# Valuation of a Hotel Tower, Makkah Al Mukarramah city

Client name: SICO Saudi REIT Fund







#### **Dear SICO Saudi REIT Fund**

#### **Greetings**

#### Subject: Valuation Report of a Hotel Tower in (Al-Aziziyah) District in (Makkah Al-Mukarramah)

We, Qaim and its partner for real estate appraisal, extend our sincere thanks and appreciation to you for choosing us and giving you your precious confidence to evaluate the property located in the city of (Makkah Al-Mukarramah) neighborhood (Al-Aziziyah, East Bank) under the assignment issued by you on 12/12/2022 AD based on the license granted to us by The Saudi Authority for Accredited Valuers, following the latest version of the international valuation standards 2022, which are recognized and the rules and ethics of the profession, to reach the final, impartial valuation based on the actual inspection by the work team and Studying the market area surrounding the property, and the market value has been reached using various valuation methods, including what each report carries. Therefore, we are pleased to

present you with the real estate valuation statement listed below.

Based on the completed study, we attach to you the results of the market value of the property (hotel) and its current status on the estimation date 20/12/2022 AD, located in the city of (Makkah Al-Mukarramah) district (Al-Aziziyah), with an amount of only (142,150,000) One hundred and forty-two million one handred and fifty thousand Saudi riyals

With sincere gratitude...

This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi

Under license number / 1210000052 dated 10/10/1443 AH







#### Market value estimation:

142,150,000 SAR

Beneficiary (the user of the r	report) The Client (Owner of the repo	rt)	Valuer			
SICO Saudi REIT Fund	SICO Saudi REIT Fund	Those who carry ou 1- Ismail Mohammed Al-Dabaikh 2 - Shayeg Alshayeg, Mer 3- Salem Al-Qahtani, Men 4 - Hossam Ashi, Memb	ni, Membership No. 121000005 nbership No. 1210001415 nbership No. 1210000013	52		
Property address	The property subject to Valuation	Purpose of the valuation	Property owner			
Makkah Al-Mukarramah - Al-Aziziyah, Eastern Dhoffa	It is a hotel with a total land area of 1278.97 square meters according to the deed	periodic valuation for Mashaer REIT Real Estate Company	Mashaer REIT Real Esta Company	ite		
Inspection date	Valuation approach	Valuation standards				
20/12/2022	Cost approach - income approach	International Valuation Stan	dards (IVS) issued in the year	2022		
Valuation date	Value Basis	Ow	nership Type			
20/12/2022	Market value	Abs	olute ownership			
Report issue date	Assumed value	Title [	Deed No. and date			
2022/12/29	Current use	(3201230083	98 ) on 04/08/1439	NUI		
			A A A A.			



01	Assumptions and limitations of the Report
02	Scope of Work
03	An Overview of The Economy and The Real Estate Sector in The
	Kingdom of Saudi Arabia
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Assumptions and limitations of the Report







4

Since the property is generating income and based on the type of property and its characteristics and on the purpose of valuation, the property was evaluated using the income approach (discounted cash flow method).

3

Based on the purpose of the valuation, which is (Periodic valuation of the Mashaer REIT Fund), the valuation was made on the basis of value (Market value).

2

The purpose of issuing this report is to know the market value of the property for the purpose of (periodic valuation of Mashaer REIT Fund) for the user of the report (Secon Saudi REIT Fund), bearing in mind that the property owner is (Mashaer REIT Fund Company)

1

According to the definition of international valuation standards, assumptions are logical matters that can be accepted as fact in the context of valuation work without checking or scrutinizing them on a specific type.

8

The property has been ostensibly inspected and the property has not been structurally inspected, or this valuation report is considered valid only if it bears the seal of the company and the signature of its approved valuers.

7

No legal document has been checked for the valed property or for legal issues that include ownership or mortgage, and it has been assumed that the information according to the client's statement (title documents) is current and valid.

6

The estimated values in this report are for the property under investigation and any distribution of the value over the parts of the property will not be correct and this value should not be used for any other purposes as it could be incorrect if used as well.

5

The information provided by other parties, especially with regard to planning, owning land, leasing, etc., on which all or part of this report was based, was considered reliable, but its validity was not confirmed in all cases, and no guarantee was provided regarding the validity of this information. If this information appears to be incorrect, the value Contained in this report may change.

12

The property was valed in accordance with international standards 2022 AD, and the estimated value in this report is for the property under study, and in the event that the purpose of the valuation is changed, these values may be incorrect.

11

The limits and lengths are according to the client's statement (property documents), and the company is not responsible for the limits and lengths, and therefore the total area of the land is taken according to the deed, and the company is not responsible for that.

10

It is not permissible to include all or part of this report or refer to it in any document, circular or statement published without reference to Qeem & Partner Real Estate Appraisal Company, nor may it be published in any way without the company's prior written approval of the form and text in which it appears.

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The responsibility of the company with regard to the report and valuation is limited to the client, who is the entity that authored the valuation.



# Scope of Work







Explained in the executive summary	Real estate valuer identity
SICO Saudi REIT Fund	Clint
SICO Saudi REIT Fund	Other Users
Hotel	Subjuct Under Valuation
Periodic valuation of the Mashaer REIT Fund	Purpose of the Valuation
Marketr value	Value Basis
Cost approach- Income approach	Valuation Approach
20/12/2022	Report Date
A report that explains the valuation methodology and steps, and the valuation results, and includes illustrative pictures of the boundaries of the asset under valuation with details of the data.	Report Description



Adequate information was collected through field visit, visible inspection and analysis. A study was conducted from sites close to the real estate site and from approved real estate offices in the real estate area. All information was investigated and studied accurately.	Valuer search scope (Standard No. 102)
Market value is the estimated amount on which the property should be exchanged on the valuation date between a willing buyer and a willing seller in a transaction on a neutral basis after proper marketing where each of the parties acts on the basis of knowledge and wisdom without coercion or compulsion.	Value basis (standard No. 104)
Saudi riyal	Valuation currency
All work was carried out in accordance with the Accredited Valuers System and the implementing regulations related to real estate valuation issued by the Saudi Authority for Accredited Valuers (Taqeem), and the latest version of the International Valuation Standards (IVS) for the year 2022 published by the International Valuation Standards Board (IVSC)) and the professional rules recognized in the work of valuation of real estate assets, which is based on analysis, comparison and direct inspection of each property, and research as much as possible about the influences and characteristics of the property under valuation.	Valuation Standard followed
The information contained in the report was issued by official bodies, real estate offices in the targeted area, or offices specialized in research and studies, and with reference to the database of Qaim and its partner real estate appraisal company.	Nature and source of information
Our company does not bear any responsibility for any information received from the client, which is supposed to be safe and reliable, and our company does not acknowledge the accuracy or completeness of the available data and does not express its opinion and does not offer any kind of guarantees for the accuracy or completeness of the data except in It is clearly indicated in this report.	Important or Special Assumptions
Assessments and reports are confidential to the directing party and to whomever is referred to it for a specific purpose, with no liability whatsoever for any third party. This report may not be published in full or any part of it or referred to in any document, statement, periodic publication or in any medium. Communicate with any third party without our prior written consent in the form and context in which they appear. It is a matter of caution that the company and the evaluator reserve the right to make any modifications and make any revision to the valuation or to support the valuation result under specific circumstances.  The company reserves the right, without any obligation, to review the valuation accounts and to amend and revise its results in the light of information that existed on the date of the valuation, but which became clear to him later.	Limitations of using the report



5

Report Preparation



Work on preparing the report in accordance with Standard 101 for Description of the Report and Standard 103 for Report Preparation. 4

Valuation method application



Based on the scope of work and market analysis, appropriate valuation methods are determined and all assumptions and inputs are made to carry out financial calculations to reach the market value according to the chosen methods...

3

Data collection and analysis



Collecting and analyzing office and field market data in order to gain knowledge of past and current market trends and market indicators that will be relied upon when applying valuation methods.

2

Site inspection and analysis



Previewing the property, identifying its characteristics and specifications, matching documents with reality, analyzing the location of the property and the uses surrounding the property, while defining the scope of the geographical search and the appropriate activities and projects.

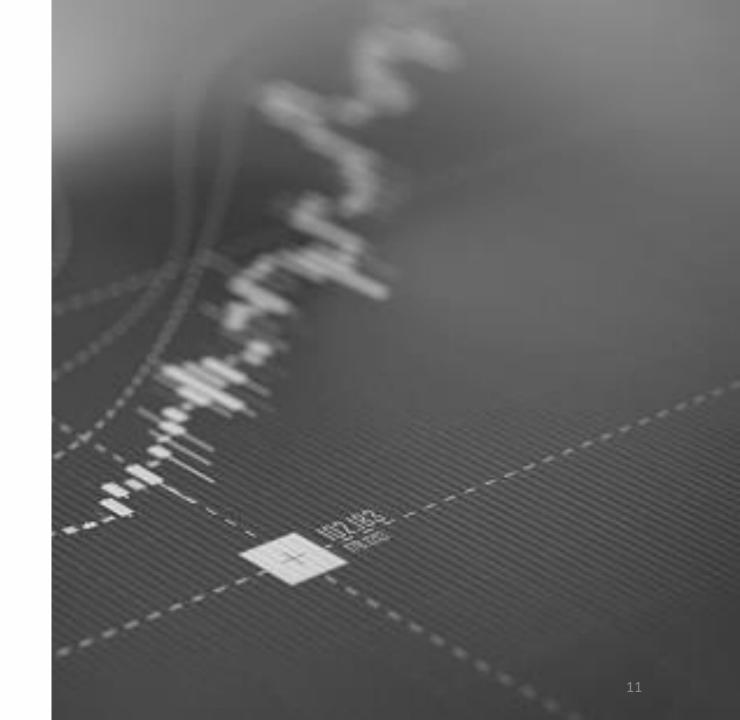
Scope of work



Meeting with the client and determining the scope of work, including the purpose of the valuation, the basis of value, the parties involved, the date of the valuation, and any special or important assumptions, including clarity of the assignment and the expected outputs from it.



An Overview of The Economy and The Real Estate Sector in The Kingdom of Saudi Arabia





His Royal Highness Prince

Mohammed bin Salman bin Abdulaziz

Crown Prince, Deputy Prime Minister, and Chairman of the Council of Economic and Development Affairs

الأمير محمد بن سلمان بن عبدالعزيز آل سعود

ولي العهد نائب رئيس مجلس الوزراء رئيس مجلس الشؤون الاقتصادية والتنمية

VISION الوليق العربية السعودية المملكة العربية السعودية KINGDOM OF SAUDI ARABIA



طموحنا أن نبني وطنًا أكثر ازدهارًا يجد فيه كل مواطن ما يتمناه ، فمستقبل وطننا الذي نبنيه معًا لن نقبل إلا أن نجعله في مقدمة دول العالم، بالتعليم والتأهيل، بالفرص التي تتاح للجميع ، والخدمات المتطورة ، في التوظيف والرعاية الصحيّة والسكن والترفيه

66

وغاره.

Our ambition is to build a more prosperous country in which every citizen will find what he desires. For the future of our homeland, which we build together, we will accept nothing but to make it at the forefront of the world, with education and rehabilitation, with opportunities available to all, and advanced services, in employment, health care, housing, entertainment and others.



During its modern era, the Saudi economy has witnessed growth in a large number of sectors, taking advantage of the Kingdom's natural resources, and its geographical and cultural position among the three continents of the world. This growth resulted in building a solid economic base, as it became among the twenty largest global economies and an active member of the Group of Twenty, and one of the main players in the global economy and global oil markets, supported by a strong financial system and an effective banking sector, and giant government companies based on highly qualified Saudi cadres.

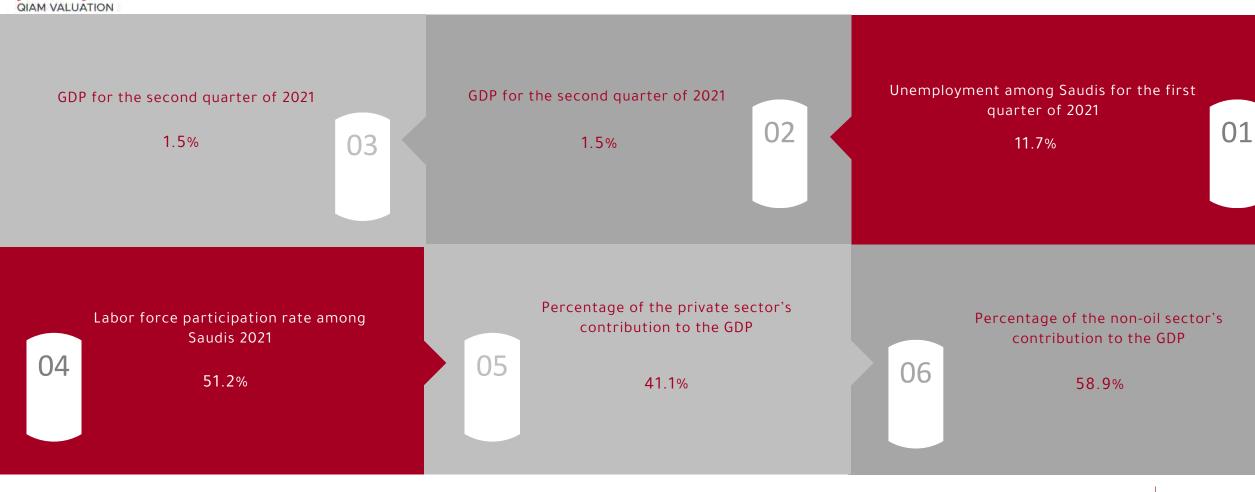
In the past years, the Kingdom has also witnessed structural reforms on the economic and financial side, which enhance the increase in economic growth rates while maintaining financial stability and sustainability.

In order to develop and diversify the economy and reduce dependence on oil, the Kingdom of Saudi Arabia launched the Saudi Vision 2030 based on many economic and financial reforms, which aimed at transforming the structure of the Saudi economy into a diversified and sustainable economy based on enhancing productivity, raising the contribution of the private sector, and enabling the third sector.

Since the launch of the vision, the Kingdom has succeeded in implementing many supportive initiatives and structural reforms to enable the economic transformation. This transformation included several major efforts centered on a sectoral dimension that includes promoting local content and national industry, launching and developing promising economic sectors, and an enabling dimension aimed at maximizing the role of the private sector and small and medium enterprises. and enhancing the sustainability of public finances. The pace of this structural transformation towards sustainable economic growth is expected to continue in the coming years, especially in light of a number of giant investment initiatives, under the umbrella of the Public Investment Fund and leading companies. It is also expected that the pace of localization of knowledge and innovative technologies will accelerate.









### **A Look at Business Sectors**

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Within the framework of the Kingdom's Vision 2030, which aims to lay effective foundations and pillers for the future of the Kingdom of initiatives aimed at reducing the main dependence on oil, through many sectors to support the national economy, including the tourism sector, given what this sector represents from a value, social, civilized and economic dimension. The tourism sector and the hotel sector are closely linked to the Saudi Vision 2030, and it revolves around helping those involved in the hospitality sector, food and entertainment industries to plan for the future.

#### Office Sector

The offices contribute to achieving the goals of the Saudi national transformation towards prosperity and sustainability by focusing on the goals of Vision 2030, which leads to raising the participation of the private sector in achieving the Kingdom's Vision 2030, working as a representative of the private sector within the national system of vision realization offices in government agencies. Including Riyadh's endeavor to transform into a regional center for international commercial entities, which made it issue a decision to refuse to contract with any company that does not have a regional headquarters in Saudi Arabia by 2024, especially those that have contracts with government agencies, whether they are bodies, institutions, investment funds or devices. Increases the demand for the office sector.

#### **Retail Sector**

The vision of the Kingdom's national transformation for the post-oil stage 2030 paid great attention to the development of the commercial and industrial sector in the Kingdom, as the vision is based on focusing on the development and development of the local industry that will achieve great economic returns for the Saudi economy, and among the goals of the vision by 2030 is to raise the percentage of exports The Kingdom's rank in the Logistics Performance Index increased from 16% to 25 globally and first regionally, and the private sector's contribution to the GDP increased from 40% to 65%.

#### **Housing Sector**

Vision 2030 has provided sustainable housing solutions that enable Saudi families to own suitable homes according to their needs and financial capabilities. To achieve this, the housing system, in terms of structuring, procedures, and policies for dealing with banks and the private sector, has developed a high percentage of Saudi families' ownership of homes, as the proportion of Saudi families' ownership of homes did not exceed 47% in 2016, and rose to 70% by the end of the first phase of the housing program in 2021.



### Hotel performance indicators in the Kingdom of Saudi Arabia 2022



## Hotel performance indicators in the Kingdom of Saudi Arabia 2030







Total number of rooms available

185.000

Total number of hotels

1151

Average rate of return

5.5%

Average available rooms (pilgrims housing)

24%

Average rooms available (hotels)

**76**%

Average occupancy rate

69%



#### The Future Outlook of The Hotel Sector in Makkah Al-Mukarramah

Makkah Al-Mukarramah receives constant attention and continuous support from the government of the Custodian of the Two Holy Mosques to enhance the quality of life in it. Today, it is witnessing an inspiring partnership between the public and private sectors to implement a number of huge investment projects, both inside and outside the Haram, and to implement qualitative projects in the central region of Makkah, in addition to implementing Infrastructure development projects and public transport and transportation projects that aim to link the areas of Makkah with the Holy Mosque and the holy sites and facilitate the access of visitors to them with ease.

The wheel of performance in the hospitality sector in Makkah also moved remarkably from what it was after the end of the Corona pandemic, after the Kingdom announced before that the resumption of receiving requests for Umrah and visits to the Two Holy Mosques with various countries of the world.

That is why the city of Al-Mukarramah is considered one of the fastest growing cities in the world in the hotel sector because of its important attractions in the Islamic world. The city of Makkah Al-Mukarramah aims to increase the number of pilgrims and Umrah pilgrims to 30 million by 2030 AD. Therefore, the rapid expansion of the hospitality sector in Makkah will be inevitable. During the coming years, Makkah will witness the addition of thousands of hotel rooms.



# Site Studies





# **Real Estate Data and Available Services in The Property Area**

Property Data							
Azizia	Neighborhood	Месса	City				
Hotel Tower	property type	Al-Masjid Al-Haram Road	Street				
1/277	Plot No.	7/21/1ج	No. planned				
Commercial	Land use according to regulations	1278.97 square meters	Area				

Services and facilities available in the area of the property							
Telephone network	Sewerage network	Water network	Electricity network				
✓	✓	✓	✓				
Garden	Water drainage network	Public markets	Mosque				
✓	✓	✓	✓				
Hotels	Governmental services and centers	Medical services	Shopping center				
*	×	✓	✓				
Civil defense	Petrol station	Restaurants	Banks				
✓	✓	✓	✓				





Description	Impact determinants	Influence element
The property is located in the city of Makkah ,Al-Aziziyah district, the eastern Dhoffa	Importance of the area •	Area Overview
flat. • There are no sources of pollution in the area. •	Earth's topography • pollution •	Natural (Environmental) Factors
The location is in the center of the holy city of Makkah. • completed. • completed. • Regular ribs. •	The location of the city Infrastructure Municipal equipment Earth properties	Planning factors (Urban)
Hotels • 65%. •	land use • Building percentage - • number of floors	Building Code
High. • .High •	Supply and demand • land prices •	Economic factors
none •	Impotence and • infringements on real estate	Legal Factors



# Description of interior and exterior finishes and construction works

Interior finishes								
Doors	Doors				Wall Cladding		Floors	
Wood		G	Sypsum decorations		Paint		Marble - Ceramic	
Windows			Health kits		Stairs		Insulation type	
Aluminum and glas	ss		Excellent		Marble		None	
	Exterior finishes							
Facades	Facades				Doors		Floors	
Stone - Paint		None			Iron		Tiles	
		Elec	ctromechanical and air cond	ditioning systems				
Air Conditioning	Elevator	Elevators		nd outlets	lighting		Water Feeding System	
Window + Split	Exist	Exist good			good		None	
	Security and safety systems - other facilities							
Facilities		Facilities Fire Alarm and Extinguishing Systems Security S				Security Systems		
None		None			None		None	



- The area of the building surfaces was determined based on the (building permit).
- The age of the property was determined at (10) years based on the (building permit).
- Real estate condition at the date of valuation (vacant).
- Upon inspecting the property, we found out that it is a (Hotel Tower), detailed as follows:

	Building Components					
#	Floor	Area (m2)	Use			
1	Basement	1287.97	Parking			
2	Ground floor	789.9	Reception + Commercial			
3	Mezzanine	587.86	Reception			
4	Restaurants floor	824.91	Restaurants			
5	Pray floor	824.91	Pray room			
6	Seventeen repeated floors	12304.6	Residential			
7	One last floor	261.2	Residential			
8	Staircase + elevators	75.43	Staircase + Elevators			
9	Wastewater	6	Sewers			
10	Tanks	1089.97	Tanks			
Total	23 Floor	18053				







The property is located in: Mecca

Neighborhood : Azizia

Street: Al-Masjid Al-Haram Road

**N**:

,21.403004

Ξ:

39.876740

location coordinates





# مسح فوتوغرافي للعقار















# مسح فوتوغرافي للعقار

















#### **Title Deed Information**

Ownership Type	Ownership Type Title Deed Date		Owner name	
100% ownership	1439/04/08	320123008398	Mashaer REIT Fund Company	

#### Neighborhood name - plot number - plan number - land area

Total land area	No. planned	Plot NO.	Neighborhood name
1278.97 square meters	7/21/1ج	1/277	Azizia

#### **Borders and Lengths**

	Borders and Lengths							
Border length	Western border	Border length	Eastern border	Border length	Southern border	Border length	Northern border	
43m	Street width 60 m	43m	Street width 21 m	m 30	Plot NO. 25ب/	30m	/ دPlot NO. 43	

#### Assumptions of property ownership

For the purposes of this report, we have assumed that there is good, valid ownership, free from any obstacles, mortgages, fees or interests of any third parties, etc., and in the event that this is not achieved, the opinion of the value of the property may be affected, so we recommend that the legal advisor of the entity check the ownership data, and we also confirm Not to rely on the above assumptions regarding ownership until legal counsel has ascertained their accuracy.



# Valuation







### Market APPROACH

The market method provides an indication of value by comparing the asset with identical or comparable (similar) assets for which price information is available.



### Income Approach

The income method provides an indication of value by converting future cash flows into one current value. According to this method, the value of the asset is determined by reference to the value of the revenue and cash flows generated by the asset or the costs it provides.



### Cost Approach

The cost method provides an indication of value using the economic principle that states that the buyer will not pay an asset more than the cost of obtaining an asset of similar benefit, whether through purchase or construction unless there are time, disturbance, risk, or other related factors. The method provides an indication of value by calculating the current cost of transferring or reproducing the asset, and then discounting the physical wear and tear of all other obsolescence's.



The income method provides an indication of value by converting future cash flows into a single present value. Under this approach, the value of an asset is determined by reference to the value of the revenue and cash flows that the asset generates or the costs it provides.

#### The income method should be applied and given priority or significant weight in the following cases:

- A. When the ability of the asset to generate income is the primary factor that affects the value from the point of view of market participants.
- B. Reasonable expectations are available for the amount and timing of future revenue for the assessed asset but few, if any, relevant market comparisons.

#### Income Approach Methods:

Although there are many ways to apply the income method, the methods followed under the income method are highly dependent on discounting the amounts of future cash flows to a present value, they are various applications in the use of the discounted cash flows (DCF) method and the concepts below apply in part or entirely on all methods of the income method. Discounted Cash Flow (DCF) Method:

It is a financial method for estimating the value of a financial or real asset. The value indicator is derived by calculating the present value of future cash flows.

The discounted cash flow method is applied to evaluate a property or real estate that generates income based on the forecast of future income for the property being evaluated. The value index of the property is extracted by calculating the present value of the net operating income or the expected net rental value of the property.

#### Direct capitalization method:

The direct capitalization method is applied in the event that the net rental value of the property under valuation is fixed and equal forever.

#### Residual value method:

The residual value method is a method for evaluating real estate that can be estimated by determining the best suitable development for the site and property, and then predicting the value of such development after it is completed.



Valuation approaches	Market approach	Cost approach	Income approach	
Used approach	Income approach was used  Assist	Income approach was used  Assist	Income approach was used  Main	
Valuation methods used	Field survey (comparisons - for sale land prices)	Replacement cost method	Discounted cash flow method	
Reasons to use	A basic way to find out similar properties in the market	The nature of the property and the fact that the land is built on it	The property being valuated is income-generating	



# Value Estimation





# **Estimating the Value of the Property - Market Approach - Comparable Method**

	Land valuation by market approach - comparison method with similar sales							
	Comparative real estate				Clause			
	Comparison 2			Comparison 1		The property under evaluation		A dimensional for the con-
Adjustments	Value		Adjustments	Value		The property und	er evaluation	Adjustment factors
		30,000			40,000	***		Square meter price
	For sale			For sale		***		Condition
	12/20/2022			12/20/2022		20/12/2	22	<b>Evaluation / Presentation Date</b>
- 1,500	-5.00%		- 2,000	-5.00%		***		market conditions (negotiation)
-	0.00%		-	0.00%		***		Financing Terms
	(1,	,500.00)			(2,000.00)	***		Market conditions value
		28,500			38,000	***		Value after initial adjustments
0%		1,200	0%		1,500		1,288	Area (m2)
0%	High		0%	High		High		Ease of access
10%	Average		0%	High		High		Real estate website
0%	flat		0%	flat		Flat		Earth shape
0%	Regular shape		0%	Regular sha	-	Regular shape		Earth topography
0%	Commercial	_	0%	Commerci		Commercial		Use
0%	10.000/	2	0%	0.000/	2		2	Surrounding streets
	10.00%	2.050		0.00%			Total	
		2,850			20.000		Adjustments value per sq	
		31,350			38,000	J	Final meter value after a	
	35%			65%			Weighted Moving A	Average
					5,673	Net ave	rage value per mete	er (SAR / meter)
				45,945	5,110	The fin	nal market value of t	he land (SAR )



# **Estimating The Value of The Property - Cost Approach - Replacement Method**

			First: construction costs (direct costs)
Value (SAR)	SAR/m2	Building Area m2	Clause
3,219,925	2,500	1,288	Basement
58,676,730	3,500	16,765	Total Building Area
-	-	-	Other
-	-	-	Other
61,896,655		-	Total (SAR)
			Second: other costs (indirect)
3,094,833	5%		Professional fees
1,856,900	3%		Utility network
1,856,900	3%		Management costs
-	0%		Financing costs (0 years / 0%)
-	0%		Developer profitability
6,808,632			Total (SAR)
68,705,287			Total Building Cost (SAR)

		Third, the cost of depreciation
40	Year	Life expectancy of the property (years)
10	Year	The current age of the property (years)
30	Year	Remaining life of the property (years)
25	%	Depreciation rate
17,176,322	SAR	Depreciation value
51,528,965		Final Building Value (SAR)

Fourth: The value of the property according to the cost method	
Final value of the land (SAR)	45,945,110
The final value of the buildings (SAR)	51,528,965
The market value of the property according to the cost method (SAR)	97,474,075
The market value of the property according to the cost method (SR) after rounding	97,500,000



Vacancy rate: Capitalization rate:

The capitalization rate is a rate used to convert income into value and is used to estimate the recoverable value of a property. There is more than one way to derive the capitalization rate. Each of these methods depends on the use of the recent past as a means of forecasting the future. In this report, the capitalization rate was estimated using the market survey method, according to REIT funds similar to the property being evaluated in the area of the property at the time of valuation, which is **7%**.

#### Discount rate:

Several important factors determine the discount rate, the most important of which is the inflation rate, which is the main element for determining the discount rate. In addition to the market risk rate, which is updated according to market conditions and the property under valuation, and the rate of return on government bonds, the discount rate has been assumed at 9% according to the cumulative model as follows:

Government Bond Yield	3.7%
Systematic Risk (Inflation Risk + Market Risk)	2% + 2.3%
Unsystematic risks (risks of the property being evaluated)	1%

# **Assumptions and Value Analysis**

#### Real estate revenue

Real estate revenues were estimated according to market survey data for similar properties (18,415.300) Saudi riyals and assuming it is correct.

#### Vacancy ratio:

Through survey and inspection, it was found that the average occupancy in this area is about **65%**, and it was approved according to the market situation.

#### Operating and capital expenses:

Operational expenses are the expenses related to renting and maintaining the property, and capital expenses are the expenses incurred by the owner to restore and develop the property in order to maintain it in an appropriate condition to achieve the appropriate annual income, and the percentage of operating expenses represents 30% to 40% for similar projects in the surrounding area and includes the costs of common services and cleaning expenses And maintenance of the building and expenses of management, operation and security monitoring With regard to the valuation of the property, we find that the operating and capital expenditures are 37% and were estimated according to the situation and analysis of the market for similar properties.





Annual occupancy rate for each season					
Unit	Value	Clause			
Day	365	Number of days of the year			
Percent	60%	Annual occupancy rate			
Day	219	Number of operating days per year			
Day	30	The number of days of the Hajj season			
Day	30	Number of days of Ramadan season			
Day	159	Number of days for the rest of the year			
Room	450	The number of rooms			
Calculation of Hajj season operating					
Pilgrim	1350	Number of pilgrims			
SAR / per pilgrim	2200	Rental price for pilgrims			
SAR	2,970,000	Total income for the Hajj season			
Calculation of Ramadan season					
Day	20	Number of operating days for the first twenty of Ramadan			
SAR	250	Average rental price for the day			
SAR	2,250,000	The total rental value for the first twenty of Ramadan			
Day	10	The number of operating days for the last ten days of Ramadan			
SAR	500	Average rental price for the day			
SAR	2,250,000	The total rental value for the last ten days of Ramadan			
SAR	4,500,000	Total income for the Ramadan season			

Calculation of the remaining days of the year							
SAR	150						
SAR	10,732,500	Total income for the rest of the year					
SAR	18,202,500	Total revenue from operating rooms annually					
		. Ç					
	Shop income analysis						
Unit	Value	Description					
SAR	224,000	Total annual shop rental income					
5%	11,200	Minus the occupancy rate and credit risk for stores					
SAR	212,800	Actual total commercial rental income					
	Total Actual Annual Income						
SAR	18,415,300	Total Actual Annual Income					



# **Estimating Property Value - Income Approach - Discounted Cash Flow Method**

Assumptions of the discounted cash flow method										
Gross rental income	15,951,550	Discount rate	9%							
Operating and capital expenses ratio	37%	Capitalization Rate	7%							
Cash Flow Period (Years)	10	Growth rate - annual from the second year	2%							

							Investment years	1				
Cash Flow - Incoming		2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	D
		1	2	3	4	5	6	7	8	9	10	Reversion Value
Expected growth value		0.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
Total actual rental income	15,951,550	15,951,550	16,270,581	16,595,993	16,927,912	17,266,471	17,611,800	17,964,036	18,323,317	18,689,783	19,063,579	
Subtract the average operating and capital expenditures	37%	5,902,074	6,020,115	6,140,517	6,263,328	6,388,594	6,516,366	6,646,693	6,779,627	6,915,220	7,053,524	
Building net operating income (NOI)		10,049,477	10,250,466	10,455,475	10,664,585	10,877,877	11,095,434	11,317,343	11,543,690	11,774,563	12,010,055	
Reversion Value for the building												171,572,210
Net cash flow		10,049,477	10,250,466	10,455,475	10,664,585	10,877,877	11,095,434	11,317,343	11,543,690	11,774,563	12,010,055	171,572,210
Discount factor		0.9174	0.8417	0.7722	0.7084	0.6499	0.5963	0.5470	0.5019	0.4604	0.4224	0.4224
Present value of cash flow		9,219,703	8,627,612	8,073,545	7,555,061	7,069,873	6,615,845	6,190,974	5,793,389	5,421,336	5,073,177	72,473,956
The net present value of the property												142,114,471
The final value of the property	142 114 471											

142,114,471 The final value of the property
142,150,000 Final property value (after rounding off)



# **The Final Value of The Property**

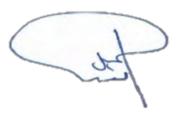
Based on the purpose of the valuation and the nature of the property and its characteristics as an income-generating property, the valuation of the property using the discounted cash flow method is better than the Replacement method. Therefore, the value reached by the income approach will be weighted as a basis for the market value of the property being valuated on 20/12/2022 AD as follows:

Market value in writing	Market value in digits
One hundred and forty-two million one handred and fifty thousand Saudi riyals	142,150,000

### This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi







# Appendices





### **Building permit**



### The deed

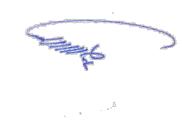




Hossam Ashi Associate membership 1210002501



Salem Al-Qahtani Followship Member 1210000013



Shayeg Alshayeg Followship Member 1210001415



Ismail Mohammed Al-Dabaikhi Followship Member 1210000052





### General administration:

Riyadh 11666, Othman Bin Affan Road, Building No. 8484, Office No. 6 920025832

info@qiam.com.sa

www.qiam.com.sa

# Valuation of a Hotel Tower, Makkah Al Mukarramah city

Client name: SICO Saudi REIT Fund







#### **Dear SICO Saudi REIT Fund**

### **Greetings**

Subject: Valuation report of a hotel tower in the neighborhood of (Prince Abdullah Al-Faisal scheme) in the city of (Makkah Al-Mukarramah)

We, Qaim and its partner for real estate appraisal, extend our sincere thanks and appreciation to you for choosing us and giving you your precious confidence to evaluate the property located in the city of (Makkah Al-Mukarramah) District (Prince Abdullah Al-Faisal Scheme) under the assignment issued by you on 12/12/2022 AD based on the license granted to us by The Saudi Authority for Accredited Valuers, following the latest version of the international valuation standards 2022, which are recognized and the rules and ethics of the profession, to reach the final, impartial valuation based on the actual inspection by the work team and Studying the market area surrounding the property, and the market value has been reached using various valuation methods, including what each report carries. Therefore, we are pleased to present you with the real estate valuation statement listed below.

Based on the completed study, we attach to you the results of the market value of the property (hotel) and its current status on the estimation date 20/12/2022, located in the city of (Makkah Al-Mukarramah) District (Prince Abdullah Al-Faisal Scheme) .An amount of (166.626.000) one hundred and sixty-six million six hundred and twenty-six thousand Saudi riyals.

With sincere gratitude...

This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi

Under license number / 1210000052 dated 10/10/1443 AH





# Market value estimation:

166.626.000 SAR

Beneficiary (the user of the repo	rt) The Client (Owner of the	report)				
SICO Saudi REIT Fund	SICO Saudi REIT Fund	1- Ismail Mohammed Al-Dab 2 - Shayeg Alshayeg, 3- Salem Al-Qahtani,	y out valuation work are baikhi, Membership No. 12100 Membership No. 1210001415 Membership No. 1210000013 embership No. 1210002501			
Property address	The property is subject to Valuation	Purpose of the valuation	Property own	er		
Makkah Al-Mukarramah - Prince Abdullah Al-Faisal scheme	It is a hotel with a total land area of 1382.73 square meters according to the deed	periodic valuation for Mashaer REIT Real Estate Company	Mashaer REIT Real Est Company	ate		
Inspection date	Valuation approach	Valuation standards				
20/12/2022	Cost approach - income approach	International Valuation Standards (IVS) issued in the year 2022				
Valuation date	Value Basis		Ownership Type			
20/12/2022	Market value		Absolute ownership			
Report issue date	Assumed value	Title	Deed No. and date			
29/12/2022	Current use	(9201210	09575 )on1439/04/09	NU		
			shinoobinoobinoobin	2		



01	Assumptions and limitations of the Report
02	Scope of Work
03	An Overview of The Economy and The Real Estate Sector in The
	Kingdom of Saudi Arabia
04	Site Studies
05	Valuation
06	Value Estimation
07	Appendices



Assumptions and limitations of the Report







4

Since the property is generating income and based on the type of property and its characteristics and on the purpose of valuation, the property was evaluated using the income approach (discounted cash flow method).

3

Based on the purpose of the valuation, which is (Periodic valuation of the Mashaer REIT Fund), the valuation was made on the basis of value (Market value).

2

The purpose of issuing this report is to know the market value of the property for the purpose of (periodic valuation of Mashaer REIT Fund) for the user of the report (Secon Saudi REIT Fund), bearing in mind that the property owner is (Mashaer REIT Fund Company)

1

According to the definition of international valuation standards, assumptions are logical matters that can be accepted as fact in the context of valuation work without checking or scrutinizing them on a specific type.

8

The property has been ostensibly inspected and the property has not been structurally inspected, or this valuation report is considered valid only if it bears the seal of the company and the signature of its approved valuers.

7

No legal document has been checked for the valed property or for legal issues that include ownership or mortgage, and it has been assumed that the information according to the client's statement (title documents) is current and valid.

6

The estimated values in this report are for the property under investigation and any distribution of the value over the parts of the property will not be correct and this value should not be used for any other purposes as it could be incorrect if used as well.

5

The information provided by other parties, especially with regard to planning, owning land, leasing, etc., on which all or part of this report was based, was considered reliable, but its validity was not confirmed in all cases, and no guarantee was provided regarding the validity of this information. If this information appears to be incorrect, the value Contained in this report may change.

12

The property was valed in accordance with international standards 2022 AD, and the estimated value in this report is for the property under study, and in the event that the purpose of the valuation is changed, these values may be incorrect.

11

The limits and lengths are according to the client's statement (property documents), and the company is not responsible for the limits and lengths, and therefore the total area of the land is taken according to the deed, and the company is not responsible for that.

10

It is not permissible to include all or part of this report or refer to it in any document, circular or statement published without reference to Qeem & Partner Real Estate Appraisal Company, nor may it be published in any way without the company's prior written approval of the form and text in which it appears.

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The responsibility of the company with regard to the report and valuation is limited to the client, who is the entity that authored the valuation.



# Scope of Work







Explained in the executive summary	Real estate valuer identity
SICO Saudi REIT Fund	Clint
SICO Saudi REIT Fund	Other Users
Hotel	Subjuct Under Valuation
Periodic valuation of the Mashaer REIT Fund	Purpose of the Valuation
Marketr value	Value Basis
Cost approach- Income approach	Valuation Approach
20/12/2022	Report Date
A report that explains the evaluation methodology and steps, and the evaluation results, and includes illustrative pictures of the boundaries of the asset under evaluation with details of the data.	Report Description



Adequate information was collected through field visit, visible inspection and analysis. A study was conducted from sites close to the real estate site and from approved real estate offices in the real estate area. All information was investigated and studied accurately.	Valuer search scope (Standard No. 102)
Market value is the estimated amount on which the property should be exchanged on the valuation date between a willing buyer and a willing seller in a transaction on a neutral basis after proper marketing where each of the parties acts on the basis of knowledge and wisdom without coercion or compulsion.	Value basis (standard No. 104)
Saudi riyal	Valuation currency
All work was carried out in accordance with the Accredited Valuers System and the implementing regulations related to real estate valuation issued by the Saudi Authority for Accredited Valuers (Taqeem), and the latest version of the International Valuation Standards (IVS) for the year 2022 published by the International Valuation Standards Board (IVSC)) and the professional rules recognized in the work of Evaluation of real estate assets, which is based on analysis, comparison and direct inspection of each property, and research as much as possible about the influences and characteristics of the property under valuation.	Valuation Standard followed
The information contained in the report was issued by official bodies, real estate offices in the targeted area, or offices specialized in research and studies, and with reference to the database of Qaim and its partner real estate appraisal company.	Nature and source of information
Our company does not bear any responsibility for any information received from the client, which is supposed to be safe and reliable, and our company does not acknowledge the accuracy or completeness of the available data and does not express its opinion and does not offer any kind of guarantees for the accuracy or completeness of the data except in It is clearly indicated in this report.	Important or Special Assumptions
Assessments and reports are confidential to the directing party and to whomever is referred to it for a specific purpose, with no liability whatsoever for any third party. This report may not be published in full or any part of it or referred to in any document, statement, periodic publication or in any medium. Communicate with any third party without our prior written consent in the form and context in which they appear. It is a matter of caution that the company and the evaluator reserve the right to make any modifications and make any revision to the evaluation or to support the evaluation result under specific circumstances.  The company reserves the right, without any obligation, to review the evaluation accounts and to amend and revise its results in the light of information that existed on the date of the evaluation, but which became clear to him later.	Limitations of using the report



5

Report Preparation



Work on preparing the report in accordance with Standard 101 for Description of the Report and Standard 103 for Report Preparation. 4

Valuation method application



Based on the scope of work and market analysis, appropriate valuation methods are determined and all assumptions and inputs are made to carry out financial calculations to reach the market value according to the chosen methods..

3

Data collection and analysis



Collecting and analyzing office and field market data in order to gain knowledge of past and current market trends and market indicators that will be relied upon when applying evaluation methods.

2

Site inspection and analysis



Previewing the property, identifying its characteristics and specifications, matching documents with reality, analyzing the location of the property and the uses surrounding the property, while defining the scope of the geographical search and the appropriate activities and projects.

•

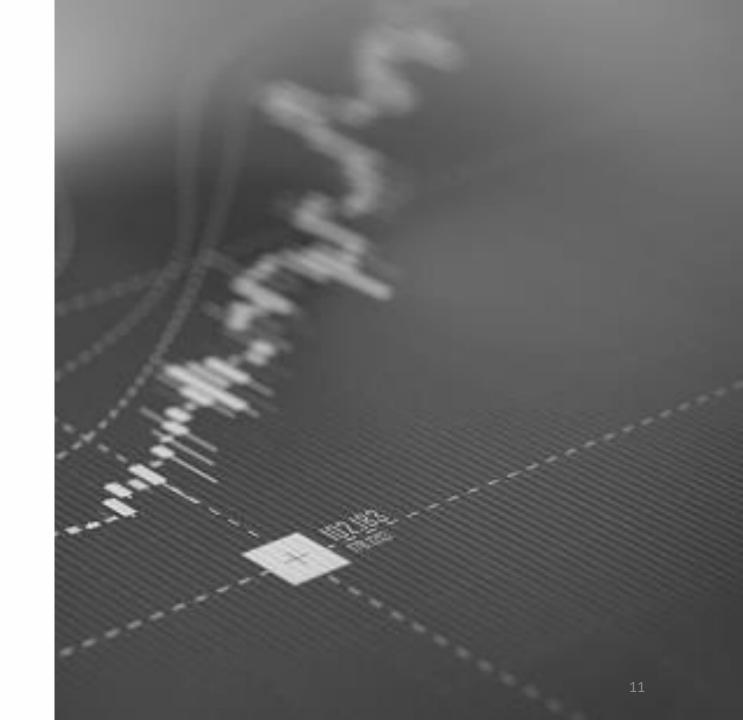
Scope of work



Meeting with the client and determining the scope of work, including the purpose of the evaluation, the basis of value, the parties involved, the date of the evaluation, and any special or important assumptions, including clarity of the assignment and the expected outputs from it.



An Overview of The Economy and The Real Estate Sector in The Kingdom of Saudi Arabia





His Royal Highness Prince

Mohammed bin Salman bin Abdulaziz

Crown Prince, Deputy Prime Minister, and Chairman of the Council of Economic and Development Affairs

الأمير محمد بن سلمان بن عبدالعزيز آل سعود

ولي العهد نائب رئيس مجلس الوزراء رئيس مجلس الشؤون الاقتصادية والتنمية

VISION الوليق العربية السعودية المملكة العربية السعودية KINGDOM OF SAUDI ARABIA



طموحنا أن نبني وطنًا أكثر ازدهارًا يجد فيه كل مواطن ما يتمناه ، فمستقبل وطننا الذي نبنيه معًا لن نقبل إلا أن نجعله في مقدمة دول العالم، بالتعليم والتأهيل، بالفرص التي تتاح للجميع ، والخدمات المتطورة ، في التوظيف والرعاية الصحيّة والسكن والترفيه

66

وغاره.

Our ambition is to build a more prosperous country in which every citizen will find what he desires. For the future of our homeland, which we build together, we will accept nothing but to make it at the forefront of the world, with education and rehabilitation, with opportunities available to all, and advanced services, in employment, health care, housing, entertainment and others.



During its modern era, the Saudi economy has witnessed growth in a large number of sectors, taking advantage of the Kingdom's natural resources, and its geographical and cultural position among the three continents of the world. This growth resulted in building a solid economic base, as it became among the twenty largest global economies and an active member of the Group of Twenty, and one of the main players in the global economy and global oil markets, supported by a strong financial system and an effective banking sector, and giant government companies based on highly qualified Saudi cadres.

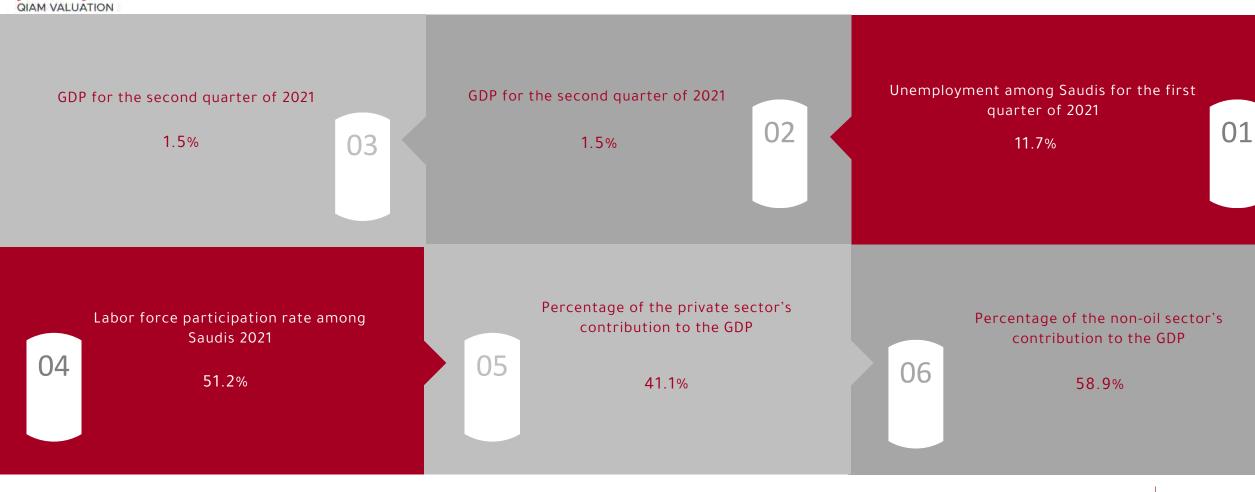
In the past years, the Kingdom has also witnessed structural reforms on the economic and financial side, which enhance the increase in economic growth rates while maintaining financial stability and sustainability.

In order to develop and diversify the economy and reduce dependence on oil, the Kingdom of Saudi Arabia launched the Saudi Vision 2030 based on many economic and financial reforms, which aimed at transforming the structure of the Saudi economy into a diversified and sustainable economy based on enhancing productivity, raising the contribution of the private sector, and enabling the third sector.

Since the launch of the vision, the Kingdom has succeeded in implementing many supportive initiatives and structural reforms to enable the economic transformation. This transformation included several major efforts centered on a sectoral dimension that includes promoting local content and national industry, launching and developing promising economic sectors, and an enabling dimension aimed at maximizing the role of the private sector and small and medium enterprises. and enhancing the sustainability of public finances. The pace of this structural transformation towards sustainable economic growth is expected to continue in the coming years, especially in light of a number of giant investment initiatives, under the umbrella of the Public Investment Fund and leading companies. It is also expected that the pace of localization of knowledge and innovative technologies will accelerate.









### **A Look at Business Sectors**

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Within the framework of the Kingdom's Vision 2030, which aims to lay effective foundations and pillers for the future of the Kingdom of initiatives aimed at reducing the main dependence on oil, through many sectors to support the national economy, including the tourism sector, given what this sector represents from a value, social, civilized and economic dimension. The tourism sector and the hotel sector are closely linked to the Saudi Vision 2030, and it revolves around helping those involved in the hospitality sector, food and entertainment industries to plan for the future.

### Office Sector

The offices contribute to achieving the goals of the Saudi national transformation towards prosperity and sustainability by focusing on the goals of Vision 2030, which leads to raising the participation of the private sector in achieving the Kingdom's Vision 2030, working as a representative of the private sector within the national system of vision realization offices in government agencies. Including Riyadh's endeavor to transform into a regional center for international commercial entities, which made it issue a decision to refuse to contract with any company that does not have a regional headquarters in Saudi Arabia by 2024, especially those that have contracts with government agencies, whether they are bodies, institutions, investment funds or devices. Increases the demand for the office sector.

### **Retail Sector**

The vision of the Kingdom's national transformation for the post-oil stage 2030 paid great attention to the development of the commercial and industrial sector in the Kingdom, as the vision is based on focusing on the development and development of the local industry that will achieve great economic returns for the Saudi economy, and among the goals of the vision by 2030 is to raise the percentage of exports The Kingdom's rank in the Logistics Performance Index increased from 16% to 25 globally and first regionally, and the private sector's contribution to the GDP increased from 40% to 65%.

### **Housing Sector**

Vision 2030 has provided sustainable housing solutions that enable Saudi families to own suitable homes according to their needs and financial capabilities. To achieve this, the housing system, in terms of structuring, procedures, and policies for dealing with banks and the private sector, has developed a high percentage of Saudi families' ownership of homes, as the proportion of Saudi families' ownership of homes did not exceed 47% in 2016, and rose to 70% by the end of the first phase of the housing program in 2021.



# Hotel performance indicators in the Kingdom of Saudi Arabia 2022



# Hotel performance indicators in the Kingdom of Saudi Arabia 2030







Total number of rooms available

185.000

Total number of hotels

1151

Average rate of return

5.5%

Average available rooms (pilgrims housing)

24%

Average rooms available (hotels)

**76**%

Average occupancy rate

69%



### The Future Outlook of The Hotel Sector in Makkah Al-Mukarramah

Makkah Al-Mukarramah receives constant attention and continuous support from the government of the Custodian of the Two Holy Mosques to enhance the quality of life in it. Today, it is witnessing an inspiring partnership between the public and private sectors to implement a number of huge investment projects, both inside and outside the Haram, and to implement qualitative projects in the central region of Makkah, in addition to implementing Infrastructure development projects and public transport and transportation projects that aim to link the areas of Makkah with the Holy Mosque and the holy sites and facilitate the access of visitors to them with ease.

The wheel of performance in the hospitality sector in Makkah also moved remarkably from what it was after the end of the Corona pandemic, after the Kingdom announced before that the resumption of receiving requests for Umrah and visits to the Two Holy Mosques with various countries of the world.

That is why the city of Al-Mukarramah is considered one of the fastest growing cities in the world in the hotel sector because of its important attractions in the Islamic world. The city of Makkah Al-Mukarramah aims to increase the number of pilgrims and Umrah pilgrims to 30 million by 2030 AD. Therefore, the rapid expansion of the hospitality sector in Makkah will be inevitable. During the coming years, Makkah will witness the addition of thousands of hotel rooms.



# Site Studies





# **Real Estate Data and Available Services in The Property Area**

Property Data									
Prince Abdullah Al-Faisal's scheme	Neighborhood	Mecca	City						
Hotel Tower	property type	Alhajj	Street						
166	Plot No.	/23/15/1	No. planned						
Commercial	Land use according to regulations	1382.73 square meters	Area						

Services and facilities available in the area of the property								
Telephone network	Sewerage network	Water network	Electricity network					
✓	✓	✓	✓					
Garden	Water drainage network	Public markets	Mosque					
✓	✓	✓	✓					
Hotels	Governmental services and centers	Medical services	Shopping center					
*	×	✓	✓					
Civil defense	Petrol station	Restaurants	Banks					
✓	✓	✓	✓					





Description	Impact determinants	Influence element
The property is located in the holy city of Makkah in the neighborhood of Prince Abdullah  Al-Faisal scheme	Importance of the area •	Area Overview
flat. • There are no sources of pollution in the area. •	Earth's topography • pollution •	Natural (Environmental) Factors
The location is in the center of the holy city of Makkah. • completed. • completed. • Regular ribs. •	The location of the city Infrastructure Municipal equipment Earth properties	Planning factors (Urban)
Commercial • 65%. •	land use • Building percentage - • number of floors	Building Code
High. • .High •	Supply and demand • land prices •	Economic factors
none •	Impotence and • infringements on real estate	Legal Factors



# Description of interior and exterior finishes and construction works

INTERIOR FINISHES										
Doors		Bishop			Wall Cladding			Floors		
Wood			Gypsum decorations		Paint			Marble - Ceramic		
Windows			Health kits			Stairs	Insulation type			
Aluminum and glas	s		Excellent			Marble		None		
	EXTERIOR FINISHES									
Facades	Facades				Doors			Floors		
Glass	Glass			None				Tiles		
		E	lectromechanical and air co	onditioning	systems					
Air Conditioning	Elevato	·s	Electrical wiring	and outlets	s	lighting		Water Feeding System		
Central	Exist		Excelle	nt		good		Exist		
Security and safety systems - other facilities										
Facilities		Faci	ilities	Fire A	Alarm and E	Extinguishing Systems		Security Systems		
None		None			Exist			Exist		



- The area of the building surfaces was determined based on the (building permit).
- The age of the property was determined at (9) years based on the (building permit).
- Real estate condition at the date of valuation (vacant).
- Upon inspecting the property, we found out that it is a (Hotel Tower), detailed as follows:

Building Components					
Use	Area (m2)	Floor	P		
Parking	1382.73 Basement		1		
Reception	Reception 1018.74 Ground floor		2		
Reception	758.78	Mezzanine	3		
Restaurants	1016.88	One floor restaurants	4		
Pray room	1016.88	One floor for pray	5		
Residential	12780.6	repeated floors	6		
Residential	755.03	last floor	7		
Services	44.19	Staircase + elevators	8		
Tanks		Tanks	9		
Sewers		Wastewater	10		
	19905	Floor 14	Total		





The property is located in: Mecca Neighborhood: Prince Abdullah Al-Faisal's scheme Street: Alhajj

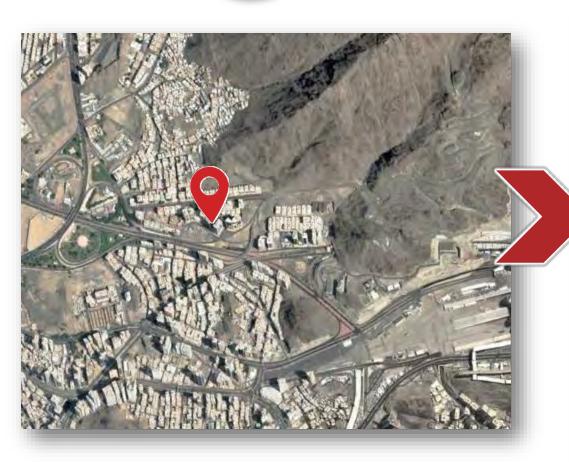
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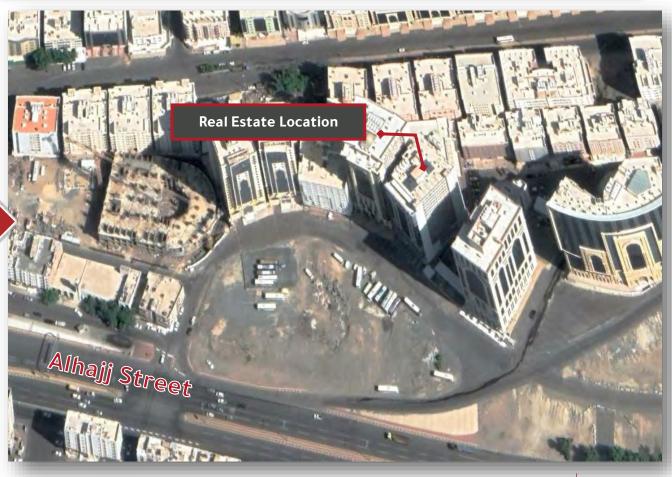
21.4344380

Ξ:

39.859888

location coordinates





# مسح فوتوغرافي للعقار















# مسح فوتوغرافي للعقار









20/December/2022 - 03:38:05 PM









#### Title Deed Information

Ownership Type Title Deed Date		Title Deed NO.	Owner name	
100% ownership	1439/04/09	9201210009575	Mashaer REIT Fund Company	

### Neighborhood name - plot number - plan number - land area

Total land area	No. planned	Plot NO.	Neighborhood name
1382.73 square meters	/23/15/1	166	Prince Abdullah Al-Faisal's scheme

### **Borders and Lengths**

	Borders and Lengths						
Border length	Western border	Border length	Eastern border	Border length	Southern border	Border length	Northern border
26 m	Street width 12 m	35 m	Plot NO 168	46 m	Plot NO 167	46 m	Plot NO 165

### Assumptions of property ownership

For the purposes of this report, we have assumed that there is good, valid ownership, free from any obstacles, mortgages, fees or interests of any third parties, etc., and in the event that this is not achieved, the opinion of the value of the property may be affected, so we recommend that the legal advisor of the entity check the ownership data, and we also confirm Not to rely on the above assumptions regarding ownership until legal counsel has ascertained their accuracy.



# Valuation







### Market APPROACH

The market method provides an indication of value by comparing the asset with identical or comparable (similar) assets for which price information is available.



### Income Approach

The income method provides an indication of value by converting future cash flows into one current value. According to this method, the value of the asset is determined by reference to the value of the revenue and cash flows generated by the asset or the costs it provides.



# Cost Approach

The cost method provides an indication of value using the economic principle that states that the buyer will not pay an asset more than the cost of obtaining an asset of similar benefit, whether through purchase or construction unless there are time, disturbance, risk, or other related factors. The method provides an indication of value by calculating the current cost of transferring or reproducing the asset, and then discounting the physical wear and tear of all other obsolescence's.



The income method provides an indication of value by converting future cash flows into a single present value. Under this approach, the value of an asset is determined by reference to the value of the revenue and cash flows that the asset generates or the costs it provides.

### The income method should be applied and given priority or significant weight in the following cases:

- A. When the ability of the asset to generate income is the primary factor that affects the value from the point of view of market participants.
- B. Reasonable expectations are available for the amount and timing of future revenue for the assessed asset but few, if any, relevant market comparisons.

#### Income Approach Methods:

Although there are many ways to apply the income method, the methods followed under the income method are highly dependent on discounting the amounts of future cash flows to a present value, they are various applications in the use of the discounted cash flows (DCF) method and the concepts below apply in part or entirely on all methods of the income method.

Discounted Cash Flow (DCF) Method:

It is a financial method for estimating the value of a financial or real asset. The value indicator is derived by calculating the present value of future cash flows.

The discounted cash flow method is applied to evaluate a property or real estate that generates income based on the forecast of future income for the property being evaluated. The value index of the property is extracted by calculating the present value of the net operating income or the expected net rental value of the property.

#### Direct capitalization method:

The direct capitalization method is applied in the event that the net rental value of the property under evaluation is fixed and equal forever.

#### Residual value method:

The residual value method is a method for evaluating real estate that can be estimated by determining the best suitable development for the site and property, and then predicting the value of such development after it is completed.



Valuation approaches	Market approach	Cost approach	Income approach		
Used approach	Income approach was used  Assist	Income approach was used  Assist	Income approach was used  Main		
Valuation methods used	Field survey (comparisons - for sale land prices)	Replacement cost method	Discounted cash flow method		
Reasons to use	A basic way to find out similar properties in the market	The nature of the property and the fact that the land is built on it	The property being valuated is income-generating		



## Value Estimation





## **Estimating the Value of the Property - Market Approach - Comparable Method**

	Land	valuatio	n by marke	t approach - comparis	on method with similar sale	S
	Comp	parative re	al estate		Cla	use
	Comparison 2			Comparison 1	The property under evaluation	Adjustment factors
Adjustments	Value		Adjustments	Value	The property under evaluation	Adjustment factors
		21,000		26,785	***	Square meter price
	For Sale			For Sale	***	Condition
	20/12/22			20/12/22	20/12/22	Evaluation / Presentation Date
- 1,050	-5.00%	-	1,339	-5.00%	***	market conditions (negotiation)
-	0.00%		-	0.00%	***	Financing Terms
	(1	,050.00)		(1,339.25)	***	Market conditions value
		19,950		25,446	***	Value after initial adjustments
-5%		561	0%	1,120	1,383	Area (m2)
0%	High		0%	High	High	Ease of access
0%	High		0%	High	High	Real estate website
0%	flat		0%	flat	Flat	Earth shape
0%	Regular shape		0%	Regular shape	Regular shape	Earth topography
0%	Residential/ Comme		0%	Residential/ Commercial	Residential/ Commercial	Use
-10%	45.000/	3	-10%	3	1	Surrounding streets
	-15.00%	2.002		-10.00%	То	
		2,993-		2,545-	Adjustments value	
		16,958		22,901	Final meter value	,
	35%			65%		ving Average
				20,821	Net average value per	r meter (SAR / meter)
				28,789,459	The final market value	ue of the land (SAR )



## **Estimating The Value of The Property - Cost Approach - Replacement Method**

				First: construction costs (direct costs)	
Value (SAR)	SAR/m2		Building Ar	ea n Clause	
3,456,8	325	2,500	1,383	basement	
64,810,4	145	3,500	18,517	Total Building Area	
-		-	-	Parking	
-		-	-	Swimming pool	
-		-	-	Other	
68,267,2	270		-	Total (SAR)	
				Second: other costs (indirect)	
3,413,364		5%		Professional fees	
2,048,018		3%		Utility network	
2,048,018		3%		Management costs	
-		0%		Financing costs (0 years / 0%)	
-		0%		Developer profitability	
7,509,4	100				Total (SAR)
75,776,6	570		1	Total Building Cost (SAR)	

		Third, the cost of depreciation
40	Year	Life expectancy of the property (years)
9	Year	The current age of the property (years)
31	Year	Remaining life of the property (years)
23	%	Depreciation rate
17,049,751	SAR	Depreciation value
58,726,919		Final Building Value (SR)

Fourth: The value of the property according to the cost	
Final value of the land (SAR)	28,789,459
The final value of the buildings (SAR)	58,726,919
The market value of the property according to the cost method (SAR)	87,516,378
The market value of the property according to the cost method (SR) after rounding	87,516,000



#### Vacancy rate: Capitalization rate:

The capitalization rate is a rate used to convert income into value and is used to estimate the recoverable value of a property. There is more than one way to derive the capitalization rate. Each of these methods depends on the use of the recent past as a means of forecasting the future. In this report, the capitalization rate was estimated using the market survey method, according to REIT funds similar to the property being evaluated in the area of the property at the time of evaluation, which is **7%**.

#### Discount rate:

Several important factors determine the discount rate, the most important of which is the inflation rate, which is the main element for determining the discount rate. In addition to the market risk rate, which is updated according to market conditions and the property under evaluation, and the rate of return on government bonds, the discount rate has been assumed at 9% according to the cumulative model as follows:

Government Bond Yield	3.7%
Systematic Risk (Inflation Risk + Market Risk)	2% + 2.3%
Unsystematic risks (risks of the property being evaluated)	1%

## **Assumptions and Value Analysis**

#### Real estate revenue

Real estate revenues were estimated according to market survey data for similar properties (18,415.300) Saudi riyals and assuming it is correct.

#### Vacancy ratio:

Through survey and inspection, it was found that the average occupancy in this area is about **65%**, and it was approved according to the market situation.

#### Operating and capital expenses:

Operational expenses are the expenses related to renting and maintaining the property, and capital expenses are the expenses incurred by the owner to restore and develop the property in order to maintain it in an appropriate condition to achieve the appropriate annual income, and the percentage of operating expenses represents 30% to 40% for similar projects in the surrounding area and includes the costs of common services and cleaning expenses And maintenance of the building and expenses of management, operation and security monitoring With regard to the evaluation of the property, we find that the operating and capital expenditures are 37% and were estimated according to the situation and analysis of the market for similar properties.



	Annual occupancy rate for each season						
Unit	Value	Clause					
Day	365	Number of days of the year					
Percent	65%	Annual occupancy rate					
Day	237.25	Number of operating days per year					
Day	30	The number of days of the Hajj season					
Day	30	Number of days of Ramadan season					
Day	177.25	Number of days for the rest of the year					
Room	428	The number of rooms					
	Calculation of Hajj	season operating					
Pilgrim	1976	Number of pilgrims					
SAR / per pilgrim	2500	Rental price for pilgrims					
SAR	4,940,000	Total income for the Hajj season					

	Calculation of R	amadan season
Day	20	Number of operating days for the first two
SAR	250	Average rental price for the day
SAR	2,140,000	The total rental value for the first twenty o
Day	10	The number of operating days for the last
SAR	500	Average rental price for the day
SAR	2,140,000	The total rental value for the last ten days
SAR	4,280,000	Total income for the Ramadan season
C	Calculation of the rema	ining days of the year
SAR	125	5 Average rental price for the day
SAR	9,482,875	Total income for the rest of the year
SAR	18,702,875	Total revenue from operating rooms annu
	Total Actual A	nnual Income
SAR	18,702,875	Total Actual Annual Income



## **Estimating Property Value - Income Approach - Discounted Cash Flow Method**

Assumptions of the discounted cash flow method						
Gross rental income	18,702,875	Discount rate	9%			
Operating and capital expenses ratio	37%	Capitalization Rate	7%			
Cash Flow Period (Years)	10	Growth rate - annual from the second year	2%			

							nvestment years	I				
Cash Flow - Incoming		2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	D : V/
		1	2	3	4	5	6	7	8	9	10	Reversion Value
Expected growth value		0.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
Total actual rental income	18,702,875	18,702,875	19,076,933	19,458,471	19,847,641	20,244,593	20,649,485	21,062,475	21,483,724	21,913,399	22,351,667	
Subtract the average operating and capital expenditures	37%	6,920,064	7,058,465	7,199,634	7,343,627	7,490,500	7,640,310	7,793,116	7,948,978	8,107,958	8,270,117	
Building net operating income (NOI)		11,782,811	12,018,467	12,258,837	12,504,014	12,754,094	13,009,176	13,269,359	13,534,746	13,805,441	14,081,550	
Reversion Value for the building												201,165,002
Net cash flow		11,782,811	12,018,467	12,258,837	12,504,014	12,754,094	13,009,176	13,269,359	13,534,746	13,805,441	14,081,550	201,165,002
Discount factor		0.9174	0.8417	0.7722	0.7084	0.6499	0.5963	0.5470	0.5019	0.4604	0.4224	0.4224
Present value of cash flow		10,809,919	10,115,704	9,466,071	8,858,158	8,289,286	7,756,946	7,258,794	6,792,633	6,356,409	5,948,199	84,974,271
The net present value of the property												166,626,390
The Construction of the moneyers	166 626 200											

166,626,390 The final value of the property
166,626,000 Final property value (after rounding off)



## **The Final Value of The Property**

Based on the purpose of the valuation and the nature of the property and its characteristics as an income-generating property, the valuation of the property using the discounted cash flow method is better than the substitution method. Therefore, the value reached by the income approach will be weighted as a basis for the market value of the property being valuated on 20/12/2022 as follows:

Market value in digits	Market value in writing
166.626.000	One hundred and sixty-six million six hundred and twenty-six thousand Saudi riyals

#### This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi





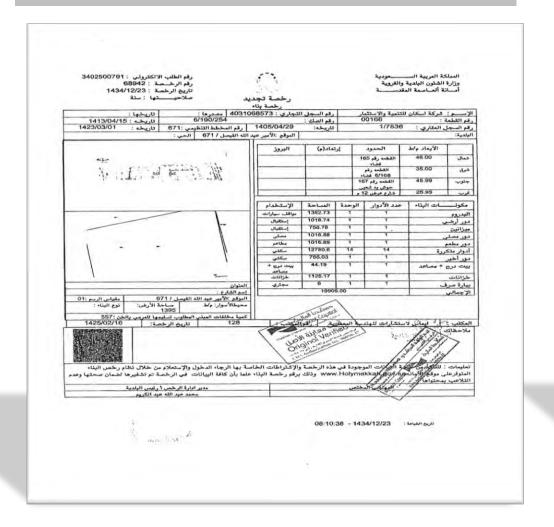


# Appendices





#### **Building permit**



#### The deed





Hossam Ashi Associate membership 1210002501

Salem Al-Qahtani Followship Member 1210000013



Shayeg Alshayeg Followship Member 1210001415



Ismail Mohammed Al-Dabaikhi Followship Member 1210000052





#### General administration:

Riyadh 11666, Othman Bin Affan Road, Building No. 8484, Office No. 6 920025832

info@qiam.com.sa

www.qiam.com.sa

## Valuation of a Hotel Tower, Makkah Al Mukarramah city

Client name: SICO Saudi REIT Fund







#### **Dear SICO Saudi REIT Fund**

#### **Greetings**

#### Subject: Valuation Report of a Hotel Tower in (Al-Aziziyah) District in (Makkah Al-Mukarramah)

We, Qaim and its partner for real estate appraisal, extend our sincere thanks and appreciation to you for choosing us and giving you your precious confidence to evaluate the property located in the city of (Makkah Al-Mukarramah) neighborhood (Al-Aziziyah, East Bank) under the assignment issued by you on 12/12/2022 AD based on the license granted to us by The Saudi Authority for Accredited Valuers, following the latest version of the international valuation standards 2022, which are recognized and the rules and ethics of the profession, to reach the final, impartial valuation based on the actual inspection by the work team and Studying the market area surrounding the property, and the market value has been reached using various valuation methods, including what each report carries. Therefore, we are pleased to present you with the real estate valuation statement listed below.

Based on the completed study, we attach to you the results of the market value of the property (hotel) and its current status on the estimation

date 20/12/2022, located in the city of (Makkah Al-Mukarramah) district (Al-Aziziyah), In the amount of (130,300,000) One hundred and thirty million three

hundred thousand Saudi riyals

With sincere gratitude...

This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi

Under license number / 1210000052 dated 10/10/1443 AH







#### Market value estimation:

130,300,000 SAR

eneficiary (the user of the report)	The Client (Owner of the re	port)	Valuer	
SICO Saudi REIT Fund	SICO Saudi REIT Fund	1- Ismail Mohammed Al-Dal 2 - Shayeg Alshayeg, 3- Salem Al-Qahtani,	y out valuation work are baikhi, Membership No. 1210000 Membership No. 1210001415 Membership No. 1210000013 Iembership No. 1210002501	<b>)</b> 52
Property address The p	property subject to Valuation	Purpose of the valuation	Property owner	er
Makkah Al-Mukarramah - Al-Aziziyah	It is a hotel with a total land area of <b>1458</b> square meters according to the deed	periodic valuation for Mashaer REIT Real Estate Company	Mashaer REIT Real Estate Com	ıpany
Inspection date	Valuation approach	Val	uation standards	
20/12/2022	Cost approach - income approach	International Valuation Sta	andards (IVS) issued in the year 2	2022
Valuation date	Value Basis	0	wnership Type	
20/12/2022	Market value	Abso	lute ownership	
Report issue date	Assumed value	Title De	ed No. and date	
29/12/2022	Current use		09602 , 220121009603 ) 1439/04/10	NU



01	Assumptions and limitations of the Report
02	Scope of Work
03	An Overview of The Economy and The Real Estate Sector in The
	Kingdom of Saudi Arabia
04	Site Studies
05	Valuation
06	Value Estimation
07	Appendices



Assumptions and limitations of the Report







4

Since the property is generating income and based on the type of property and its characteristics and on the purpose of valuation, the property was evaluated using the income approach (discounted cash flow method).

3

Based on the purpose of the valuation, which is (Periodic valuation of the Mashaer REIT Fund), the valuation was made on the basis of value (Market value).

2

The purpose of issuing this report is to know the market value of the property for the purpose of (periodic valuation of Mashaer REIT Fund) for the user of the report (Secon Saudi REIT Fund), bearing in mind that the property owner is (Mashaer REIT Fund Company)

1

According to the definition of international valuation standards, assumptions are logical matters that can be accepted as fact in the context of valuation work without checking or scrutinizing them on a specific type.

8

The property has been ostensibly inspected and the property has not been structurally inspected, or this valuation report is considered valid only if it bears the seal of the company and the signature of its approved valuers.

7

No legal document has been checked for the valed property or for legal issues that include ownership or mortgage, and it has been assumed that the information according to the client's statement (title documents) is current and valid.

6

The estimated values in this report are for the property under investigation and any distribution of the value over the parts of the property will not be correct and this value should not be used for any other purposes as it could be incorrect if used as well.

5

The information provided by other parties, especially with regard to planning, owning land, leasing, etc., on which all or part of this report was based, was considered reliable, but its validity was not confirmed in all cases, and no guarantee was provided regarding the validity of this information. If this information appears to be incorrect, the value Contained in this report may change.

12

The property was valed in accordance with international standards 2022 AD, and the estimated value in this report is for the property under study, and in the event that the purpose of the valuation is changed, these values may be incorrect.

11

The limits and lengths are according to the client's statement (property documents), and the company is not responsible for the limits and lengths, and therefore the total area of the land is taken according to the deed, and the company is not responsible for that.

10

It is not permissible to include all or part of this report or refer to it in any document, circular or statement published without reference to Qeem & Partner Real Estate Appraisal Company, nor may it be published in any way without the company's prior written approval of the form and text in which it appears.

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The responsibility of the company with regard to the report and valuation is limited to the client, who is the entity that authored the valuation.



# Scope of Work







Explained in the executive summary	Real estate valuer identity
SICO Saudi REIT Fund	Clint
SICO Saudi REIT Fund	Other Users
Hotel	Subjuct Under Valuation
Periodic valuation of the Mashaer REIT Fund	Purpose of the Valuation
Marketr value	Value Basis
Cost approach- Income approach	Valuation Approach
20/12/2022	Report Date
A report that explains the valuation methodology and steps, and the valuation results, and includes illustrative pictures of the boundaries of the asset under valuation with details of the data.	Report Description



Adequate information was collected through field visit, visible inspection and analysis. A study was conducted from sites close to the real estate site and from approved real estate offices in the real estate area. All information was investigated and studied accurately.	Valuer search scope (Standard No. 102)
Market value is the estimated amount on which the property should be exchanged on the valuation date between a willing buyer and a willing seller in a transaction on a neutral basis after proper marketing where each of the parties acts on the basis of knowledge and wisdom without coercion or compulsion.	Value basis (standard No. 104)
Saudi riyal	Valuation currency
All work was carried out in accordance with the Accredited Valuers System and the implementing regulations related to real estate valuation issued by the Saudi Authority for Accredited Valuers (Taqeem), and the latest version of the International Valuation Standards (IVS) for the year 2022 published by the International Valuation Standards Board (IVSC)) and the professional rules recognized in the work of valuation of real estate assets, which is based on analysis, comparison and direct inspection of each property, and research as much as possible about the influences and characteristics of the property under valuation.	Valuation Standard followed
The information contained in the report was issued by official bodies, real estate offices in the targeted area, or offices specialized in research and studies, and with reference to the database of Qaim and its partner real estate appraisal company.	Nature and source of information
Our company does not bear any responsibility for any information received from the client, which is supposed to be safe and reliable, and our company does not acknowledge the accuracy or completeness of the available data and does not express its opinion and does not offer any kind of guarantees for the accuracy or completeness of the data except in It is clearly indicated in this report.	Important or Special Assumptions
Assessments and reports are confidential to the directing party and to whomever is referred to it for a specific purpose, with no liability whatsoever for any third party. This report may not be published in full or any part of it or referred to in any document, statement, periodic publication or in any medium. Communicate with any third party without our prior written consent in the form and context in which they appear. It is a matter of caution that the company and the evaluator reserve the right to make any modifications and make any revision to the valuation or to support the valuation result under specific circumstances.  The company reserves the right, without any obligation, to review the valuation accounts and to amend and revise its results in the light of information that existed on the date of the valuation, but which became clear to him later.	Limitations of using the report



5

Report Preparation



Work on preparing the report in accordance with Standard 101 for Description of the Report and Standard 103 for Report Preparation. 4

Valuation method application



Based on the scope of work and market analysis, appropriate valuation methods are determined and all assumptions and inputs are made to carry out financial calculations to reach the market value according to the chosen methods...

3

Data collection and analysis



Collecting and analyzing office and field market data in order to gain knowledge of past and current market trends and market indicators that will be relied upon when applying valuation methods.

2

Site inspection and analysis



Previewing the property, identifying its characteristics and specifications, matching documents with reality, analyzing the location of the property and the uses surrounding the property, while defining the scope of the geographical search and the appropriate activities and projects.

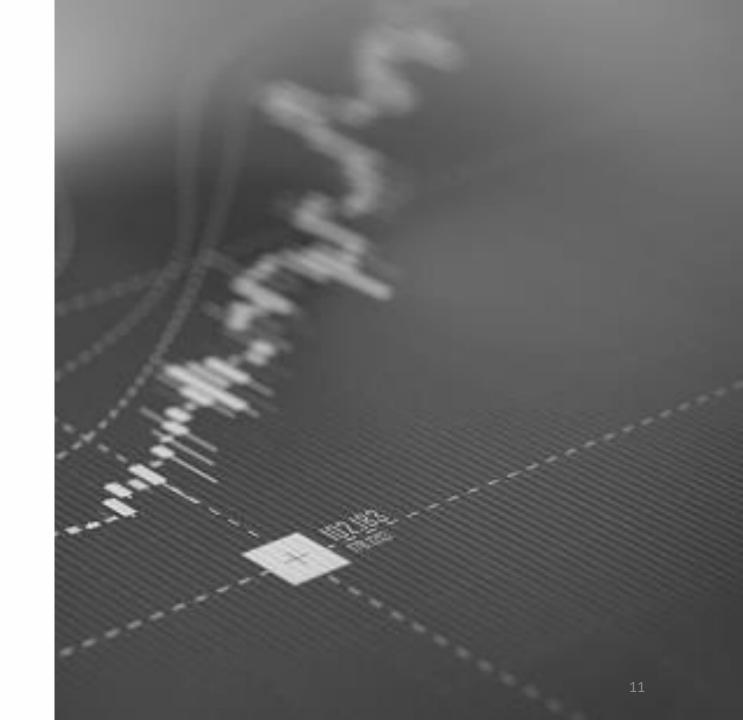
Scope of work



Meeting with the client and determining the scope of work, including the purpose of the valuation, the basis of value, the parties involved, the date of the valuation, and any special or important assumptions, including clarity of the assignment and the expected outputs from it.



An Overview of The Economy and The Real Estate Sector in The Kingdom of Saudi Arabia





His Royal Highness Prince

Mohammed bin Salman bin Abdulaziz

Crown Prince, Deputy Prime Minister, and Chairman of the Council of Economic and Development Affairs

الأمير محمد بن سلمان بن عبدالعزيز آل سعود

ولي العهد نائب رئيس مجلس الوزراء رئيس مجلس الشؤون الاقتصادية والتنمية

VISION الوليق العربية السعودية المملكة العربية السعودية KINGDOM OF SAUDI ARABIA



طموحنا أن نبني وطنًا أكثر ازدهارًا يجد فيه كل مواطن ما يتمناه ، فمستقبل وطننا الذي نبنيه معًا لن نقبل إلا أن نجعله في مقدمة دول العالم، بالتعليم والتأهيل، بالفرص التي تتاح للجميع ، والخدمات المتطورة ، في التوظيف والرعاية الصحيّة والسكن والترفيه

66

وغاره.

Our ambition is to build a more prosperous country in which every citizen will find what he desires. For the future of our homeland, which we build together, we will accept nothing but to make it at the forefront of the world, with education and rehabilitation, with opportunities available to all, and advanced services, in employment, health care, housing, entertainment and others.





During its modern era, the Saudi economy has witnessed growth in a large number of sectors, taking advantage of the Kingdom's natural resources, and its geographical and cultural position among the three continents of the world. This growth resulted in building a solid economic base, as it became among the twenty largest global economies and an active member of the Group of Twenty, and one of the main players in the global economy and global oil markets, supported by a strong financial system and an effective banking sector, and giant government companies based on highly qualified Saudi cadres.

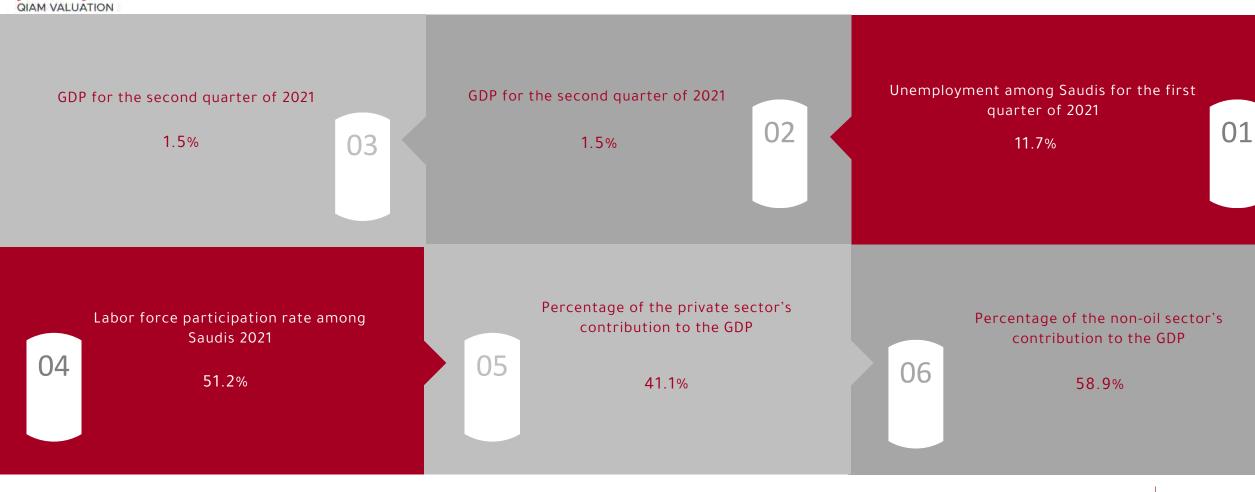
In the past years, the Kingdom has also witnessed structural reforms on the economic and financial side, which enhance the increase in economic growth rates while maintaining financial stability and sustainability.

In order to develop and diversify the economy and reduce dependence on oil, the Kingdom of Saudi Arabia launched the Saudi Vision 2030 based on many economic and financial reforms, which aimed at transforming the structure of the Saudi economy into a diversified and sustainable economy based on enhancing productivity, raising the contribution of the private sector, and enabling the third sector.

Since the launch of the vision, the Kingdom has succeeded in implementing many supportive initiatives and structural reforms to enable the economic transformation. This transformation included several major efforts centered on a sectoral dimension that includes promoting local content and national industry, launching and developing promising economic sectors, and an enabling dimension aimed at maximizing the role of the private sector and small and medium enterprises. and enhancing the sustainability of public finances. The pace of this structural transformation towards sustainable economic growth is expected to continue in the coming years, especially in light of a number of giant investment initiatives, under the umbrella of the Public Investment Fund and leading companies. It is also expected that the pace of localization of knowledge and innovative technologies will accelerate.









### **A Look at Business Sectors**

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Within the framework of the Kingdom's Vision 2030, which aims to lay effective foundations and pillers for the future of the Kingdom of initiatives aimed at reducing the main dependence on oil, through many sectors to support the national economy, including the tourism sector, given what this sector represents from a value, social, civilized and economic dimension. The tourism sector and the hotel sector are closely linked to the Saudi Vision 2030, and it revolves around helping those involved in the hospitality sector, food and entertainment industries to plan for the future.

#### Office Sector

The offices contribute to achieving the goals of the Saudi national transformation towards prosperity and sustainability by focusing on the goals of Vision 2030, which leads to raising the participation of the private sector in achieving the Kingdom's Vision 2030, working as a representative of the private sector within the national system of vision realization offices in government agencies. Including Riyadh's endeavor to transform into a regional center for international commercial entities, which made it issue a decision to refuse to contract with any company that does not have a regional headquarters in Saudi Arabia by 2024, especially those that have contracts with government agencies, whether they are bodies, institutions, investment funds or devices. Increases the demand for the office sector.

#### **Retail Sector**

The vision of the Kingdom's national transformation for the post-oil stage 2030 paid great attention to the development of the commercial and industrial sector in the Kingdom, as the vision is based on focusing on the development and development of the local industry that will achieve great economic returns for the Saudi economy, and among the goals of the vision by 2030 is to raise the percentage of exports The Kingdom's rank in the Logistics Performance Index increased from 16% to 25 globally and first regionally, and the private sector's contribution to the GDP increased from 40% to 65%.

#### **Housing Sector**

Vision 2030 has provided sustainable housing solutions that enable Saudi families to own suitable homes according to their needs and financial capabilities. To achieve this, the housing system, in terms of structuring, procedures, and policies for dealing with banks and the private sector, has developed a high percentage of Saudi families' ownership of homes, as the proportion of Saudi families' ownership of homes did not exceed 47% in 2016, and rose to 70% by the end of the first phase of the housing program in 2021.



## Hotel performance indicators in the Kingdom of Saudi Arabia 2022



## Hotel performance indicators in the Kingdom of Saudi Arabia 2030







Total number of rooms available

185.000

Total number of hotels

1151

Average rate of return

5.5%

Average available rooms (pilgrims housing)

24%

Average rooms available (hotels)

**76**%

Average occupancy rate

69%



#### The Future Outlook of The Hotel Sector in Makkah Al-Mukarramah

Makkah Al-Mukarramah receives constant attention and continuous support from the government of the Custodian of the Two Holy Mosques to enhance the quality of life in it. Today, it is witnessing an inspiring partnership between the public and private sectors to implement a number of huge investment projects, both inside and outside the Haram, and to implement qualitative projects in the central region of Makkah, in addition to implementing Infrastructure development projects and public transport and transportation projects that aim to link the areas of Makkah with the Holy Mosque and the holy sites and facilitate the access of visitors to them with ease.

The wheel of performance in the hospitality sector in Makkah also moved remarkably from what it was after the end of the Corona pandemic, after the Kingdom announced before that the resumption of receiving requests for Umrah and visits to the Two Holy Mosques with various countries of the world.

That is why the city of Al-Mukarramah is considered one of the fastest growing cities in the world in the hotel sector because of its important attractions in the Islamic world. The city of Makkah Al-Mukarramah aims to increase the number of pilgrims and Umrah pilgrims to 30 million by 2030 AD. Therefore, the rapid expansion of the hospitality sector in Makkah will be inevitable. During the coming years, Makkah will witness the addition of thousands of hotel rooms.



# Site Studies





## **Real Estate Data and Available Services in The Property Area**

Property Data							
Azizia	Neighborhood	Месса	City				
Hotel Tower	property type	Al-Masjid Al-Haram Road	Street				
12/3 + 11/3	Plot No.	2/21/1/ج	No. planned				
Commercial	Land use according to regulations	1458 square meters	Area				

Services and facilities available in the area of the property							
Telephone network	Sewerage network	Water network	Electricity network				
✓	✓	✓	✓				
Garden	Water drainage network	Public markets	Mosque				
✓	✓	✓	✓				
Hotels	Governmental services and centers	Medical services	Shopping center				
×	×	✓	✓				
Civil defense	Petrol station	Restaurants	Banks				
✓	✓	✓	✓				





Description	Impact determinants	Influence element
The property is located in the holy city of Mecca in the Aziziyah district with easy access to the Al-Masjid Al-Haram Road	Importance of the area •	Area Overview
flat. • There are no sources of pollution in the area. •	Earth's topography • pollution •	Natural (Environmental) Factors
The location is in the center of the holy city of Makkah. • completed. • completed. • Regular ribs. •	The location of the city Infrastructure Municipal equipment Earth properties	Planning factors (Urban)
Commercial • 65%. •	land use • Building percentage - • number of floors	Building Code
High. • .High •	Supply and demand • land prices •	Economic factors
none •	Impotence and • infringements on real estate	Legal Factors



## **Description of interior and exterior finishes and construction works**

Interior finishes										
Doors			Bishop			Wall Cladding	Floors			
Wood		Gypsum decorations			Paint			Marble - Ceramic		
Windows			Health kits		Stairs			Insulation type		
Aluminum and glas	s		Excellent			Marble		Exist		
			Exterior finis	hes						
Facades		Facilities			Doors			Floors		
Glass		None Ir			Iron	Iron Tiles				
		E	lectromechanical and air co	nditioning	systems					
Air Conditioning	Elevator	s Electrical wiring and outlets lighting				Water Feeding System				
Window + Split	Window + Split Exist			Excellent good				Exist		
	Security and safety systems - other facilities									
Facilities		Faci	lities	Fire	Alarm and E	extinguishing Systems		Security Systems		
None	None			Exist			Exist			



- The area of the building surfaces was determined based on the (building permit).
- The age of the property was determined at (8) years based on the (building permit).
- Real estate condition at the date of valuation (vacant).
- Upon inspecting the property, we found out that it is a (Hotel Tower), detailed as follows:

	Building Components							
#	Floor	Area (m2)	Use					
1	Basement	1248.49	Parking					
2	Ground floor	689.4	Commercial reception					
3	Mezzanine	396.4	Commercial reception					
4	Pray floor	832.07	Pray room					
5	Restaurants floor	647.96	Restaurants					
6	Services floor	825.5	Services					
7	Repeated floors	9307.56	Residential					
8	last floor	213.66	Residential					
9	Staircase + elevators	177.22	Staircase + Elevators					
10	Tanks	862.58	Tanks					
الاجمالي	18 دور	15200.71						





Neighborhood : Azizia Street : Al-Masjid Al-Haram Road

21.399436

Ε:

39.883216

location coordinates





# مسح فوتوغرافي للعقار















# مسح فوتوغرافي للعقار

















#### **Title Deed Information**

Ownership Type	Title Deed Date	Title Deed NO.	Owner name
100% ownership	1439/04/10	220121009602 , 220121009603	Mashaer REIT Fund Company

## Neighborhood name - plot number - plan number - land area

Total land area	No. planned	Plot NO.	Neighborhood name
1458 square meters	2/21/1ج	12/3+11/3	Azizia

## **Borders and Lengths**

	Borders and Lengths									
Border length	Western border	Border length	Eastern border	Border length	Southern border	Border length	Northern border			
49 m	Plot No. 10/3	44 m	Street width 12 m	55 m	Main Street, 60m wide	60 m	lane width5 m			

#### **Assumptions of property ownership**

For the purposes of this report, we have assumed that there is good, valid ownership, free from any obstacles, mortgages, fees or interests of any third parties, etc., and in the event that this is not achieved, the opinion of the value of the property may be affected, so we recommend that the legal advisor of the entity check the ownership data, and we also confirm Not to rely on the above assumptions regarding ownership until legal counsel has ascertained their accuracy.



# Valuation







## Market APPROACH

The market method provides an indication of value by comparing the asset with identical or comparable (similar) assets for which price information is available.



## Income Approach

The income method provides an indication of value by converting future cash flows into one current value. According to this method, the value of the asset is determined by reference to the value of the revenue and cash flows generated by the asset or the costs it provides.



## Cost Approach

The cost method provides an indication of value using the economic principle that states that the buyer will not pay an asset more than the cost of obtaining an asset of similar benefit, whether through purchase or construction unless there are time, disturbance, risk, or other related factors. The method provides an indication of value by calculating the current cost of transferring or reproducing the asset, and then discounting the physical wear and tear of all other obsolescence's.



The income method provides an indication of value by converting future cash flows into a single present value. Under this approach, the value of an asset is determined by reference to the value of the revenue and cash flows that the asset generates or the costs it provides.

#### The income method should be applied and given priority or significant weight in the following cases:

- A. When the ability of the asset to generate income is the primary factor that affects the value from the point of view of market participants.
- B. Reasonable expectations are available for the amount and timing of future revenue for the assessed asset but few, if any, relevant market comparisons.

#### Income Approach Methods:

Although there are many ways to apply the income method, the methods followed under the income method are highly dependent on discounting the amounts of future cash flows to a present value, they are various applications in the use of the discounted cash flows (DCF) method and the concepts below apply in part or entirely on all methods of the income method. Discounted Cash Flow (DCF) Method:

It is a financial method for estimating the value of a financial or real asset. The value indicator is derived by calculating the present value of future cash flows.

The discounted cash flow method is applied to evaluate a property or real estate that generates income based on the forecast of future income for the property being evaluated. The value index of the property is extracted by calculating the present value of the net operating income or the expected net rental value of the property.

#### Direct capitalization method:

The direct capitalization method is applied in the event that the net rental value of the property under valuation is fixed and equal forever.

#### Residual value method:

The residual value method is a method for evaluating real estate that can be estimated by determining the best suitable development for the site and property, and then predicting the value of such development after it is completed.



Valuation approaches	Market approach	Cost approach	Income approach
Used approach	Income approach was used  Assist	Income approach was used  Assist	Income approach was used  Main
Valuation methods used	Field survey (comparisons - for sale land prices)	Replacement cost method	Discounted cash flow method
Reasons to use	A basic way to find out similar properties in the market	The nature of the property and the fact that the land is built on it	The property being valuated is income-generating



# Value Estimation





## **Estimating the Value of the Property - Market Approach - Comparable Method**

	Land	d valuati	on by mark	et approach - c	ompariso	on method witl	n similar sale	S
	Con	nparative 1	real estate	Clause				
	Comparison 2			Comparison 1		The property un	donovaluation	Adjustment factors
Adjustments	Value		Adjustments	Value		The property un	der evaluation	Adjustment factors
		30,000			40,000	**	*	Square meter price
	For sale			For sale		**	*	Condition
	20/12/22			20/12/22		20/12	2/22	<b>Evaluation / Presentation Date</b>
- 1,500	-5.00%	•	- 2,000	-5.00%		**	*	Market conditions (negotiation)
-	0.00%		-	0.00%		**	*	Financing Terms
	(1	,500.00)			(2,000.00)	**	*	Market conditions value
		28,500			38,000	**	*	Value after initial adjustments
0%		1,200	0%		1,500		1,458	Area (m2)
0%	High		0%	High		High		Ease of access
-10%	High		-10%	High		Average		Real estate website
0%	Flat		0%	Flat		Flat		Earth shape
0%	Regular shape		0%	Regular sha	-	Regular shape		Earth topography
0%	Commercial		0%	Commercia		Commercial		Use
5%	<b>5</b> 000/	2	5%	<b>5</b> 000/	2		3	Surrounding streets
	-5.00%	1 405		-5.00%	1 000			tal
		1,425-			1,900-		Adjustments value	
	000/	27,075		400/	36,100		Final meter value	· ·
	60%			40%			Weighted Mo	
					,685		•	r meter (SAR / meter)
				44,738	,730	The	final market valu	ue of the land (SAR )



## **Estimating The Value of The Property - Cost Approach - Replacement Method**

			First: construction costs (direct costs)					Third, the cost of depreciation
Value (SAR)	SAR/m2	Building Area m2	2 Clause		40		Year	Life expectancy of the property (years)
3,121,225	2,500	1,248	Basement		10		Year	The current age of the property (years)
48,832,770	3,500	13,952	Total Building Area		30		Year	Remaining life of the property (years)
-	-	-	Parking		25		%	Depreciation rate
-	-	-	Swimming pool		14,417,234		SAR	Depreciation value
-	-	-	Other		43,251,701			Final Building Value (SAR)
51,953,995		-	Total (SAR)					
			Second: other costs (indirect)					
2,597,700	5%		professional fees					Fourth: The value of the property according to the cost
1,558,620	3%		Utility network		44,738,730			Final value of the land (SAR)
1,558,620	3%		management costs		43,251,701			The final value of the buildings (SAR)
-	0%		Financing costs (0 years / 0%)		87,990,431		The market val	ue of the property according to the cost method (SAR)
-	0%		developer profitability		88,000,000	The mark		perty according to the cost method (SR) after rounding
5,714,939				Total (SAR)			, , , , , , , , , , , , , , , , , , ,	
57,668,934		Tota	Building Cost (SAR)					



Vacancy rate: Capitalization rate:

The capitalization rate is a rate used to convert income into value and is used to estimate the recoverable value of a property. There is more than one way to derive the capitalization rate. Each of these methods depends on the use of the recent past as a means of forecasting the future. In this report, the capitalization rate was estimated using the market survey method, according to REIT funds similar to the property being evaluated in the area of the property at the time of valuation, which is **7%**.

#### Discount rate:

Several important factors determine the discount rate, the most important of which is the inflation rate, which is the main element for determining the discount rate. In addition to the market risk rate, which is updated according to market conditions and the property under valuation, and the rate of return on government bonds, the discount rate has been assumed at 9% according to the cumulative model as follows:

Government Bond Yield	3.7%
Systematic Risk (Inflation Risk + Market Risk)	2% + 2.3%
Unsystematic risks (risks of the property being evaluated)	1%

## **Assumptions and Value Analysis**

#### Real estate revenue

Real estate revenues were estimated according to market survey data for similar properties (18,415.300) Saudi riyals and assuming it is correct.

#### Vacancy ratio:

Through survey and inspection, it was found that the average occupancy in this area is about **65%**, and it was approved according to the market situation.

#### Operating and capital expenses:

Operational expenses are the expenses related to renting and maintaining the property, and capital expenses are the expenses incurred by the owner to restore and develop the property in order to maintain it in an appropriate condition to achieve the appropriate annual income, and the percentage of operating expenses represents 30% to 40% for similar projects in the surrounding area and includes the costs of common services and cleaning expenses And maintenance of the building and expenses of management, operation and security monitoring With regard to the valuation of the property, we find that the operating and capital expenditures are 37% and were estimated according to the situation and analysis of the market for similar properties.



Annual occupancy rate for each season								
Unit	Value	Clause						
Day	365	Number of days of the year						
Percent	65%	Annual occupancy rate						
Day	237.25	Number of operating days per year						
Day	30	The number of days of the Hajj season						
Day	30	Number of days of Ramadan season						
Day	177.25	Number of days for the rest of the year						
Room	255	The number of rooms						
	Calculation of Hajj	season operating						
Pilgrim	1286	Number of pilgrims						
SAR / per pilgrim	2200	Rental price for pilgrims						
SAR	2,829,200	Total income for the Hajj season						
	Calculation of Ra	amadan season						
Day	20	Number of operating days for the first two						
SAR	300	Average rental price for the day						
SAR	1,530,000	The total rental value for the first twenty o						
Day	10	The number of operating days for the last						
SAR	600	Average rental price for the day						
SAR	1,530,000	The total rental value for the last ten days						
SAR	3,060,000	Total income for the Ramadan season						

Calculation of the remaining days of the year								
SAR	25	Average rental price for the day						
SAR	11,299,688	Total income for the rest of the year						
SAR	17,188,888	Total revenue from operating rooms annu						
Shop income analysis								
Unit	Value	Description						
SAR	280,000	Average rental price for the day						
5%	14,000	Total income for the rest of the year						
SAR	266,000	Total revenue from operating rooms annu						
	Total Actual	Annual Income						
SAR	17,454,888	Total Actual Annual Income						



## **Estimating Property Value - Income Approach - Discounted Cash Flow Method**

Assumptions of the discounted cash flow method									
9%	Discount rate	15,128,013	Gross rental income						
7%	Capitalization Rate	35%	Operating and capital expenses ratio						
2%	Growth rate - annual from the second year	10	Cash Flow Period (Years)						

				1	nvestment years							
D	2032	2031	2030	2029	2028	2027	2026	2025	2024	2023		Cash Flow - Incoming
Reversion Value	10	9	8	7	6	5	4	3	2	1		
	5.00%	0.00%	0.00%	0.00%	0.00%	5.00%	0.00%	0.00%	0.00%	0.00%		Expected growth value
	16,678,634	15,884,414	15,884,414	15,884,414	15,884,414	15,884,414	15,128,013	15,128,013	15,128,013	15,128,013	15,128,013	Total actual rental income
	5,837,522	5,559,545	5,559,545	5,559,545	5,559,545	5,559,545	5,294,805	5,294,805	5,294,805	5,294,805	35%	Subtract the average operating and capital expenditures
	10,841,112	10,324,869	10,324,869	10,324,869	10,324,869	10,324,869	9,833,208	9,833,208	9,833,208	9,833,208		Building net operating income (NOI)
154,873,033												Reversion Value for the building
154,873,033	10,841,112	10,324,869	10,324,869	10,324,869	10,324,869	10,324,869	9,833,208	9,833,208	9,833,208	9,833,208		Net cash flow
0.4224	0.4224	0.4604	0.5019	0.5470	0.5963	0.6499	0.7084	0.7722	0.8417	0.9174		Discount factor
65,420,043	4,579,403	4,753,856	5,181,704	5,648,057	6,156,382	6,710,456	6,966,093	7,593,041	8,276,415	9,021,292		Present value of cash flow
130,306,742												The net present value of the property
											420 200 = 42	71 0 1 1 61
											130,306,742	The final value of the property
											130,300,000	Final property value (after rounding off)



## **The Final Value of The Property**

Based on the purpose of the valuation and the nature of the property and its characteristics as an income-generating property, the valuation of the property using the discounted cash flow method is better than the Replacement method. Therefore, the value reached by the income approach will be weighted as a basis for the market value of the property being valuated on 20/12/2022 as follows:

Market value in writing	Market value in digits
One hundred and thirty million three hundred thousand Saudi riyals	130,300,000

## This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi







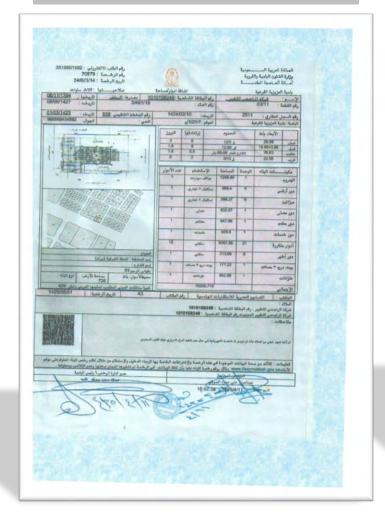
# Appendices

Attachments





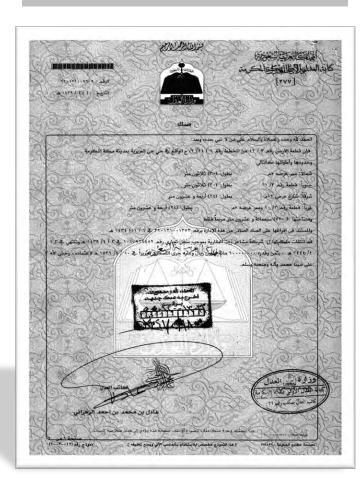
## **Building permit**



## Title deed r



## Title deed I

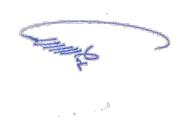




Hossam Ashi Associate membership 1210002501



Salem Al-Qahtani Followship Member 1210000013



Shayeg Alshayeg Followship Member 1210001415



Ismail Mohammed Al-Dabaikhi Followship Member 1210000052





## General administration:

Riyadh 11666, Othman Bin Affan Road, Building No. 8484, Office No. 6 920025832

info@qiam.com.sa

www.qiam.com.sa

# Valuation of an administrative building, Riyadh

Client name: SICO Saudi REIT Fund







#### **Dear SICO Saudi REIT Fund**

## Greetings

#### Subject: Valuation report of an administrative building in (Al Rabie) district in (Riyadh)

We, Qaim and its partner for real estate appraisal, extend our sincere thanks and appreciation to you for choosing us and giving you your precious confidence to evaluate the property located in the city of (Riyadh) neighborhood (Al Rabie) under the assignment issued by you on 12/12/2022 AD based on the license granted to us by The Saudi Authority for Accredited Valuers, following the latest version of the international valuation standards 2022, which are recognized and the rules and ethics of the profession, to reach the final, impartial valuation based on the actual inspection by the work team and Studying the market area surrounding the property, and the market value has been reached using various valuation methods, including what each report carries. Therefore, we are pleased to present you with the real estate valuation statement listed below.

Based on the completed study, we attach to you the results of the market value of the property (administrative building) and its current status on the estimation date 20/12/2022, located in the city of (Riyadh) neighborhood (Al Rabie) An amount of only (142,000,000) one hundred and forty two million Saudi riyals.

With sincere gratitude...

This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi
Under license number / 1210000052 dated 10/10/1443 AH







## Market value estimation:

142,000,000 SAR

Beneficiary (the user of the report)	The Client (Owner of the repo	ort) Valuer				
SICO Saudi REIT Fund	SICO Saudi REIT Fund	Those who carry out valu 1- Ismail Mohammed Al-Dabaikhi, Me 2 - Shayeg Alshayeg, Members 3- Salem Al-Qahtani, Membersh 4 - Hossam AShi, Membersh	mbership No. 1210000052 ship No. 1210001415 .hip No. 1210000013			
Property address	The property subject to Valuation	Purpose of the valuation	Property owner			
Riyadh - Al Rabie	It is an administrative building with a total land area of <b>6155</b> square meters,	periodic valuation for Mashaer REIT Real Estate Company	Mashaer REIT Real Estate Company			
Inspection date	Valuation approach	Valuation				
20/12/2022	Cost approach - income approach	International Valuation Standard	ds (IVS) issued in the year 202			
Valuation date	Value Basis	Own	ership			
20/12/2022	Market value	Absolute ownership				
Report issue date	Assumed value	Title Deed No	. and date			
29/12/2022	Current use	on ( 393140003190 , 1442/09	)/02 NI			
		OIAM VALUATION   REAL ESTATE VA				



01	Assumptions and limitations of the Report
02	Scope of Work
03	An Overview of The Economy and The Real Estate Sector in The
	Kingdom of Saudi Arabia
04	Site Studies
05	Valuation
06	Value Estimation
07	Appendices



Assumptions and limitations of the Report







4

Since the property is generating income and based on the type of property and its characteristics and on the purpose of valuation, the property was evaluated using the income approach (discounted cash flow method).

3

Based on the purpose of the valuation, which is (Periodic valuation of the Mashaer REIT Fund), the valuation was made on the basis of value (Market value).

2

The purpose of issuing this report is to know the market value of the property for the purpose of (periodic valuation of Mashaer REIT Fund) for the user of the report (Secon Saudi REIT Fund), bearing in mind that the property owner is (Mashaer REIT Fund Company)

1

According to the definition of international valuation standards, assumptions are logical matters that can be accepted as fact in the context of valuation work without checking or scrutinizing them on a specific type.

8

The property has been ostensibly inspected and the property has not been structurally inspected, or this valuation report is considered valid only if it bears the seal of the company and the signature of its approved valuers.

7

No legal document has been checked for the valed property or for legal issues that include ownership or mortgage, and it has been assumed that the information according to the client's statement (title documents) is current and valid.

6

The estimated values in this report are for the property under investigation and any distribution of the value over the parts of the property will not be correct and this value should not be used for any other purposes as it could be incorrect if used as well.

5

The information provided by other parties, especially with regard to planning, owning land, leasing, etc., on which all or part of this report was based, was considered reliable, but its validity was not confirmed in all cases, and no guarantee was provided regarding the validity of this information. If this information appears to be incorrect, the value Contained in this report may change.

12

The property was valed in accordance with international standards 2022 AD, and the estimated value in this report is for the property under study, and in the event that the purpose of the valuation is changed, these values may be incorrect.

11

The limits and lengths are according to the client's statement (property documents), and the company is not responsible for the limits and lengths, and therefore the total area of the land is taken according to the deed, and the company is not responsible for that.

10

It is not permissible to include all or part of this report or refer to it in any document, circular or statement published without reference to Qeem & Partner Real Estate Appraisal Company, nor may it be published in any way without the company's prior written approval of the form and text in which it appears.

Ç

The responsibility of the company with regard to the report and valuation is limited to the client, who is the entity that authored the valuation.



# Scope of Work







Explained in the executive summary	Real estate valuer identity
SICO Saudi REIT Fund	Clint
SICO Saudi REIT Fund	Other Users
Administartive building	Subjuct Under Valuation
Periodic valuation of the Mashaer REIT Fund	Purpose of the Valuation
Marketr value	Value Basis
Cost approach- Income approach	Valuation Approach
20/12/2022	Report Date
A report that explains the valuation methodology and steps, and the valuation results, and includes illustrative pictures of the boundaries of the asset under valuation with details of the data.	Report Description



Adequate information was collected through field visit, visible inspection and analysis. A study was conducted from sites close to the real estate site and from approved real estate offices in the real estate area. All information was investigated and studied accurately.	Valuer search scope (Standard No. 102)		
Market value is the estimated amount on which the property should be exchanged on the valuation date between a willing buyer and a willing seller in a transaction on a neutral basis after proper marketing where each of the parties acts on the basis of knowledge and wisdom without coercion or compulsion.	Value basis (standard No. 104)		
Saudi riyal	Valuation currency		
All work was carried out in accordance with the Accredited Valuers System and the implementing regulations related to real estate valuation issued by the Saudi Authority for Accredited Valuers (Taqeem), and the latest version of the International Valuation Standards (IVS) for the year 2022 published by the International Valuation Standards Board (IVSC)) and the professional rules recognized in the work of valuation of real estate assets, which is based on analysis, comparison and direct inspection of each property, and research as much as possible about the influences and characteristics of the property under valuation.	Valuation Standard followed		
The information contained in the report was issued by official bodies, real estate offices in the targeted area, or offices specialized in research and studies, and with reference to the database of Qaim and its partner real estate appraisal company.	Nature and source of information		
Our company does not bear any responsibility for any information received from the client, which is supposed to be safe and reliable, and our company does not acknowledge the accuracy or completeness of the available data and does not express its opinion and does not offer any kind of guarantees for the accuracy or completeness of the data except in It is clearly indicated in this report.	Important or Special Assumptions		
Assessments and reports are confidential to the directing party and to whomever is referred to it for a specific purpose, with no liability whatsoever for any third party. This report may not be published in full or any part of it or referred to in any document, statement, periodic publication or in any medium. Communicate with any third party without our prior written consent in the form and context in which they appear. It is a matter of caution that the company and the evaluator reserve the right to make any modifications and make any revision to the valuation or to support the valuation result under specific circumstances.  The company reserves the right, without any obligation, to review the valuation accounts and to amend and revise its results in the light of information that existed on the date of the valuation, but which became clear to him later.	Limitations of using the report		



5

Report Preparation



Work on preparing the report in accordance with Standard 101 for Description of the Report and Standard 103 for Report Preparation. 4

Valuation method application



Based on the scope of work and market analysis, appropriate valuation methods are determined and all assumptions and inputs are made to carry out financial calculations to reach the market value according to the chosen methods...

3

Data collection and analysis



Collecting and analyzing office and field market data in order to gain knowledge of past and current market trends and market indicators that will be relied upon when applying valuation methods.

2

Site inspection and analysis



Previewing the property, identifying its characteristics and specifications, matching documents with reality, analyzing the location of the property and the uses surrounding the property, while defining the scope of the geographical search and the appropriate activities and projects.

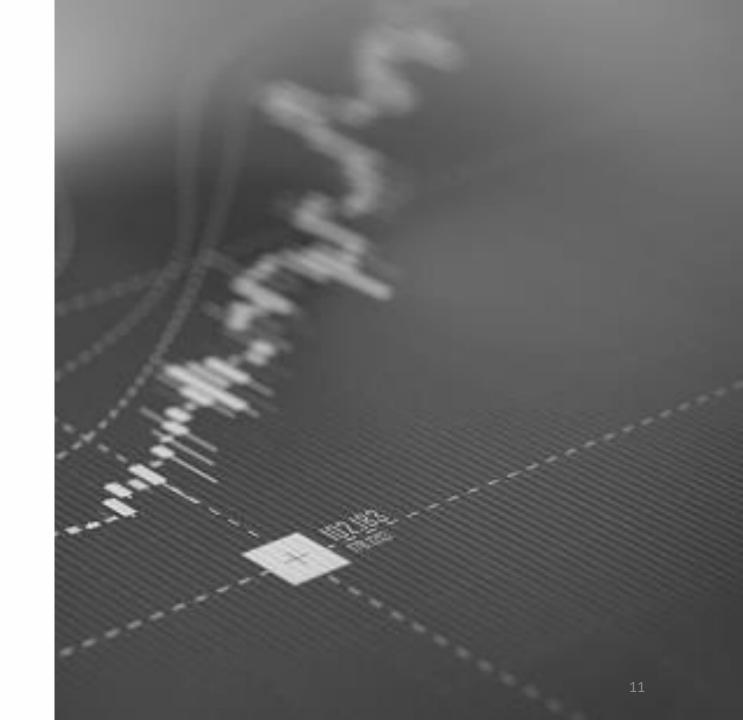
Scope of work



Meeting with the client and determining the scope of work, including the purpose of the valuation, the basis of value, the parties involved, the date of the valuation, and any special or important assumptions, including clarity of the assignment and the expected outputs from it.



An Overview of The Economy and The Real Estate Sector in The Kingdom of Saudi Arabia





صاحب السمو الملكي الأمير محمد بن سلمان بن عبدالعزيز آل سعود ولي العهد نائب رئيس مجلس الوزراء رئيس مجلس الشؤون الاقتصادية والتنمية

His Royal Highness Prince

Mohammed bin Salman bin Abdulaziz

Crown Prince, Deputy Prime Minister,
and Chairman of the Council of Economic and Development

Affairs



طموحنا أن نبني وطنّا أكثر ازدهارًا يجد فيه كل مواطن ما يتمناه، فمستقبل وطننا الذي نبنيه معًا لـن نقبل إلا أن نجعلـه فـي مقدمـة دول العالـم، بالتعليـم والتأهيـل، بالفـرص التي تتاح للجميع، والخدمات المتطورة، في التوظيف والرعايـة الصحتة والسكن والترفيه



Our ambition is to build a more prosperous country in which every citizen will find what he desires. For the future of our homeland, which we build together, we will accept nothing but to make it at the forefront of the world, with education and rehabilitation, with opportunities available to all, and advanced services, in employment, health care, housing, entertainment and others.

وعاره.



During its modern era, the Saudi economy has witnessed growth in a large number of sectors, taking advantage of the Kingdom's natural resources, and its geographical and cultural position among the three continents of the world. This growth resulted in building a solid economic base, as it became among the twenty largest global economies and an active member of the Group of Twenty, and one of the main players in the global economy and global oil markets, supported by a strong financial system and an effective banking sector, and giant government companies based on highly qualified Saudi cadres.

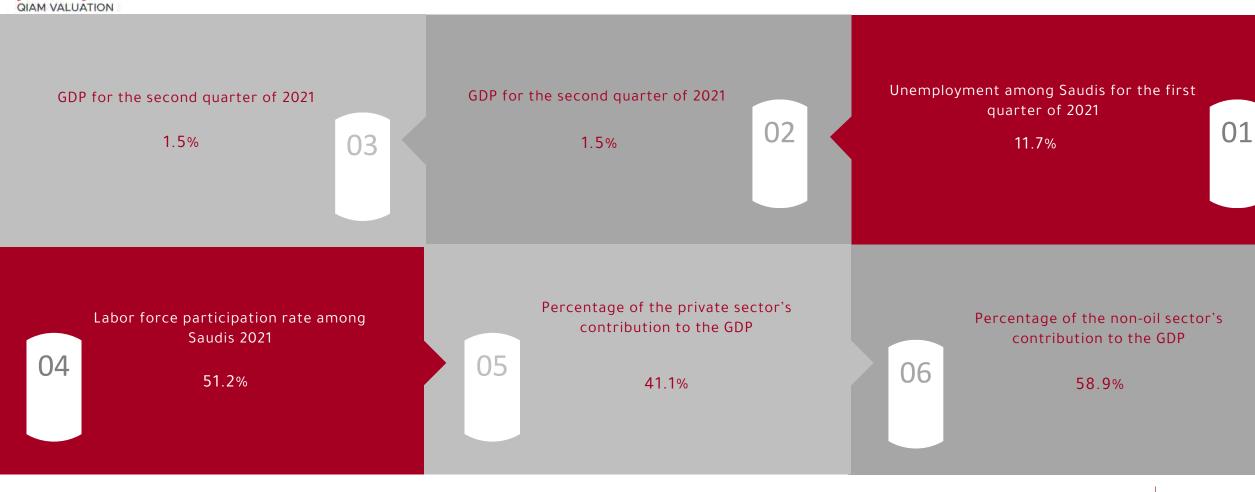
In the past years, the Kingdom has also witnessed structural reforms on the economic and financial side, which enhance the increase in economic growth rates while maintaining financial stability and sustainability.

In order to develop and diversify the economy and reduce dependence on oil, the Kingdom of Saudi Arabia launched the Saudi Vision 2030 based on many economic and financial reforms, which aimed at transforming the structure of the Saudi economy into a diversified and sustainable economy based on enhancing productivity, raising the contribution of the private sector, and enabling the third sector.

Since the launch of the vision, the Kingdom has succeeded in implementing many supportive initiatives and structural reforms to enable the economic transformation. This transformation included several major efforts centered on a sectoral dimension that includes promoting local content and national industry, launching and developing promising economic sectors, and an enabling dimension aimed at maximizing the role of the private sector and small and medium enterprises. and enhancing the sustainability of public finances. The pace of this structural transformation towards sustainable economic growth is expected to continue in the coming years, especially in light of a number of giant investment initiatives, under the umbrella of the Public Investment Fund and leading companies. It is also expected that the pace of localization of knowledge and innovative technologies will accelerate.









## **A Look at Business Sectors**

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Within the framework of the Kingdom's Vision 2030, which aims to lay effective foundations and pillers for the future of the Kingdom of initiatives aimed at reducing the main dependence on oil, through many sectors to support the national economy, including the tourism sector, given what this sector represents from a value, social, civilized and economic dimension. The tourism sector and the hotel sector are closely linked to the Saudi Vision 2030, and it revolves around helping those involved in the hospitality sector, food and entertainment industries to plan for the future.

#### Office Sector

The offices contribute to achieving the goals of the Saudi national transformation towards prosperity and sustainability by focusing on the goals of Vision 2030, which leads to raising the participation of the private sector in achieving the Kingdom's Vision 2030, working as a representative of the private sector within the national system of vision realization offices in government agencies. Including Riyadh's endeavor to transform into a regional center for international commercial entities, which made it issue a decision to refuse to contract with any company that does not have a regional headquarters in Saudi Arabia by 2024, especially those that have contracts with government agencies, whether they are bodies, institutions, investment funds or devices. Increases the demand for the office sector.

## **Retail Sector**

The vision of the Kingdom's national transformation for the post-oil stage 2030 paid great attention to the development of the commercial and industrial sector in the Kingdom, as the vision is based on focusing on the development and development of the local industry that will achieve great economic returns for the Saudi economy, and among the goals of the vision by 2030 is to raise the percentage of exports The Kingdom's rank in the Logistics Performance Index increased from 16% to 25 globally and first regionally, and the private sector's contribution to the GDP increased from 40% to 65%.

## **Housing Sector**

Vision 2030 has provided sustainable housing solutions that enable Saudi families to own suitable homes according to their needs and financial capabilities. To achieve this, the housing system, in terms of structuring, procedures, and policies for dealing with banks and the private sector, has developed a high percentage of Saudi families' ownership of homes, as the proportion of Saudi families' ownership of homes did not exceed 47% in 2016, and rose to 70% by the end of the first phase of the housing program in 2021.



## Hotel performance indicators in the Kingdom of Saudi Arabia 2022



## Hotel performance indicators in the Kingdom of Saudi Arabia 2030







Total number of rooms available

185.000

Total number of hotels

1151

Average rate of return

5.5%

Average available rooms (pilgrims housing)

24%

Average rooms available (hotels)

**76**%

Average occupancy rate

69%



# Site Studies





# **Real Estate Data and Available Services in The Property Area**

Property Data							
Al Rabie	Neighborhood	Riyadh	City				
Administartive building	property type	Al Takhassousi	Street				
2 + 3	Plot No.	3090	No. planned				
Commercial	Land use according to regulations	6155 square meters	Area				

Services and facilities available in the area of the property							
Telephone network	Sewerage network	Water network	Electricity network				
✓	✓	✓	✓				
Garden	Water drainage network	Public markets	Mosque				
✓	✓	✓	✓				
Hotels	Governmental services and centers	Medical services	Shopping center				
*	×	✓	✓				
Civil defense	Petrol station	Restaurants	Banks				
✓	✓	✓	✓				





Description	Impact determinants	Influence element
The property is located in the city of Riyadh in the Al Rabie district, with easy access to Al  Thumama Road	Importance of the area •	Area Overview
flat. • There are no sources of pollution in the area. •	Earth's topography • pollution •	Natural (Environmental) Factors
The location is north of Riyadh. •  completed. •  completed. •  regular shape. •	The location of the city Infrastructure Municipal equipment Earth properties	Planning factors (Urban)
Commercial • %65 •	land use • Building percentage - • number of floors	Building Code
High. • .High	Supply and demand • land prices •	Economic factors
none •	Impotence and • infringements on real estate	Legal Factors



# Description of interior and exterior finishes and construction works

Interior finishes								
Doors	Doors					Wall Cladding		Floors
Wood			Gypsum decorations			Paint		Marble - Ceramic
Windows			Health kits			Stairs		Insulation type
Aluminum and glas	ss		Excellent			Marble		None
Exterior finishes								
Facades	Facades				Doors			Floors
Stone - Paint		None			Iron			Tiles
		E	lectromechanical and air co	nditioning	systems			
Air Conditioning	Elevator	rs	Electrical wiring	Electrical wiring and outlets		lighting		Water Feeding System
Window + Split	Exist	ist good			good			None
Security and safety systems - other facilities								
Facilities		Faci	ilities	Fire	Fire Alarm and Extinguishing Systems			Security Systems
None		None		None				None



- The area of the building surfaces was determined based on the (building permit).
- The age of the property was determined at (5) years based on the (building permit).
- The condition of the property at the date of evaluation (inhabited).
- When examining the property, we found out that it is an (administrative building), detailed as follows:

	Building Components		
#	Floor	Area (m2)	Use
1	Basement 1	6146.80	Parking
2	Basement 2	6146.80	Parking
3	Ground floor	2458.82	Offices
4	first floor	2458.82	Offices
5	second floor	2458.82	Offices
6	Third round	2458.82	Offices
7	<b>7</b> Upper extinction		Offices
Total	4 floors + 2 basements for parking	23,036.88	





The property is located in: Riyadh

Neighborhood : Al-Rabie

**Street:** Al Thumama Road

N :

24.8087480

E :

46.6669810

location coordinates





# مسح فوتوغرافي للعقار

















### Title Deed Information

Ownership Type	Title Deed Date	Title Deed NO.	Owner name	
100% ownership	1442/09/02	393140003190 , 393140003189	Mashaer REIT Fund Company	

### Neighborhood name - plot number - plan number - land area

Total land area	No. planned	Plot NO.	Neighborhood name
6155 square meters	3090	3 - 2	Al- Rabie

### **Borders and Lengths**

	Borders and Lengths								
Border length	Western border	Border length	Eastern border	Border length	Southern border	Border length	Northern border		
60.36 m	Street width 20 m	60.44 m	Plot No. 4	102 m	Street width 20 m	102 m	Al-Thumama Road, 60m wide		

### **Assumptions of property ownership**

For the purposes of this report, we have assumed that there is good, valid ownership, free from any obstacles, mortgages, fees or interests of any third parties, etc., and in the event that this is not achieved, the opinion of the value of the property may be affected, so we recommend that the legal advisor of the entity check the ownership data, and we also confirm Not to rely on the above assumptions regarding ownership until legal counsel has ascertained their accuracy.



# Valuation







### Market APPROACH

The market method provides an indication of value by comparing the asset with identical or comparable (similar) assets for which price information is available.



### Income Approach

The income method provides an indication of value by converting future cash flows into one current value. According to this method, the value of the asset is determined by reference to the value of the revenue and cash flows generated by the asset or the costs it provides.



## Cost Approach

The cost method provides an indication of value using the economic principle that states that the buyer will not pay an asset more than the cost of obtaining an asset of similar benefit, whether through purchase or construction unless there are time, disturbance, risk, or other related factors. The method provides an indication of value by calculating the current cost of transferring or reproducing the asset, and then discounting the physical wear and tear of all other obsolescence's.



The income method provides an indication of value by converting future cash flows into a single present value. Under this approach, the value of an asset is determined by reference to the value of the revenue and cash flows that the asset generates or the costs it provides.

### The income method should be applied and given priority or significant weight in the following cases:

- A. When the ability of the asset to generate income is the primary factor that affects the value from the point of view of market participants.
- B. Reasonable expectations are available for the amount and timing of future revenue for the assessed asset but few, if any, relevant market comparisons.

#### Income Approach Methods:

Although there are many ways to apply the income method, the methods followed under the income method are highly dependent on discounting the amounts of future cash flows to a present value, they are various applications in the use of the discounted cash flows (DCF) method and the concepts below apply in part or entirely on all methods of the income method.

### Discounted Cash Flow (DCF) Method:

It is a financial method for estimating the value of a financial or real asset. The value indicator is derived by calculating the present value of future cash flows.

The discounted cash flow method is applied to evaluate a property or real estate that generates income based on the forecast of future income for the property being evaluated. The value index of the property is extracted by calculating the present value of the net operating income or the expected net rental value of the property.

### Direct capitalization method:

The direct capitalization method is applied in the event that the net rental value of the property under valuation is fixed and equal forever.

#### Residual value method:

The residual value method is a method for evaluating real estate that can be estimated by determining the best suitable development for the site and property, and then predicting the value of such development after it is completed.



Valuation approaches	Market approach	Cost approach	Income approach
Used approach	Income approach was used  Assist	Income approach was used  Assist	Income approach was used  Main
Valuation methods used	Field survey (comparisons - for sale land prices)	Replacement cost method	Discounted cash flow method
Reasons to use	A basic way to find out similar properties in the market	The nature of the property and the fact that the land is built on it	The property being valuated is income-generating



# Value Estimation





# **Estimating the Value of the Property - Market Approach - Comparable Method**

				Comp	arative real	estate		Clause
		Comparis on 2			Comparison 1	property unde	r e valuat	Adjustment factors
djustments		Value	Adjustments		Value			
		8,750			6,900	***		Square meter price
	For sale			For sale		***		Condition
	20/12/22			20/12/22		20/12/22	2	Evaluation / Presentation Date
438	-5.0	0%	-345	-5.0	00%	***		market conditions (negotiation)
-	0.00	0%	-	0.0	00%	***		Financing Terms
		(437.50)			(345.00)	***		Market conditions value
		8,313			6,555	***		Value after initial adjustments
-5%		2,287	5%		7,930		6155.80	
0%	Hi	•	0%	Н	igh	High		Ease of access
0%	Hi	_	0%		igh	High		Real estate website
0%	Fl	_	0%	F	lat	J	Flat	Earth shape
0%	Regula	r shape	0%	Regula	ar shape	Regular shape		Earth topography
0%	Comm	e rcial	0%	Com	ne rcial	Commercial		Use
10%		2	-5%		4		3	Surrounding streets
	5.00%			0.00%				Total
		416			-			adjustments value per square meter
		8,728			6,555			Final meter value after adjustments
					7,642		Net a	average value per meter (SAR / m
				47,03	9,930		The	final market value of the land (SA



# **Estimating The Value of The Property - Cost Approach - Replacement Method**

				First: construction costs (direct costs)
Value (SAR)	SAR/m2		Building Ar	ea m2 Clause
30,734,00	0 2	,500	12,293.60	Basement
29,799,84	0 3	,000	9,933.28	flats of buildings
2,542,40	0 2	,800	908.00	upper Extensions
-		-	-	Other
-		-	60	the fence
63,076,24	0		23,195	Total (SAR)
				Second: other costs (indirect)
1,261,525		2%		professional fees
1,261,525		2%		Utility network
1,261,525		2%		management costs
-		0%		Financing costs (0 years / 0%)
6,307,624		10%		developer profitability
10,092,19	8			Total (SAR)
73,168,43	8		Т	Total Building Cost (SAR)

Third, the cost of depreciation  40 Year Life expectancy of the property (years)  2 Year The current age of the property (years)  38 Year Remaining life of the property (years)  5 % Depreciation rate  3,658,422 SAR Depreciation value			
2 Year The current age of the property (years) 38 Year Remaining life of the property (years) 5 % Depreciation rate 3,658,422 SAR Depreciation value			Third, the cost of depreciation
38 Year Remaining life of the property (years) 5 % Depreciation rate 3,658,422 SAR Depreciation value	40	Year	Life expectancy of the property (years)
5 % Depreciation rate 3,658,422 SAR Depreciation value	2	Year	The current age of the property (years)
3,658,422 SAR Depreciation value	38	Year	Remaining life of the property (years)
	5	%	Depreciation rate
69 510 016 Final Ruilding Value (SAP)	3,658,422	SAR	Depreciation value
1 mai bunding value (SAK)	69,510,016		Final Building Value (SAR)

Fourth: The value of the property according to the cos	
Final value of the land (SAR)	47,039,930
The final value of the buildings (SAR)	69,510,016
The market value of the property according to the cost method (SAR)	116,549,947
t value of the property according to the cost method (SR) after rounding	116,550,000



### Vacancy rate: Capitalization rate:

The capitalization rate is a rate used to convert income into value and is used to estimate the recoverable value of a property. There is more than one way to derive the capitalization rate. Each of these methods depends on the use of the recent past as a means of forecasting the future. In this report, the capitalization rate was estimated using the market survey method, according to REIT funds similar to the property being evaluated in the area of the property at the time of valuation, which is **7%**.

#### Discount rate:

Several important factors determine the discount rate, the most important of which is the inflation rate, which is the main element for determining the discount rate. In addition to the market risk rate, which is updated according to market conditions and the property under valuation, and the rate of return on government bonds, the discount rate has been assumed at 9% according to the cumulative model as follows:

Government Bond Yield	3.7%
Systematic Risk (Inflation Risk + Market Risk)	2% + 2.3%
Unsystematic risks (risks of the property being evaluated)	1%

# **Assumptions and Value Analysis**

#### Real estate revenue

Real estate revenues were estimated according to market survey data for similar properties (10,450,000) Saudi riyals and assuming it is correct.

#### Vacancy ratio:

Through survey and inspection, it was found that the average occupancy in this area is about **95** %, and it was approved according to the market situation.

### Operating and capital expenses:

Operational expenses are the expenses related to renting and maintaining the property, and capital expenses are the expenses incurred by the owner to restore and develop the property in order to maintain it in an appropriate condition to achieve the appropriate annual income, and the percentage of operating expenses represents 30% to 40% for similar projects in the surrounding area and includes the costs of common services and cleaning expenses And maintenance of the building and expenses of management, operation and security monitoring With regard to the valuation of the property, we find that the operating and capital expenditures are 37% and were estimated according to the situation and analysis of the market for similar properties.



Annual income statement for the property						
Rental Value (SAR)	The meter rental value (SAR / meter	<b>Unit type</b>	Unit No.			
2750000	859	2910	<b>Administrative Offices</b>	1		
3162500	1265	2500	<b>Administrative Offices</b>	2		
5000000	973	5300	<b>Administrative Offices</b>	3		
10912500	Total annual income of the property (SAR)					



# **Estimating Property Value - Income Approach - Discounted Cash Flow Method**

Assumptions of the discounted cash flow method						
Gross rental income	10,912,500	Discount rate	9%			
Operating and capital expenses ratio	0%	Capitalization Rate	7%			
Occupancy rate and credit risk	0%	wth rate - annual from the second year	0%			

Investment years									
Reversion Value	2028	2027	2026	2025	2024	2023	Cash Flow - Incoming		
Reversion value	6	5	4	3	2	1			
	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		Expected growth value	
	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	Total actual rental income	
	0%	0%	0%	0%	0%	0%	0%	Minus the code rate and credit risk	
	0	0	0	0	0	0		Annual vacancy value	
	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500		Total actual rental income	
	0	0	0	0	0	0	0%:	t the average operating and capital expenditures	
	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500		Building net operating income (NOI)	
155,892,857								Reversion Value for the building	
155,892,857	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500	10,912,500		Net cash flow	
0.5963	0.5963	0.6499	0.7084	0.7722	0.8417	0.9174		Discount factor	
92,953,817	6,506,767	7,092,376	7,730,690	8,426,452	9,184,833	10,011,468		Present value of cash flow	
141,906,404								The net present value of the property	
							141,906,404	Final value of the property	
							142,000,000	Final property value (after rounding off)	



## **The Final Value of The Property**

Based on the purpose of the valuation and the nature of the property and its characteristics as an income-generating property, the valuation of the property using the discounted cash flow method is better than the Replacement method. Therefore, the value reached by the income approach will be weighted as a basis for the market value of the property being valuated on 20/12/2022 as follows:

Market value in writing	Market value in digits
One hundred and forty two million Saudi riyals	142,000,000

### This report was approved by

CEO

Ismail Mohammed Al-Dabaikhi







# Appendices

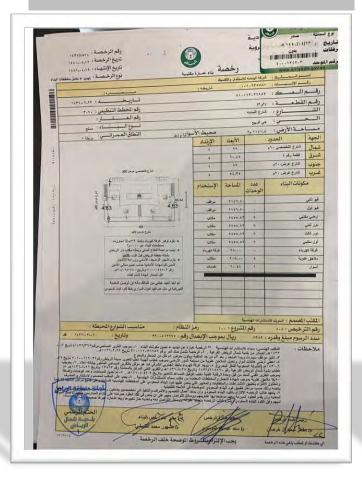
Attachments







### **Building permit**



### Title deed 2



#### Title deed 1





Hossam Ashi Associate membership 1210002501



Salem Al-Qahtani Followship Member 1210000013



Shayeg Alshayeg Followship Member 1210001415



Ismail Mohammed Al-Dabaikhi Followship Member 1210000052





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