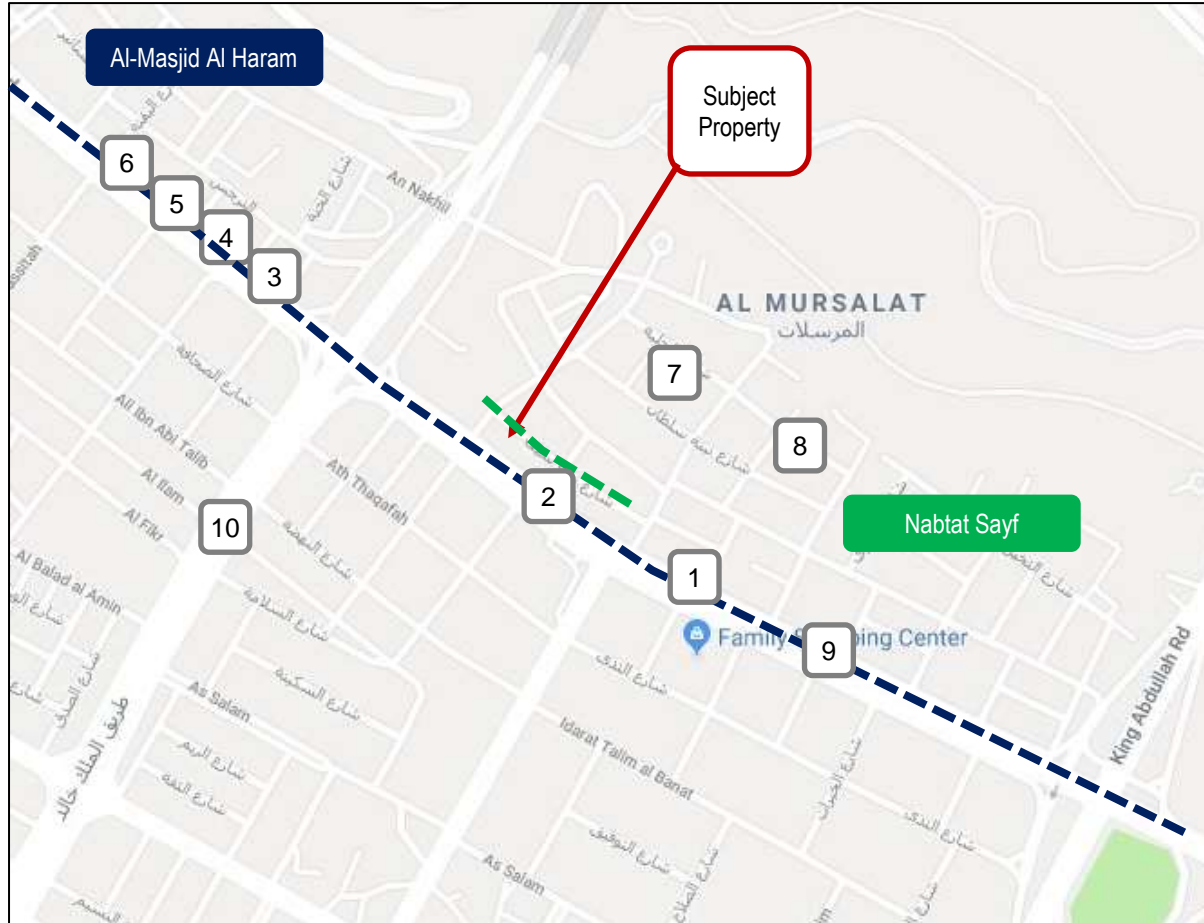
All the infrastructural facilities are available in the surroundings and connected to the subject property.





## 2.8 LOCATION

The subject property Located in Aziziah district, Makkah city and can be accessed through the following main streets as shown in the map below.



### ACCESS TO SUBJECT PROPERTY

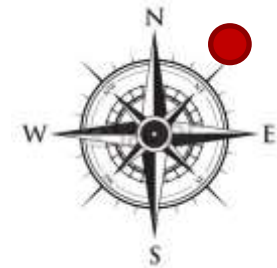
The subject property can be accessed through the following roads:

East Side: Nabtat Sayf Street  
 West Side: Al-Masjid Al Haram Road

### LANDMARKS

- 1- Family Shopping Center (0.4 Kilometre)
- 2- Alqaraat Mall (0.2 kilometre)
- 3- Centrepoint (0.4 kilometre)
- 4- Souk thil majaz (0.47 Kilometre)
- 5- Aziziah Market (0.6 Kilometre)
- 6- Salam Commercial Market (0.7 Kilometre)
- 7- City Government Office (0.25 Kilometre)
- 8- Family Development Association in Makkah (0.4 Kilometre)
- 9- Bawarith Plaza (0.6 Kilometre)
- 10- Retaj (0.5 Kilometre)

**Location of the subject property according to the City Center**





## 2.9 PHOTO RECORD





## 2.10 DOCUMENTS RECEIVED

The client has provided us by clear copy of the following documents.

Title Deed Copy ✓	Construction Permit ✓	Krooki ✓
Master Plan ✓	Layouts ✓	3D Design & Perspectives ✓
Pictures ✓	Presentation of the subject property ✓	Pilgrims Permit ✓
Location Link ✓	Contact Details ✓	Costing & Budget ✓
Tenant List ✓	Income & Revenues ✓	Operational Cost - OPEX ✓
Forecasts & Expectations ✓	Income & Revenues ✓	Tourist Accommodation Operation License ✓

## 2.11 GENERAL ASSUMPTIONS

- The subject property is valued under the assumption of freehold status unless otherwise stated in the report.
- All the written and verbal information provided to us by the Client assumed to be up to date, complete and correct in relation to elements such as title deed, construction permits, land area, and any other relevant matters that are set out in the report.
- This report is a valuation report and not structural / building survey. Therefore, we did not carry out any structural due diligence, utilities check, services check, soil test, etc.
- All the inputs used in the valuation methodologies are based on the collected market data using our best know how and experience in the related market.
- The output of this report (Final Value), is based on the used assumptions, received documents from the client and available market data. Yet, the output estimates show an indicative value of the subject property / properties.



## 2.12 SWOT ANALYSIS

<b>Strength</b> <ul style="list-style-type: none"> <li>- Good quality finishing</li> <li>- Ease of access</li> <li>- Direct View on Al Masjid Al Haram St.</li> <li>- Newly Constructed Project</li> </ul>	<b>Weakness</b> <ul style="list-style-type: none"> <li>- Located with a distance from the holy mosque (6.2 Km)</li> </ul>
<b>Opportunities</b> <ul style="list-style-type: none"> <li>- High demand for hospitality projects</li> </ul>	<b>Threats</b> <ul style="list-style-type: none"> <li>- Existing and upcoming hospitality projects</li> <li>- High Competition in the area</li> </ul>

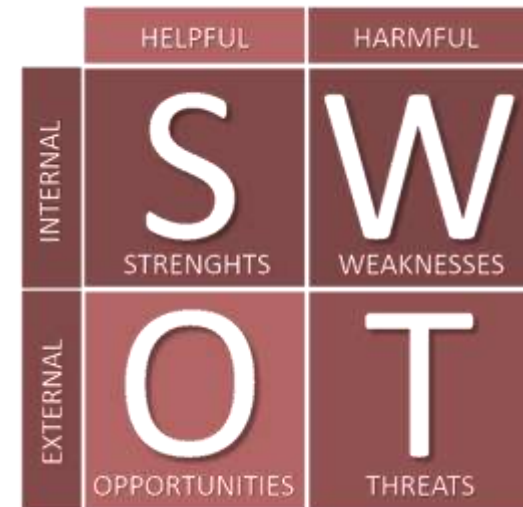
The strength and weakness points mentioned above are considered as an indicator only, where no full market study was conducted in this matter. Yet, all the mentioned points are based only on the site inspection of the subject property.

## 2.13 SECTOR BRIEF

In the following we will insert general information about the real estate sector related to the property subject of our valuation and which is intended to give an initial indication on the sector. These information and indicators are estimated based on our experience, the current sector performance and some other historical data collected from our side; In addition to some current economic changes in general.



- Indicator showing a decrease in the current performance comparing to the last year
- Indicator showing an increase in the current performance comparing to the last year
- Indicator showing a stable position in the current performance comparing to the last year





Overall Sector Performance

From 2018 to 2019



Future Expectations



Overall Sector Stability

From 2018 to 2019



Future Expectations



Values of Lands Related to The Sector

From 2018 to 2019

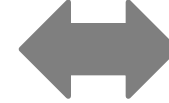


Future Expectations



Sector rental Income

From 2018 to 2019



Future Expectations



Sector Demand

From 2018 to 2019

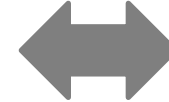


Future Expectations



Investors' Appetite

From 2018 to 2019



Future Expectations



Sector's occupancy ratios

From 2018 to 2019

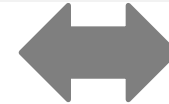


Future Expectations

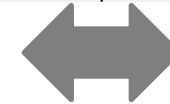


Sectors Positive Changes

From 2018 to 2019



Future Expectations



White Cubes Team's Analysis



## 2.14 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy	-----	-----	✓	-----	-----
Sector Current Performance	-----	-----	✓	-----	-----
Sector Future Performance	-----	✓	-----	-----	-----
Occupancy Rates	-----	✓	-----	-----	-----
Supply Rate	-----	-----	✓	-----	-----
Demand Rate	-----	✓	-----	-----	-----
<b>Total Risk</b>	<b>0</b>	<b>6</b>	<b>9</b>	<b>0</b>	<b>0</b>
<b>Risk Category</b>	<b>15 Risk Points - Medium Risk</b>				

**Sector Analysis**

Risk Category- 15 Risk Points - Medium Risk

Risk Factor	Very Low Risk (1) 1-5	Minimal Risk (2) 6-10	Medium Risk (3) 11-15	Elevated Risk (4) 16-20	Very High Risk (5) 21-25
Access	-----	✓	-----	-----	-----
Location	-----	-----	✓	-----	-----
Land Shape	-----	✓	-----	-----	-----
Surrounding Area facilities	-----	✓	-----	-----	-----
<b>Total Risk</b>	<b>0</b>	<b>6</b>	<b>3</b>	<b>0</b>	<b>0</b>
<b>Risk Category</b>	<b>9 Risk Points – Minimal Risk</b>				

**Land Analysis**

Risk Category- 9 Risk Points - Minimal Risk

Risk Factor	Very Low Risk (1) 1-3	Minimal Risk (2) 4-6	Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Amenities	-----	✓	-----	-----	-----
Management Skills	-----	✓	-----	-----	-----
Overall Condition	-----	✓	-----	-----	-----
<b>Total Risk</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Risk Category</b>	<b>6 Risk Points - Minimal Risk</b>				

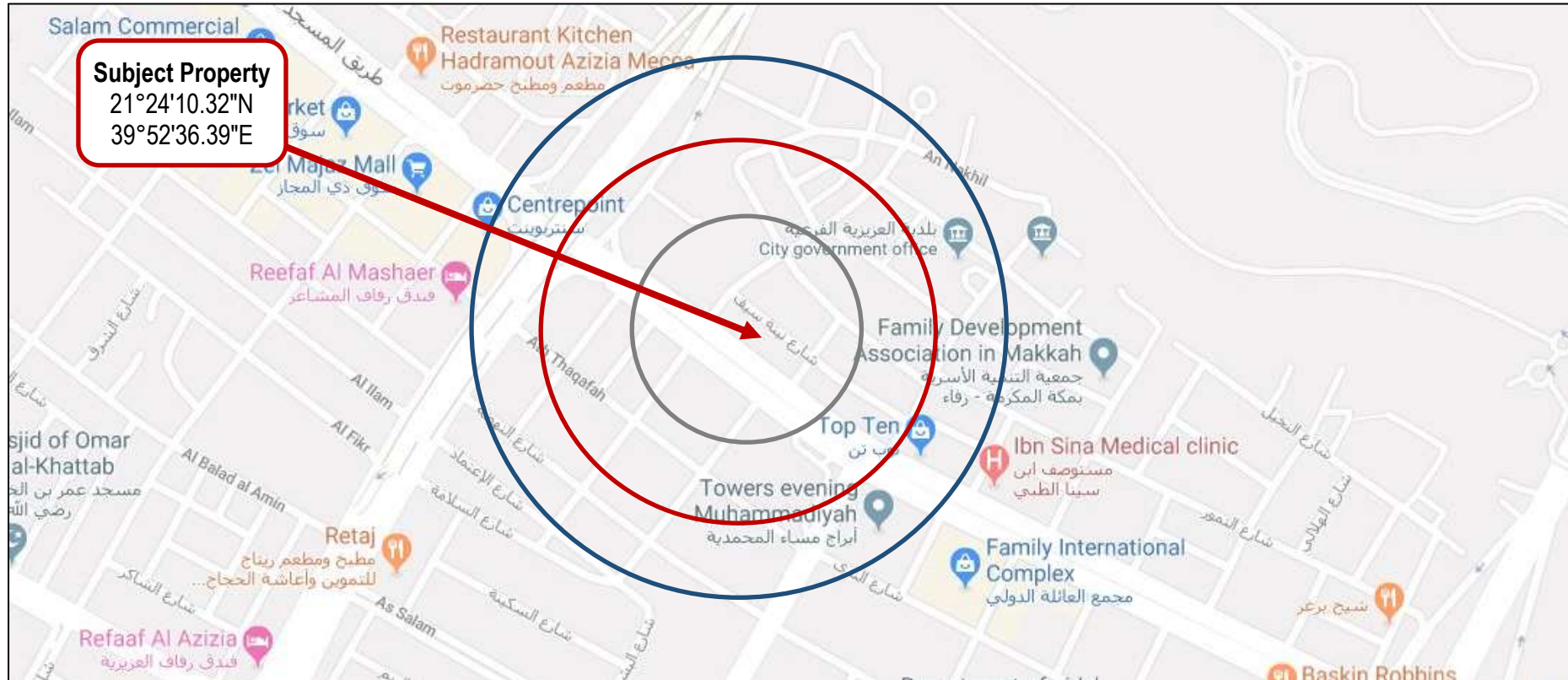
**Property Analysis**

Risk Category- 6 Risk Points - Minimal Risk



## 2.15 INPUT EVALUATION PROCESS

After carrying out the inspection process of the subject property, and based on the purpose of the valuation, we surveyed the surrounding area for the purpose of bringing in information related to the same sector to begin the actual assessment. This information may include similar land prices, residual values, income rates and other information that may be useful, depending on the assessment method to be followed in this report.



- This research boundary refers to the areas surrounding the subject property directly
- This research boundary refers to the areas adjacent to the subject property
- This research boundary refers to a wider area of research in the absence of information surrounding the subject property





## 2.16 COST APPROACH (DRC)

In the cost approach we will evaluate the subject property as 2 different assets; land valuation based on comparable method and construction valuation based on the depreciated replacement cost. After estimating the current construction replacement cost, we will take into consideration the actual age of the construction and apply the proper depreciation rate based on the economic age of the construction as well as its current condition. Then, a developer (Owner) profit shall be added on the net depreciated value of the construction based on the actual completion rate of such construction.

Our cost estimate analysis assumptions were based on the market average rates and normal practices. Yet, the status, condition, quality, performance, etc of all the construction's components will have direct impact on driving our estimates. The following shows some notes about these estimates:

- Since the underground floors include the base, main columns, and the foundation of any building, usually the skeleton works of these floors cost almost 1.5x of the upper floors cost.
- The used electro mechanic cost rates cover the electricity infrastructure, drainage, water infrastructure and telecommunication infrastructure of the building. In addition to that, the estimated costs take into consideration the quantity and quality of other electrochemical systems such as Fire Alarm sys, Fire Fighting Systems, Surveillance Systems, BMS, Elevators, Power Generators, Etc.
- The costs estimate of the furniture, fitouts, and finishing are based on the quality of such.
- The site improvement cost estimates cover the lighting, external decorations and any other elements if available and installed in the external areas of the building itself.
- As for the soft cost, the estimated ratio covers all the expenses may occur before even starting the design phase of the project. Such as, cost of issuing legal documents, feasibility study, valuation and any other advisory service.

LAND			
Title Deed	Land Area	SAR / Sqm	Total Value
320123008398	1,287.97	SAR 48,000	SAR 61,822,560
Building			
	Unit	No of Floors	Total BUA
Underground	Sqm	1	1,287.97
Ground Floor	Sqm	1	789.90
Restaurant Floor	Sqm	1	824.91
Mosque Floor	Sqm	1	824.91
Mezzanine	Sqm	1	587.86
Upper Floors	Sqm	17	12,304.60
Tanks	Sqm	1	1,089.97
Annex	Sqm	1	261.20
Staircases & Elevators	Sqm	1	75.43
Sewage	Sqm	1	6.00
<b>Total (SQM)</b>	<b>18,052.75</b>		

The developer (owner) profit is usually based on the market norms and transaction which is usually falls in the range of 20% to 25% depending on the size of the project itself.

On the other hand, the full owner profit ratio is bounded by the completion rate of the property itself. In other words, if the owner profit is 20% in case of 100%, then it will be 10% in case of 50% completion.

As for the subject property, we will use 30% developer profit rate.



HARD COSTS ESTIMATES					
G + M + Upper Floors + Annex					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	16,764.78	SAR 1,000	SAR 16,764,780	100%	SAR 16,764,780
Electro Mechanic	16,764.78	SAR 500	SAR 8,382,390	100%	SAR 8,382,390
Finishing	16,764.78	SAR 1,000	SAR 16,764,780	100%	SAR 16,764,780
Fit outs & Appliances	16,764.78	SAR 300	SAR 5,029,434	100%	SAR 5,029,434
Furniture	16,764.78	SAR 800	SAR 13,411,824	100%	SAR 13,411,824
<b>Total</b>			<b>SAR 60,353,208</b>	<b>100.00%</b>	<b>SAR 60,353,208</b>
Underground					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	1,287.97	SAR 1,500	SAR 1,931,955	100%	SAR 1,931,955
Electro Mechanic	1,287.97	SAR 500	SAR 643,985	100%	SAR 643,985
Finishing	1,287.97	SAR 400	SAR 515,188	100%	SAR 515,188
<b>Total</b>			<b>SAR 3,091,128</b>	<b>100.00%</b>	<b>SAR 3,091,128</b>
General Site Development					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Land Development	1,287.97	SAR 80	SAR 103,038	100%	SAR 103,038
External Landscape	498.07	SAR 200	SAR 99,614	100%	SAR 99,614
Site Improvements	498.07	SAR 200	SAR 99,614	100%	SAR 99,614
<b>Total</b>			<b>SAR 302,266</b>	<b>100.00%</b>	<b>SAR 302,266</b>
	Actual Completion %			Total BUA	18,052.75
G+M + Upper Floor	100.00%			Total Hard Cost	SAR 63,746,602
Under Ground	100.00%			Average SAR / Sqm	SAR 3,531
General Site Dev.	100.00%			Overall Completion	100.00%
SOFT COSTS ESTIMATES					
			Total Hard Cost	Ratio	Soft Cost
Initial Project Pre Cost			SAR 63,746,602	1.00%	SAR 637,466.02
Design			SAR 63,746,602	2.00%	SAR 1,274,932.03
Eng Consultant			SAR 63,746,602	2.50%	SAR 1,593,665.04
Management			SAR 63,746,602	2.50%	SAR 1,593,665.04
Contingency			SAR 63,746,602	5.00%	SAR 3,187,330.08
Others			SAR 63,746,602	0.00%	SAR 0.00
<b>TOTAL</b>					<b>SAR 8,287,058.21</b>
DEVELOPMENT VALUE					
Hard Cost		SAR 63,746,602		Economic Age	40
Soft Cost		SAR 8,287,058		Annual Dep Rate	2.50%
<b>Total Dev Cost</b>		<b>SAR 72,033,660</b>			
Net Dep Rate		15.00%		Actual Age	6
Dev Cost After Depreciation		<b>SAR 61,228,611</b>		Total Dep Rate	15.00%
				Add Appr Rate	0.00%
				Net Dep Rate	15.00%
Total Completion Rate		100.00%			
Developer Profit Rate @ 30%		30.0%			
Dev. Profit Amount		SAR 18,368,583			
Development Value		<b>SAR 79,597,194</b>			
<b>Total Dev. Value</b>	<b>Land Value</b>	<b>Total Property Value</b>	<b>Rounded Value</b>		
<b>SAR 79,597,194</b>	<b>SAR 61,822,560</b>	<b>SAR 141,419,754</b>	<b>SAR 141,400,000</b>		



## 2.17 INCOME APPROACH – MARKET RATES

REVENUES						
Season Type	Unit	Quantity	Rate	Revenue Type	No of Days	Total Revenues
Hajj Season	Pilgrims	1,868	SAR 1,900	Seasonal	10	SAR 3,549,200
Ramadan (20 Days)	Keys	450	SAR 250	Daily	20	SAR 2,250,000
Ramadan (10 Days)	Keys	450	SAR 400	Daily	10	SAR 1,800,000
Other Seasons	Keys	450	SAR 200	Daily	325	SAR 29,250,000
<b>Total Revenues</b>						<b>SAR 36,849,200</b>
EXPENSES						
Season Type	Management	Utilities	Maintenance	Others	Vacancy	Total Deduction
Hajj Season	5.00%	5.00%	5.00%	0.00%	0.00%	15.00%
Ramadan (20 Days)	5.00%	5.00%	5.00%	0.00%	30.00%	45.00%
Ramadan (10 Days)	5.00%	5.00%	5.00%	0.00%	20.00%	35.00%
Other Seasons	5.00%	5.00%	5.00%	0.00%	55.00%	70.00%
Showrooms	2.50%	0.00%	0.00%	0.00%	0.00%	2.50%
NET OPERATING INCOME						
Season Type	Total Revenues	Total Deduction			NOI	
Hajj Season	SAR 3,549,200	15.00%			SAR 3,016,820	
Ramadan (20 Days)	SAR 2,250,000	45.00%			SAR 1,237,500	
Ramadan (10 Days)	SAR 1,800,000	35.00%			SAR 1,170,000	
Other Seasons	SAR 29,250,000	70.00%			SAR 8,775,000	
Showrooms	SAR 0	2.50%			SAR 0	
<b>Total</b>					<b>SAR 14,199,320</b>	
<b>Revenues</b>					SAR 36,849,200	
<b>Deductions</b>					-SAR 22,649,880	
<b>Net Operating Income</b>					<b>SAR 14,199,320.00</b>	
Net Operating Income	Cap Rate	Property Value		Rounded Value		
SAR 14,199,320.00	7.25%	195,852,689.66 SAR		<b>195,900,000.00 SAR</b>		

Due to the market survey done by our team to collect market data and insights for the hospitality sector in Makkah city in terms of ADR, Pilgrim rate, occupancy rates, etc. in the surrounding areas of the subject property, the following shows description for the used assumptions in the calculation model above.

**PILGRIMS – HAJJ SEASON**

We have noted that the average market rate for the Hajj season in the surrounding areas of the subject property falls in the range of SAR 1,800 to SAR 2,000, which we have applied the rate of SAR 1,900 for conservative basis. In addition, and according to the market current performance, we have assumed 100% occupancy rate in Hajj season.

**AVERAGE DAILY RATE (ADR) – RAMADAN SEASON (20 DAYS)**

The Average Daily Rates for the hospitality sector depend on the category of the property itself (no of Stars). Since the subject property is a 4 stars project, the average ADR falls in the range of SAR 200 to SAR 300 as rooms daily rates for the first 20 days of Ramadan Season. In addition, and according to the market current performance, we have assumed 70% occupancy rate for the same mentioned season.

**AVERAGE DAILY RATE (ADR) – RAMADAN SEASON (10 DAYS)**

The average ADR of the last 10 days of Ramadan season falls in the range of SAR 300 to SAR 500 in the surrounding areas of the subject property, in addition to occupancy rate of 80%.

**AVERAGE DAILY RATE (ADR) – OTHER SEASONS**

The overall estimated occupancy rate of the hospitality sector in Makkah for the remaining days of the year, and in the year of 2017, is almost 45%. Same rate will be applied on the subject property with an ADR of SAR 200 / Night.



## 2.18 INCOME APPROACH – LEASING CONTRACT

As per the received copy of the leasing contract, the subject property is fully leased to one tenant with an annual triple net lease of SAR 12,825,000. As for the OPEX rate, which is being paid by the Tenant, no expenses were calculated.

REVENUES					
Unit Type	Quantity	Revenues			
Unit Type	Total GLA	No Of Units	SAR / Sqm	SAR / Unit	Total Revenues
-----		The subject property is Fully leased to 1 tenant			SAR 12,825,000
-----	0	0	SAR 0	SAR 0	SAR 0
-----	0	0	SAR 0	SAR 0	SAR 0
<b>Total Revenues</b>					<b>SAR 12,825,000</b>
EXPENSES					
Unit Type	Management	Utilities	Maintenance	Others	Total Expenses
-----	0.00%	0.00%	0.00%	0.00%	0.00%
-----	0.00%	0.00%	0.00%	0.00%	0.00%
-----	0.00%	0.00%	0.00%	0.00%	0.00%
NET OPERATING INCOME					
Unit Type	Total Revenues	Total Expenses	NOI		
-----	SAR 12,825,000	0.00%	SAR 12,825,000		
-----	SAR 0	0.00%	SAR 0		
-----	SAR 0	0.00%	SAR 0		
<b>Total</b>					<b>SAR 12,825,000</b>
<b>Total Property Revenues</b>					SAR 12,825,000
<b>Total Property Expenses</b>					SAR 0
<b>Net Operating Income</b>					<b>SAR 12,825,000.00</b>
<b>Net Operating Income</b>	<b>Cap Rate</b>	<b>Property Value</b>		<b>Rounded Value</b>	
SAR 12,825,000.00	6.75%	190,000,000.00 SAR		190,000,000.00 SAR	

## 2.19 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
<b>Income- Market</b>	Property	SAR 195,900,000	One Hundred Ninety-Five Million and Nine Hundred Thousand Saudi Riyals
<b>DRC Approach</b>	Land + Building	SAR 141,400,000	One Hundred Forty-One Million and Four Hundred Thousand Saudi Riyals
<b>Income- Contract</b>	Property	SAR 190,000,000	One Hundred Ninety Million Saudi Riyals



## 2.20 SUBJECT PROPERTY VALUE

We are of an opinion that the total market value of the subject property taking into consideration the purpose of valuation by using the Income Approach based on the leasing contract is:

**Property Value: 190,000,000 SAR**  
**One Hundred Ninety Million Saudi Riyals**

## 2.21 REPORT USE

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

## 2.22 DISCLAIMER

In undertaking and executing this assignment, extreme care and precaution has been exercised. This report is based on the information supplied by the bank and or the owner/s of the property. The values may differ or vary periodically due to various unforeseen factors beyond our control such as supply and demand, inflation, local policies and tariffs, poor maintenance, variation in costs of various inputs, etc. It is beyond the scope of our services to ensure the consistency in values due to changing scenarios.

## 2.23 CONCLUSION

We trust that this report and valuation fulfills the requirement of your instruction. The contents, formats, methodology and criteria outlined in this report are pending copyright. This report is compiled based on the information received to the best of our belief, knowledge and understanding. The information revealed in this report is strictly confidential and issued for the consideration of the client. The valuer's approval is required in writing to reproduce this report either electronically or otherwise and for further onward distribution, hence no part of this report may be copied without prior consent. We trust that this report and valuation fulfills the requirement of your instruction. The contents, formats, methodology and criteria outlined in this report are pending copyright.



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**Dr. Mohammad Taha – CEO**  
**Valuation Check**

**Member of (Taqeem)**  
**License No. 1220000263**

**Essam Hussaini**  
**Site Inspection Check**

**Member of (Taqeem)**  
**License No. 1210000474**

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**WHITE CUBES REAL ESTATE**  
**Dr. Mohammad Taha – CEO**  
**Member of the Saudi Authority of Accredited Valuers (Taqeem)**  
**PHD, CVA, AEC**  
**License No. 1220000263**

