

Real Estate Valuation Report

Presented to: SICO Saudi REIT Fund

Iskan Hotel (5)



Dear : **SICO Saudi REIT Fund** Greetings

Subject: Evaluation Report of Iskan 5 Hotel - Prince Abdullah Al Faisal Plan District, (Makkah Al Mukarramah)

We, Qaim and his partner real estate valuation company, extend our sincere thanks and appreciation to you for choosing us and giving you your precious trust to evaluate the property located in the city of **Makkah Al-Mukarramah, Prince Abdullah Al-Faisal plan** district, according to the assignment issued by you on **19/05/2024 AD** based on the license granted to us by the Saudi Authority for Accredited Valuers, following In that is the latest version of the international valuation standards 2022 AD, which are recognized as well as the rules and ethics of the profession in order to reach the final impartial valuation based on the actual inspection by the work team and the study of the market area surrounding the property. The fair value estimate was reached using various valuation methods, including what each report carries, and accordingly we are pleased to We present to you the real estate valuation statement listed below.

Based on the completed study, we are attaching to you the results of estimating the fair price of the real estate, a hotel and its current status on the date of the estimate **30/06/2024 AD** located in the city of Makkah Al-Mukarramah, **with an amount of only (84,150,000) Eighty-four million one hundred and fifty thousand Saudi riyals**

With sincere gratitude...

This report was approved by the Executive Director, Ismail Mohammed Al-Dubaikhi

Under License No. / 1210000052 dated 10-10-1443 AH




Valuation report filing code

At the Saudi Authority for Accredited Valuers

Executive Summary

■ Fair price estimate: **84,150,000** Saudi riyals

Valuer		
• Ismail Muhammad Al-Dubaikhi Membership No. 1210000052	• Salem Muhammad Al Fai` Membership No. 1210000013	
• Muath Aloraini Membership No. 1210002322	• Hossam Hassan Ashi Membership No. 1210002501	
Owner of real estate	Intended User	Client (report requester)
Mashaer Real Estate Company	SICO Saudi REIT Fund Investors	SICO Saudi REIT Fund
Property location	Property under valuation	Purpose of the valuation
Makkah Al-Mukarramah - Prince Abdullah Al-Faisal plan district	Hotel	Periodic valuation of SICO Saudi REIT Fund
Inspection date	Valuation approach	Valuation standard
27/05/2024	Cost Approach + Income Approach	International Valuation Standards Accounting Valuation Standards (IFRS)
Valuation date	Value Basis	Ownership Type
30/06/2024	Fair value	Absolute ownership
Report issued date	Assumed value	Deed number and date
29/07/2024	Present use	(520121013431) on 1441/02/18

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QIAM VALUATION

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- **The specific assumptions and limitations of the report**

Specific Assumptions and Limitations

- Based on the type and characteristics of the property and the purpose of evaluation, the property was evaluated using the cost method (Replacement method) and the Income Approach (Discounted Cash Flow method).
- The property has been inspected outwardly and the property has not been structurally inspected, or this appraisal report is considered valid only if it bears the company's seal and the signature of the accredited residents.
- The property was evaluated in accordance with international standards 2022 AD, and the estimated value in this report is for the property under study, and in case of changing the purpose of the valuation, these values may be incorrect.
- Based on the purpose of the evaluation, which is (Periodic valuation of SICO Saudi REIT Fund), the valuation was based on the value (fair value).
- No legal document was verified for the property that was evaluated or for legal issues involving ownership or mortgage, and it was assumed that the information was according to the client's statement.
- Borders and lengths according to the client's statement, and the company is not responsible for the Borders and lengths, and therefore the total area of the land is taken according to the deed, and the company is not responsible for that.
- Qiam Valuation Company acknowledges that there is no conflict of interest with the fund managers, property owners and managers, property tenants, and all direct and indirect parties in everything related to the fund.
- The values estimated in this report are for the property under valuation, and any distribution of the value to 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.
- This report may not be used in whole or in part, or have references to it made without mentioning Qiam and its partner real estate valuation company. It may also not be published in any way without the company's prior written consent, in the form and content in which it appears.
- Our company does not bear any responsibility for any information received from the customer, 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 did not offer any kind of guarantee for the accuracy or completeness of the data except as indicated clearly in this report.
- Information provided by other parties, especially with regard to planning, land ownership, renting, etc., on which all or part of this report was based, was considered reliable, but not all of it was confirmed in all cases, and no guarantee was given regarding the validity of this information, if it appears that this information is incorrect. the value contained in this report may change.
- The responsibility of the company with regard to the report and valuation is limited to the client, who is the entity that owns the valuation. Some of the required data was not received from the client, and in the event that any hidden information is available that could affect the value of the property.



■ Scope of work

Scope of work Standard No. 101

Other users	Client	Identity of the real estate valuer
SICO Saudi REIT Fund - Investors	SICO Saudi REIT Fund	Described in the executive summary
Value Basis	Purpose of the valuation	Property under valuation
Fair value	Periodic valuation of SICO Saudi REIT Fund	Hotel
Report description	Measurement date	Property considerations for the customer
A report explaining the methodology and steps of the valuation and the results of the valuation, and includes illustrative pictures of the boundaries of the asset under valuation	30/06/2024	Investment or use, and in some cases the real estate is part used by the customer and part invested and has special considerations)

Scope of the Valuer search - Standard No. 102

Gathering sufficient information through a field visit, visible inspection, and conducting analyzes. A study was conducted from sites close to the real estate site and from approved real estate offices in the real estate area, and all information was investigated and studied accurately.

Value Basis

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. (This definition is adapted from IFRS 13), paragraph 9. It is also defined in IVS 104 Basis of Value, paragraph 90, among other bases of value for valuation for purposes of inclusion in financial reports. It is consistent with **the market value** and its definition, which is the estimated amount on the basis of which the property should be exchanged on the date of evaluation between a willing buyer and a willing seller within the framework of a transaction on a neutral basis after appropriate marketing, where each of the parties acts on the basis of knowledge and wisdom without coercion or coercion.

Valuation currency

Saudi riyal

Valuation Standard followed

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.

Nature and source of information

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 valuation company.

Important assumptions and special assumptions

Our company does not assume any responsibility for any information received from the client, which is supposed to be safe and reliable. Also, our company does not endorse the accuracy or completeness of the available data and does not express its opinion, nor did it offer any kind of guarantee for the accuracy of the data or completeness except as indicated clearly in this report.

Report usage restrictions

Valuation processes and reports are confidential to the directing party and to whomever they are referred to for a specific purpose, with no responsibility of any kind for any third party. This report may not be published in full or any part thereof or referred to in any document or statement or published periodically 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 and that the company and the valuer reserve the right to make any amendments and make any review of the valuation or support the valuation result under specific circumstances. The company reserves the right, without any obligation, to review the evaluation calculations and amend and revise its results in light of information that existed at the valuation date but became clear to it later.

Work Stages

■ 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.

Step 01



■ 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.

Step 03



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

Step 05



Step 02



Step 04



■ 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.

■ 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..



**■ Compliance with Standards
,Research and Inquiry**

Standard 102: Compliance with Standards and Research and Inquiry

This valuation work was carried out in accordance with the principle of Standard 102 of compliance with the standards, research and survey work, in the following items:

- The basis of the value (fair value) is commensurate with the purpose of valuation (Periodic valuation of SICO Saudi REIT Fund).
- Gathering evidence through field visits at the time of inspecting the property with the inquiries raised at the time of the evaluation of some accredited offices in the area of the property.
- Evidence from field visits was collected and analysis and computational procedures performed to ensure that evaluation work was adequately supported.
- The data cited was judged to ensure the adequacy of all such information obtained to ensure that it is sufficient for the purpose of the valuation.
- Limitations of the research and survey that were carried out indicate the limitations in the scope of work with the analysis of all valuation inputs mentioned in the report.
- Reliability of the information provided by the real estate offices in the real estate area has been confirmed, and they are accredited and licensed offices in the real estate area.

Judging the reliability of the information provided and taken into the report

Provider	Data and information	Verdict	Judgment reasons
Client	Title deed	Trusted	Title deed sent by the client has been verified
	Building permit	Trusted	The building permit has been validated in Baladi platform
	Rental data	Trusted	Electronic contracts were received (Ejar platform). The current contracts do not reflect the property's income (market) and were valued according to market values after review
Market	Rental price per square meter	Trusted	Rental Rates for retails space, Pilgrims Accommodation, Land Plots Sale Prices, etc.
	Practical experience of real estate offices	Trusted	Certified by official records in the real estate area
	Source independence	Trusted	A source independent and external to the asset being valued

Compliance with Standards and Research and Inquiry

01

The research and investigations undertaken in the context of the valuation mission are appropriate to the valuation purpose and value basis

02

Carry out calculations and perform analyzes by gathering sufficient evidence by the following means, such as: field visit, inspection, inquiries and ensuring that evaluation work is appropriately reinforced and professional judgment facility to ensure that the information obtained is sufficient and that it fulfills the purpose of the evaluation

03

In the event that there are restrictions on the research and investigation carried out by the evaluator that do not enable him to adequately value the inputs and assumptions, which are clarified in the special assumptions

04

Taking into account the reliability of the information so that the evaluation results do not appear, and the inputs provided to the valuer (and) from the client or his representative) were considered.

05

Consider the credibility and reliability of the information provided
The following matters were taken into consideration:
The purpose of the valuation
The relevance of the information to the outcome of the valuation
The source practical experience in relation to the subject matter of the valuation
Is the source independent of the asset being evaluated or the beneficiary of it.

06

Record the valuation purpose, basis of value, and scope And the limits of research and survey, and the sources of information that reliable in the scope of work, which must Communicating it to all parties to the evaluation task

Regulatory framework on the International Valuation Standards (IVS 2022)

General Standards - Criterion 101
Scope of Work Paragraph 20:
Emphasizing that the valuation will be prepared in accordance with international valuation standards and that the valuer will assess the appropriateness of all important inputs: Deviations from international evaluation standards and their nature must be mentioned

60.3 Some professional appraisal institutions or regulations allow procedures that deviate from the International Appraisal Standards and in such circumstances, except as described in paragraphs 60.1 and 60.2, the resulting valuation will not be in compliance with the Standards.

General framework: the generally accepted valuation principles and the concepts that should be followed when applying these standards with regard to objectivity, discretionary judgment, efficiency, and the possibility of deviating from the standards, Paragraph (60.1-60.2). requirements mentioned in the reports

Note:

Real estate valuations performed in order to prepare financial reports are regarded as situations of systematic deviation from international valuation norms in order to satisfy certain criteria for the purpose of the relevant valuation.

Real estate and investment properties in the preparation of financial reports

Clarifying the difference between real estate and investment properties in the financial statements

Investment properties in the financial statements

IAS 40 defines investment property as any property (land or a building - or part of a building - or both) held (by the owner or by the lessee as a right-of-use asset) to earn rental income or To grow the capital or for both, and not:

- For use in producing, supplying goods, providing services, or for administrative or
- To sell it in the ordinary course of business

Real estates included in the term of real estate, machinery and equipment in the financial statements

The International Accounting Standard No. 16 “property, plant and equipment” IFRS16 defines as the tangible items that:

- It is kept for use in the production or supply of goods or services, or it is kept for rent to others (except for investment real estate) or for use in administrative purposes.
- It is expected to be used during more than one period



■ An overview of the economy and the real estate sector in the Kingdom of Saudi Arabia

2030 Vision

His Royal Highness Prince **Mohammed bin Salman bin Abdulaziz Al Saud**, Crown Prince, Deputy Prime Minister and Chairman of the Council for Economic Affairs and Development.



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.



Economic growth in Saudi Arabia

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 economic transformation.

This transformation consists of several major efforts centered on a sectoral dimension that includes the promotion of local content, national industry, and the launch of various sectors. Promising economy and its development, enabling dimension that aims to maximize the role of the private sector, small and medium enterprises, and enhance the sustainability of Public Finance. It is expected that the pace of this structural transformation towards sustainable economic growth will continue in the coming years, especially in light of the number of Giant investment initiatives, under the umbrella of the Public Investment Fund, and leading companies. It is also expected that the pace of settlement will accelerate Knowledge and innovative technologies.



Business Sectors Overview

Tourism Sector

- Within the framework of the Kingdom's Vision 2030, which aims to lay effective foundations and pillars 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.

Hospitality sector indicators - Makkah Al-Mukarramah - 2023 AD

<p>1.8ML + Total number of Hajj pilgrims</p>	<p>13.5ML + Total number of Umrah pilgrims</p>	<p>15.3ML + Total number of visitors</p>
<p>%72 Average occupancy rate</p>	<p>1151 Total number of hotels</p>	<p>%5.5 Average rate of return</p>
<p>%24 Available room rate (pilgrims' accommodation)</p>	<p>%76 Available rooms rate (Hotels)</p>	<p>185,000 Total number of rooms available</p>



Site studies

Real estate data and Services available in the real estate area

Real Estate Data			
City	Makkah Al-Mukarramah	Neighborhood	Prince Abdullah Al-Faisal plan
Street	Al-Hajj	Property type	Hotel
No. land plan	B/23/15/1	Plot number	166
Area	1382.73 square meters	Land use according to regulations	Commercial
Services and facilities available in the real estate area			
Electricity network	Water network	Sewerage network	Telephone network
✓	✓	✓	✓
Mosque	Public markets	Water drainage network	Garden
✓	✓	✓	✓
Shopping center	Medical services	Governmental services and centers	Hotels
✓	✓	✗	✗
Banks	Restaurants	Petrol station	Civil defense
✓	✓	✓	✓

Factors affecting the property

Impact element	Impact determinants	Description
Area overview	Importance of the area	The property is located in the city of Makkah Al-Mukarramah , in Prince Abdullah Al-Faisal plan district
Natural factors (environmental)	Lands topography	Flat
	Pollution	There are no sources of pollution in the area
Planning factors (urban)	Location from the city	The location is in the city center of Makkah Al-Mukarramah
	Infrastructure	Completed
	Municipal equipment	Completed
	Land properties	Regular shape
Building Regulations	Land use	Commercial
	Building ratio - number of floors	According to the mass factor, maximum 22 floors
Economic factors	Supply and demand	High
	Land prices	High
Legal factors	Deficit and trespassing on the property	N.A.

Property description

- The building surface area was determined based on the Building permit.
- The age of the property was determined to be (11) years based on the (Building permit).
- Number of rooms: 428 rooms.
- Number of floors: 15 floors
- Condition of the property on the valuation date (30/06/2024)

When examining the property, it became clear to us that it is a (Hotel). Detailed as below:

Building Components			
#	Floor	Area (m2)	Use
1	Basement	1,382.73	Parking lots
2	Ground floor	1,018.74	Reception + commercial
3	Mezzanine	758.78	Reception
4	Restaurants floor	1,016.88	Restaurants
5	Mosque floor	1,016.88	Prayer room
6	Repetitive floors	1,2780.6	Residential
7	Last floor	755.03	Residential
8	Staircase + elevators	44.19	Services
9	Tanks	1,125.17	Tanks
10	Sewage drainage	6	Sewers
Total		19,905	

Property Description

INTERIOR FINISHES

Doors	Ceiling	Wall Cladding	Floors
Electric Securit Glass	Gypsum plasterboard suspended ceilings	Paint	Marble - Porcelain
Windows	Health kits	Stairs	Insulation type
Aluminum and double glazing	High quality	Marble	Thermal - Hydro

EXTERIOR FINISHES

Facades	Facilities	Doors	Floors
Glass - Marble - Anti-environmental paint	N.A.	Electric Securit Glass	Marble - Granite

Electromechanical and air conditioning systems

Air Conditioning	Elevators	Electrical wiring and outlets	lighting	Water Feeding System
Central	3 Elevators	High quality	High quality energy saving	Automatic electric pump system

Security and safety systems - other facilities

Facilities	Parking	Fire Alarm and Extinguishing Systems	Security Systems
N.A.	Basement + Outdoor	Fire Detection Systems - Fire Hose for All Hotel Parts	Indoor and outdoor surveillance cameras - inspection devices - control and monitoring room

Property location

Property is located in: **Makkah Al-Mukarramah**

Neighborhood: **Prince Abdullah Al-Faisal plan**

Street: **Al-Hajj**

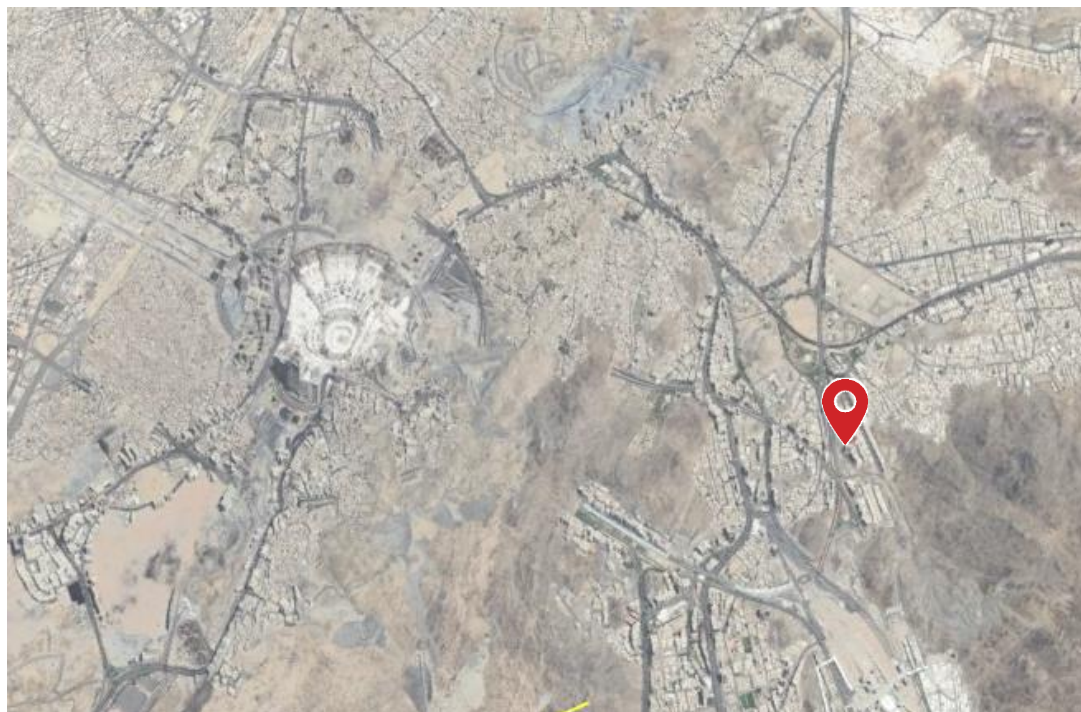
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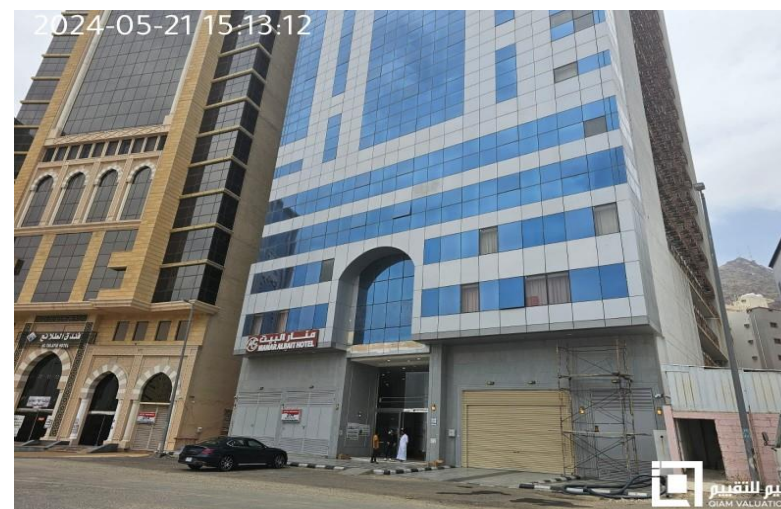
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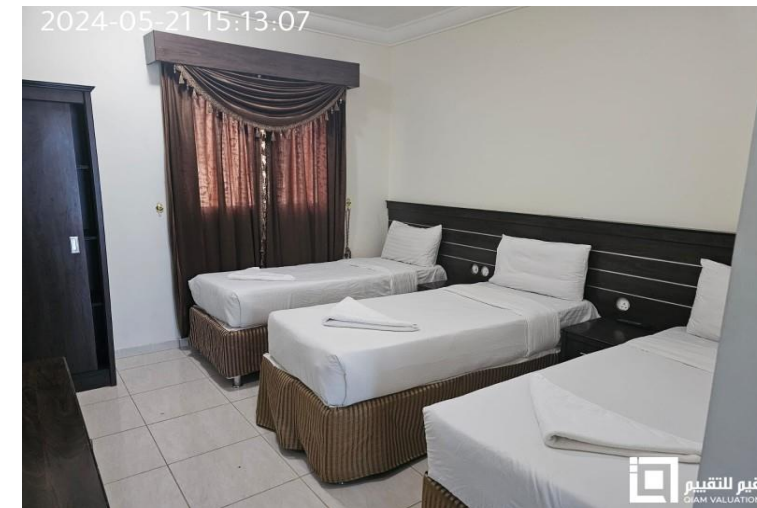
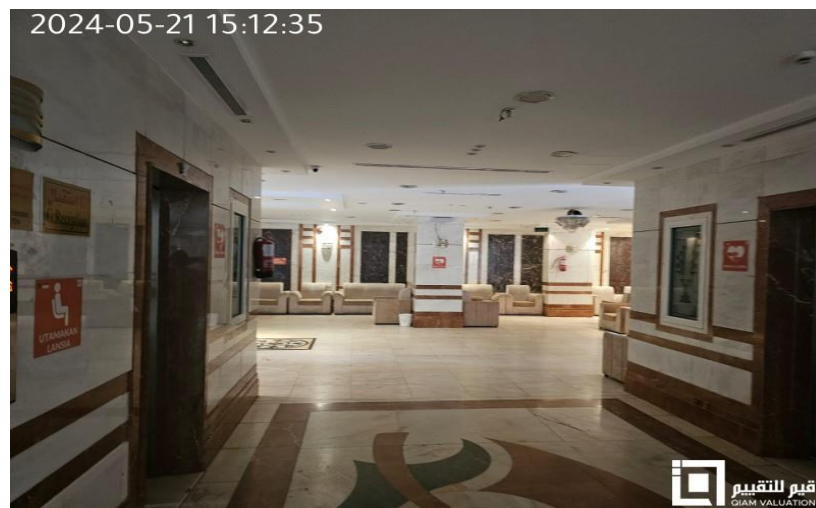
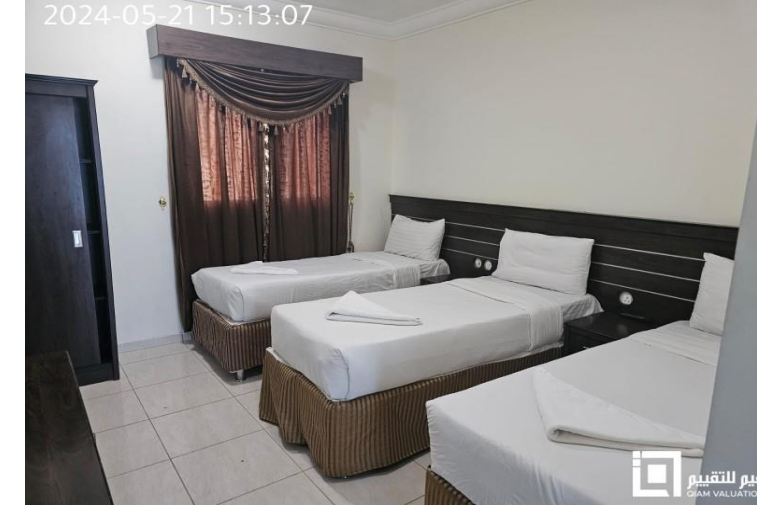
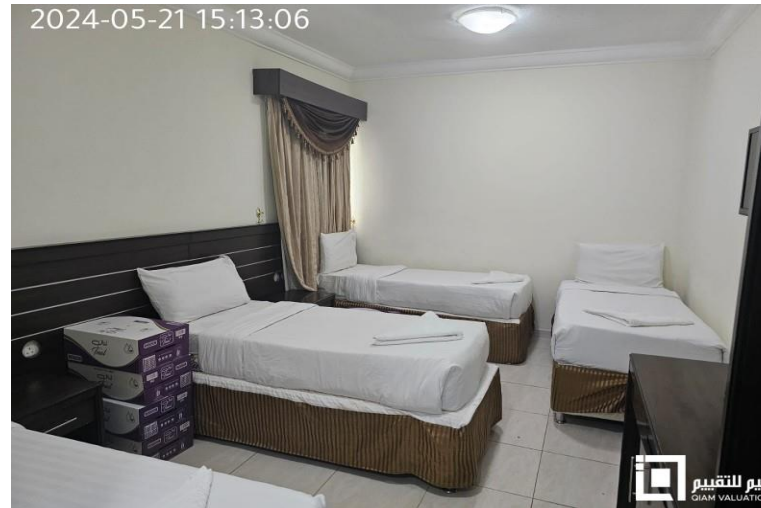
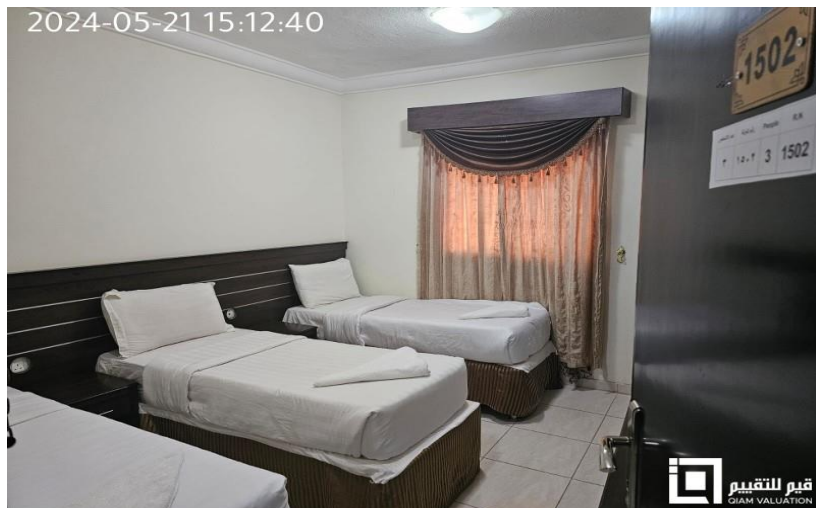
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Photographic survey of the building and its components (1/2)



Photographic survey of the building and its components (2/2)



Ownership documents

Title deed information

Ownership Type	Deed date	Deed number	Owner name
Ownership 100%	02/18/1441	520121013431	Al Mashaer Real Estate Company

Neighborhood name - Plot number - Plan number - Land area:

Neighborhood name	Plot number	Plan number	Land area
Prince Abdullah Al-Faisal plan	166	1/15/23 b	1382,73 m2

Borders and lengths:

Borders and lengths:							
Northern border	Border length	Southern border	Border length	Eastern border	Border length	Western border	Border length
Plot No. 165	46 m	Plot No. 167	46 m	Plot No. 168/6	35 m	Street width 12	26 m

Assumptions related to real estate ownership

The property is mortgaged to Riyad Bank and for the purposes of this report we have assumed that there is a valid ownership free of any obstacles. If this is not the case, the opinion of the property value may be affected.



Evaluation

Valuation

Valuation Approaches



❖ Market Approach

The market approach 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 approach 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 approach 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.

Market Approach-Standard No. 105

It is an approach of estimating the value of a real estate or real estate property based on the market comparison between the property being evaluated and similar properties in the same area that were recently sold. The value indicator of the property being valued is derived by applying appropriate comparison units and making adjustments and adjustments to the selling prices of similar properties based on the comparative elements.

The market approach should be applied and afforded significant weight under the following circumstances:

- ❖ The subject asset has recently been sold in a transaction appropriate for consideration under the basis of value
- ❖ The subject asset or substantially similar assets are actively publicly traded.
- ❖ There are frequent and/or recent observable transactions in substantially similar assets.

The key steps in the comparable transactions method are:

- ❖ Define the units of comparison used by relevant market participants.
- ❖ Determine the relevant comparative transactions and calculate the main evaluation criteria for these transactions.
- ❖ Conduct consistent comparative analysis of the qualitative and quantitative similarities and differences between the comparable assets and the subject asset.
- ❖ Make the necessary adjustments, if any, to the evaluation scales to reflect the differences between the subject of evaluation and the comparative assets.
- ❖ Applying the revised valuation criteria to the subject asset.
- ❖ Value indicators are reconciled if more than one evaluation scale is used.

Cost Approach - Standard No. 105

It is a valuation method that calculates the capital or market value of a property by adding the value of the real estate's land with the value of the buildings erected on the site.

Cost Approach should be applied and afforded significant weight under the following circumstances:

- ❖ Participants would be able to recreate an asset with substantially the same utility as the subject asset, without regulatory or legal restrictions, and the asset could be recreated quickly enough that a participant would not be willing to pay a significant premium for the ability to use the subject asset immediately,
- ❖ The asset is not directly income-generating and the unique nature of the asset makes using an income approach or market approach unfeasible, and/or
- ❖ The basis of value being used is fundamentally based on replacement cost, such as replacement value

Used methods of Cost Approach :

- a. **Replacement cost method:** A method of arriving at value by calculating the cost of a similar asset

Method of estimating the value of buildings using the straight line method

- The straight-line method: the straight-line method is calculated by the formula (current age of the building / Lifespan) * 100.

Income Approach-Standard No. 105

Income Approach 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.

Income Approach 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 used under the income method depend largely on discounting the amounts of future cash flows to a present value, which are various applications in using the discounted cash flow (DCF) method and the concepts below apply in part or all of the methods of the income method.

Discounted Cash Flow method (DCF)

It is a financial method for estimating the value of a financial or real asset. The value index 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 expectation of future income for the property under valuation. The value index of the property is derived through Calculating the present value of 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 in perpetuity.

Residual value method:

The residual value method is a method of evaluating properties that can be valued by identifying the most appropriate development of the site and property and then predicting the value of such development after it is completed.

Used valuation approaches and methods - Fair value hierarchy

Used valuation methods

Valuation Approaches	Market Approach	Cost Approach	Income Approach
Used approach	Used as an assist	Used as an assist	Mainly used
Used valuation methods	Field survey (comparisons - offered land prices)	Replacement cost	Discounted Cash Flow method
Reasons for use / not use	To know similar properties on the market	Land on which a building is built	The fact that the property is income-generating

Hierarchy:

The fair value hierarchy categorizes the inputs to the valuation techniques used to measure fair value at the measurement date into three levels, as follows:

Level	Clarification	Input statement	Classification	Source	Judgment and documentation
First	Quoted prices (unadjusted) in active markets for identical assets or liabilities that can be reached at the measurement date and are given priority.	----	----	----	----
Second	They are the inputs other than the published prices within the first level that can be monitored for the asset or liability, either directly or indirectly	Commercial and commercial residential offers in the real estate area	It is classified under the second level	Accredited real estate offices in the real estate area	reliable based on similar market analysis, verification following market research and analysis, in-person interviews, and the company's own database of deals and transactions
Third	They are the inputs that cannot be monitored and are given the lowest priority	----	----	----	----



Value Estimation

Estimating the value of the land - Market Approach - Comparisons method

Saudi market does not have transparency and it is difficult to collect accurate information. Therefore, we were able to collect data for a selected sample of comparisons that reflect the reality of the market in general, and we will work to present their data and performance indicators as an embodiment of the market.

Selected comparisons are: From the properties offered in **Hajj Road district**.

Comparative Properties - Commercial Residential Lands		
Comparison factors	Comparative 1	Comparative 2
Area (m2)	1,120	561
Ease of access	High	High
Property location	High	High
Land shape	Regular	Regular
Land topography	Flat	Flat
Use	Commercial - Residential	Commercial - Residential
Surrounding streets	3	3
Price per meter (SR)	26785	21000
Comparative condition	Available offer	Available offer

Comparisons Map:



Estimating the value of the land - Market Approach - Comparisons method

Valuating the land according to Market Approach - Method of comparison with similar sales

Clause		Comparative real estates			
Adjustments factors	Property under valuation	Comparative 1		Comparative 2	
		Value	Adjustment	Value	Adjustment
Price per square meter	***		26,785		21,000
Condition	***	Available offer		Available offer	
Date of valuation/offer	30/06/2024	20/05/2024		23/05/2024	
Market Condition	***	-5.00%	- 1,339	-5.00%	- 1,050
Financing terms	***	0.00%	-	0.00%	-
Market conditions value	***		(1,339.25)		(1,050.00)
Value after initial settlements	***		25,446		19,950
Land area (m ²)	1,383	1,120	0%	561	-5%
Ease of access	High	High	0%	High	0%
Property location	High	High	0%	High	0%
Land shape	Flat	Flat	0%	Flat	0%
Land topography	Regular	Regular	0%	Regular	0%
Land use	Commercial - Residential	Commercial - Residential	0%	Commercial - Residential	0%
Surrounding streets	1	3	-10%	3	-10%
Total		-10.00%		-15.00%	
Adjustment value per square meter			2,545-		2,993-
Final meter value after Adjustments			22,901		16,958
Relative weight		80%		20%	
Net average value per square meter (SR / m ²)				21,712	
Final market value of the land (SR)				30,022,225	

Estimating the value of the property - Cost Approach - Replacement method

First: Construction Costs (Direct Costs)

Clause	Built up area m2	SR / m2	Value (SR)
Basement	1,383	2,200	3,042,006
Total built up area	18,517	3,500	64,810,445
Total (SR)	-		67,852,451

Second: Other costs (indirect)

Professional fees	3%	2,035,574
Utilities Network	3%	2,035,574
Administration costs	3%	2,035,574
Financing costs	6%	4,071,147
Developer's profitability	10%	6,785,245
Total (SR)		16,963,113
Total cost of buildings (SAR)		84,815,564

Third: Depreciation cost

Property useful life (years)	Year	40
The current age of the property (year)	Year	10
Remaining life of the property (year)	Year	30
Depreciation rate	%	25
Depreciation value	SR	21,203,891

Final value of the building (SR)

63,611,673

Fourth: Value of the property according to the Cost Approach

Final value of the land (SR)	30,022,225
Final value of buildings (SR)	63,611,673
Market value of the property according to the Cost Approach (SR)	93,633,898
Market value of the property according to the Cost Approach after rounding (SR)	93,650,000

Similar Comparisons Method assumptions

Based on the approach used in calculating the market value, which is Market Approach (Method of Similar Comparisons), some steps must be taken to obtain accurate Adjustments, as follows:

- Determine the factors that affect the value of the property under valuation.
 - Comparing the features and characteristics of each comparative property with the property being evaluated and determining the difference in each element of the comparison between the comparative property and the property under valuation.
 - Make adjustments against each mismatched item.
 - Reaching the net adjustment for each comparable property and applying it to the unit price to reach price range of the unit after adjustments for the property under valuation.
 - On the basis of the price range, the valuer determines the most reasonable price for the unit in the real estate under valuation, and the unit price is chosen after adjustments from the best comparable real estate usually as it is better.
- **Relative control of the area:** It is customary to promote a smaller area of the land that achieves a higher value compared to the land that is larger in area, and sometimes vice versa. Here, it was assumed that 5% would be allocated for each multiplier, and the percentage may vary according to the estimate and experience of the real estate valuer, depending on the state of the real estate market and the valuer's experience.
 - **Market condition:** Adjustments against the market condition conditions are often referred to as (time) Adjustment or in the case of negotiation over the offered value. Market conditions may change with the change of time, and the percentage is variable according to the market condition.
 - **Ease of access:** The movement of access to the real estate subject to evaluation is easy, as well as the ease of access to the comparable properties (high, medium, low), Accordingly, a rate of 5% was assumed for each level.
 - **Location of the property:** The location is where the property is located, whether it is on a road front or second row, or has two roads or two entrances, and it has a direct and high impact on the value of the property, and half of it is (high, medium, low), accordingly, a rate of 5% was assumed for each level.
 - **Land shape:** One of the physical characteristics that affect the property is the shape of the land, whether it is regular or irregular, Accordingly, a rate of 5% was assumed.
 - **Zoning:** The real estate planning has been taken into consideration as it is (commercial) planning compared to the comparable real estate, as well as all of them are commercial. It is possible for the property to include more than one use, such as (residential, residential, commercial, or residential, commercial, office), and accordingly, a rate of 5% was assumed according to the classification of use.
 - **Surrounding streets:** The location affects the value of real estate directly if it is on one or two streets, as well as the views it provides and the provision of various advantages. Accordingly, a rate of 5% was assumed for each difference for one street.

Market Approach - Comparison method - Hotel income analysis

Market Survey - Hotel Income Analysis

Comparison	Rating	Number of rooms	Average rental price (Hajj season)	Annual occupancy	Operational expenses
Comparison 1	3 stars	300	2500	%20	%15
Comparison 2	3 stars	250	2400	%15	%15
Comparison 3	3 stars	220	2500	%12	%15

Comparisons Map:



Market Survey Data Analysis Results - Income Calculation

Market Survey - Hotel Income Analysis						
Comparison	Hotel name	Rating	Number of rooms	Average rental price (Hajj season)	Annual occupancy	Operational expenses
Comparison 1	Rabiet Al-Hejaz	3 stars	300	2500	%20	%15
Comparison 2	Kayan 3	3 stars	250	2400	%15	%15
Comparison 3	Al wataniya	3 stars	220	2500	%12	%15

Hotel income calculation based on market data			
Clause	Value	Unit	
Number of days in the year	365	Day	
Annual occupancy rate	%13	Percentage	
Number of operating days per year	45.625	Day	
The number of days of the Hajj season	45	Day	
The number of days of the Ramadan season	0	Day	
Number of days for the remainder of the year	0	Day	
Number of rooms	428	Room	
Calculation of operating the Hajj season			
Number of pilgrims	1952	Pilgrim	
Rental price for the pilgrim	2800	Pilgrim/SR	
Hajj season total income	5,465,600	SR	

Analysis of valuation assumptions data - Discounted Cash Flow Methods

Discounted Cash Flow assumptions

Total hotel rental income year 1 and 2	4,761,000	Discount rate	%9
Total hotel rental income by market	5,465,600	Capitalization rate	%5
Operating Expense Rate	%15	Growth rate - every year from the Fourth year	%3
Hotel Operations	Hajj season only	Cash Flow Period (Years)	10

Discount rate:

Cumulative Model method

Government bond rate of return	4.94	Saudi Tadawul Fund
Inflation rate (average of the current year)	1.8	Saudi Central Bank
Market risk premium (recession and recovery)	1	Depending on the market situation and conditions
Special risk premium (the resulting costs of the property)	1	Depending on the property situation and conditions
Discount rate after collecting the above data and rounding	9	%

Rental income:

The property income was analyzed by reviewing the property contracts and reflecting them in the value calculation for the years 2024 and 2025. After the contract ended, the rental income was assumed based on the results of the market data analysis, assuming a growth rate from the third year of 3% for each period, taking into account a 25% discount (three-month period) from the total rental value for the third year borrowed for improvements and re-lease. A growth rate of 2% was also assumed from the sixth year to the tenth year in line with the growth expectations in the property area. Based on the information sent by the client, it became clear to us that the hotel is operated for the Hajj season only, and accordingly this was assumed in the value estimate.

Rate of return:

Capitalization Rate Analysis - Market Extraction Method By looking at market activity and similar reports from Qim Investments, as well as economic reports issued by some research centers and the Qim Evaluation Information Center, we have found that the return in the region ranges between 5% and 7%. Based on the assumption that the hotel will operate for the Hajj season only, the return rate was assumed to be 5%. There are also many factors that affect the return rate, such as the location of the building, its age and condition, the status of the tenants, and the degree of risk associated with repayment. The capitalization rate is affected by the rates of demand and supply for the same type of real estate.

Operating and capital expenditure rate:

Operating expenses are the expenses related to renting and maintaining the property, and capital expenses are the expenses incurred by the owner in order to keep it in good condition to achieve an appropriate annual income. The percentage of operating expenses is 15% - 25% for similar projects in the surrounding area, depending on the size and services provided, as most of them are usually with one contract (the property is rented with one contract). The rate of operating and capital expenses was assumed at 0% for the first and second years to be borne by the tenant. After the end of the contract, a rate of 15% was assumed for the remaining years, taking into account the operation of the hotel for the Hajj season only.

Property Valuation - Income Approach

Cash flow - Inflows	Investment years										Reversion value	
	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033		
	1	2	3	4	5	6	7	8	9	10		
Expected growth value	0.00%	0.00%	3.00%	3.00%	3.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
Total actual rental income	4,761,000	4,761,000	5,972,409	6,151,581	6,336,128	6,462,851	6,592,108	6,723,950	6,858,429	6,995,598		
Minus the operating expenses rate	15%	0	895,861	922,737	950,419	969,428	988,816	1,008,593	1,028,764	1,049,340		
Building Net Operating Income (NOI)	4,761,000	4,761,000	5,076,547	5,228,844	5,385,709	5,493,423	5,603,292	5,715,358	5,829,665	5,946,258		
Reversion value of the building												
Net Cash Flow	4,761,000	4,761,000	5,076,547	5,228,844	5,385,709	5,493,423	5,603,292	5,715,358	5,829,665	5,946,258	118,925,161	
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 Flows	4,367,890	4,007,238	3,920,026	3,704,245	3,500,341	3,275,549	3,065,192	2,868,345	2,684,140	2,511,764	50,235,273	
Net present value of the property											84,140,004	

Final value of the property (SR) 84,140,004

Final value of the property after rounding (SR) 84,150,000

Final value of the property

Based on the purpose of the valuation, the nature of the property, and its characteristics as a hotel, valuing the property using Income Approach (Discounted Cash Flow Method) is considered the best way to estimate the price on the measurement date of 30/06/2024, which was arrived at with Income Approach as a basis for the fair value of the property being valued (after rounding). As follows:

Price on the date of measurement in numbers (SR)	Price on the measurement date written (SR)
84,150,000	Eighty-four million, one hundred and fifty thousand riyals

This report was approved by the Executive Director

Ismail Muhammad al-Dubaikhi

A black and white photograph of a stack of papers and a pen, with a blurred background. The papers are stacked in a way that shows the edges of many sheets. A pen is lying across the top of the stack. The background is out of focus, showing what appears to be a window or a wall with some texture.

■ Appendix

Documents received from the client

تصريح إسكان الحجاج بالعاصمة المقدسة

بمملكة العربية السعودية
وزارة الشؤون البلدية والقروية
إدارة منطقة مكة المكرمة
إدارة العامة للمحرمات والمعتمرين
لجنة إسكان الحجاج

تاريخه: ١٤٤٤ هـ / ٠٣ / ٠٣
رقم التصريح: ١٤٤٤ هـ / ٠٣ / ٠٣

شركة: مشاهير ريت العقارية شركة تملك وحد: الوكيل: محمد يوسف عبداللطيف

رقم السجل المدني: ٥٠١٠٩٩٤٢٢	مستودعها:	التاريخ:
عنوانها:	الترخيص:	نوع الترخيص:
التأسيس الملائم في:	نوع العمل:	رقم الترخيص:
بجواز:	شعبة الترخيص:	رقم الترخيص:
رقم وأصل:	اسم المسئول:	اسم المسئول:

عدد أدوار المبنى: ١٨
عدد الأدوار المصروح بها: ١٨
إجمالي عدد الغرف: ١٧٤
عدد الحجاج: ١٧٤

وسائل السلامة: وسائل السلامة بالمتولي
يوجد شبكات تنقية مياه الشرب
يوجد معدات تهوية
يوجد معدات كهربائية
يوجد معدات إطفاء
يوجد معدات إطفاء
يوجد معدات إطفاء

التصوير الجوي لموقع المبنى

قام بالتصوير: محمد بن أحمد البرزاني
دار صفة لاستشارات الهندسية

رئيس لجنة إسكان الحجاج بالعاصمة المقدسة
التوقيع: محمد بن أحمد البرزاني
التاريخ: ١٤٤٤ هـ / ٠٣ / ٠٣

تتوية: في حال الرغبة بتشغيل المبنى خارج موسم الحج فبموجب الترخيص من الهيئة العامة للغذاء والدواء والترات الوطني.

**وزارة الشؤون البلدية والقروية
إدارة العاصمة المقدسة**

رقم الطلب الإلكتروني: 3402500791
رقم الرخصة: 68842
تاريخ الرخصة: 1434/12/23
ملاحقها: ستة

رخصة تجديدها

الاسم: شركة إسكان للتمهية والإستثمار	رقم السجل التجاري: 4031068573	معرضاها:	تاريخها:
رقم القلم: 00166	رقم البنك: 0/190/254	تاريخه:	1413/04/15
رقم السجل العقاري: 1/7636	رقم المخطط التنظيمي: 1405/04/29	تاريخه:	1423/03/01

البيانات: الموقع: الأمير عبد الله الفيصل / 671 / الحي:

البيانات	الحدود	إرتفاعها	الميزان
حقل	46.00	رقم القلم: 165	
شرف	36.00	رقم القلم: 6/165	
غروب	45.39	رقم القلم: 167	
شرف	25.95	رقم القلم: 12	

مكونات البنية	عدد الأجزاء	الوحدة	المساحة	الاستخدام
الديور	١	١	1382.73	حوائط سيارات
دور أرضي	١	١	1016.74	إسقاط
معرضين	١	١	798.76	إسقاط
دور علوي	١	١	1016.38	مساح
دور مطبخ	١	١	1016.88	مساح
أدوار متكررة	١٤	١٤	12760.6	سكني
لحرق الخبز	١	١	795.03	سكني
بيت مزج + مصاعد	١	١	44.19	بيت مزج *
مخاريط	١	١	1125.17	مخاريط
بئر صرف	١	١	٥	بئر صرف
الإجمالي			19005.00	

المتولي: اسم الشارع: الموقع: الأمير عبد الله الفيصل / 671 / الحي: نوع البناء: 01: مخطط الإسكان رقم: 1395

كيفية مخططات المبنى المطلوب تصديقها: تاريخ الرخصة: 1425/02/16

ملاحظات: ملاحقها: ١٢٤٨

تاريخ الرخصة: 1434/12/23 - 08:10:38

**وزارة الشؤون البلدية والقروية
إدارة العاصمة المقدسة**

رقم الطلب الإلكتروني: 3402500791
رقم الرخصة: 68842
تاريخ الرخصة: 1434/12/23
ملاحقها: ستة

رخصة تجديدها

صكك رهن وتعلق عقار

التمتع له وحده والصلاة والسلام على من لا نبي بعده وبعد
فإن قطعة الأرض رقم 166 من المخطط رقم 1 (18 / 23) الواقع في حي منطقة الأمير عبد الله الفيصل بحدودها محددة
المعرفة بحدودها وأطرافها بمطابق:

شمالاً: قطعة رقم 168 بطول (٩٤) مترًا وأربعين مترًا
شمالاً: قطعة رقم 167 بطول (٩٤) مترًا وأربعين مترًا
شرفاً: قطعة رقم 168 بطول (٣٥) مترًا والخاتون حشر
غرباً: شارع عرض ١٨ بطول (٩٤) فوس ستة وعشرون مترًا
ومساحتها: (١.٣٨١.٧٤) ألفًا و ثلاثمائة و الثمان وثمانون مترًا مربعًا و ثلاثة و سبعون مترًا ممتدًا مربعًا فقط
المخطوفة (١) شريطة مشاركة ريت العقارية بموجب سجل تجاري رقم 4031068573 / 03 / 15 / 1434 هـ وتنتهي في ٠٣ / ٠٣ / ١٤٤٤ هـ بأموال المصارف من هذه الإدارة في رقم 1405/04/29 / 03 / 15 / 1434 هـ كحد تقريظها وما الجرد أو
سيفاض عليها من بناء العقار / بنك الرياض بموجب سجل تجاري رقم 1010001094 وتنتهي في ٠٣ / ٠٣ / 1443 هـ
شمالاً بارتفاعها 18 مترًا بتمتصها على قطعة واحدة في 03 / 15 / 1434 هـ وبها جادة مدمر الله هـ فلهذه
بيع العقار بالقيمة التي تنتهي منها الرضيات واستيقاضها ما في ذمة الزمان من مبلغ وما نفس بوجه فيه عليه بعد اتمام
مبادرتهم سعيًا وعليه جرت التمهيد تصديدها في 03 / 15 / 1444 هـ وصلى الله على سيدنا محمد وآله وصحبه وسلّم

مطابق العنق
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مطابق العنق

Team



Hossam Hassan Ashi
Real estate - Associate
Membership No1210002501



Muath Aloraini
Real estate - Associate
Membership No1210002322



Salem Mohammed Al Fai'
Real estate-Basic Follow
Membership No 1210000013



Ismail Al-Dubaikhi
Real estate-Basic Follow
Membership No 121000005

قيـم للتقـيـم

QIAM VALUATION



General Administration

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

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