





# **ESKAN TOWER 4**

SICO CAPITAL SICO SAUDI REIT

Makkah City July 2022







REF: 22-0139-1 Date: 24/07/2022

M/S: SICO Capital – SICO Saudi REIT

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

Dear Sir,

With reference to your request and approval dated on June 22, 2022, for valuation service of the hospitality project (Eskan Tower 4) located in Makkah city, please find hereafter our detailed valuation report including other information related to the mentioned property.

# Issued without prejudice and liabilities

# WHITECUBES

# Mr. Essam M. Al-Husaini- Owner

Fellow Member of the Saudi Authority of Accredited Valuers (Taqeem)



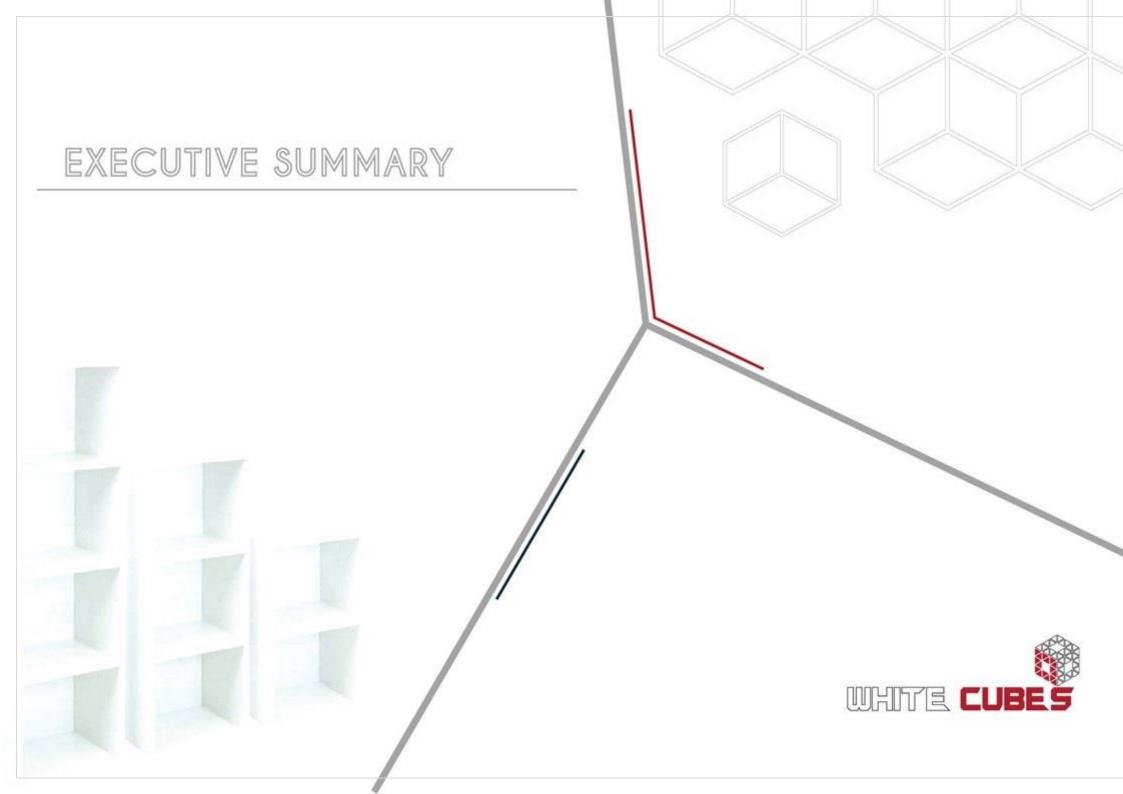
# **Table of Contents**

(Please Click on the Title for Direct Access)

1.1	EXECUTIVE SUMMARY	6
1.2	VALUATION REFERENCE	8
1.3	BASIS OF VALUATION	8
1.4	CLIENT APPROVAL DATE	10
1.5	INSPECTION DATE	10
1.6	VALUATION DATE	10
1.7	REPORT DATE	10
1.8	OPINION OF VALUE	10
1.9	PURPOSE OF VALUATION	10
1.10	INSPECTION ROLE	10
1.11	MARKET SURVEY	10
2.1	PROPERTY & LOCATION DESCRIPTION	12
2.2	INFRASTRUCTURE FACILITIES	12
2.3	LOCATION	13
2.4	PROPERTY ACCESS	14
2.5	TITLE DEED & OWNERSHIP	15
2.6	CONSTRUCTION & BUILDINGS	15
2.7	PILGRIMS PERMIT	16
2.8	TOURISM ACCOMODATION LICENCE	17
2.9	INSURANCE	17
2.10	PHOTO RECORD	18
3.1	SAUDI ARABIA ECONOMIC INDICATORS	20
3.2	BUDGET ALLOCATION FOR 2021	20
3.3	SWOT ANALYSIS	21
3.4	SECTOR BRIEF	21
3.5	RISK ANALYSIS	23
4.1	DOCUMENTS RECIEVED	25
4.2	GENERAL ASSUMPTIONS	25
4.3	LEGAL NOTICES	25
4.4	INFORMATION SOURCE	26
4.5	STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)	26
4.6	VALUATION APPROACH	26



4.7	COMPARABLE APPROACH	28
4.8	COST APPROACH (DRC)	29
4.9	INCOME APPROACH BASED ON MARKET RATES	31
4.10	INCOME APPROACH BASED ON LEASING CONTRACT	34
4.11	SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES	36
4.12	SUBJECT PROPERTY VALUE	36
4.13	REPORT USE	36
4.14	DISCLAIMER	36
4.15	CONCLUSION	37
4.16	ACCREDITED VALUERS	37
5.1	CONSULTANT STATUS	39
5.2	DISCLOSING CONFLICT OF INTEREST	39
5.3	CONFIDENTIALITY	39
5.4	ENVIRONMENTAL MATTERS	39





#### 1.1 EXECUTIVE SUMMARY

Introduction We received instructions from the client on 22/06/2022 to implement valuation service for a hospitality tower in Makkah city.

For whom this report is being prepared is SICO Capital – SICO Saudi REIT, a Saudi company registered under the Saudi law. Client

Reference No. 22-0139-1

**Purpose of Valuation Auditing Purposes** Hospitality Tower **Subject Property** 

**Property Location** The property is located in Al Aziziah district, Makkah City.

**Title Deed Information** Title Deed No: 320123008398. Title Deed Date: 08/04/1439. Issued from Makkah Notary

Freehold **Ownership Type** 

Al Mashaar REIT Real Estate Co. **Owner** 

Land Use Commercial

Land Area (Sqm) Based on the title deed, the land has an area size of 1,287.97 Sqm BUA (Sqm) The building is composed of 23 floors with a total BUA of 18,053 Sqm

No. of Rooms The total number of rooms is 450 Rooms

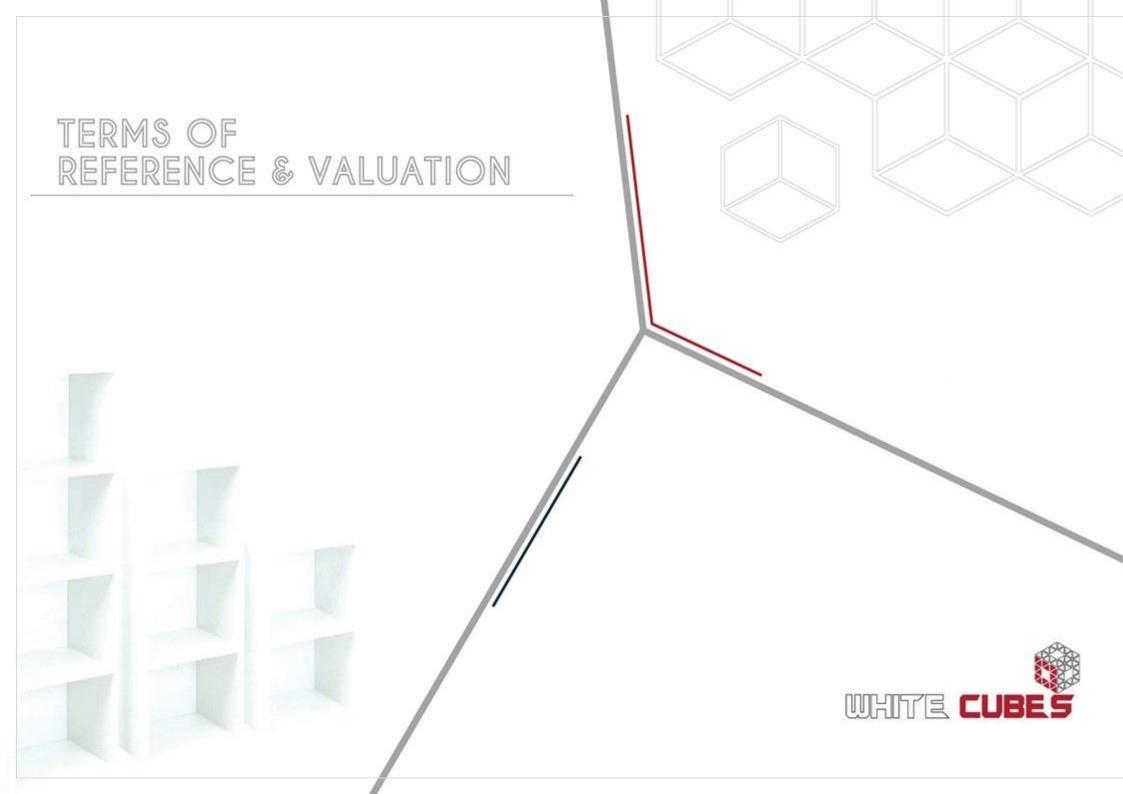
1868 Pilgrims **Pilgrim's Capacity** 

**Vacancy Rate** The property is fully leased to 1 tenant with a triple net of 12,825,000 SAR

**Valuation Approach** Comparable Approach, Cost Approach & Income Approach

**Final Property Value** 171,000,000 SAR

**Valuation Date** 30/06/2022 25/06/2022 **Inspection Date** 





#### 1.2 VALUATION REFERENCE

This report was prepared based on the instructions issued to us by SICO Capital – SICO Saudi REIT to estimate the market value of the property / real estate that is the subject of this report for the mentioned purpose only. This report may not be used for other purposes. The valuation was prepared in accordance to the regulations and standards issued by the Saudi Authority of Accredited Valuers and the International valuation Standards of the Council of International Assessment Standards (IVSC).

#### 1.3 BASIS OF VALUATION

#### **Market Value**

Market Value is defined as: -

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

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

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

# AN ASSET SHOULD EXCHANGE

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

ON THE VALUATION DATE

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

# BETWEEN WILLING BUYER

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



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

# IN AN ARM'S LENGTH TRANSACTION

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

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

# KNOWLEDGEABLY AND PRUDENTLY

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

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



#### 1.4 CLIENT APPROVAL DATE

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

# 1.5 INSPECTION DATE

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

#### 1.6 VALUATION DATE

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

# 1.7 REPORT DATE

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

June 30, 2022.

July 24, 2022.

June 22, 2022.

June 25, 2022.

#### 1.8 OPINION OF VALUE

All the outputs will be shown in this report (Values) are based on our best knowledge of the market, documents received from the client (assumed to be correct), market findings and inspection inputs. Yet, the estimated values of the subject property / properties express our opinion of values based on the previously mentioned findings.

# 1.9 PURPOSE OF VALUATION

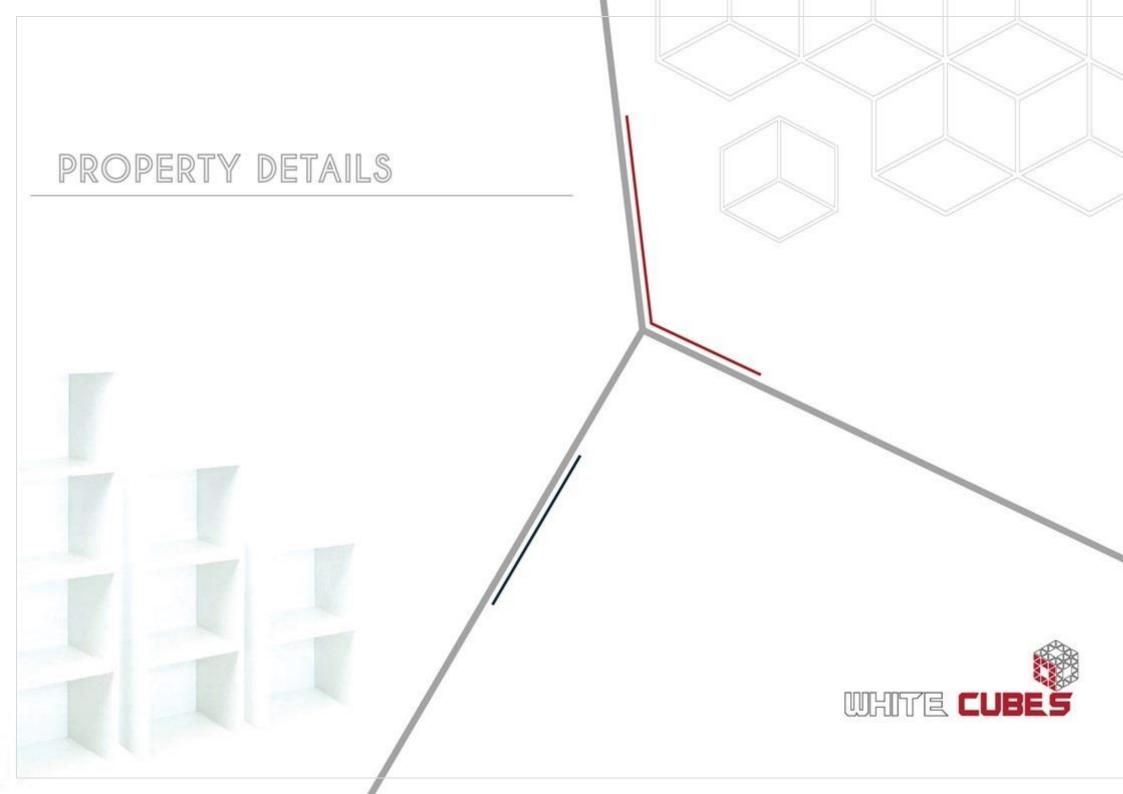
The client requested to know the current market value of the subject property for **Auditing Purposes**. Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of **Income Approach**, **Cost Approach and Comparable Approach**.

# 1.10 INSPECTION ROLE

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

#### 1.11 MARKET SURVEY

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





#### 2.1 PROPERTY & LOCATION DESCRIPTION

**Property Description**The subject property is a hospitality tower composed of 23 floors and located in Al Aziziah district, Makkah City. Based on

the provided copy of the title deed and the construction permit, the project has a total land area of 1,287.97 Sqm and a total BUA of 18,053 Sqm. As per the site inspection done by our team for the purpose of valuation, the property is open from two sides with a direct view on Al Masjid Al Haram Road from the west side. The tower is mostly surrounded by several residential and mix-use building. All infrastructural facilities such as water, electricity, telecommunication, and

sewage are available in the surroundings and connected the subject property.

**Location Description** The property subject of valuation is a commercial project in Al Aziziah district, Makkah City.

The property is bordered from the north by a private property The property is bordered from the south by a private property

The Property is bordered from the east by an internal street 10 meters width

The property is bordered from the west by AL Masjid Al Haram Road.30 meters width

Ease of Access

Based on the current location of the subject property, the access level is high since it is located on AL Masjid Al Haram

Road.

**Area Surrounding the Property** The subject property is mostly surrounded by residential and mix-use buildings

	Land		Building
Land Use	Commercial	 Building Type	Hospitality Tower
No. of Streets	2	<b>Building Structural Conditions</b>	Fully Constructed
Land Shape	Graded	External Elevation Conditions	Good
Direct View on the Main Road	AL Masjid Al Haram Road	<b>Building Finishing Conditions</b>	Good
Direct View on an Internal Street	Nabtat saif Street	Overall Building Conditions	Good
Land Condition	Constructed		

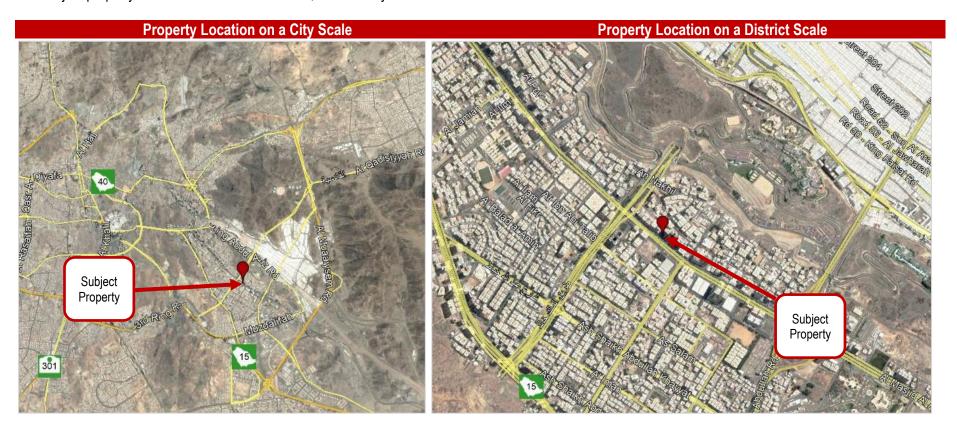
#### 2.2 INFRASTRUCTURE FACILITIES

	Available in the surrounding	Connected to the property	
Water	✓	✓	_
Electricity	<b>✓</b>	<b>✓</b>	All the infrastructural facilities are available in the
Tele-Communication	✓	<b>✓</b>	surroundings and connected to the subject property.
Sewage	<b>✓</b>	<b>✓</b>	



# 2.3 LOCATION

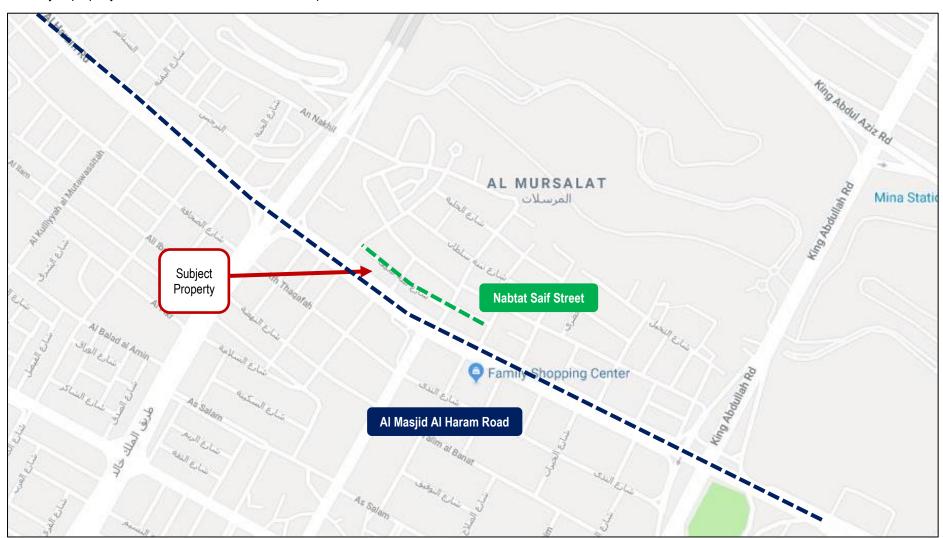
The subject property is located in Al Aziziah district, Makkah city:





# 2.4 PROPERTY ACCESS

The subject property can be accessed as shown in the map below:





#### 2.5 TITLE DEED & OWNERSHIP

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

City District T.D Type T.D Number T.D Date T.D Value Date of Last Transaction Issued From	Makkah Al Aziziyah Electronic 320123008398 08/04/1439 N/A N/A Makkah Notary	Land Area Plot No. Block No. Layout No. Owner Ownership Type Limitation of Document	1,287.97 1/277 N/A 1/21/7 ट Al Mashaar REIT Real Estate Freehold N/A
North Side South Side	private property private property	East Side West Side	10 Meters width Street 30 Meters width Street
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic. It is not in our scope to run leg diagnosis on any legal document.		

#### 2.6 CONSTRUCTION & BUILDINGS

The building permit indicates the maximum permissible BUA approved by the city municipality. However, the actual area may differ from the area mentioned in the building permit. Therefore, if the customer did not provide us with a copy of the approved plans, the valuation will be done based on the building permit provided by the customer. In the event that the customer does not provide us with a copy of the legal documents that show the total building surfaces, we will valuate them using the skills of our team along with the municipality's laws and regulations, and therefore the building surfaces will be estimated only roughly.

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



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

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

Description	No. of Units	Area (sqm)	Use
Basement	1	1,287.97	Parking Spots
Ground Floor	5	789.9	Reception + Commercial
Mezzanine	1	587.86	Reception
Restaurant Floor	1	824.91	Restaurant
Mosque Floor	1	824.91	Mosque
17 Typical Floors	82	12,304.6	Residential
Annex Floor	1	261.2	Residential
Staircase & Elevators	1	75.43	Staircase & Elevators
Sewage	1	6	Sewage
Tanks	1	1,089.97	Tanks
Total BAU (sqm)		18,053	

# 2.7 PILGRIMS PERMIT

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

Pilgrims Permit			
Permit No.	13637		
Permit Issuance Date	11/06/1436 H. D		
Total Number of Rooms	450		
Number of Pilgrims	1868		
Number of Elevators	6		
Number of Internal Emergency Staircases	2		
Number of Electrical Generators	1		
Means of Sa	fety Available in the property		
Automatic Sprinkler System	Fire Alarm System		
Fire Extinguishing System	Fire Pump		



# 2.8 TOURISM ACCOMODATION LICENCE

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

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

# 2.9 INSURANCE

We have not been provided with any insurance policy for the underlying asset.

# WHITE CUBES

# 2.10 PHOTO RECORD









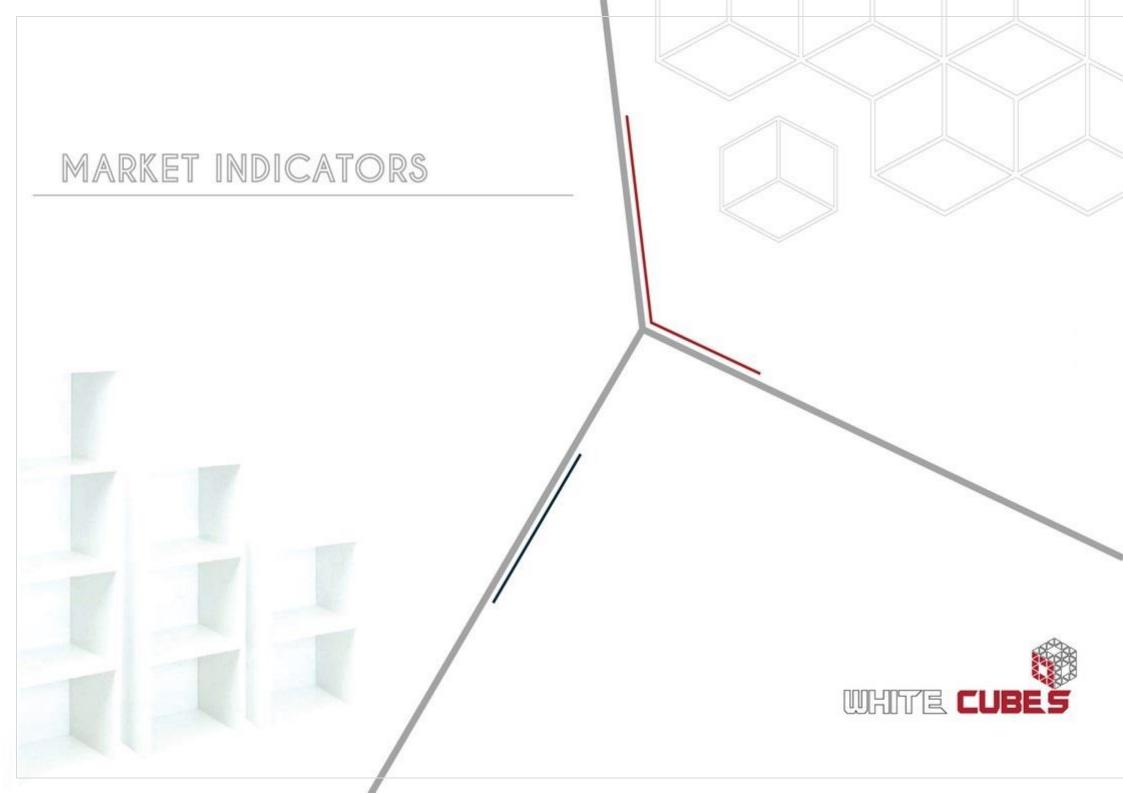














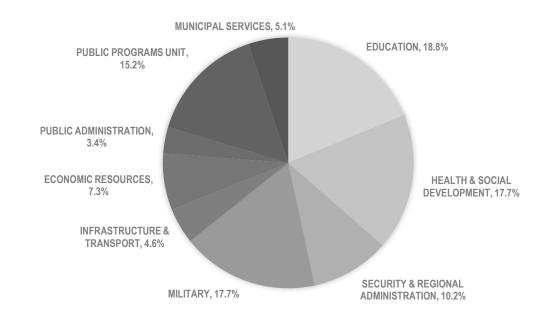
# 3.1 SAUDI ARABIA ECONOMIC INDICATORS

Economic Indicator	2021 Budget	2022 Expectations	2023 Estimated
Nominal GDP (Billion Riyals)	2,866	3,042	3,232
Real GDP Growth	3.2%	3.4%	3.5%
Inflation Rate	2.9%	2.0%	2.0%
Total Revenue (Billion Riyals)	849	864	928
Total Expenses (Billion Riyals)	990	955	941
Budget Deficit	-141	-91	-13
Public Debt	937	1,013	1,026
Government Reserves at the Saudi Central Bank	280	265	265

# 3.2 BUDGET ALLOCATION FOR 2021

Public Administration Military Security & Regional Adm.	34 SAR bn 175 SAR bn 101 SAR bn
Municipal Services	51 SAR bn
Education	186 SAR bn
Health & Social Dev.	175 SAR bn
Economic Resources	72 SAR bn
Infrastructure & Transport	46 SAR bn
General Items	151 SAR bn

**Source: Ministry of Economy** 





#### 3.3 SWOT ANALYSIS

# Strength - Good quality of finishing - Ease of access - Direct View on Al Masjid Al Haram St. - Newly Constructed Project - High demand of hospitality project due to the nature of the city - Existing and upcoming hospitality projects - High Competition in the area

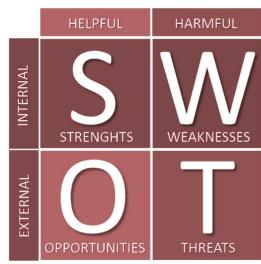
The strength and weakness points mentioned above are considered as an indicator only, where no full market study was conducted in this matter. Yet, all the mentioned points are based only on the site inspection of the subject property.

#### 3.4 SECTOR BRIEF

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



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









# 3.5 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy			✓		
Sector Current Performance			<b>✓</b>		
Sector Future Performance		✓			
Occupancy Rates			<b>✓</b>		
Supply Rate			✓		
Demand Rate			<b>✓</b>		
Total Risk	0	2	15	0	0
Risk Category 17 Risk Po	ints - Medium Risk				

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- CA	ATA P	$\Lambda$ $n$ $\gamma$	
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Risk Category

17 Risk Points

Medium Risk

Risk Factor	Very Low Risk (1)	Minimal Risk (2)	Medium Risk (3)	Elevated Risk (4)	Very High Risk (5)
RISK FACIOI	1-5	6-10	11-15	16-20	21-25
Access		<b>*</b>			
Location		<b>✓</b>			
Land Shape		<b>✓</b>			
Surrounding Area facilities		<b>~</b>			
Total Risk	0	8	0	0	0
Risk Category 8 Risk Po	ints – Minimal Risk				

# **Land Analysis** Risk Category

**8 Risk Points** 

Minimal Risk

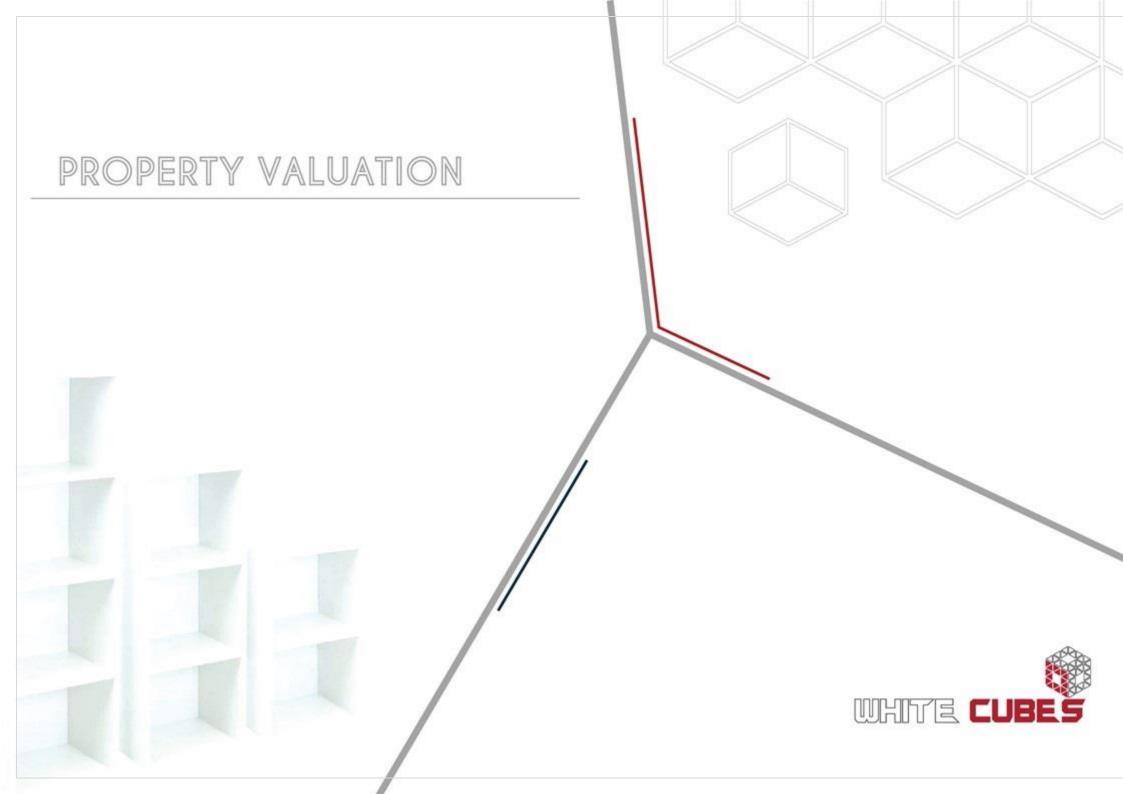
Risk Factor	Very Low Risk (1) 1-3	Minimal Risk (2) 4-6	Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Amenit	ies		<b>✓</b>		
Management Skills			<b>✓</b>		
Overall Condition		<b>✓</b>			
Total Risk	0	2	6	0	0
Risk Category	8 Risk Points - Medium Risk				

# **Property Analysis**

Risk Category

**8 Risk Points** 

Medium Risk





#### 4.1 DOCUMENTS RECIEVED

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

Title Deed Copy	Construction Permit	Krooki
✓	<b>~</b>	
Master Plan	Layouts	3D Design & Perspectives
Pictures	Presentation of the subject property	Location Map
<del></del>	<del></del>	✓
Lastinatia	Contact Potalla	Coeffice 9 Budget
Location Link	Contact Details	Costing & Budget
▼	•	
Tenant List	Leasing Contract	Operational Cost - OPEX

#### 4.2 GENERAL ASSUMPTIONS

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

# 4.3 LEGAL NOTICES

We are not aware of and have not been notified of any legal notices on the property, whether they are ongoing or pending in the courts.



#### 4.4 INFORMATION SOURCE

Referring to the purpose of this report, it has been assumed that all information received from the client, whether verbal or written, is up-to-date and correct. Our team conducted field research in order to ensure the validity of some market information for the purpose of valuation, which included the values of assets in the region, occupancy rates and market information related to the asset being valued in order to reach the market value of the asset being valued. During the field research process, some sources were relied on as follows:

- The field survey prepared by us
- Site inspection done by our team
- Our historical database for the similar assets of the property being valuated
- Sales agents specialized with the same type of assets subject to valuation

#### 4.5 STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)

Our service's scope does not include any technical testing of buildings and / or structural examinations and does not include any quality assurance of these constructions. However, in the event of any visible and observed deficiencies in the structural structure, we will write it down in our report and reflect such effect on the value.

#### 4.6 VALUATION APPROACH

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

	DRC	Comparable	Income Cap	DCF	RLV
Land		<b>✓</b>			
Building	<b>✓</b>				
Overall Property			<b>✓</b>		

# **COMPARABLE METHOD**

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



# DEPRECIATED REPLACEMENT COST (DRC)

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

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

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## **CAPITALIZATION METHOD (CAP RATE)**

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

The appraiser calculates the income according to the following steps:

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

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

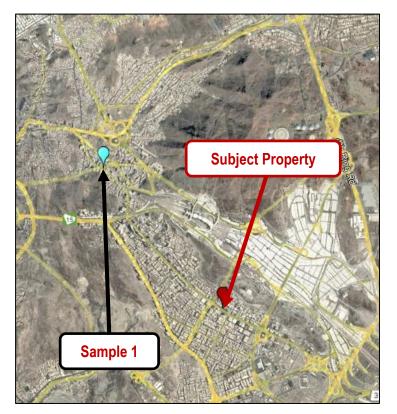


#### 4.7 COMPARABLE APPROACH

This method aims to collect data and information on actual sales and / or current offers of similar properties within the surrounding market, and then make the necessary adjustments to these comparisons in terms of area, location, shape, quality, content, and others. Below is a summary of the valuation process using the comparable method and the amendments made to the available comparisons

Characteristics of Samples					
Feature	Subject Property	Sample 1			
Quoting		Offering			
District	Al Aziziyah	Al Aziziyah			
Sale Price		SAR 35,900,000			
Data Source	Title Deed	Market Survey			
Area Size	1,287.97	703.00			
SAR / Sqm		SAR 51,067			
Sides Open	2	3			

	Adjustment Analysis		
		SA	MPLE 1
Area size	1,287.97	703.00	0.00%
Location Desirability	Average	High	-5.00%
Accessibility	Average	Average	0.00%
Main Street Width (m)	60	60	0.00%
Sides Open	2	3	-5.00%
Land Shape	Regular	Regular	0.00%
Close to main street	Yes	Yes	0.00%
Negotiable		No	0.00%
Other Factor			0.00%
Total Adjustments Ratio			-10.00%
Total Adjustment Amount			-SAR 5,106.7
Net After Adjustment			SAR 45,960.2
SAR / Sqm		SAR 45,960	
Rounded Value		SAR 46,000	



SENSITIVITY ANALYSIS					
	-10%	-5%	0%	5%	10%
Land Area	1,288	1,288	1,288	1,288	1,288
SAR / Sqm	SAR 41,400.0	SAR 43,700.0	SAR 46,000.0	SAR 48,300.0	SAR 50,600.0
Property Value	SAR 53,321,958	SAR 56,284,289	SAR 59,246,620	SAR 62,208,951	SAR 65,171,282
• •			PROPERTY VALUE		



Based on the market samples obtained with the assistance of some real estate experts in the region and the inspection made by our team, the average prices for similar properties falls in the range of 40,000 - 50,000 SAR / Sqm with an average of 45,000 SAR / Sqm. When comparing with the results of the analysis of comparisons, we found that the property value falls within the same range and is close to the market average values.

# 4.8 COST APPROACH (DRC)

As a first step, the cost of reconstructing the building (the cost of replacement) was estimated, based on the average construction costs of similar properties and at the same level of finishes, services, utilities, and others. The opinion of some engineering experts was used in this regard. The following table shows the expected replacement costs for such property.

	Min Cost (SAR / Sqm)	Max Cost (SAR / Sqm)	Average Cost
Skeleton - Concrete Cost	SAR 900	SAR 1,100	SAR 1,000
MEP	SAR 450	SAR 550	SAR 500
Finishing Materials	SAR 900	SAR 1,100	SAR 1,000
Fit outs &Appliance	SAR 250	SAR 350	SAR 300
Furniture	SAR 750	SAR 850	SAR 800
Site Improvements	SAR 180	SAR 220	SAR 200
Owner Profit	28%	32%	30%

In the following table, we will estimate the direct replacement cost of the property taking into consideration the main components of the building, such as the concrete structure, electromechanical work, finishes, site improvements, etc. Then we will estimate the value of the indirect costs as a percentage of the total direct costs to estimate the total construction costs of the project

	LAND		
Title Deed L	and Area SA	.R / Sqm	Total Value
320123008398	1,287.97 SA	R 46,000	SAR 59,246,620
	Building		
	Unit	No of Floors	Total BUA
Underground	Sqm	1	1,287.97
Ground Floor	Sqm	1	789.90
Restaurant Floor	Sqm	1	824.91
Mosque Floor	Sqm	1	824.91
Mezzanine	Sqm	1	587.86
Upper Floors	Sqm	17	12,304.60
Tanks	Sqm	1	1,089.97
Annex	Sqm	1	261.20
Staircases & Elevators	Sqm	1	75.43
Sewage	Sqm	1	6.00
Total (SQM)	18,052.75		



		HARD COST	S ESTIMATES		
			Floors + Annex		
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	16,764.78	SAR 1,000	SAR 16,764,780	100%	SAR 16,764,780
Electro Mechanic	16,764.78	SAR 500	SAR 8,382,390	100%	SAR 8,382,390
inishing	16,764.78	SAR 1,000	SAR 16,764,780	100%	SAR 16,764,780
Fit outs & Appliances	16,764.78	SAR 300	SAR 5,029,434	100%	SAR 5,029,434
Furniture	16,764.78	SAR 800	SAR 13,411,824	100%	SAR 13,411,824
Γotal .			SAR 60,353,208	100.00%	SAR 60,353,208
			ground		
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	1,287.97	SAR 1,500	SAR 1,931,955	100%	SAR 1,931,955
Electro Mechanic	1,287.97	SAR 500	SAR 643,985	100%	SAR 643,985
Finishing	1,287.97	SAR 400	SAR 515,188	100%	SAR 515,188
Total			SAR 3,091,128	100.00%	SAR 3,091,128
			Development		
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
and Development	1,287.97	SAR 80	SAR 103,038	100%	SAR 103,038
External Landscape	498.07	SAR 200	SAR 99,614	100%	SAR 99,614
Site Improvements	498.07	SAR 200	SAR 99,614	100%	SAR 99,614
Total		_	SAR 302,266	100.00%	SAR 302,266
	Actual Completion %			Total BUA	18,052.75
G+M + Upper Floor	100.00%			Total Hard Cost	SAR 63,746,602
Jnder Ground	100.00%			Average SAR / Sqm	SAR 3,531
General Site Dev.	100.00%			Overall Completion	100.00%
		SOFT COST	S ESTIMATES		
			Total Hard Cost	Ratio	Soft Cost
nitial Project Pre Cost			SAR 63,746,602	1.00%	SAR 637,466.02
Design			SAR 63,746,602	2.00%	SAR 1,274,932.03
Eng Consultant			SAR 63,746,602	2.50%	SAR 1,593,665.04
Management			SAR 63,746,602	2.50%	SAR 1,593,665.04
Contingency			SAR 63,746,602	5.00%	SAR 3,187,330.08
Others			SAR 63,746,602	0.00%	SAR 0.00
ΓΟΤΑL					SAR 8,287,058.21

After knowing the total construction costs (Incl. Soft Costs) at a rate of 3,990 SAR per square meter, we will estimate the economic life of the property according to the type of construction and its general condition, then apply the depreciation rates based on the actual age of the property. The developer's profitability will be added to the property's value after depreciation to reflect the estimated market value of the building



DEVELOPMENT VALUE				
Hard Cost	SAR 63,746,602	Economic Age	40	
Soft Cost Total Dev Cost	SAR 8,287,058 SAR 72,033,660	Annual Dep Rate	2.50%	
7010. 201 0001	0, iik 1 <u>2,000,000</u>	Actual Age	8	
Net Dep Rate	20.00%	Total Dep Rate	20.00%	
Dev Cost After Depreciation	SAR 57,626,928	Add Appr Rate	0.00%	
		Net Dep Rate	20.00%	
Total Completion Rate Developer Profit Rate @ 30% Dev. Profit Amount	100.00% 30.0% SAR 17,288,078			
Development Value	SAR 74,915,006			

The total value of the building is 74,915,006 SAR, which will be added to the value of the land in order to get the full value of the property as follows:

Total Dev. Value	Land Value	Total Property Value	Rounded Value
SAR 74,915,006	SAR 59,246,620	SAR 134,161,626	SAR 134,200,000

#### 4.9 INCOME APPROACH BASED ON MARKET RATES

# **Market Rental Analysis**

#### PILGRIMS - HAJJ SEASON

We have noted that the average market rate for the Hajj season in the surrounding areas of the subject property falls in the range of SAR 1,800 to SAR 2,200 which we have applied the rate of SAR 2,000 for conservative basis. In addition, and according to the market current performance, we have assumed 95% occupancy rate in Hajj season.

# AVERAGE DAILY RATE (ADR) - RAMADAN SEASON (20 DAYS)

The Average Daily Rates for the hospitality sector depend on the category of the property itself (no of Stars). The average ADR falls in the range of SAR 220 to SAR 280 as rooms daily rates for the first 20 days of Ramadan Season. In addition, and according to the market current performance, we have assumed 70% occupancy rate for the same mentioned season.



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

The average ADR of the last 10 days of Ramadan season falls in the range of SAR 350 to SAR 450 in the surrounding areas of the subject property, in addition to occupancy rate of 80%.

# **AVERAGE DAILY RATE (ADR) - OTHER SEASONS**

The overall estimated occupancy rate of the hospitality sector in Makkah for the remaining days of the year, and in the year of 2020, is almost 40%. Same rate will be applied on the subject property with an ADR of SAR 200 / Night.

# **Analysis of Operating and Maintenance Expenses**

The operating expenses of similar properties reached between 10% to 20% of the total expected income for the property. These ratios depend on the condition and quality of the property and the type of services and public facilities available in the property itself. These ratios are divided into several main categories as follows:

Management expenses	5% to 7%
Operating and maintenance expenses	5% to 6%
General service bills expenses	3% to 4%
Other incidental expenses	2% to 3%

# **Property Operation and Maintenance Expenses**

The owner did not provide us with details of the actual maintenance and operation costs of the project and accordingly market averages for similar projects will be assumed. Therefore, we will apply the rate of 15% as the OPEX which will be calculated from the total revenues of the property. This ratio is based on the condition and quality of the property and the type of services and public facilities available in the property itself.

# **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate



# The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.

Minimum capitalization rate			7%
Maximum capitalization rate			8%
Average			7.50%
The effect of the property specifications on the property			
Item	Status	Influence	Notes
Ease of access to the property		0.00%	several major methods
General condition of the property		0.25%	The actual age of the property is 7 years
The general location of the property		-0.25%	The area is served good
Quality and finishes		0.00%	Good quality finishes
Project Management Team		-0.25%	Excellent management and operational team level
Services and public facilities		0.00%	level and availability of services is average
Total		-0.25%	
Note: When the effect is negative (-), this reduces the capital	ization rate, which	increases the value	of the property. And when the effect is positive (+), this increases the
capitalization rate, which reduces the value of the property			
Total adjustments on capitalization rate		-0.25%	
Capitalization rate, according to market averages		7.50%	
Estimated capitalization rate of the property valuation		7.25%	

Based on the above, the value of the property using the income capitalization method is as follows:

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.25%, which will be applied subsequently to the net operating income of the property.

			REVENUE	S		
	Quantit	у		Revenues		
Season Type	Unit	Quantity	Rate	Revenue Type	No of Days	Total Revenues
Hajj Season	Pilgrims	1,868	SAR 2,000	Seasonal	10	SAR 3,736,000
Ramadan (20 Days)	Keys	450	SAR 250	Daily	20	SAR 2,250,000
Ramadan (10 Days)	Keys	450	SAR 400	Daily	10	SAR 1,800,000
Other Seasons	Keys	450	SAR 200	Daily	325	SAR 29,250,000
	·			•	Total Revenues	SAR 37,036,000
			EXPENSES	8		
Season Type	Management	Utilities	Maintenance	Others	Vacancy	Total Deduction
Hajj Season	5.00%	5.00%	5.00%	0.00%	5.00%	20.00%
Ramadan (20 Days)	5.00%	5.00%	5.00%	0.00%	30.00%	45.00%
Ramadan (10 Days)	5.00%	5.00%	5.00%	0.00%	20.00%	35.00%
Other Seasons	5.00%	5.00%	5.00%	0.00%	60.00%	75.00%
Showrooms	2.50%	0.00%	0.00%	0.00%	0.00%	2.50%



		NET OPERATING INCOME	
Season Type	Total Revenues	Total Deduction	NOI
Hajj Season	SAR 3,736,000	20.00%	SAR 0
Ramadan (20 Days)	SAR 2,250,000	45.00%	SAR 0
Ramadan (10 Days)	SAR 1,800,000	35.00%	SAR 0
Other Seasons	SAR 29,250,000	75.00%	SAR 7,312,500
Showrooms	SAR 0	2.50%	SAR 0
		Total	SAR 7,312,500
Revenues			SAR 37,036,000
Deductions			-SAR 29,723,500
Net Operating Income			SAR 7,312,500.00
Net Operating Income	Cap Rate	Property Value	Rounded Value
SAR 7,312,500.00	7.25%	100,862,068.97 SAR	100,900,000.00 SAR

#### 4.10 INCOME APPROACH BASED ON LEASING CONTRACT

# **Market Rental Analysis**

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

### **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

# The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.



Average			7.50
The effect of the property specifications on the property			
Item	Status	Influence	Notes
Ease of access to the property		0.00%	several major methods
General condition of the property		0.25%	The actual age of the property is 7 years
The general location of the property		0.00%	The area is served good
Quality and finishes		0.00%	Good quality finishes
Project Management Team		0.00%	Good management and operational team level
Stronghold tenant		-0.25%	level and availability of services is average
Total		0.00%	
Note: When the effect is negative (-), this reduces the capitaliza	tion rate, which in	creases the value of t	he property. And when the effect is positive (+), this increases the
capitalization rate, which reduces the value of the property			
Total adjustments on capitalization rate		0.00%	
Capitalization rate, according to market averages		7.50%	
Estimated capitalization rate of the property valuation		7.50%	

Based on the above, the value of the property using the income capitalization method is as follows:

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.5%, which will be applied subsequently to the net operating income of the property.

		RE	VENUES		
	Quant	ity	Re	evenues	
Unit Type	Total GLA	No Of Units	SAR / Sqm	SAR / Unit	Total Revenues
Hospitality Tower		The subject prope	rty is Fully leased to 1 tenant		
	0	0	SAR 0	SAR 0	SAR 0
	0	0	SAR 0	SAR 0	SAR 0
				Total Revenues	SAR 12,825,000
		EX	PENSES		
Unit Type	Management	Utilities	Maintenance	Others	Total Expenses
Hospitality Tower	0.00%	0.00%	0.00%	0.00%	0.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
		NET OPER	ATING INCOME		
Unit Type	Total Rev			Expenses	NOI
Hospitality Tower	SAR 12,82	25.000	0.00% 0.00%		SAR 12,825,000
	SAR				SAR 0
	SAR	0		0.00%	SAR 0
				Total	SAR 12,825,000
<b>Total Property Revenues</b>			_		SAR 12,825,000
<b>Total Property Expenses</b>					SAR 0
Net Operating Income					SAR 12,825,000.00
Net Operating Income	Cap Ra	ate	Prop	Property Value	
SAR 12,825,000.00	7.50%			0,000.00 SAR	171,000,000.00 SAR



#### 4.11 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
Income- Market	Property	SAR 100,900,000	One Hundred Million and Nine Hundred Thousand Saudi Riyals
Income- Actual	Property	SAR 171,000,000	One Hundred Seventy-One Million Saudi Riyals
DRC Approach	Land + Building	SAR 134,200,000	One Hundred Thirty-Four Million and Two Hundred Thousand Saudi Riyals

#### 4.12 SUBJECT PROPERTY VALUE

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

Property Value: 171,000,000 SAR One Hundred Seventy-One Million Saudi Riyals

# 4.13 REPORT USE

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

### 4.14 DISCLAIMER

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



# 4.15 CONCLUSION

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

#### 4.16 ACCREDITED VALUERS

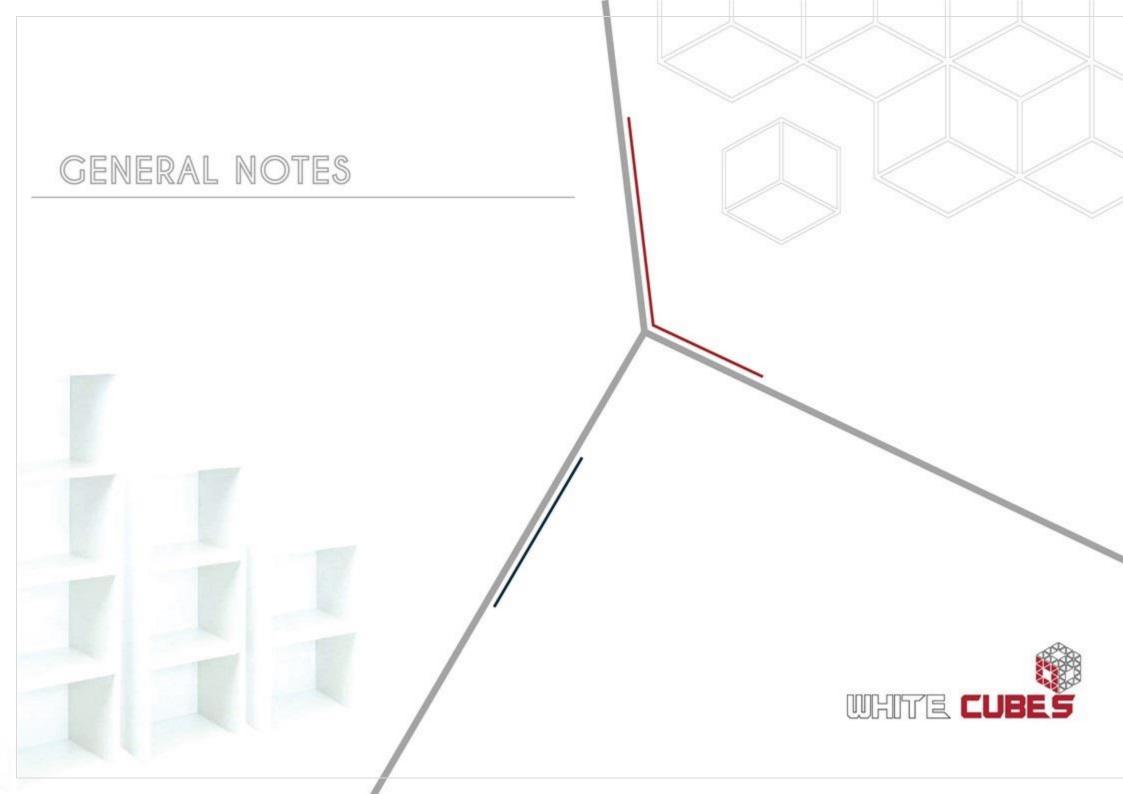
Essam M. Al Husaini Owner

Fellow Member of (Taqeem) License No. 1210000474 Nabeel M. Al Husaini CEO

Member of (Taqeem) License No. 1210002782 Farah E. Al Husaini Valuation Manager

Member of (Taqeem) License No. 1210001964 **WHITECUBES Stamp** 







#### 5.1 CONSULTANT STATUS

We confirm that the consultant / valuator has no physical contact or affiliation with the original subject matter of valuation or with the client and can provide objective, unbiased valuation. We confirm that the valuator is competent to carry out the valuation task and has sufficient skills and market knowledge concerned to conduct the valuation.

# 5.2 DISCLOSING CONFLICT OF INTEREST

We affirm that we are completely independent of the customer and the subject of the valuation, and nothing contained in this agreement must be interpreted as constituting any relationship with the customer except for the normal official relationship of work, or that it aims to establish any business relationship whatsoever between the customer and White Cubes employees. We also confirm that we do not have any conflicts of interest with the customer's property. We would like to draw your attention to the following:

The subject property was previously valuated by White Cubes White Cubes was previously involved in selling activities related to the property White Cubes was previously involved in advisory services related to the property

No	If Yes		Remarks
	Client	Date	
	SICO Capital – SICO Saudi REIT	Dec. 2021	
<b>~</b>			
<b>*</b>			

#### 5.3 CONFIDENTIALITY

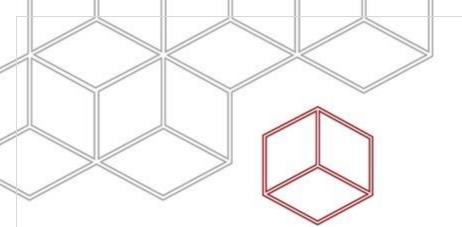
This document and / or any other documents received from the client are confidential between White Cubes. and the client. Except as may be required by any court or authority, the subject service shall not disclose or use or cause to be disclosed or used, at any time during the Term.

Any of the Client's secrets and/or confidential information, any other non-public information relating to the client business, financial or other affairs acquired by the subject service during the process remain confidential.

# 5.4 ENVIRONMENTAL MATTERS

We are not aware of the content of any environmental audit or other environmental investigation or soil survey which may have been carried out on the property and which may draw attention to any contamination or the possibility of any such contamination.

In undertaking our work, we have been instructed to assume that no contaminative or potentially contaminative use has ever been carried out on the property. We have not carried out any investigation into past or present uses, either of the properties or of any neighboring land, to establish whether there is any contamination or potential for contamination to the subject properties from the use or site and have therefore assumed that none exists. However, should it be established subsequently that contamination exists at the properties or on any neighboring land, or that the premises has been or is being put to any contaminative use, this might reduce the value now reported.



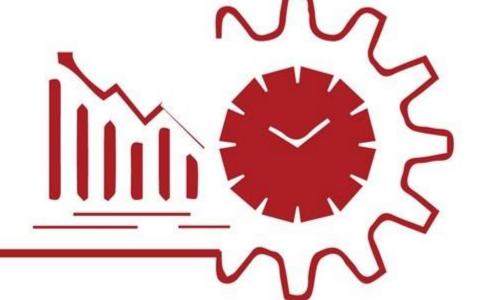




# **ESKAN TOWER 5**

SICO CAPITAL SICO SAUDI REIT

Makkah City July 2022



# Valuation Report



REF: 22-0139-2 Date: 24/07/2022

M/S: SICO Capital – SICO Saudi REIT

# Subject: Valuation Report for Eskan Tower 5 in Makkah City, Saudi Arabia.

Dear Sir,

With reference to your request and approval dated on June 22, 2022, for valuation service of the hospitality project (Eskan Tower 5) located in Makkah city, please find hereafter our detailed valuation report including other information related to the mentioned property.

# Issued without prejudice and liabilities

# WHITECUBES

# Mr. Essam M. Al-Husaini- Owner

Fellow Member of the Saudi Authority of Accredited Valuers (Tageem)



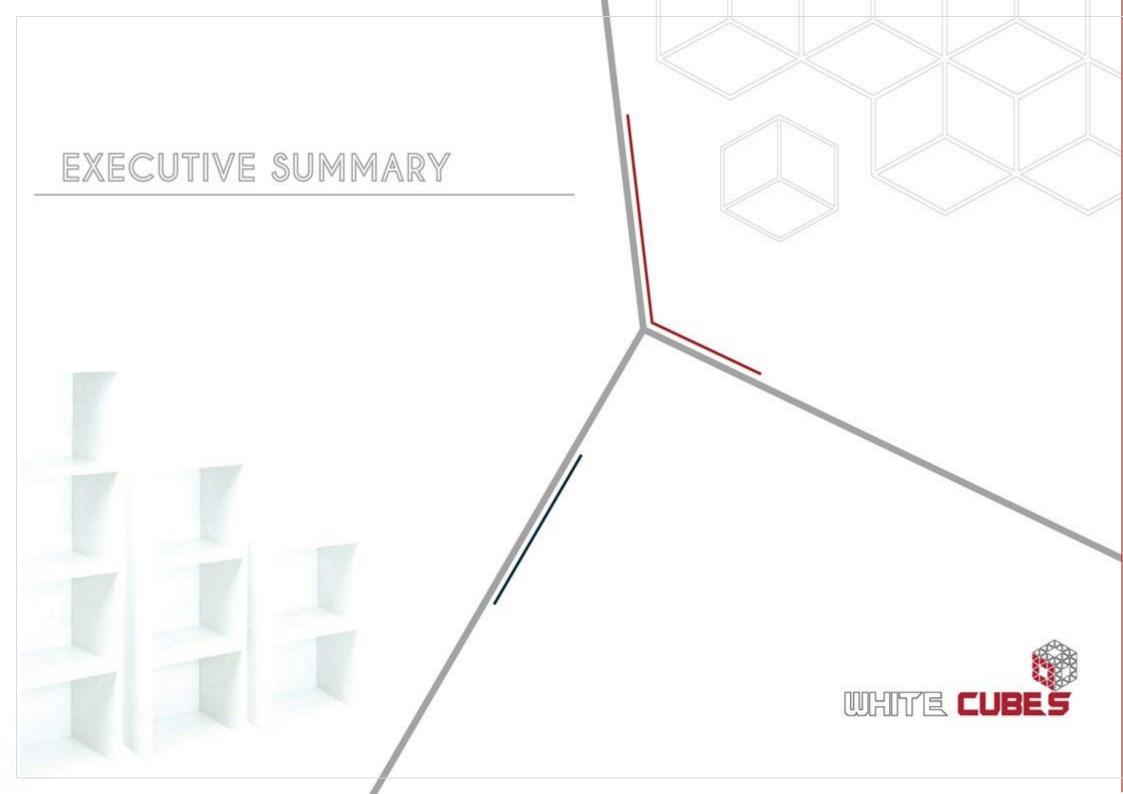
# **Table of Contents**

(Please Click on the Title for Direct Access)

1.1	EXECUTIVE SUMMARY	6
1.2	VALUATION REFERENCE	8
1.3	BASIS OF VALUATION	8
1.4	CLIENT APPROVAL DATE	10
1.5	INSPECTION DATE	10
1.6	VALUATION DATE	10
1.7	REPORT DATE	10
1.8	OPINION OF VALUE	10
1.9	PURPOSE OF VALUATION	10
1.10	INSPECTION ROLE	10
1.11	MARKET SURVEY	10
2.1	PROPERTY & LOCATION DESCRIPTION	12
2.2	INFRASTRUCTURE FACILITIES	12
2.3	LOCATION	13
2.4	PROPERTY ACCESS	14
2.5	TITLE DEED & OWNERSHIP	15
2.6	CONSTRUCTION & BUILDINGS	15
2.7	PILGRIMS PERMIT	16
2.8	PHOTO RECORD	17
3.1	SAUDI ARABIA ECONOMIC INDICATORS	19
3.2	BUDGET ALLOCATION FOR 2021	19
3.3	SWOT ANALYSIS	20
3.4	SECTOR BRIEF	20
3.5	RISK ANALYSIS	22
4.1	DOCUMENTS RECIEVED	24
4.2	GENERAL ASSUMPTIONS	24
4.3	LEGAL NOTICES	24
4.4	INFORMATION SOURCE	25
4.5	STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)	25
4.6	VALUATION APPROACH	25
4.7	COMPARABLE APPROACH	27
4.8	COST APPROACH (DRC)	28



4.9	INCOME APPROACH BASED ON MARKET RATES	31
4.10	SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES	34
4.11	SUBJECT PROPERTY VALUE	34
4.12	REPORT USE	34
4.13	DISCLAIMER	34
4.14	CONCLUSION	35
4.15	ACCREDITED VALUERS	35
5.1	CONSULTANT STATUS	37
5.2	DISCLOSING CONFLICT OF INTEREST	37
5.3	CONFIDENTIALITY	37
5.4	ENVIRONMENTAL MATTERS	37





# 1.1 EXECUTIVE SUMMARY

**Introduction** We received instructions from the client on 22/06/2022 to implement valuation service for a hospitality tower in Makkah city.

Client For whom this report is being prepared is SICO Capital – SICO Saudi REIT, a Saudi company registered under the Saudi law.

**Reference No.** 22-0139-2

Purpose of Valuation Auditing Purposes Subject Property Hospitality Tower

**Property Location** The property is located in Prince Abdullah Faisal district, Makkah City.

Title Deed Information
Title Deed No: 920121009575, Title Deed Date: 09/04/1439, Issued from Makkah Notary

Ownership Type Freehold

Owner Al Mashaar REIT Real Estate Co.

Land Use Commercial

Land Area (Sqm)

Based on the title deed, the land has an area size of 1,382.73 Sqm

The building is composed of 20 floors with a total BUA of 19,905 Sqm

No. of Rooms The total number of rooms is 428 Rooms

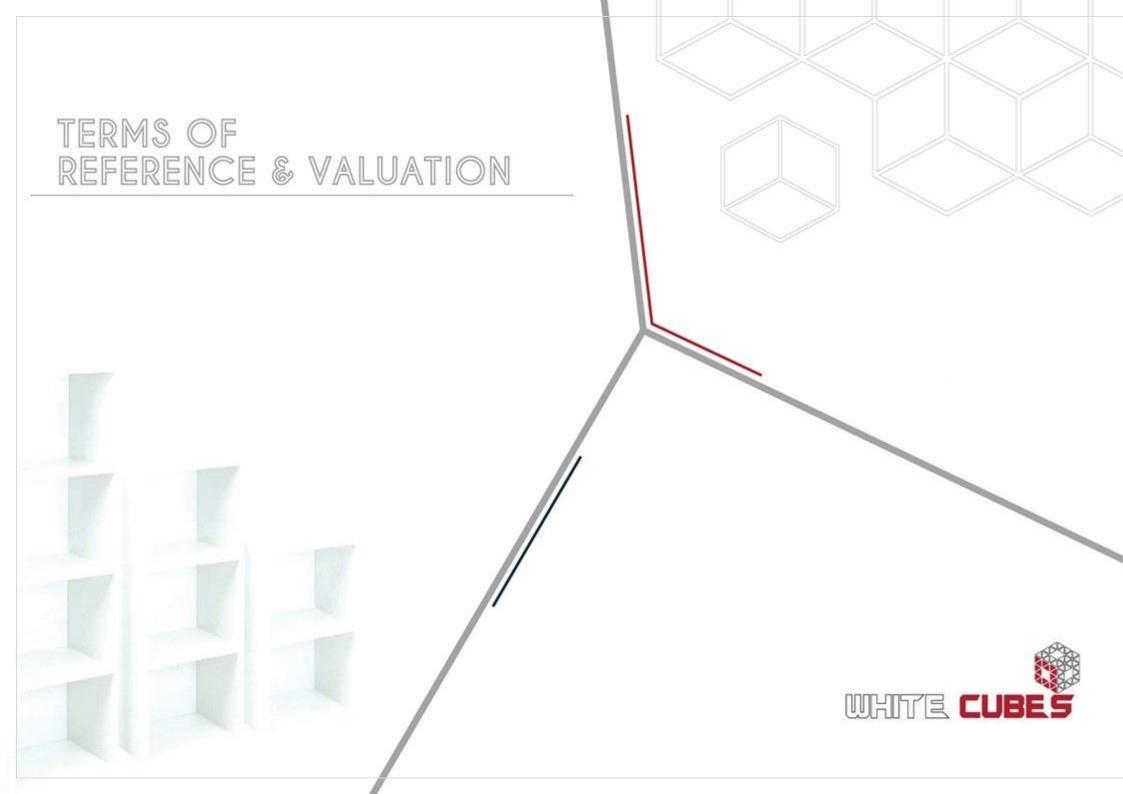
Pilgrim's Capacity 1976 Pilgrims

Vacancy Rate The property is fully leased to 1 tenant with a triple net of 12,312,000 SAR

Valuation Approach Comparable Approach, Cost Approach & Income Approach

Final Property Value SAR 171,800,000

Valuation Date 30/06/2022 Inspection Date 25/06/2022





#### 1.2 VALUATION REFERENCE

This report was prepared based on the instructions issued to us by SICO Capital – SICO Saudi REIT to estimate the market value of the property / real estate that is the subject of this report for the mentioned purpose only. This report may not be used for other purposes. The valuation was prepared in accordance to the regulations and standards issued by the Saudi Authority of Accredited Valuers and the International valuation Standards of the Council of International Assessment Standards (IVSC).

# 1.3 BASIS OF VALUATION

#### **Market Value**

Market Value is defined as: -

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

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

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

# AN ASSET SHOULD EXCHANGE

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

ON THE VALUATION DATE

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

# BETWEEN WILLING BUYER

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



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

# IN AN ARM'S LENGTH TRANSACTION

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

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

# KNOWLEDGEABLY AND PRUDENTLY

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

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



## 1.4 CLIENT APPROVAL DATE

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

June 22, 2022.

# 1.5 INSPECTION DATE

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

## 1.6 VALUATION DATE

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

# 1.7 REPORT DATE

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

June 25, 2022. June 30, 2022.

July 24, 2022.

# 1.8 OPINION OF VALUE

All the outputs will be shown in this report (Values) are based on our best knowledge of the market, documents received from the client (assumed to be correct), market findings and inspection inputs. Yet, the estimated values of the subject property / properties express our opinion of values based on the previously mentioned findings.

# 1.9 PURPOSE OF VALUATION

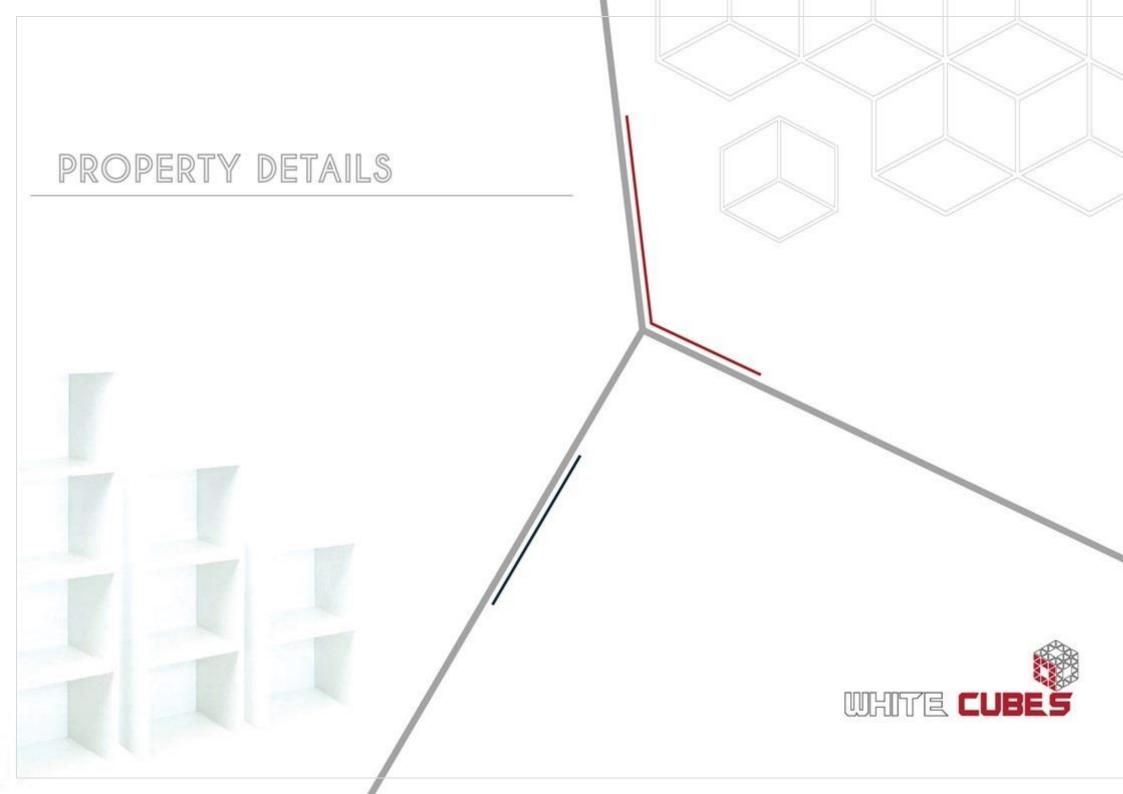
The client requested to know the current market value of the subject property for **Auditing Purposes**. Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of **Income Approach**, **Cost Approach and Comparable Approach**.

# 1.10 INSPECTION ROLE

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

# 1.11 MARKET SURVEY

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





#### 2.1 PROPERTY & LOCATION DESCRIPTION

**Property Description**The subject property is a hospitality tower composed of 20 floors and located in Prince Abdullah Faisal district, Makkah

City. Based on the provided copy of the title deed and the construction permit, the project has a total land area of 1,382.73 Sqm and a total BUA of 19,905 Sqm. As per the site inspection done by our team for the purpose of valuation, the property is open from 1 side with a direct view on Al Rida Street from the west side. The tower is mostly surrounded by several residential and mix-use building. All infrastructural facilities such as water, electricity, telecommunication, and sewage are

available in the surroundings and connected the subject property.

**Location Description**The property subject of valuation is a commercial project in Prince Abdullah Faisal district, Makkah City.

The property is bordered from the north by a private property The property is bordered from the south by a private property The Property is bordered from the east by a private property The property is bordered from the west by Al Rida Street.

**Ease of Access**Based on the current location of the subject property, the access level is medium since it is located near Al Hajj Road.

Area Surrounding the Property The subject property is mostly surrounded by residential and mix-use buildings

Land			Building	
Land Use	Commercial	Building Type	Hospitality Tower	
No. of Streets	1	<b>Building Structural Conditions</b>	Fully Constructed	
Land Shape	Graded	External Elevation Conditions	Good	
Direct View on the Main Road	No Direct View on the main road	<b>Building Finishing Conditions</b>	Good	
Direct View on an Internal Street	Al Rida Street	Overall Building Conditions	Good	
Land Condition	Constructed	<del>-</del>		

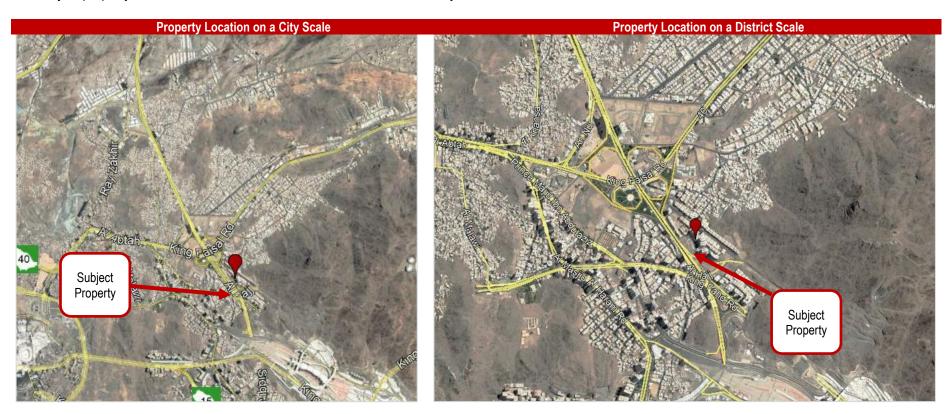
# 2.2 INFRASTRUCTURE FACILITIES

	Available in the surrounding	Connected to the property	
Water	✓	<b>✓</b>	
Electricity	<b>✓</b>	<b>✓</b>	All the infrastructural facilities are available in the
Tele-Communication	<b>✓</b>	<b>✓</b>	surroundings and connected to the subject property.
Sewage	✓	<b>✓</b>	



# 2.3 LOCATION

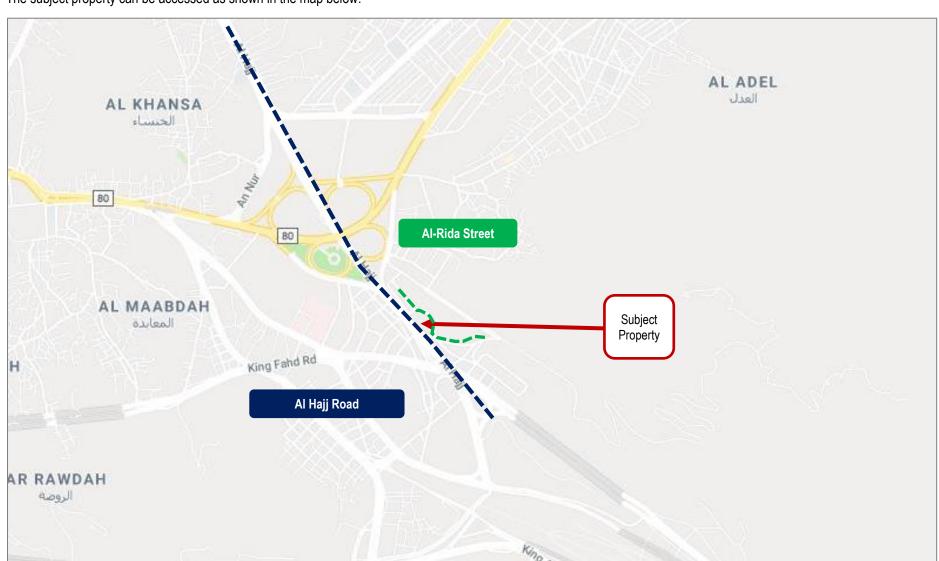
The subject property is located in Prince Abdullah Faisal district, Makkah city:





# 2.4 PROPERTY ACCESS

The subject property can be accessed as shown in the map below:





# 2.5 TITLE DEED & OWNERSHIP

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

City District T.D Type T.D Number T.D Date T.D Value Date of Last Transaction Issued From	Makkah Prince Abdullah Faisal Electronic 920121009575 09/04/1439 182,400,000 N/A Makkah Notary	Land Area Plot No. Block No. Layout No. Owner Ownership Type Limitation of Document	1,382.73 166 N/A 1/15/23/ب Al Mashaar REIT Real Estate Co. Freehold N/A
North Side South Side	private property private property	East Side West Side	private property 12 Meters width Street
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic. It is not in our scope to run legal diagnosis on any legal document.		

# 2.6 CONSTRUCTION & BUILDINGS

The building permit indicates the maximum permissible BUA approved by the city municipality. However, the actual area may differ from the area mentioned in the building permit. Therefore, if the customer did not provide us with a copy of the approved plans, the valuation will be done based on the building permit provided by the customer. In the event that the customer does not provide us with a copy of the legal documents that show the total building surfaces, we will valuate them using the skills of our team along with the municipality's laws and regulations, and therefore the building surfaces will be estimated only roughly.

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



The subject property is a fully constructed Hospitality Tower composed of 20 floors. The Client has provided us with a copy of the Construction Permit issued by Makkah Municipality with the below details:

Subject Property	
Construction Permit Type	New Permit
Property Type	Residential commercial
Construction Permit No.	68942
Construction Permit Date	23/12/1434 H. D

Description	No. of Units	Area (sqm)	Use
Basement	1	1,382.73	Parking Spots
Ground Floor	1	1,018.74	Reception + Commercial
Mezzanine	1	758.78	Reception
Restaurant Floor	1	1,016.88	Restaurant
Mosque Floor	1	1,016.88	Mosque
14 Typical Floors	14	12,780.6	Residential
Annex Floor	1	755.03	Residential
Staircase & Elevators	1	44.19	Staircase & Elevators
Sewage	1	6	Sewage
Tanks	1	1,125.17	Tanks
Total BAU (sqm)		19,905	

# 2.7 PILGRIMS PERMIT

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

Pile	grims Permit		
Permit No.	13702		
Permit Issuance Date	02/07/1434 H. D		
Total Number of Rooms	428		
Number of Pilgrims	1976		
Number of Elevators	6		
Number of Internal Emergency Staircases	3		
Number of Electrical Generators	1		
Means of Safety Available in the property			
Automatic Sprinkler System Fire Alarm System			
Fire Extinguishing System Fire Pump			



# 2.8 PHOTO RECORD

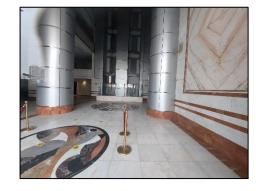








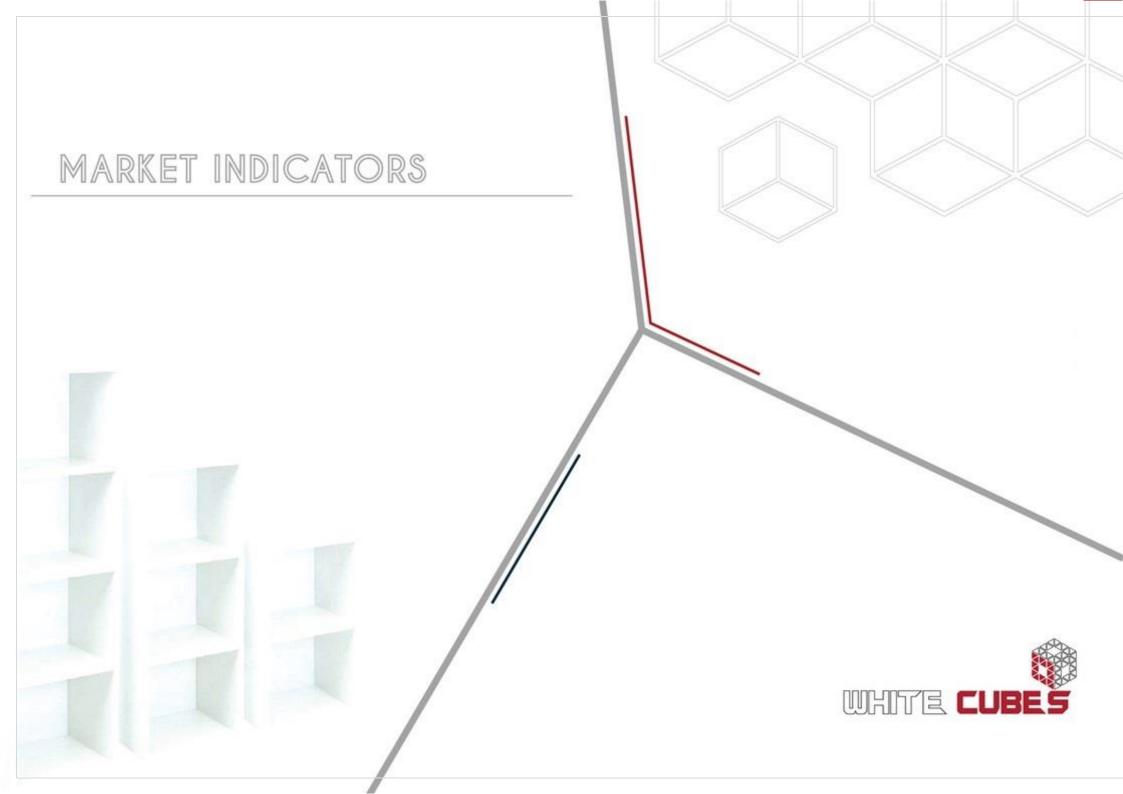














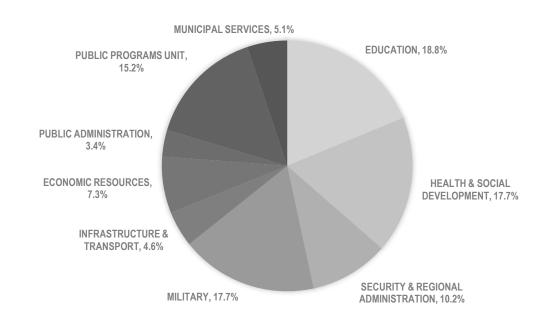
# 3.1 SAUDI ARABIA ECONOMIC INDICATORS

Economic Indicator	2021 Budget	2022 Expectations	2023 Estimated
Nominal GDP (Billion Riyals)	2,866	3,042	3,232
Real GDP Growth	3.2%	3.4%	3.5%
Inflation Rate	2.9%	2.0%	2.0%
Total Revenue (Billion Riyals)	849	864	928
Total Expenses (Billion Riyals)	990	955	941
Budget Deficit	-141	-91	-13
Public Debt	937	1,013	1,026
Government Reserves at the Saudi Central Bank	280	265	265

# 3.2 BUDGET ALLOCATION FOR 2021

Public Administration Military Security & Regional Adm.	34 SAR bn 175 SAR bn 101 SAR bn
Municipal Services	51 SAR bn
Education	186 SAR bn
Health & Social Dev.	175 SAR bn
Economic Resources	72 SAR bn
Infrastructure & Transport	46 SAR bn
General Items	151 SAR bn







# 3.3 SWOT ANALYSIS

Strength	Weakness
<ul><li>Good quality of finishing</li><li>Newly Constructed Project</li></ul>	<ul><li>No direct view on the main road</li><li>It is open on 1 side only</li></ul>
Opportunities	Threats
- High demand of hospitality project due to the nature of the city	<ul> <li>Existing and upcoming hospitality projects</li> <li>High Competition in the area</li> </ul>

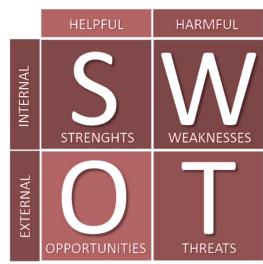
The strength and weakness points mentioned above are considered as an indicator only, where no full market study was conducted in this matter. Yet, all the mentioned points are based only on the site inspection of the subject property.

# 3.4 SECTOR BRIEF

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



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









# 3.5 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy			<b>✓</b>		
Sector Current Performance			✓		
Sector Future Performance		✓			
Occupancy Rates			✓		
Supply Rate			✓		
Demand Rate			✓		
Total Risk	0	2	15	0	0
Risk Category 17 Risk Po	ints - Medium Risk				

Sector Ar	nalveie
Occioi Ai	iuiyəiə

Risk Category

17 Risk Points

Medium Risk

Risk Factor		Very Low Risk (1) 1-5	Minimal Risk (2) 6-10	Medium Risk (3) 11-15	Elevated Risk (4) 16-20	Very High Risk (5) 21-25
Access			<b>~</b>			
Location			<b>~</b>			
Land Shape			<b>~</b>			
Surrounding Are	a facilities		<b>~</b>			
Total Risk		0	8	0	0	0
Risk Category	8 Risk Po	ints – Minimal Risk				

# **Land Analysis** Risk Category

**8 Risk Points** 

Minimal Risk

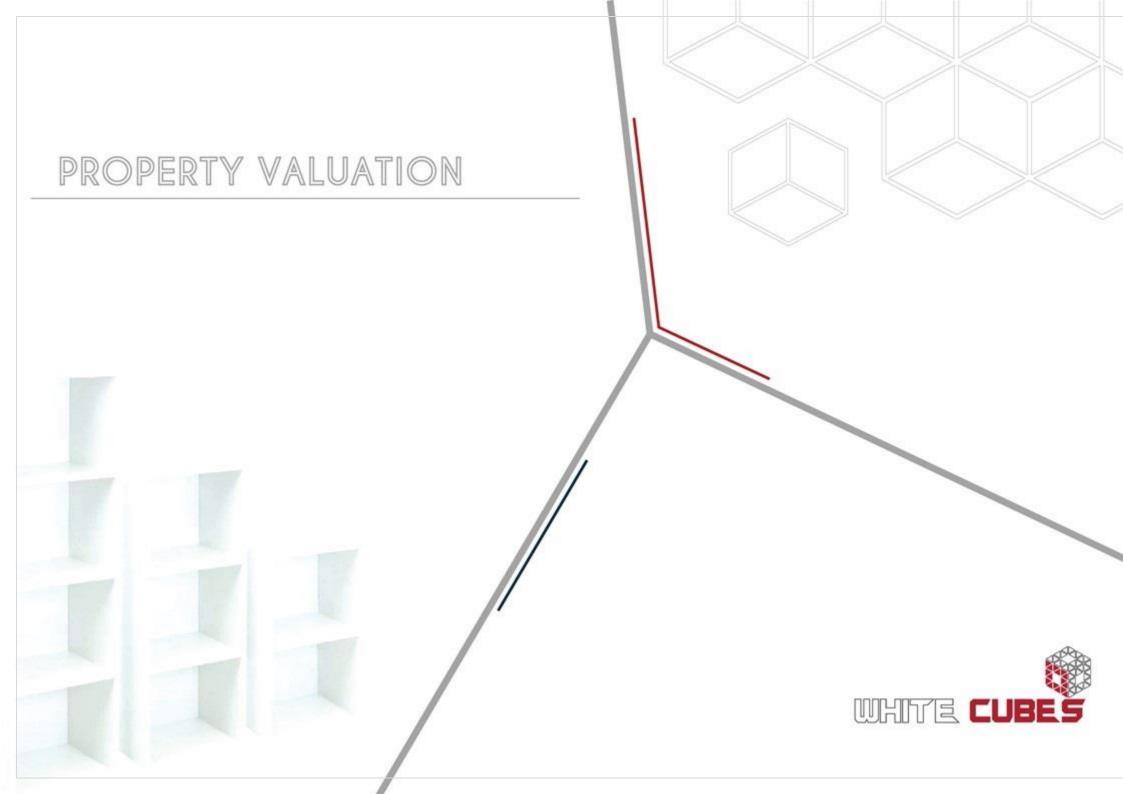
Risk Factor	Very Low Risk (1) 1-3	Minimal Risk (2) 4-6	Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Amenit	ties		<b>✓</b>		
Management Skills			<b>✓</b>		
Overall Condition		<b>✓</b>			
Total Risk	0	2	6	0	0
Risk Category	8 Risk Points - Medium Risk				

# **Property Analysis**

Risk Category

**8 Risk Points** 

Medium Risk





# **4.1 DOCUMENTS RECIEVED**

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

Title Deed Copy	Construction Permit	Krooki
✓	✓	
Master Plan	Layouts	3D Design & Perspectives
Pictures	Presentation of the subject property	Location Map
		✓
1 £ 12-1.	O-d-dBd-ll-	O-stire 9 B-d-st
Location Link	Contact Details	Costing & Budget
✓	<b>✓</b>	<del></del>
Tenant List	Leasing Contract	Operational Cost - OPEX

#### 4.2 GENERAL ASSUMPTIONS

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

# 4.3 LEGAL NOTICES

We are not aware of and have not been notified of any legal notices on the property, whether they are ongoing or pending in the courts.



#### 4.4 INFORMATION SOURCE

Referring to the purpose of this report, it has been assumed that all information received from the client, whether verbal or written, is up-to-date and correct. Our team conducted field research in order to ensure the validity of some market information for the purpose of valuation, which included the values of assets in the region, occupancy rates and market information related to the asset being valued in order to reach the market value of the asset being valued. During the field research process, some sources were relied on as follows:

- The field survey prepared by us
- Site inspection done by our team
- Our historical database for the similar assets of the property being valuated
- Sales agents specialized with the same type of assets subject to valuation

# 4.5 STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)

Our service's scope does not include any technical testing of buildings and / or structural examinations and does not include any quality assurance of these constructions. However, in the event of any visible and observed deficiencies in the structural structure, we will write it down in our report and reflect such effect on the value.

# 4.6 VALUATION APPROACH

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

	DRC	Comparable	Income Cap	DCF	RLV
Land		<b>✓</b>			
Building	<b>✓</b>				
Overall Property			<b>✓</b>		

# **COMPARABLE METHOD**

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



# DEPRECIATED REPLACEMENT COST (DRC)

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

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

•

# **CAPITALIZATION METHOD (CAP RATE)**

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

The appraiser calculates the income according to the following steps:

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

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

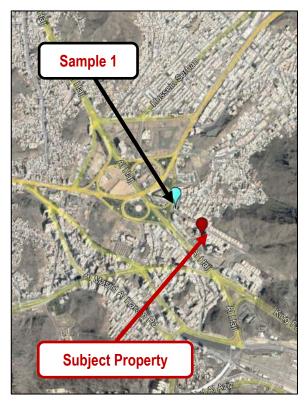


# 4.7 COMPARABLE APPROACH

This method aims to collect data and information on actual sales and / or current offers of similar properties within the surrounding market, and then make the necessary adjustments to these comparisons in terms of area, location, shape, quality, content, and others. Below is a summary of the valuation process using the comparable method and the amendments made to the available comparisons

Feature	Subject Property	Sample 1
Quoting		Offering
District	Prince Abdullah Faisal	Prince Abdullah Faisal
Sale Price		SAR 24,500,000
Data Source	Title Deed	Market Survey
Area Size	1,382.73	1,275.00
SAR / Sqm		SAR 19,216
Sides Open	1	3

Adjustment Analysis			
		SAN	IPLE 1
Area size	1,382.73	1,275.00	0.00%
Location Desirability	Average	Average	0.00%
Accessibility	Average	Excellent	-5.00%
Main Street Width (m)	15	30	-10.00%
Sides Open	1	3	-10.00%
Land Shape	Regular	Regular	0.00%
Close to main street	Yes	Yes	0.00%
Negotiable		No	0.00%
Other Factor			0.00%
Total Adjustments Ratio			-25.00%
Total Adjustment Amount			-SAR 4,803.9
Net After Adjustment			SAR 14,411.8
SAR / Sqm		SAR 14,412	
Rounded Value		SAR 14,400	



SENSITIVITY ANALYSIS					
	-10%	-5%	0%	5%	10%
Land Area	1,383	1,383	1,383	1,383	1,383
SAR / Sqm	SAR 12,960.0	SAR 13,680.0	SAR 14,400.0	SAR 15,120.0	SAR 15,840.0
Property Value	SAR 17,920,181	SAR 18,915,746	SAR 19,911,312	SAR 20,906,878	SAR 21,902,443
			PROPERTY VALUE		



Based on the market samples obtained with the assistance of some real estate experts in the region and the inspection made by our team, the average prices for similar properties falls in the range of 14,000 - 15,000 SAR / Sqm with an average of 14,500 SAR / Sqm. When comparing with the results of the analysis of comparisons, we found that the property value falls within the same range and is close to the market average values.

# 4.8 COST APPROACH (DRC)

As a first step, the cost of reconstructing the building (the cost of replacement) was estimated, based on the average construction costs of similar properties and at the same level of finishes, services, utilities, and others. The opinion of some engineering experts was used in this regard. The following table shows the expected replacement costs for such property.

	Min Cost (SAR / Sqm)	Max Cost (SAR / Sqm)	Average Cost
Skeleton - Concrete Cost	SAR 900	SAR 1,100	SAR 1,000
MEP	SAR 450	SAR 550	SAR 500
Finishing Materials	SAR 900	SAR 1,100	SAR 1,000
Fit outs &Appliance	SAR 250	SAR 350	SAR 300
Furniture	SAR 750	SAR 850	SAR 800
Site Improvements	280	320	300
Owner Profit	28%	32%	30%

In the following table, we will estimate the direct replacement cost of the property taking into consideration the main components of the building, such as the concrete structure, electromechanical work, finishes, site improvements, etc. Then we will estimate the value of the indirect costs as a percentage of the total direct costs to estimate the total construction costs of the project

		LAND						
Title Deed	Land Area	SAR / Sqm	Total Value					
920121009575	1,383.00	SAR 14,400	SAR 19,915,200					
	Building							
	Unit	No of Floors	Total BUA					
Basement	Sqm	1	1,382.73					
Ground Floor	Sqm	1	1,018.74					
Mezzanine	Sqm	1	758.78					
Restaurant Floor	Sqm	1	1,016.88					
Mosque Floor	Sqm	1	1,016.88					
14 Typical Floors	Sqm	14	12,780.60					
Annex Floor	Sqm	1	755.03					
Staircase & Elevators	Sqm	1	44.19					
Sewage	Sqm	1	6					
Tanks	Sqm	1	1,125.17					
Total (SQM)	19,905.00							



			HARD COSTS ESTIMAT	FS		
			G + M + Upper Floors + A			
	Area	SAR / Sqm	Total	Completion Rate	Total Cost	
Skeleton & Block	18,522.27	SAR 1,000	SAR 18,522,270	100%	SAR 18,522,270	
Electro Mechanic	18,522.27	SAR 500	SAR 9,261,135	100%	SAR 9,261,135	
Finishing	18,522.27	SAR 1,000	SAR 18,522,270	100%	SAR 18,522,270	
Fit outs & Appliances	18,522.27	SAR 300	SAR 5,556,681	100%	SAR 5,556,681	
Furniture	18,522.27	SAR 800	SAR 14,817,816	100%	SAR 14,817,816	
Total	. 0,022.2.	<i>0,</i>	SAR 66,680,172	100.00%	SAR 66,680,172	
			Underground			
	Area	SAR / Sqm	Total	Completion Rate	Total Cost	
Skeleton & Block	1,382.73	SAR 1,500	SAR 2,074,095	100%	SAR 2,074,095	
Electro Mechanic	1,382.73	SAR 500	SAR 691,365	100%	SAR 691,365	
Finishing	1,382.73	SAR 400	SAR 553,092	100%	SAR 553,092	
Total	·		SAR 3,318,552	100.00%	SAR 3,318,552	
			General Site Developm	ent		
	Area	SAR / Sqm	Total	Completion Rate	Total Cost	
Land Development	1,382.73	SAR 80	SAR 110,618	100%	SAR 110,618	
External Landscape	363.99	SAR 200	SAR 72,798	100%	SAR 72,798	
Fences	0.00	SAR 250	SAR 0	100%	SAR 0	
Site Improvements	363.99	SAR 300	SAR 109,197	100%	SAR 109,197	
Total			SAR 292,613	100.00%	SAR 292,613	
А	ctual Completion %			Total BUA	19,905.00	
G+M + Upper Floor	100.00%			Total Hard Cost	SAR 70,291,337	
Under Ground	100.00%			Average SAR / Sqm	SAR 3,531	
General Site Dev.	100.00%			Overall Completion	100.00%	
SOFT COSTS ESTIMATES						
			Total Hard Cost	Ratio	Soft Cost	
Initial Project Pre Cost			SAR 70,291,337	0.10%	SAR 70,291.34	
Design			SAR 70,291,337	0.50%	SAR 351,456.69	
Eng Consultant			SAR 70,291,337	1.00%	SAR 702,913.37	
Management			SAR 70,291,337	5.00%	SAR 3,514,566.87	
Contingency			SAR 70,291,337	5.00%	SAR 3,514,566.87	
Others			SAR 70,291,337	0.00%	SAR 0.00	
TOTAL			· ·		SAR 8,153,795.14	



After knowing the total construction costs (Incl. Soft Costs) at a rate of 3,941 SAR per square meter, we will estimate the economic life of the property according to the type of construction and its general condition, then apply the depreciation rates based on the actual age of the property. The developer's profitability will be added to the property's value after depreciation to reflect the estimated market value of the building

DEVELOPMENT VALUE					
Hard Cost	SAR 70,292,142	Economic Age	50		
Soft Cost	SAR 8,153,888	Annual Dep Rate	2.00%		
Total Dev Cost	SAR 78,446,030				
		Actual Age	8		
Net Dep Rate	16.00%	Total Dep Rate	16.00%		
Dev Cost After Depreciation	SAR 65,894,666	Add Appr Rate	0.00%		
		Net Dep Rate	16.00%		
Total Completion Rate	100.00%				
Developer Profit Rate @ 20%	30.0%				
Dev. Profit Amount	SAR 19,768,400				
Development Value	SAR 85,663,065				

The total value of the building is 85,663,065 SAR, which will be added to the value of the land in order to get the full value of the property as follows:

Total Dev. Value	Land Value	Total Property Value	Rounded Value
SAR 85,663,065	SAR 19,915,200	SAR 105,578,265	SAR 105,600,000



#### 4.9 INCOME APPROACH BASED ON MARKET RATES

# **Market Rental Analysis**

#### PILGRIMS - HAJJ SEASON

We have noted that the average market rate for the Hajj season in the surrounding areas of the subject property falls in the range of SAR 1,800 to SAR 2,200 which we have applied the rate of SAR 2,000 for conservative basis. In addition, and according to the market current performance, we have assumed 95% occupancy rate in Hajj season.

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

The Average Daily Rates for the hospitality sector depend on the category of the property itself (no of Stars). The average ADR falls in the range of SAR 130 to SAR 190 as rooms daily rates for the first 20 days of Ramadan Season. In addition, and according to the market current performance, we have assumed 80% occupancy rate for the same mentioned season

# AVERAGE DAILY RATE (ADR) - RAMADAN SEASON (10 DAYS)

The average ADR of the last 10 days of Ramadan season falls in the range of SAR 300 to SAR 400 in the surrounding areas of the subject property, in addition to occupancy rate of 90%.

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

The overall estimated occupancy rate of the hospitality sector in Makkah for the remaining days of the year, and in the year of 2020, is almost 45%. Yet we have assumed 45% occupancy rate due to the property's location with an ADR of SAR 140 / Night.

# **Analysis of Operating and Maintenance Expenses**

The operating expenses of similar properties reached between 10% to 20% of the total expected income for the property. These ratios depend on the condition and quality of the property and the type of services and public facilities available in the property itself. These ratios are divided into several main categories as follows:

Management expenses	5% to 7%
Operating and maintenance expenses	5% to 6%
General service bills expenses	3% to 4%
Other incidental expenses	2% to 3%



# **Property Operation and Maintenance Expenses**

The owner did not provide us with details of the actual maintenance and operation costs of the project and accordingly market averages for similar projects will be assumed. Therefore, we will apply the rate of 15% as the OPEX which will be calculated from the total revenues of the property. This ratio is based on the condition and quality of the property and the type of services and public facilities available in the property itself.

# **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

# The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.

Minimum capitalization rate			7%
Maximum capitalization rate			8%
Average			7.50%
The effect of the property specifications on the property			
Item	Status	Influence	Notes
Ease of access to the property		0.00%	several major methods
General condition of the property		0.25%	The actual age of the property is 7 years
The general location of the property		-0.25%	The area is served good
Quality and finishes		0.00%	Good quality finishes
Project Management Team		-0.25%	Excellent management and operational team level
Services and public facilities		0.00%	level and availability of services is average
Total		-0.25%	
Note: When the effect is negative (-), this reduces the capitalizate	ion rate, which	increases the value	of the property. And when the effect is positive (+), this increases the
capitalization rate, which reduces the value of the property			
Total adjustments on capitalization rate		-0.25%	
Capitalization rate, according to market averages		7.50%	
Estimated capitalization rate of the property valuation		7.25%	

Based on the above, the value of the property using the income capitalization method is as follows:

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.25%, which will be applied subsequently to the net operating income of the property.



			REVENUES	5		
	Quantit	у		Revenues		
Season Type	Unit	Quantity	Rate	Revenue Type	No of Days	Total Revenues
Hajj Season	Pilgrims	1,976	SAR 2,000	Seasonal	10	SAR 3,952,000
Ramadan (20 Days)	Keys	428	SAR 180	Daily	20	SAR 1,540,800
Ramadan (10 Days)	Keys	428	SAR 350	Daily	10	SAR 1,498,000
Other Seasons	Keys	428	SAR 140	Daily	325	SAR 19,474,000
	,				Total Revenues	SAR 26,464,800
			EXPENSES	5		
Season Type	Management	Utilities	Maintenance	Others	Vacancy	<b>Total Deduction</b>
Hajj Season	5.00%	2.00%	3.00%	0.00%	5.00%	15.00%
Ramadan (20 Days)	5.00%	2.00%	3.00%	0.00%	20.00%	30.00%
Ramadan (10 Days)	5.00%	2.00%	3.00%	0.00%	10.00%	20.00%
Other Seasons	5.00%	2.00%	3.00%	0.00%	55.00%	65.00%
Showrooms	2.50%	0.00%	0.00%	0.00%	0.00%	2.50%
			NET OPERATING	NCOME		
Season Type	Total Rever	21106	NET OPERATING	Total Deduction		NOI
Hajj Season				15.00%		SAR 3,359,200
Ramadan (20 Days)	SAR 3,952,000		30.00%			SAR 1,078,560
Ramadan (10 Days)	SAR 1,540,800			20.00%		
Other Seasons	SAR 1,498,000 SAR 19.474,000			65.00%		
Showrooms	SAR 19,474 SAR 0	,,000		2.50%		SAR 6,815,900 SAR 0
SHOWIOOHIS	SAN U				Total	SAR 12,452,060
Revenues					Total	SAR 26,464,800
Deductions						-SAR 14,012,740
Net Operating Income						SAR 12,452,060.00
Net Operating Income	Cap Rat	e		Property Value		Rounded Value
SAR 12,452,060.00	7.25%			171,752,551.72 SAR		171,800,000.00 SAR



#### 4.10 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
Income- Market	Property	SAR 171,800,000	One Hundred Seventy-One Million and Eight Hundred Thousand Saudi Riyals
DRC Approach	Land + Building	SAR 105,600,000	One Hundred Five Million and Six Hundred Thousand Saudi Riyals

#### 4.11 SUBJECT PROPERTY VALUE

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

Property Value: SAR 171,800,000

One Hundred Seventy-One Million and Eight Hundred Thousand Saudi Riyals

# 4.12 REPORT USE

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

## 4.13 DISCLAIMER

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



#### 4.14 CONCLUSION

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

#### 4.15 ACCREDITED VALUERS

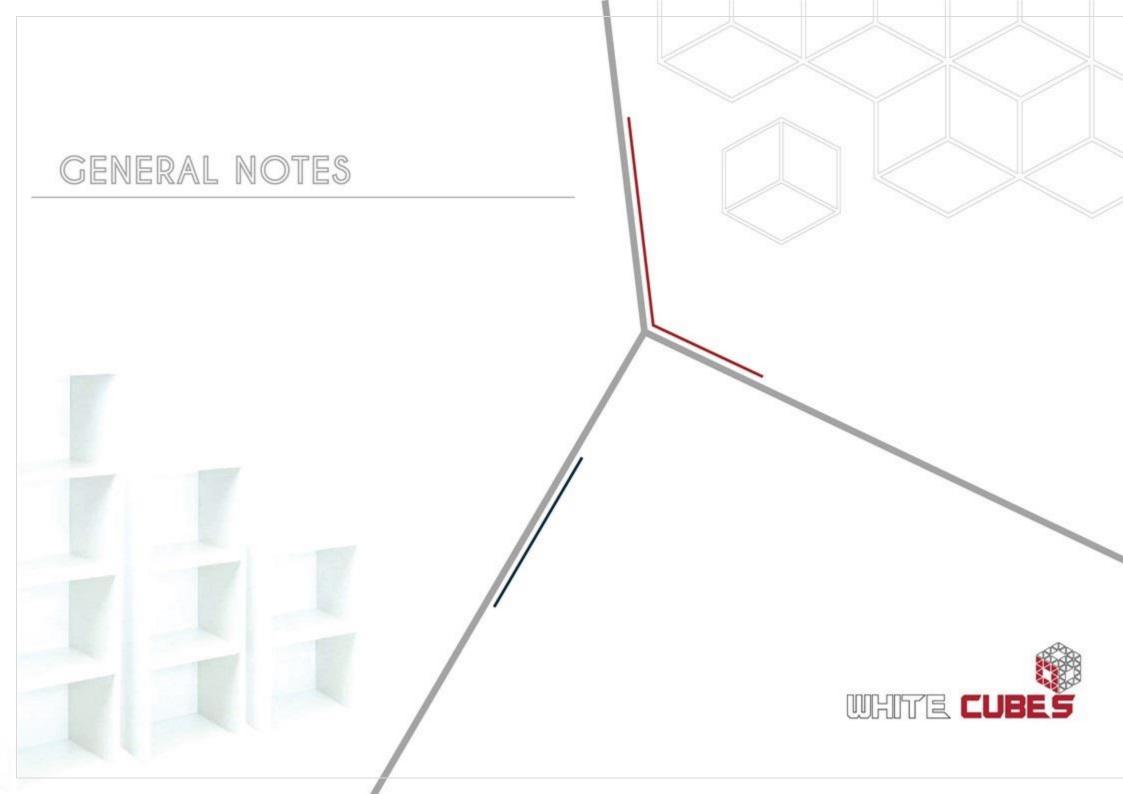
Essam M. Al Husaini Owner

Fellow Member of (Taqeem) License No. 1210000474 Nabeel M. Al Husaini CEO

Member of (Taqeem) License No. 1210002782 Farah E. Al Husaini Valuation Manager

Member of (Taqeem) License No. 1210001964 WHITECUBES Stamp







#### 5.1 CONSULTANT STATUS

We confirm that the consultant / valuator has no physical contact or affiliation with the original subject matter of valuation or with the client and can provide objective, unbiased valuation. We confirm that the valuator is competent to carry out the valuation task and has sufficient skills and market knowledge concerned to conduct the valuation.

#### 5.2 DISCLOSING CONFLICT OF INTEREST

We affirm that we are completely independent of the customer and the subject of the valuation, and nothing contained in this agreement must be interpreted as constituting any relationship with the customer except for the normal official relationship of work, or that it aims to establish any business relationship whatsoever between the customer and White Cubes employees. We also confirm that we do not have any conflicts of interest with the customer's property. We would like to draw your attention to the following:

The subject property was previously valuated by White Cubes White Cubes was previously involved in selling activities related to the property White Cubes was previously involved in advisory services related to the property

No	If Yes	Remarks	
	Client	Date	
	SICO Capital – SICO Saudi REIT	Dec. 2021	
<b>*</b>			
<b>*</b>			

#### 5.3 CONFIDENTIALITY

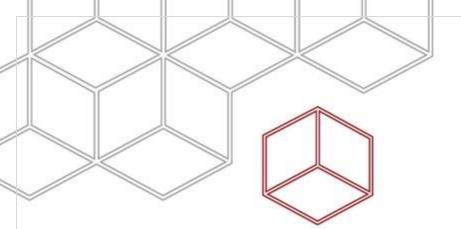
This document and / or any other documents received from the client are confidential between White Cubes. and the client. Except as may be required by any court or authority, the subject service shall not disclose or use or cause to be disclosed or used, at any time during the Term.

Any of the Client's secrets and/or confidential information, any other non-public information relating to the client business, financial or other affairs acquired by the subject service during the process remain confidential.

#### **5.4 ENVIRONMENTAL MATTERS**

We are not aware of the content of any environmental audit or other environmental investigation or soil survey which may have been carried out on the property and which may draw attention to any contamination or the possibility of any such contamination.

In undertaking our work, we have been instructed to assume that no contaminative or potentially contaminative use has ever been carried out on the property. We have not carried out any investigation into past or present uses, either of the properties or of any neighboring land, to establish whether there is any contamination or potential for contamination to the subject properties from the use or site and have therefore assumed that none exists. However, should it be established subsequently that contamination exists at the properties or on any neighboring land, or that the premises has been or is being put to any contaminative use, this might reduce the value now reported.







# **ESKAN TOWER 6**

SICO CAPITAL SICO SAUDI REIT

Makkah City July 2022

Valuation Report





REF: 22-0139-3 Date: 24/06/2022

M/S: SICO Capital – SICO Saudi REIT

# Subject: Valuation Report for Eskan Tower 6 in Makkah City, Saudi Arabia.

Dear Sir,

With reference to your request and approval dated on June 22, 2022, for valuation service of the hospitality project (Eskan Tower 6) located in Makkah city, please find hereafter our detailed valuation report including other information related to the mentioned property.

# Issued without prejudice and liabilities

# WHITECUBES

# Mr. Essam M. Al-Husaini- Owner

Fellow Member of the Saudi Authority of Accredited Valuers (Taqeem)



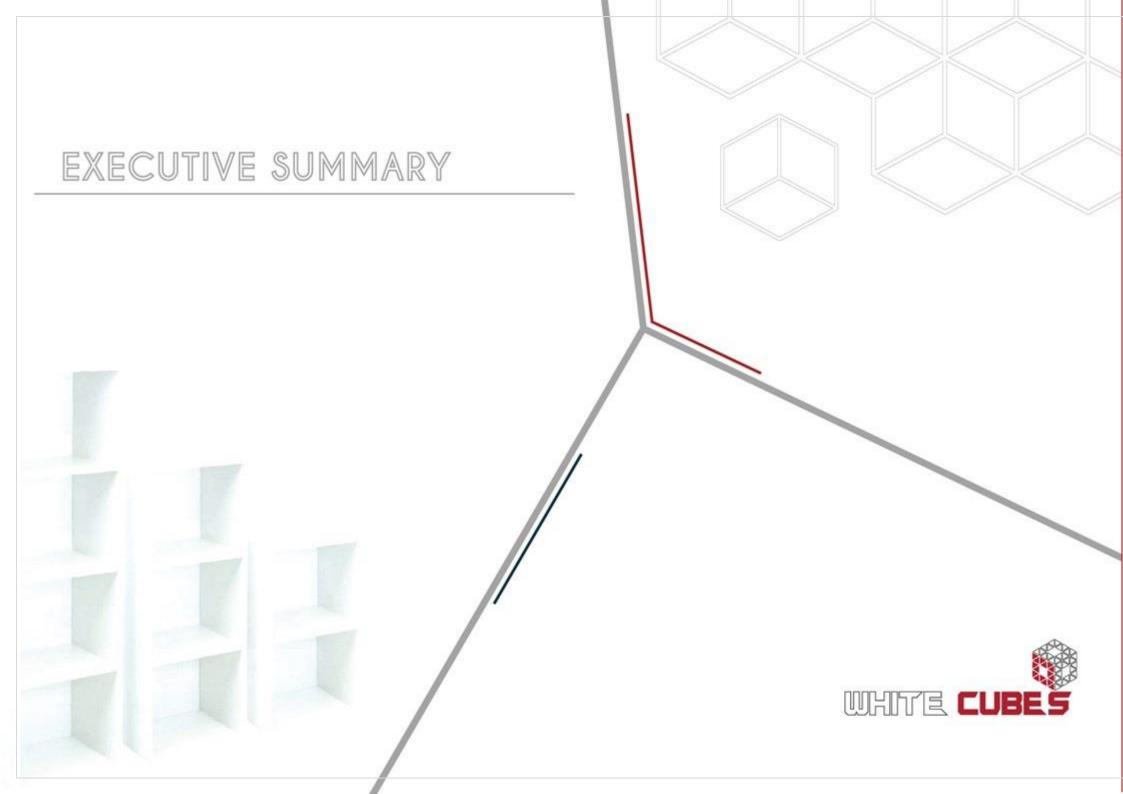
# **Table of Contents**

(Please Click on the Title for Direct Access)

1.1	EXECUTIVE SUMMARY	6
1.2	VALUATION REFERENCE	8
1.3	BASIS OF VALUATION	8
1.4	CLIENT APPROVAL DATE	10
1.5	INSPECTION DATE	10
1.6	VALUATION DATE	10
1.7	REPORT DATE	10
1.8	OPINION OF VALUE	10
1.9	PURPOSE OF VALUATION	10
1.10	INSPECTION ROLE	10
1.11	MARKET SURVEY	10
2.1	PROPERTY & LOCATION DESCRIPTION	12
2.2	INFRASTRUCTURE FACILITIES	12
2.3	LOCATION	13
2.4	PROPERTY ACCESS	14
2.5	TITLE DEED & OWNERSHIP	15
2.6	CONSTRUCTION & BUILDINGS	16
2.7	PILGRIMS PERMIT	17
2.8	INSURANCE	17
2.9	PHOTO RECORD	18
3.1	SAUDI ARABIA ECONOMIC INDICATORS	20
3.2	BUDGET ALLOCATION FOR 2021	20
3.3	SWOT ANALYSIS	21
3.4	SECTOR BRIEF	21
3.5	RISK ANALYSIS	23
4.1	DOCUMENTS RECIEVED	25
4.2	GENERAL ASSUMPTIONS	25
4.3	LEGAL NOTICES	25
4.4	INFORMATION SOURCE	26
4.5	STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)	26
4.6	VALUATION APPROACH	26
4.7	COMPARABLE APPROACH	28



4.8	COST APPROACH (DRC)	29
4.9	INCOME APPROACH BASED ON MARKET RATES	31
4.10	INCOME APPROACH BASED ON LEASING CONTRACT	34
4.11	SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES	35
4.12	SUBJECT PROPERTY VALUE	36
4.13	REPORT USE	36
4.14	DISCLAIMER	36
4.15	CONCLUSION	36
4.16	ACCREDITED VALUERS	37
5.1	CONSULTANT STATUS	39
5.2	DISCLOSING CONFLICT OF INTEREST	39
5.3	CONFIDENTIALITY	39
5.4	ENVIRONMENTAL MATTERS	39





#### 1.1 EXECUTIVE SUMMARY

Introduction We received instructions from the client on 22/06/2022 to implement valuation service for a hospitality tower in Makkah city.

For whom this report is being prepared is SICO Capital – SICO Saudi REIT, a Saudi company registered under the Saudi law. Client

Title Deed No: 220121009603 & 220121009602. Title Deed Date: 10/04/1439 & 10/04/1439. Issued from Makkah Notary

Reference No. 22-0139-3

**Purpose of Valuation Auditing Purposes Hospitality Tower Subject Property** 

**Property Location** The property is located in Al Aziziah district, Makkah City.

**Title Deed Information Ownership Type** 

Freehold

Al Mashaar REIT Real Estate Co. **Owner** 

Land Use Commercial

Land Area (Sqm) Based on the title deed, the land has an area size of 1,458 Sqm

BUA (Sqm) The building is composed of 18 floors with a total BUA of 15,200.71 Sgm

No. of Rooms The total number of rooms is 255 Rooms

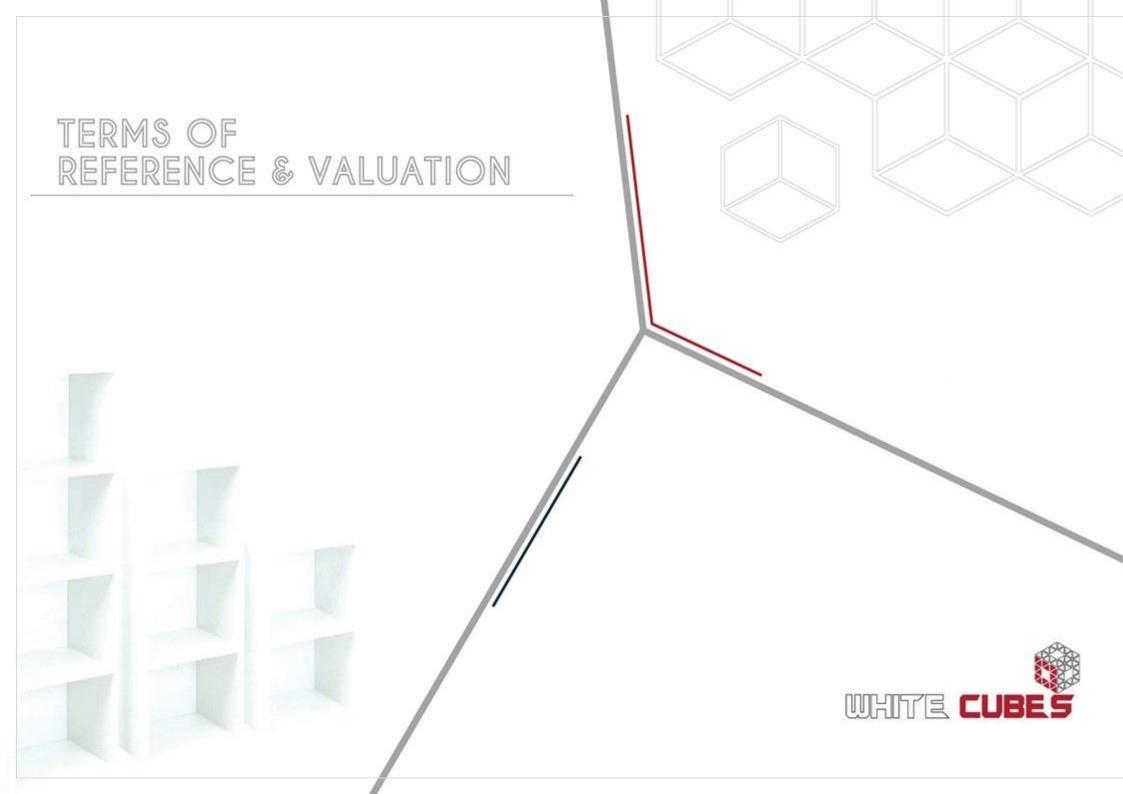
1286 Pilgrims **Pilgrim's Capacity** 

**Vacancy Rate** The property is fully leased to 1 tenant with a triple net of 13,500,000 SAR

**Valuation Approach** Comparable Approach, Cost Approach & Income Approach

**Final Property Value** 180,000,000SAR

**Valuation Date** 30/06/2022 25/06/2022 **Inspection Date** 





#### 1.2 VALUATION REFERENCE

This report was prepared based on the instructions issued to us by SICO Capital – SICO Saudi REIT to estimate the market value of the property / real estate that is the subject of this report for the mentioned purpose only. This report may not be used for other purposes. The valuation was prepared in accordance to the regulations and standards issued by the Saudi Authority of Accredited Valuers and the International valuation Standards of the Council of International Assessment Standards (IVSC).

#### 1.3 BASIS OF VALUATION

#### **Market Value**

Market Value is defined as: -

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

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

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

# AN ASSET SHOULD EXCHANGE

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

ON THE VALUATION DATE

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

# BETWEEN WILLING BUYER

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



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

# IN AN ARM'S LENGTH TRANSACTION

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

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

# KNOWLEDGEABLY AND PRUDENTLY

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

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



#### 1.4 CLIENT APPROVAL DATE

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

## 1.5 INSPECTION DATE

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

#### 1.6 VALUATION DATE

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

#### 1.7 REPORT DATE

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

June 30, 2022.

022. July 24, 2022.

June 22, 2022.

June 25, 2022.

#### 1.8 OPINION OF VALUE

All the outputs will be shown in this report (Values) are based on our best knowledge of the market, documents received from the client (assumed to be correct), market findings and inspection inputs. Yet, the estimated values of the subject property / properties express our opinion of values based on the previously mentioned findings.

#### 1.9 PURPOSE OF VALUATION

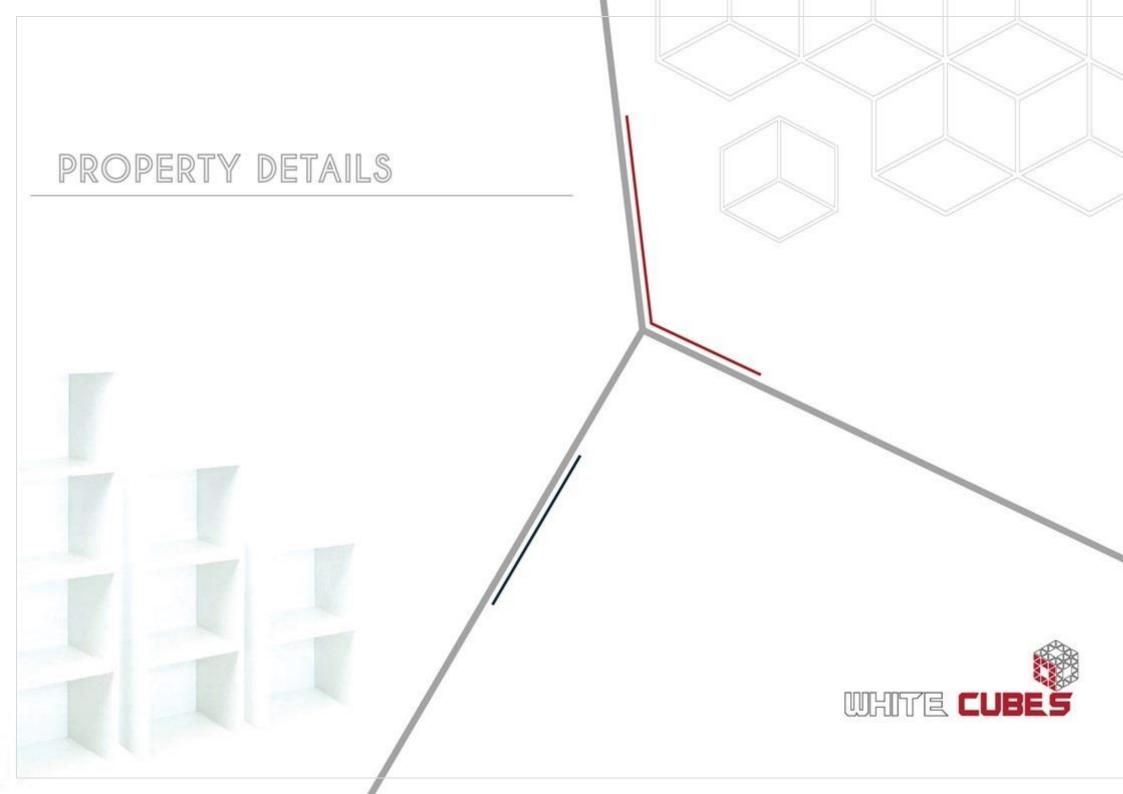
The client requested to know the current market value of the subject property for **Auditing Purposes**. Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of **Income Approach**, **Cost Approach and Comparable Approach**.

# 1.10 INSPECTION ROLE

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

#### 1.11 MARKET SURVEY

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





#### 2.1 PROPERTY & LOCATION DESCRIPTION

**Property Description**The subject property is a hospitality tower composed of 18 floors and located in Al Aziziah district, Makkah City. Based on

the provided copy of the title deed and the construction permit, the project has a total land area of 1,458 Sqm and a total BUA of 15,200.71 Sqm. As per the site inspection done by our team for the purpose of valuation, the property is open from two sides with a direct view on Al Masjid Al Haram Road from the southern side. The tower is mostly surrounded by several residential and mix-use building. All infrastructural facilities such as water, electricity, telecommunication, and sewage are

available in the surroundings and connected the subject property.

**Location Description** The property subject of valuation is a commercial project in Al Aziziah district, Makkah City.

The property is bordered from the north by a 5 Meters width alley The property is bordered from the south by AL Masjid Al Haram Road

The Property is bordered from the east by Al Tomoor Street The property is bordered from the west by a private property

Ease of Access

Based on the current location of the subject property, the access level is high since it is located on AL Masjid Al Haram

Road.

**Area Surrounding the Property** The subject property is mostly surrounded by residential and mix-use buildings

	Land		Building
Land Use	Commercial	 Building Type	Hospitality Tower
No. of Streets	2	<b>Building Structural Conditions</b>	Fully Constructed
Land Shape	Graded	External Elevation Conditions	Good
Direct View on the Main Road	AL Masjid Al Haram Road	<b>Building Finishing Conditions</b>	Good
Direct View on an Internal Street	Al Tomoor Street	Overall Building Conditions	Good
Land Condition	Constructed		

#### 2.2 INFRASTRUCTURE FACILITIES

	Available in the surrounding	Connected to the property	
Water	✓	✓	_
Electricity	<b>✓</b>	<b>✓</b>	All the infrastructural facilities are available in the
Tele-Communication	✓	<b>✓</b>	surroundings and connected to the subject property.
Sewage	<b>✓</b>	<b>✓</b>	



# 2.3 LOCATION

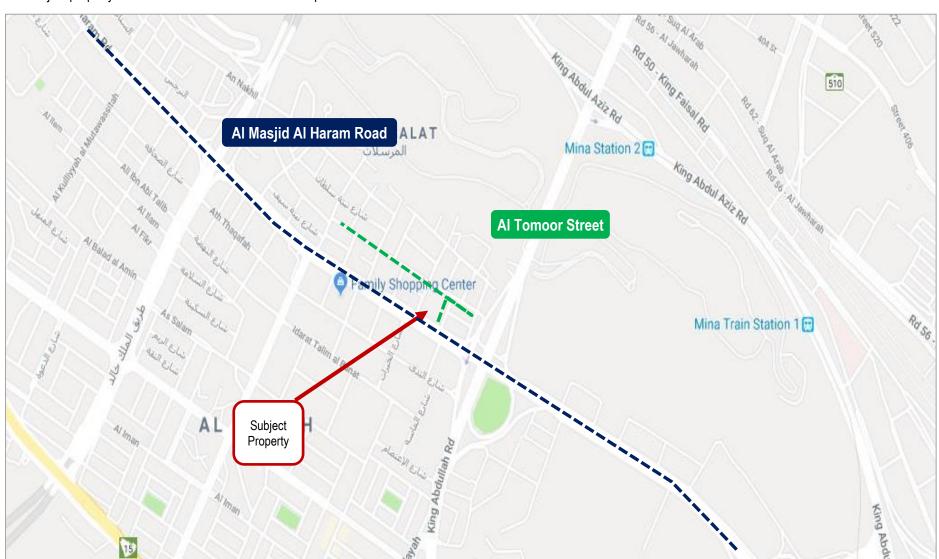
The subject property is located in Al Aziziah district, Makkah city:





# 2.4 PROPERTY ACCESS

The subject property can be accessed as shown in the map below:





# 2.5 TITLE DEED & OWNERSHIP

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

City District T.D Type T.D Number T.D Date T.D Value Date of Last Transaction Issued From	Makkah Al Aziziah Electronic 220121009603 10/04/1439 H. D 100,000,000 N/A Makkah Notary	Land Area Plot No. Block No. Layout No. Owner Ownership Type Limitation of Document	738 11/3 N/A 1 /21 /2/ह Al Mashaar REIT Real Estate Co. Freehold N/A	
North Side South Side	Plot# 3/12 Road 60 meters width	East Side West Side	Street 12 meters width Plot# 3/10	
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic. It is not in our scope run legal diagnosis on any legal document.			
City District T.D Type T.D Number T.D Date T.D Value Date of Last Transaction Issued From	Makkah Al Aziziah Electronic 220121009602 10/04/1439 H. D 100,000,000 N/A Makkah Notary	Land Area Plot No. Block No. Layout No. Owner Ownership Type Limitation of Document	720 12/3 N/A 1 /21 /2/ <del>E</del> Al Mashaar REIT Real Estate Co. Freehold N/A	
North Side South Side	Pathway Plot# 3/11	East Side West Side	Street 12 meters width Plot# 3/10	
Notes	The client has provided us with copy of the Title Deed which was assumed to be correct and authentic. It is not in our scope to run legal diagnosis on any legal document.			



#### 2.6 CONSTRUCTION & BUILDINGS

The building permit indicates the maximum permissible BUA approved by the city municipality. However, the actual area may differ from the area mentioned in the building permit. Therefore, if the customer did not provide us with a copy of the approved plans, the valuation will be done based on the building permit provided by the customer. In the event that the customer does not provide us with a copy of the legal documents that show the total building surfaces, we will valuate them using the skills of our team along with the municipality's laws and regulations, and therefore the building surfaces will be estimated only roughly.

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

The subject property is a fully constructed Hospitality Tower composed of 18 floors. The Client has provided us with a copy of the Construction Permit issued by Makkah Municipality with the below details:

Renewal
Residential commercial
70879
24/08/1433 H. D

Description	No. of Units	Area (sqm)	Use
Basement	1	1,248.49	Parking Spots
Ground Floor	6	689.4	Reception + Commercial
Mezzanine	6	396.27	Reception + Commercial
Restaurant Floor	1	647.96	Restaurant
Mosque Floor	1	832.07	Mosque
Service Floor	1	825.5	Services
12 Typical Floors	21	9,307.56	Residential
Annex	6	213.66	Residential
Stairs & Elevators	1	177.22	Stairs & Elevators
Tanks	1	862.58	Tanks
Total BAU (sqm)		15,200.71	



2928242477406

#### 2.7 PILGRIMS PERMIT

Receipt No.

The client has provided us with copy of the pilgrim's license that has the following details:

License Number

License Date

14055/5

11/04/1435

District

Al Aziziyah

Issued By

Holly City of Makkah Municipality

 Title Deed No
 16/491/3

 Construction Permit No
 70879

 Electricity Meter No.
 From 1885704 to 1885704

Validity
3 years
Total No of Floors
16 + Ground Floor
Used no Of Floors
12

**Building Components** B + G + Me + R + Mo + S + 11 Typical Floors + Annex

No of Central Kitchens 0
No of Kitchens 0

No of Rooms255Allowed No of Pilgrims1286Fire alarm systemAvailableFire Fighting SystemsAvailableElectricity GeneratorAvailableNo of Elevators8

The client has provided us with copy of the pilgrims' certificate which was assumed to correct and authentic. We must note that it is not in our scope to run legal diagnoses to any legal document. As in the valuation process, we will use the number of pilgrims and number of keys mentioned in this certificate.

#### 2.8 INSURANCE

We have not been provided with any insurance policy for the underlying asset.

# WHITE CUBES

# 2.9 PHOTO RECORD









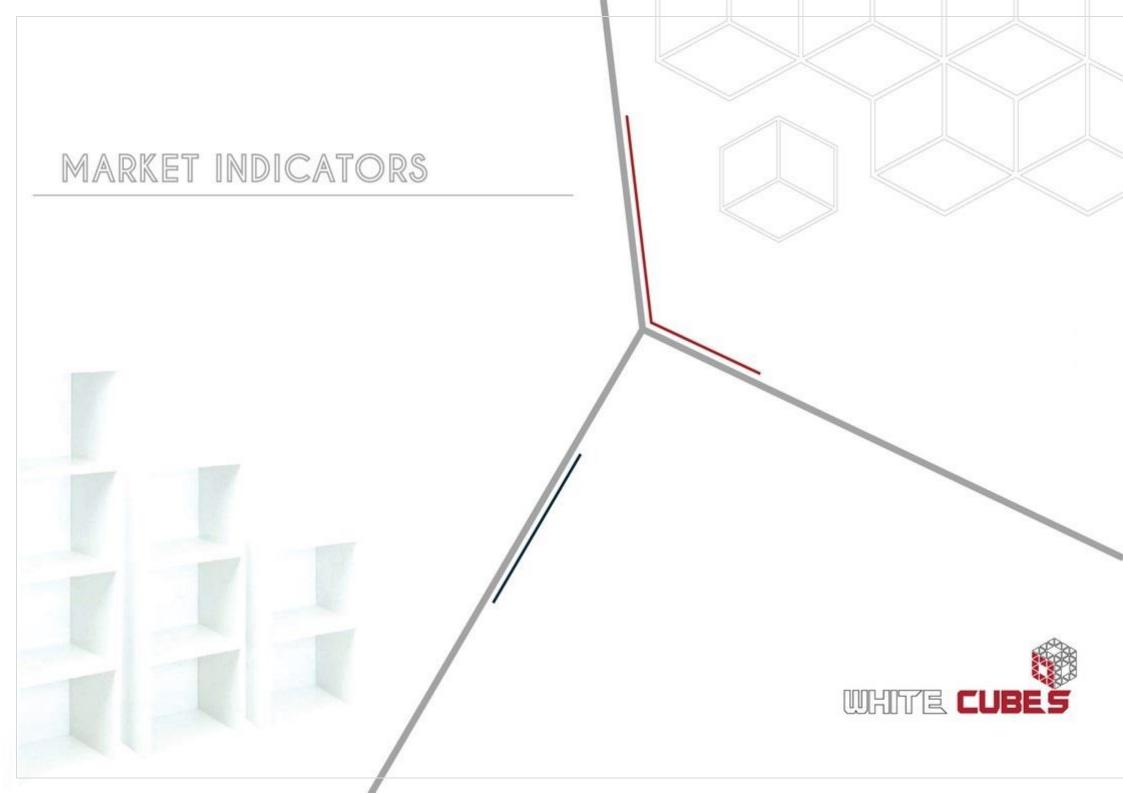














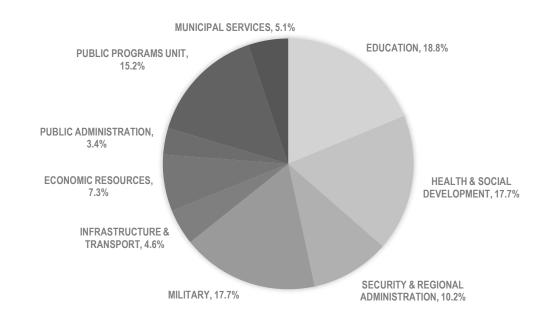
# 3.1 SAUDI ARABIA ECONOMIC INDICATORS

Economic Indicator	2021 Budget	2022 Expectations	2023 Estimated
Nominal GDP (Billion Riyals)	2,866	3,042	3,232
Real GDP Growth	3.2%	3.4%	3.5%
Inflation Rate	2.9%	2.0%	2.0%
Total Revenue (Billion Riyals)	849	864	928
Total Expenses (Billion Riyals)	990	955	941
Budget Deficit	-141	-91	-13
Public Debt	937	1,013	1,026
Government Reserves at the Saudi Central Bank	280	265	265

# 3.2 BUDGET ALLOCATION FOR 2021

Public Administration Military Security & Regional Adm.	34 SAR bn 175 SAR bn 101 SAR bn
Municipal Services	51 SAR bn
Education	186 SAR bn
Health & Social Dev.	175 SAR bn
Economic Resources	72 SAR bn
Infrastructure & Transport	46 SAR bn
General Items	151 SAR bn

**Source: Ministry of Economy** 





#### 3.3 SWOT ANALYSIS

# Strength

- Newly Constructed Project
- Direct view on Al Masjid Al Haram Road

# Opportunities

- High demand of hospitality project due to the nature of the city

#### Weakness

- It is open on 2 sides only
- Located with a distance from the holy mosque (6.5 Km)

#### **Threats**

- Existing and upcoming hospitality projects
- High Competition in the area

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

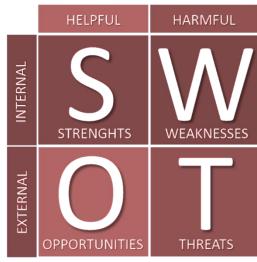
# 3.4 SECTOR BRIEF

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



**+** 

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









# 3.5 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy			<b>✓</b>		
Sector Current Performance			<b>✓</b>		
Sector Future Performance		✓			
Occupancy Rates			<b>✓</b>		
Supply Rate			✓		
Demand Rate			✓		
Total Risk	0	2	15	0	0
Risk Category 17 Risk P	oints - Medium Risk				

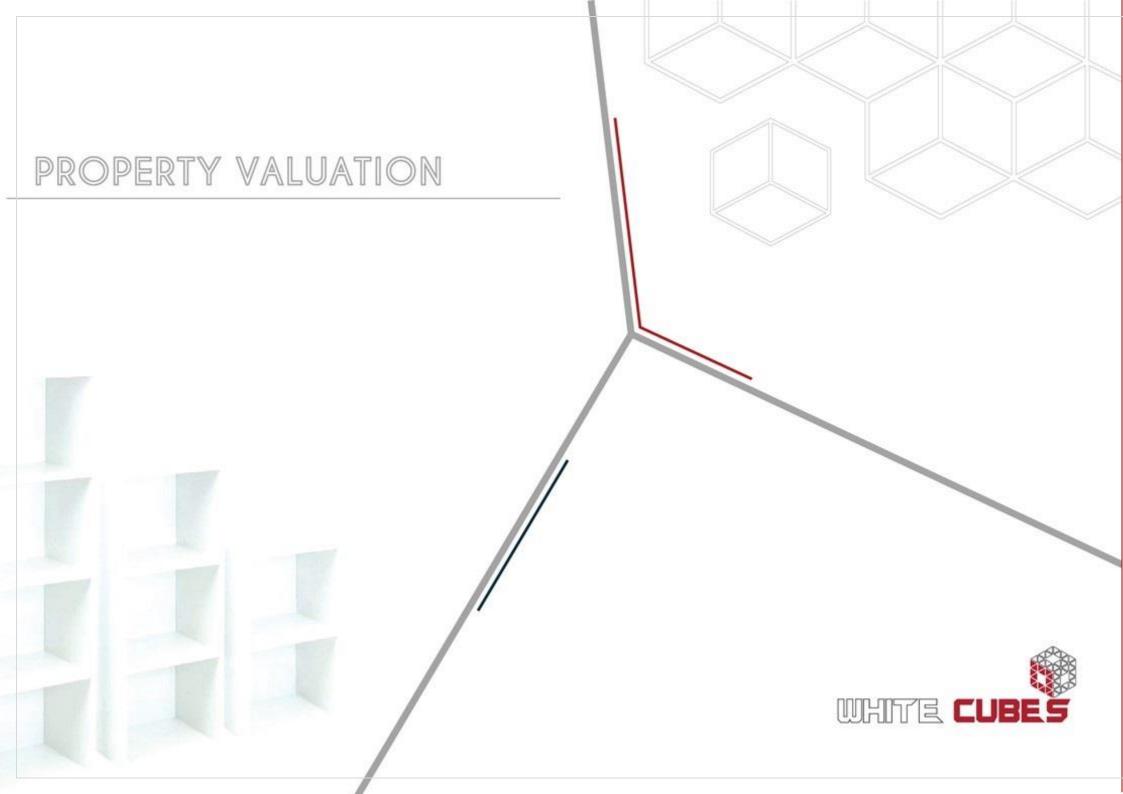
Sector Analysis
Risk Category
17 Risk Points
Medium Risk

Risk Factor	Very Low Risk (1) 1-5	Minimal Risk (2) 6-10	Medium Risk (3) 11-15	Elevated Risk (4) 16-20	Very High Risk (5) 21-25
Access		<b>~</b>			
Location		<b>~</b>			
Land Shape		<b>~</b>			
Surrounding Area facilities		<b>V</b>			
Total Risk	0	8	0	0	0
Risk Category 8 Risk Po	ints – Minimal Risk				

Land Analysis Risk Category
8 Risk Points
Minimal Risk

Risk Factor	Very Low Risk (1) 1-3	Minimal Risk (2) 4-6	Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Amenitie	s		<b>✓</b>		
Management Skills			<b>✓</b>		
Overall Condition		<b>✓</b>			
Total Risk	0	2	6	0	0
Risk Category 8	Risk Points - Medium Risk				

Property Analysis
Risk Category
8 Risk Points
Medium Risk





#### 4.1 DOCUMENTS RECIEVED

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

Title Deed Copy	Construction Permit	Krooki
✓	<b>~</b>	
Master Plan	Layouts	3D Design & Perspectives
Pictures	Presentation of the subject property	Location Map
<del></del>	<del></del>	✓
Lastinatia	Contact Potalla	Coeffice 9 Budget
Location Link	Contact Details	Costing & Budget
▼	•	
Tenant List	Leasing Contract	Operational Cost - OPEX

#### 4.2 GENERAL ASSUMPTIONS

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

# 4.3 LEGAL NOTICES

We are not aware of and have not been notified of any legal notices on the property, whether they are ongoing or pending in the courts.



#### 4.4 INFORMATION SOURCE

Referring to the purpose of this report, it has been assumed that all information received from the client, whether verbal or written, is up-to-date and correct. Our team conducted field research in order to ensure the validity of some market information for the purpose of valuation, which included the values of assets in the region, occupancy rates and market information related to the asset being valued in order to reach the market value of the asset being valued. During the field research process, some sources were relied on as follows:

- The field survey prepared by us
- Site inspection done by our team
- Our historical database for the similar assets of the property being valuated
- Sales agents specialized with the same type of assets subject to valuation

#### 4.5 STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)

Our service's scope does not include any technical testing of buildings and / or structural examinations and does not include any quality assurance of these constructions. However, in the event of any visible and observed deficiencies in the structural structure, we will write it down in our report and reflect such effect on the value.

#### 4.6 VALUATION APPROACH

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

	DRC	Comparable	Income Cap	DCF	RLV
Land		<b>✓</b>			
Building	<b>✓</b>				
Overall Property			<b>✓</b>		

# **COMPARABLE METHOD**

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



## DEPRECIATED REPLACEMENT COST (DRC)

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

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

•

# **CAPITALIZATION METHOD (CAP RATE)**

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

The appraiser calculates the income according to the following steps:

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

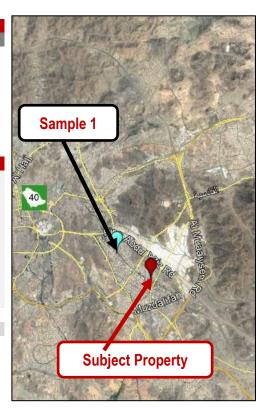
Estimate the capitalization rate (aka cap rate), which is the rate of return, or yield, that other investors of property are getting in the local market.



#### 4.7 COMPARABLE APPROACH

This method aims to collect data and information on actual sales and / or current offers of similar properties within the surrounding market, and then make the necessary adjustments to these comparisons in terms of area, location, shape, quality, content, and others. Below is a summary of the valuation process using the comparable method and the amendments made to the available comparisons

	Characteristics of Samples		
Feature	Subject Property	Sa	mple 1
Quoting District Sale Price Data Source Area Size SAR / Sqm Sides Open	 Al Aziziyah  Title Deed 1,458.00  2	Offering Al Aziziyah SAR 35,900,000 Market Survey 703.00 SAR 51,067	
	Adjustment Analysis		
	, , , , , , , , , , , , , , , , , , , ,	SA	MPLE 1
Area size Location Desirability Accessibility Main Street Width (m) Sides Open Land Shape Close to main street Negotiable Other Factor	1,458.00 High Average 60 2 Regular Yes	703.00 High Average 60 3 Regular Yes No	0.00% 0.00% 0.00% 0.00% -5.00% 0.00% 0.00% 0.00%
Total Adjustments Ratio Total Adjustment Amount Net After Adjustment			-5.00% -SAR 2,553.3 SAR 48,513.5
SAR / Sqm Rounded Value		SAR 48,514 SAR 48,500	



	SENSITIVITY ANALYSIS						
	-10%	-5%	0%	5%	10%		
Land Area	1,458	1,458	1,458	1,458	1,458		
SAR / Sqm	SAR 43,650.0	SAR 46,075.0	SAR 48,500.0	SAR 50,925.0	SAR 53,350.0		
Property Value	SAR 63,641,700	SAR 67,177,350	SAR 70,713,000	SAR 74,248,650	SAR 77,784,300		
. ,			PROPERTY VALUE				



Based on the market samples obtained with the assistance of some real estate experts in the region and the inspection made by our team, the average prices for similar properties falls in the range of 45,000 - 50,000 SAR / Sqm with an average of 47,500 SAR / Sqm. When comparing with the results of the analysis of comparisons, we found that the property value falls within the same range and is close to the market average values.

# 4.8 COST APPROACH (DRC)

As a first step, the cost of reconstructing the building (the cost of replacement) was estimated, based on the average construction costs of similar properties and at the same level of finishes, services, utilities, and others. The opinion of some engineering experts was used in this regard. The following table shows the expected replacement costs for such property.

	Min Cost (SAR / Sqm)	Max Cost (SAR / Sqm)	Average Cost	
Skeleton - Concrete Cost	SAR 900	SAR 1,100	SAR 1,000	
MEP	500	700	SAR 600	
Finishing Materials	900	SAR 1,100	SAR 1,000	
Fit outs &Appliance	SAR 250	SAR 350	SAR 300	
Furniture	SAR 750	SAR 850	SAR 800	
Site Improvements	380	420	400	
Owner Profit	18%	22%	20%	

In the following table, we will estimate the direct replacement cost of the property taking into consideration the main components of the building, such as the concrete structure, electromechanical work, finishes, site improvements, etc. Then we will estimate the value of the indirect costs as a percentage of the total direct costs to estimate the total construction costs of the project

	LAND			
Title Deed	Land Area	SAR / Sqm	Total Value	
220121009602 & 220121009603	1,458.00	SAR 48,500	SAR 70,713,000	
	Building			
	Unit		Total BUA	
Basement	Sqm		1,248.49	
Ground Floor	Sqm	689.4		
Mezzanine	Sqm	396.27		
Restaurant Floor	Sqm	647.96		
Mosque Floor	Sqm		832.07	
Service Floor	Sqm		825.5	
12 Typical Floors	Sqm		9,307.56	
Annex	Sqm		213.66	
Stairs & Elevators	Sqm		177.22	
Tanks	Sqm		862.58	
Total (SQM)	15,200.71			



HARD COSTS ESTIMATES					
G + M + Upper Floors + Annex					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	13,952.22	SAR 1,000	SAR 13,952,220	100%	SAR 13,952,220
Electro Mechanic	13,952.22	SAR 600	SAR 8,371,332	100%	SAR 8,371,332
Finishing	13,952.22	SAR 1,000	SAR 13,952,220	100%	SAR 13,952,220
Fit outs & Appliances	13,952.22	SAR 300	SAR 4,185,666	100%	SAR 4,185,666
Furniture	13,952.22	SAR 800	SAR 11,161,776	100%	SAR 11,161,776
Total			SAR 51,623,214	100.00%	SAR 51,623,214
			Undergro	ound	
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	1,248.49	SAR 1,500	SAR 1,872,735	100%	SAR 1,872,735
Electro Mechanic	1,248.49	SAR 500	SAR 624,245	100%	SAR 624,245
Finishing	1,248.49	SAR 400	SAR 499,396	100%	SAR 499,396
Total			SAR 2,996,376	100.00%	SAR 2,996,376
			General Site De	evelopment	
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Land Development	1,458.00	SAR 80	SAR 116,640	100%	SAR 116,640
External Landscape	768.60	SAR 200	SAR 153,720	100%	SAR 153,720
Site Improvements	768.60	SAR 300	SAR 230,580	100%	SAR 230,580
Total			SAR 500,940	100.00%	SAR 500,940
	Actual Completion %			Total BUA	15,200.71
G+M + Upper Floor	100.00%			Total Hard Cost	SAR 55,120,530
Under Ground	100.00%		l A	Average SAR / Sqm	SAR 3,626
General Site Dev.	100.00%			Overall Completion	100.00%

After knowing the total construction costs (Incl. Soft Costs) at a rate of 4,116 SAR per square meter, we will estimate the economic life of the property according to the type of construction and its general condition, then apply the depreciation rates based on the actual age of the property. The developer's profitability will be added to the property's value after depreciation to reflect the estimated market value of the building

DEVELOPMENT VALUE					
Hard Cost	SAR 55,120,530	Economic Age	40		
Soft Cost	SAR 7,441,272	Annual Dep Rate	2.50%		
Total Dev Cost	SAR 62,561,802				
		Actual Age	7		
Net Dep Rate	17.50%	Total Dep Rate	17.50%		
Dev Cost After Depreciation	SAR 51,613,486	Add Appr Rate	0.00%		
		Net Dep Rate	17.50%		
Total Completion Rate	100.00%	•			
Developer Profit Rate @ 20%	20.0%				
Dev. Profit Amount	SAR 10,322,697				
Development Value	SAR 61,936,184				



The total value of the building is 61,936,184 SAR, which will be added to the value of the land in order to get the full value of the property as follows:

Total Dev. Value	Land Value	Total Property Value	Rounded Value
SAR 61,936,184	SAR 70,713,000	SAR 132,649,184	SAR 132,600,000

#### 4.9 INCOME APPROACH BASED ON MARKET RATES

# **Market Rental Analysis**

#### PILGRIMS - HAJJ SEASON

We have noted that the average market rate for the Hajj season in the surrounding areas of the subject property falls in the range of SAR 2,000 to SAR 2,400, which we have applied the rate of SAR 2,200 for conservative basis. In addition, and according to the market current performance, we have assumed 95% occupancy rate in Hajj season.

# AVERAGE DAILY RATE (ADR) - RAMADAN SEASON (20 DAYS)

The Average Daily Rates for the hospitality sector depend on the category of the property itself (no of Stars). Since the subject property is a 4 stars project, the average ADR falls in the range of SAR 350 to SAR 450 as rooms daily rates for the first 20 days of Ramadan Season. In addition, and according to the market current performance, we have assumed 75% occupancy rate for the same mentioned season.

## AVERAGE DAILY RATE (ADR) - RAMADAN SEASON (10 DAYS)

The average ADR of the last 10 days of Ramadan season falls in the range of SAR 500 to SAR 600 in the surrounding areas of the subject property, in addition to occupancy rate of 85%.

# AVERAGE DAILY RATE (ADR) – OTHER SEASONS

The overall estimated occupancy rate of the hospitality sector in Makkah for the remaining days of the year, and in the year of 2020, is almost 50%. Same rate will be applied on the subject property with an ADR of SAR 250 / Night.

# **Analysis of Operating and Maintenance Expenses**

The operating expenses of similar properties reached between 10% to 20% of the total expected income for the property. These ratios depend on the condition and quality of the property and the type of services and public facilities available in the property itself. These ratios are divided into several main categories as follows:



Management expenses	5% to 7%
Operating and maintenance expenses	5% to 6%
General service bills expenses	3% to 4%
Other incidental expenses	2% to 3%

# **Property Operation and Maintenance Expenses**

The owner did not provide us with details of the actual maintenance and operation costs of the project and accordingly market averages for similar projects will be assumed. Therefore, we will apply the rate of 15% as the OPEX which will be calculated from the total revenues of the property. This ratio is based on the condition and quality of the property and the type of services and public facilities available in the property itself.

#### **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

# The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements

Minimum capitalization rate			7%
Maximum capitalization rate			8%
Average			7.50%
The effect of the property specifications on the property			
Item	Status	Influence	Notes
Ease of access to the property		0.00%	several major methods
General condition of the property		0.25%	The actual age of the property is 7 years
The general location of the property		-0.25%	The area is served good
Quality and finishes		0.00%	Good quality finishes
Project Management Team		-0.25%	Excellent management and operational team level
Services and public facilities		0.00%	level and availability of services is average
Total		-0.25%	
Note: When the effect is negative (-), this reduces the capitaliz	ation rate, which	increases the value	of the property. And when the effect is positive (+), this increases the
capitalization rate, which reduces the value of the property			
Total adjustments on capitalization rate		-0.25%	
Capitalization rate, according to market averages 7.50%		7.50%	
Estimated capitalization rate of the property valuation		7.25%	

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.25%, which will be applied subsequently to the net operating income of the property.



Based on the above, the value of the property using the income capitalization method is as follows:

			REVENUE	\$		
	Quantit	у		Revenues		
Season Type	Unit	Quantity	Rate	Revenue Type	No of Days	Total Revenues
Hajj Season	Pilgrims	1,286	SAR 2,200	Seasonal	10	SAR 2,829,200
Ramadan (20 Days)	Keys	255	SAR 350	Daily	20	SAR 1,785,000
Ramadan (10 Days)	Keys	255	SAR 550	Daily	10	SAR 1,402,500
Other Seasons	Keys	255	SAR 250	Daily	325	SAR 20,718,750
					Total Revenues	SAR 26,735,450
			EXPENSE			
Season Type	Management	Utilities	Maintenance	Others	Vacancy	Total Deduction
Hajj Season	5.00%	2.00%	3.00%	0.00%	5.00%	15.00%
Ramadan (20 Days)	5.00%	2.00%	3.00%	0.00%	25.00%	35.00%
Ramadan (10 Days)	5.00%	2.00%	3.00%	0.00%	15.00%	25.00%
Other Seasons	5.00%	2.00%	3.00%	0.00%	50.00%	60.00%
Showrooms	2.50%	0.00%	0.00%	0.00%	0.00%	2.50%
			NET OPERATING	NACHE		
	T / 15		NET OPERATING			NO
Season Type	Total Reve			Total Deduction		NOI
Hajj Season	SAR 2,829			15.00%		SAR 2,404,820
Ramadan (20 Days)	SAR 1,785			35.00%		SAR 1,160,250
Ramadan (10 Days)	SAR 1,402			25.00%		SAR 1,051,875
Other Seasons	SAR 20,718	3,750		60.00%		SAR 8,287,500
Showrooms	SAR 0			2.50%		SAR 0
_					Total	SAR 12,904,445
Revenues						SAR 26,735,450
Deductions						-SAR 13,831,005
Net Operating Income						SAR 12,904,445.00
Net Operating Income	Cap Rat	e		Property Value		Rounded Value
SAR 12,904,445.00	7.25%	-		177,992,344.83 SAR		178,000,000.00 SAR



#### 4.10 INCOME APPROACH BASED ON LEASING CONTRACT

#### **Market Rental Analysis**

As per the received copy of the leasing contract, the subject property is fully leased to one tenant with an annual triple net lease of SAR 13,500,000. As for the OPEX rate, which is being paid by the Tenant, no expenses were calculated.

#### **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

#### The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.

Minimum capitalization rate			7%
Maximum capitalization rate			8%
Average			7.50%
The effect of the property specifications on the property			
Item	Status	Influence	Notes
Ease of access to the property		0.00%	several major methods
General condition of the property		0.25%	The actual age of the property is 7 years
The general location of the property		0.00%	The area is served good
Quality and finishes		0.00%	Good quality finishes
Project Management Team		0.00%	Good management and operational team level
Stronghold tenant		-0.25%	level and availability of services is average
Total		0.00%	
Note: When the effect is negative (-), this reduces the capitalize	ation rate, which inc	reases the value of t	he property. And when the effect is positive (+), this increases the
capitalization rate, which reduces the value of the property			
Total adjustments on capitalization rate		0.00%	
Capitalization rate, according to market averages		7.50%	
Estimated capitalization rate of the property valuation		7.50%	

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7.5%, which will be applied subsequently to the net operating income of the property.



Based on the above, the value of the property using the income capitalization method is as follows:

		RE\	/ENUES		
	Quant	ity	Rev	venues en la companyation de la	
Unit Type	Total GLA	No Of Units	SAR / Sqm	SAR / Unit	Total Revenues
Hospitality Project		The subject proper	rty is Fully leased to 1 tenant		SAR 13,500,000
	0	0	SAR 0	SAR 0	SAR 0
	0	0	SAR 0	SAR 0	SAR 0
				Total Revenues	SAR 13,500,000
		EXF	PENSES		
Unit Type	Management	Utilities	Maintenance	Others	Total Expenses
Hospitality Project	0.00%	0.00%	0.00%	0.00%	0.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
		NET OPER	ATING INCOME		
Unit Type	Total Rev			Expenses	NOI
Hospitality Project	SAR 13,50	00,000		.00%	SAR 13,500,000
	SAR		0	.00%	SAR 0
	SAR	0	0	.00%	SAR 0
				<b>Fotal</b>	SAR 13,500,000
<b>Total Property Revenues</b>			_		SAR 13,500,000
<b>Total Property Expenses</b>					SAR 0
Net Operating Income					SAR 13,500,000.00
Net Operating Income	Cap R	ate	Prope	rty Value	Rounded Value
SAR 13,500,000.00	7.509			000.00 SAR	180,000,000.00 SAR

#### 4.11 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
Income- Market	Property	SAR 178,000,000	One Hundred Seventy-Eight Million Saudi Riyals
Income- Actual	Property	SAR 180,000,000	One Hundred Eighty Million Saudi Riyals
DRC Approach	Land + Building	SAR 132,600,000	One Hundred Thirty-Two Million and Six Hundred Thousand Saudi Riyals



#### 4.12 SUBJECT PROPERTY VALUE

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

Property Value: 180,000,000 SAR

**One Hundred Eighty Million Saudi Riyals** 

#### 4.13 REPORT USE

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

#### 4.14 DISCLAIMER

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

#### 4.15 CONCLUSION

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



#### 4.16 ACCREDITED VALUERS

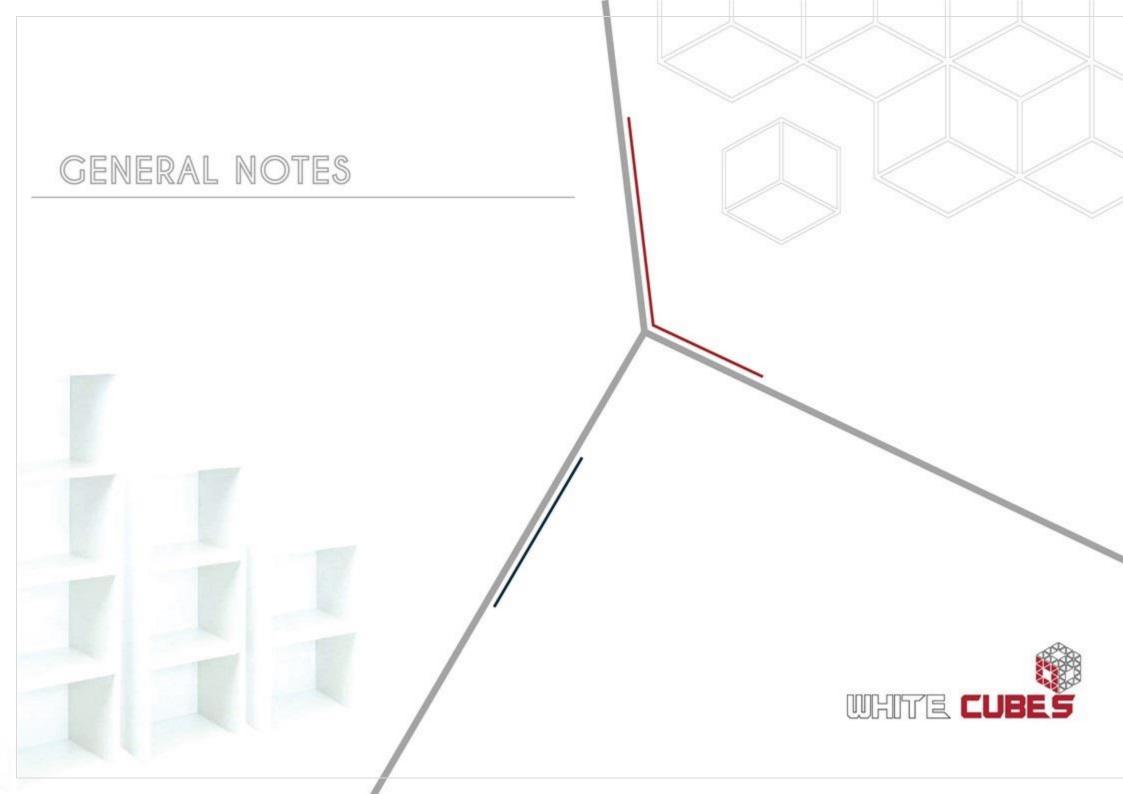
Essam M. Al Husaini Owner

Fellow Member of (Taqeem) License No. 1210000474 Nabeel M. Al Husaini CEO

Member of (Taqeem) License No. 1210002782 Farah E. Al Husaini Valuation Manager

Member of (Taqeem) License No. 1210001964 **WHITECUBES Stamp** 







#### 5.1 CONSULTANT STATUS

We confirm that the consultant / valuator has no physical contact or affiliation with the original subject matter of valuation or with the client and can provide objective, unbiased valuation. We confirm that the valuator is competent to carry out the valuation task and has sufficient skills and market knowledge concerned to conduct the valuation.

#### 5.2 DISCLOSING CONFLICT OF INTEREST

We affirm that we are completely independent of the customer and the subject of the valuation, and nothing contained in this agreement must be interpreted as constituting any relationship with the customer except for the normal official relationship of work, or that it aims to establish any business relationship whatsoever between the customer and White Cubes employees. We also confirm that we do not have any conflicts of interest with the customer's property. We would like to draw your attention to the following:

The subject property was previously valuated by White Cubes White Cubes was previously involved in selling activities related to the property White Cubes was previously involved in advisory services related to the property

No	If Yes		Remarks
	Client	Date	
	SICO Capital – SICO Saudi REIT	Dec. 2021	
<b>*</b>			
<b>*</b>			

#### 5.3 CONFIDENTIALITY

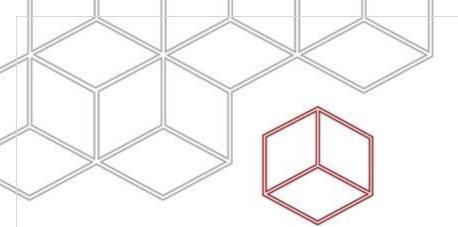
This document and / or any other documents received from the client are confidential between White Cubes. and the client. Except as may be required by any court or authority, the subject service shall not disclose or use or cause to be disclosed or used, at any time during the Term.

Any of the Client's secrets and/or confidential information, any other non-public information relating to the client business, financial or other affairs acquired by the subject service during the process remain confidential.

#### **5.4 ENVIRONMENTAL MATTERS**

We are not aware of the content of any environmental audit or other environmental investigation or soil survey which may have been carried out on the property and which may draw attention to any contamination or the possibility of any such contamination.

In undertaking our work, we have been instructed to assume that no contaminative or potentially contaminative use has ever been carried out on the property. We have not carried out any investigation into past or present uses, either of the properties or of any neighboring land, to establish whether there is any contamination or potential for contamination to the subject properties from the use or site and have therefore assumed that none exists. However, should it be established subsequently that contamination exists at the properties or on any neighboring land, or that the premises has been or is being put to any contaminative use, this might reduce the value now reported.







### I OFFICE BUILDING

## SICO CAPITAL SICO SAUDI REIT

**Riyadh City** 

**July 2022** 

## Valuation Report



REF: 22-0139-4 Date: 24/07/2022

M/S: SICO Capital – SICO Saudi REIT

#### Subject: Valuation Report for an office building located in Riyadh City, Saudi Arabia.

Dear Sir,

With reference to your request and approval dated on June 22, 2022, for valuation service of the I office building located in Riyadh city, please find hereafter our detailed valuation report including other information related to the mentioned property.

#### Issued without prejudice and liabilities

#### WHITECUBES

#### Mr. Essam M. Al-Husaini- Owner

Fellow Member of the Saudi Authority of Accredited Valuers (Taqeem)



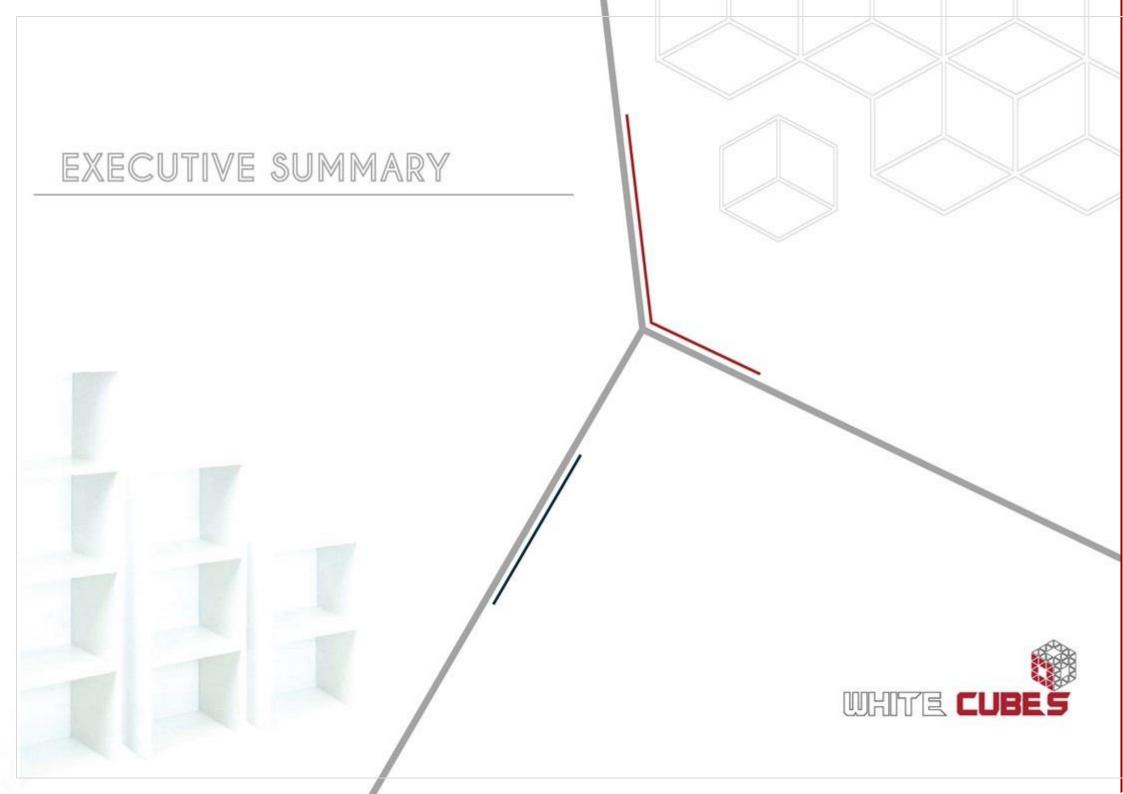
#### **Table of Contents**

(Please Click on the Title for Direct Access)

1.1	EXECUTIVE SUMMARY	6
1.2	VALUATION REFERENCE	8
1.3	BASIS OF VALUATION	8
1.4	CLIENT APPROVAL DATE	10
1.5	INSPECTION DATE	10
1.6	VALUATION DATE	10
1.7	REPORT DATE	10
1.8	OPINION OF VALUE	10
1.9	PURPOSE OF VALUATION	10
1.10	INSPECTION ROLE	10
1.11	MARKET SURVEY	10
2.1	PROPERTY & LOCATION DESCRIPTION	12
2.2	INFRASTRUCTURE FACILITIES	12
2.3	LOCATION	13
2.4	PROPERTY ACCESS	14
2.5	TITLE DEED & OWNERSHIP	15
2.6	CONSTRUCTION & BUILDINGS	16
2.7	INSURANCE	16
2.8	PHOTO RECORD	17
3.1	SAUDI ARABIA ECONOMIC INDICATORS	19
3.2	BUDGET ALLOCATION FOR 2021	19
3.3	SWOT ANALYSIS	20
3.4	SECTOR BRIEF	20
3.5	RISK ANALYSIS	22
4.1	DOCUMENTS RECIEVED	24
4.2	GENERAL ASSUMPTIONS	24
4.3	LEGAL NOTICES	24
4.4	INFORMATION SOURCE	25
4.5	STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)	25
4.6	VALUATION APPROACH	25
4.7	COMPARABLE APPROACH	27
4.8	COST APPROACH (DRC)	28



4.9	DFC APPROACH- LEASING CONTRACTS	30
4.10	INCOME APPROACH BASED ON MARKET RATES	32
4.11	SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES	35
4.12	SUBJECT PROPERTY VALUE	35
4.13	REPORT USE	35
4.14	DISCLAIMER	35
4.15	CONCLUSION	36
4.16	ACCREDITED VALUERS	36
5.1	CONSULTANT STATUS	38
5.2	DISCLOSING CONFLICT OF INTEREST	38
5.3	CONFIDENTIALITY	38
5.4	ENVIRONMENTAL MATTERS	38





#### 1.1 EXECUTIVE SUMMARY

**Introduction** We received instructions from the client on 22/06/2022 to implement valuation service for an office building located in Riyadh city.

Title Deed No: 393140003190 & 393140003189, Title Deed Date: 02/09/1442, Issued from Riyadh Notary

Client For whom this report is being prepared is SICO Capital – SICO Saudi REIT, a Saudi company registered under the Saudi law.

**Reference No.** 22-0139-4

Purpose of Valuation Auditing Purposes Subject Property Office building

**Property Location** The property is located in in Al Rabie district, Riyadh City.

Title Deed Information
Ownership Type

Mortgaged

Ownership Type
Owner

Mashaar REIT Real Estate Co.

Land Use Commercial use

Land Area (Sqm) Based on the title deed, the land has an area size of 6,155.8 Sqm

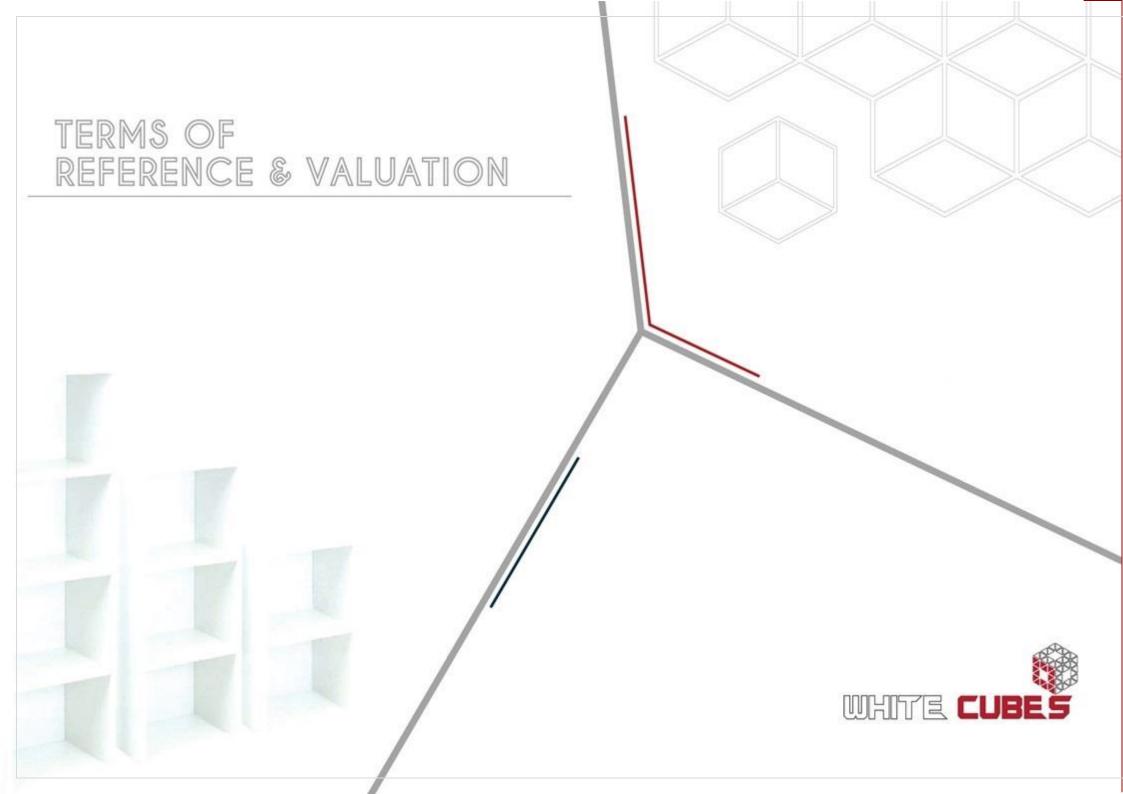
BUA (Sgm) The building has total BUA of 23,220 Sgm

GLA (Sqm) The total gross leasable area is 10,700 Sqm composed of offices

Valuation Approach Comparable Approach, Cost Approach & DCF Approach

Final Property Value 137,000,000 SAR

Valuation Date 30/06/2022 Inspection Date 25/06/2022





#### 1.2 VALUATION REFERENCE

This report was prepared based on the instructions issued to us by SICO Capital – SICO Saudi REIT to estimate the market value of the property / real estate that is the subject of this report for the mentioned purpose only. This report may not be used for other purposes. The valuation was prepared in accordance to the regulations and standards issued by the Saudi Authority of Accredited Valuers and the International valuation Standards of the Council of International Assessment Standards (IVSC).

#### 1.3 BASIS OF VALUATION

#### **Market Value**

Market Value is defined as: -

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

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

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

#### AN ASSET SHOULD EXCHANGE

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

ON THE VALUATION DATE

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

#### BETWEEN WILLING BUYER

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



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

#### IN AN ARM'S LENGTH TRANSACTION

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

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

#### KNOWLEDGEABLY AND PRUDENTLY

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

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



#### 1.4 CLIENT APPROVAL DATE

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

#### 1.5 INSPECTION DATE

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

#### 1.6 VALUATION DATE

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

#### 1.7 REPORT DATE

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

June 30. 2022.

June 22, 2022.

June 25, 2022.

July 24, 2022.

#### 1.8 OPINION OF VALUE

All the outputs will be shown in this report (Values) are based on our best knowledge of the market, documents received from the client (assumed to be correct), market findings and inspection inputs. Yet, the estimated values of the subject property / properties express our opinion of values based on the previously mentioned findings.

#### 1.9 PURPOSE OF VALUATION

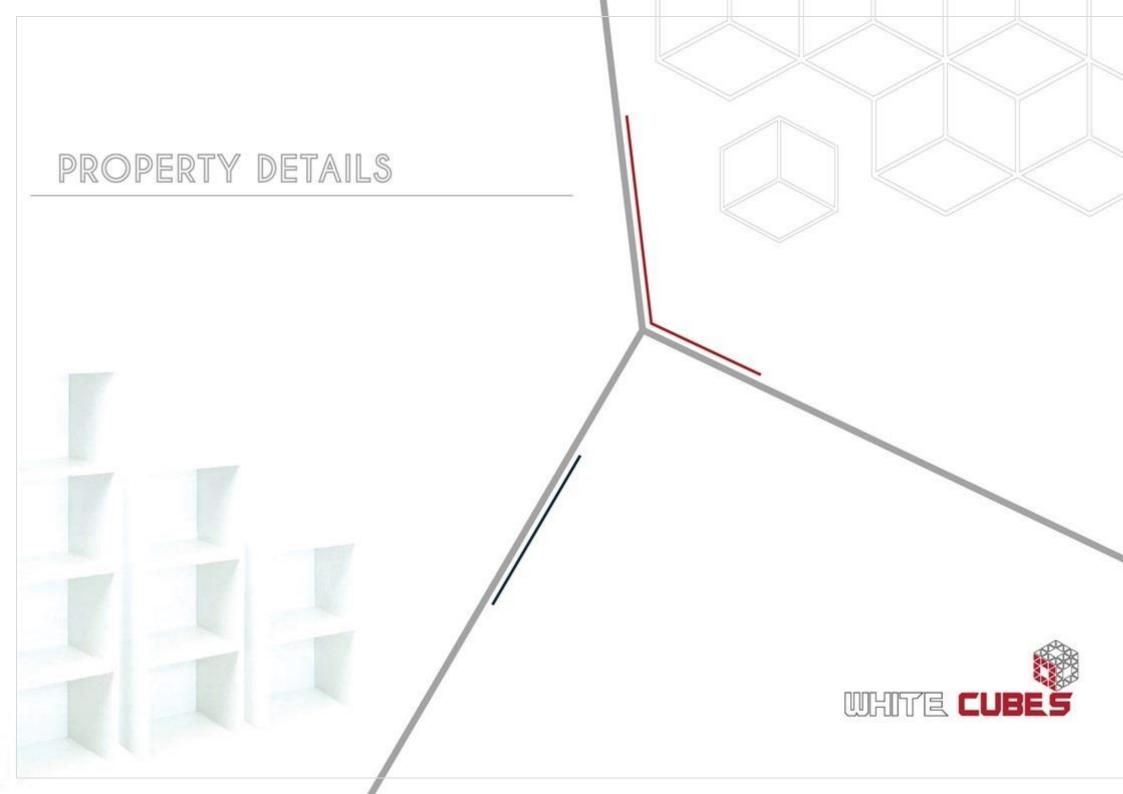
The client requested to know the current market value of the subject property for **Auditing Purposes**. Therefore, and according to the valuation purpose, and as requested by the client, we will adapt the valuation methodologies of **Cost Approach**, **Comparable Approach and DCF Approach**.

#### 1.10 INSPECTION ROLE

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

#### 1.11 MARKET SURVEY

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





#### 2.1 PROPERTY & LOCATION DESCRIPTION

**Property Description**The subject property is an office building located in Al Rabi district, Riyadh city. Based on the provided copies of the title

deeds and information provided by the client, the project has total land area of 6,155.8 Sqm and total BUA of 23,220 Sqm. As per the site inspection done by our team for the purpose of valuation, we have found that the building is open from 3 sides with a direct view on Al Thoumamah Road. The property is surrounding by several residential and commercial buildings. All infrastructural facilities such as water, electricity, telecommunication, and sewage are available in the

surroundings and connected the subject property.

**Location Description** The property subject of valuation is a commercial project in Al Rabi district, Riyadh City.

The property is bordered from the north by a 60 meters street. The property is bordered from the south by a 20 meters street. The Property is bordered from the east by a private property. The property is bordered from the west by a 20 meters street.

**Ease of Access**Based on the current location of the subject property, the access level is high since it is located on Al Thoumamah Road.

Area Surrounding the Property The subject property is mostly surrounded by residential and commercial buildings

Land			Building	
Land Use	Commercial	Building Type	Office building	
No. of Streets	3	<b>Building Structural</b>	<b>Conditions</b> Fully Constructed	
Land Shape	Graded	External Elevation C	Conditions Good	
Direct View on the Main Road	Al Thoumamah Road	Building Finishing (	Conditions Good	
Direct View on an Internal Street	Internal streets	Overall Building Co		
Land Condition	Constructed	_		

#### 2.2 INFRASTRUCTURE FACILITIES

	Available in the surrounding	Connected to the property	
Water	✓	<b>✓</b>	_
Electricity	<b>✓</b>	<b>✓</b>	All the infrastructural facilities are available in the
Tele-Communication	<b>✓</b>	<b>✓</b>	surroundings and connected to the subject property.
Sewage	<b>✓</b>	<b>✓</b>	



#### 2.3 LOCATION

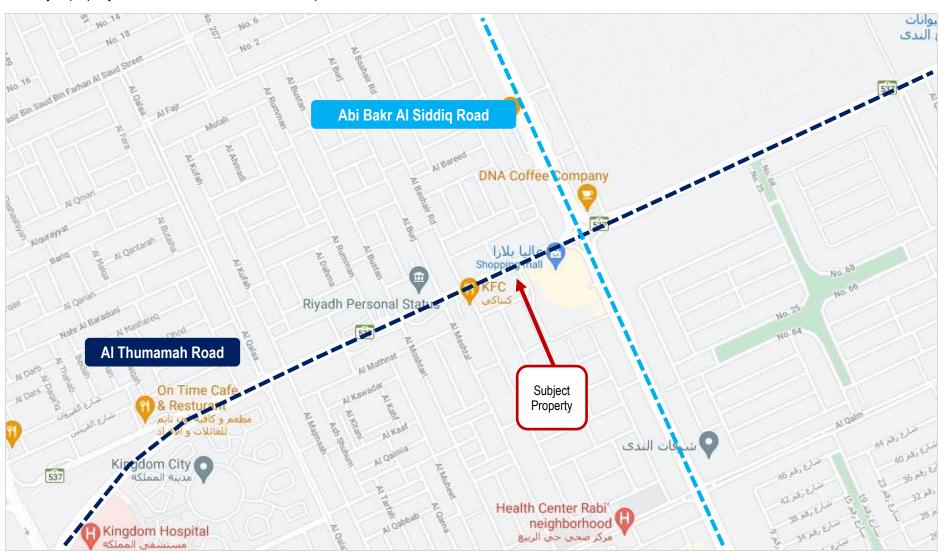
The subject property is located in Al Rabie district, Riyadh city:





#### 2.4 PROPERTY ACCESS

The subject property can be accessed as shown in the map below:





#### 2.5 TITLE DEED & OWNERSHIP

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

City	Riyadh	Land Area	3,079.38 Sqm
District	Al Rabie	Plot No.	2
T.D Type	Electronic	Block No.	2
T.D Number	393140003190	Layout No.	3090
T.D Date	02/09/1442	Owner	Mashaar REIT Real Estate Co.
T.D Value	-	Ownership Type	Freehold
Date of Last Transaction	02/09/1442	Limitation of Document	Mortgaged
Issued From	Riyadh notary		
North Side	60 meters street	East Side	Plot# 3
South Side	20 meters street	West Side	20 meters street

	4
M	Otoe
	otes

Notes

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

City District T.D Type T.D Number T.D Date T.D Value Date of Last Transaction Issued From	Riyadh Al Rabie Electronic 393140003189 02/09/1442 - 02/09/1442 Riyadh notary	Land Area Plot No. Block No. Layout No. Owner Ownership Type Limitation of Document	3,076.42 Sqm 3 2 3090 Mashaar REIT F Freehold Mortgaged
North Side	60 meters street	East Side	Plot# 4
South Side	20 meters street	West Side	Plot# 2

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

Real Estate Co.



#### 2.6 CONSTRUCTION & BUILDINGS

The building permit indicates the maximum permissible BUA approved by the city municipality. However, the actual area may differ from the area mentioned in the building permit. Therefore, if the customer did not provide us with a copy of the approved plans, the valuation will be done based on the building permit provided by the customer. In the event that the customer does not provide us with a copy of the legal documents that show the total building surfaces, we will valuate them using the skills of our team along with the municipality's laws and regulations, and therefore the building surfaces will be estimated only roughly.

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

The client did not provide us with a copy of the construction permit related to the subject property, yet he informed us that the total BUA of the building is 23,220 Sqm.

#### 2.7 INSURANCE

We have not been provided with any insurance policy for the underlying asset.



#### 2.8 PHOTO RECORD







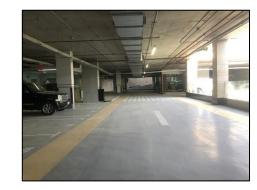


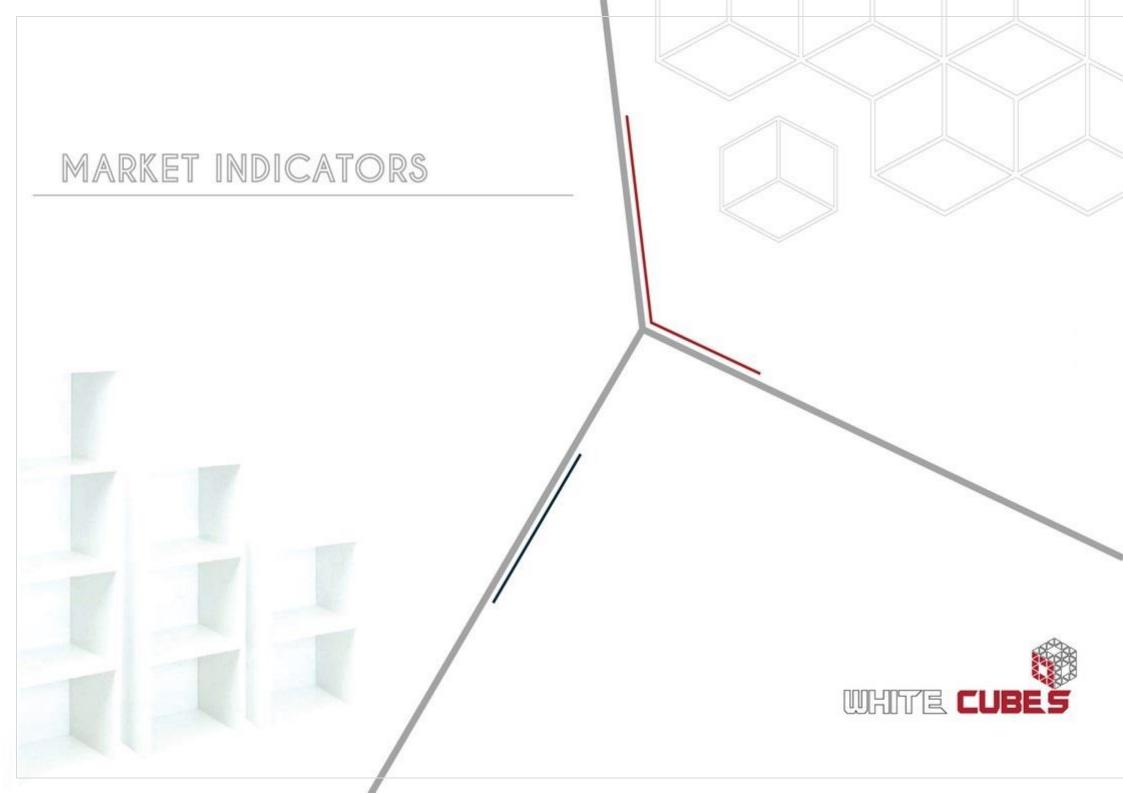














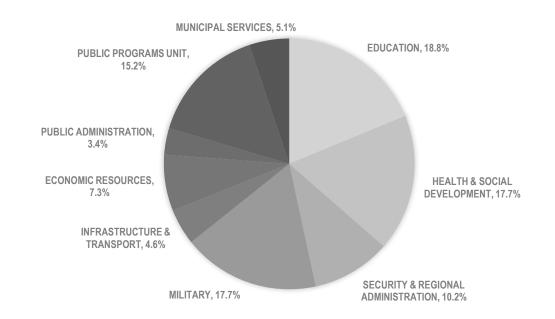
#### 3.1 SAUDI ARABIA ECONOMIC INDICATORS

Economic Indicator	2021 Budget	2022 Expectations	2023 Estimated
Nominal GDP (Billion Riyals)	2,866	3,042	3,232
Real GDP Growth	3.2%	3.4%	3.5%
Inflation Rate	2.9%	2.0%	2.0%
Total Revenue (Billion Riyals)	849	864	928
Total Expenses (Billion Riyals)	990	955	941
Budget Deficit	-141	-91	-13
Public Debt	937	1,013	1,026
Government Reserves at the Saudi Central Bank	280	265	265

#### 3.2 BUDGET ALLOCATION FOR 2021

Public Administration Military Security & Regional Adm.	34 SAR bn 175 SAR bn 101 SAR bn
Municipal Services	51 SAR bn
Education	186 SAR bn
Health & Social Dev.	175 SAR bn
Economic Resources	72 SAR bn
Infrastructure & Transport	46 SAR bn
General Items	151 SAR bn

**Source: Ministry of Economy** 





#### 3.3 SWOT ANALYSIS

Strength	Weakness
<ul> <li>The property is open from 3 sides with a direct view on Al Thumamah Road</li> <li>High ease of access</li> </ul>	<ul> <li>High traffic Area</li> <li>The property far from city center</li> </ul>
Opportunities	Threats
High demand on the property type due to its location and ease of access	- Existing and potential similar projects in the area

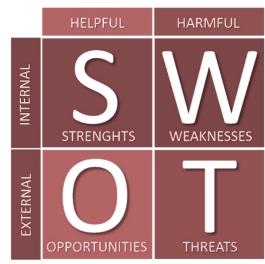
The strength and weakness points mentioned above are considered as an indicator only, where no full market study was conducted in this matter. Yet, all the mentioned points are based only on the site inspection of the subject property.

#### 3.4 SECTOR BRIEF

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



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









#### 3.5 RISK ANALYSIS

Risk Factor	Very Low Risk (1) 1-6	Minimal Risk (2) 8-12	Medium Risk (3) 13-18	Elevated Risk (4) 19-24	Very High Risk (5) 25-30
Overall Economy			<b>~</b>		
Sector Current Performan	nce		<b>✓</b>		
Sector Future Performan	ce	<b>✓</b>			
Occupancy Rates			<b>✓</b>		
Supply Rate			<b>~</b>		
Demand Rate			<b>✓</b>		
Total Risk	0	2	15	0	0
Risk Category 17 Ris	k Points - Medium Risk				

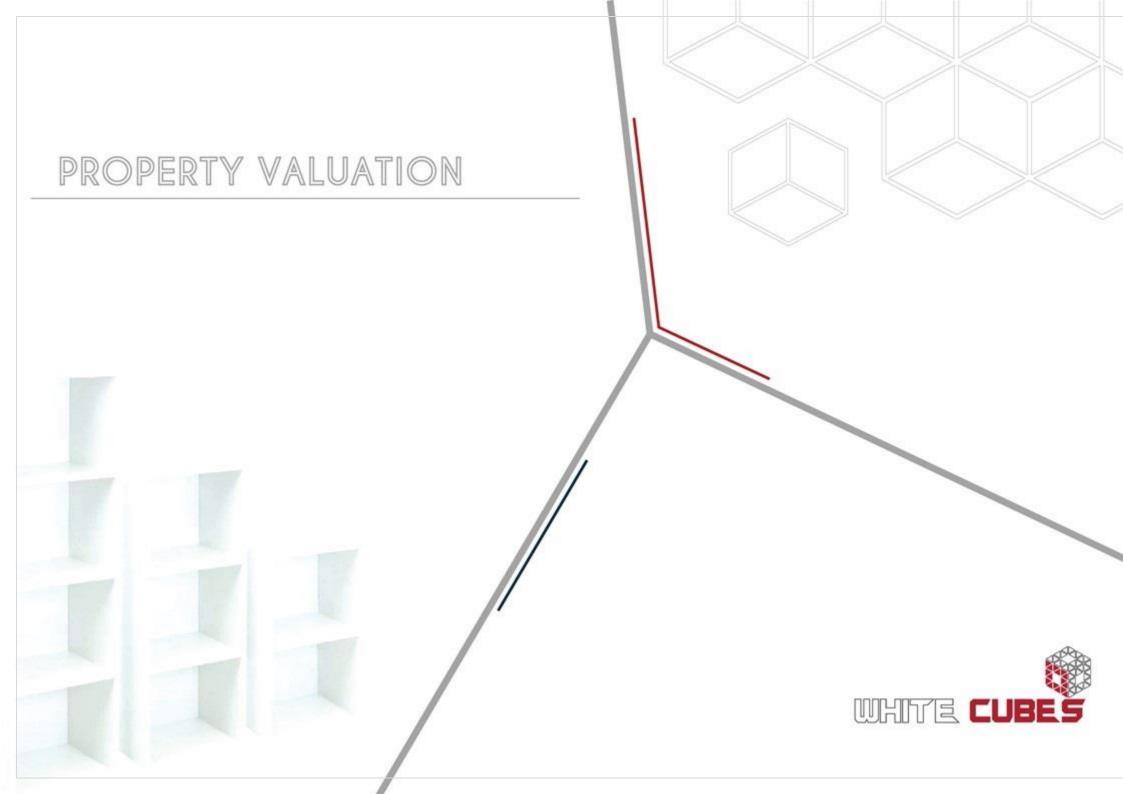
Sector Analysis					
Risk Category					
17 Risk Points					
Medium Risk					

Risk Factor	Very Low Risk (1) 1-5	Minimal Risk (2) 6-10	Medium Risk (3) Elevated Risk (4) 11-15 16-20		Very High Risk (5) 21-25
Access		<b>~</b>			
Location		<b>✓</b>			
Land Shape		<b>~</b>			
Surrounding Area facilities		<b>~</b>			
Total Risk	0	8	0	0	0
Risk Category 8 Risk Po	ints – Minimal Risk				

Land Analysis
Risk Category
8 Risk Points
Minimal Risk

Risk Factor	or Very Low Risk (1) Minimal 1-3 4		Medium Risk (3) 7-9	Elevated Risk (4) 10-12	Very High Risk (5) 13-15
Facilities & Ameni	ties		<b>*</b>		
Management Skills	·		· /		
Overall Condition		<b>✓</b>			
Total Risk	0	2	6	0	0
Risk Category	8 Risk Points - Medium Risk				

# Property Analysis Risk Category 8 Risk Points Medium Risk





#### 4.1 DOCUMENTS RECIEVED

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

Title Deed Copy	Construction Permit	Krooki
<b>✓</b>	✓	
Moster Plan	Lavoute	2D Docima & Dorgon office
Master Plan	Layouts	3D Design & Perspectives
Pictures	Presentation of the subject property	Location Map
		<u> </u>
Location Link	Contact Details	Costing & Budget
<u> </u>	✓ ✓	
Tenant List	Leasing Contract	Operational Cost - OPEX

#### 4.2 GENERAL ASSUMPTIONS

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

#### 4.3 LEGAL NOTICES

We are not aware of and have not been notified of any legal notices on the property, whether they are ongoing or pending in the courts.



#### 4.4 INFORMATION SOURCE

Referring to the purpose of this report, it has been assumed that all information received from the client, whether verbal or written, is up-to-date and correct. Our team conducted field research in order to ensure the validity of some market information for the purpose of valuation, which included the values of assets in the region, occupancy rates and market information related to the asset being valued in order to reach the market value of the asset being valued. During the field research process, some sources were relied on as follows:

- The field survey prepared by us
- Site inspection done by our team
- Our historical database for the similar assets of the property being valuated
- Sales agents specialized with the same type of assets subject to valuation

#### 4.5 STRUCTURAL EXAMINATION OF BUILDINGS (IF ANY)

Our service's scope does not include any technical testing of buildings and / or structural examinations and does not include any quality assurance of these constructions. However, in the event of any visible and observed deficiencies in the structural structure, we will write it down in our report and reflect such effect on the value.

#### 4.6 VALUATION APPROACH

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

	DRC	Comparable Income Cap		DCF	RLV
Land		<b>✓</b>			
Building	<b>✓</b>				
Overall Property				<b>✓</b>	

#### **COMPARABLE METHOD**

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



#### DEPRECIATED REPLACEMENT COST (DRC)

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

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

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#### **CAPITALIZATION METHOD (CAP RATE)**

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

The appraiser calculates the income according to the following steps:

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

#### **DISCOUNTED CASH FLOW (DCF)**

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



#### 4.7 COMPARABLE APPROACH

This method aims to collect data and information on actual sales and / or current offers of similar properties within the surrounding market, and then make the necessary adjustments to these comparisons in terms of area, location, shape, quality, content, and others. Below is a summary of the valuation process using the comparable method and the amendments made to the available comparisons

Characteristics of Samples						10 July 10 10 10	A MARKET PARTY		
Feature	Subject Property	Sampl	Sample 1 Sample 2		nple 2		(5735)		
Quoting District Sale Price Data Source Area Size SAR / Sqm Sides Open	Al Rabie Title Deed 6,155.80	Offering Al Rabie SAR 37,500,000 Market Survey 5,000.00 SAR 7,500 3		Offering Al Rabie SAR 115,000,000 Market Survey 18,000.00 SAR 6,389 4		Al Rabie SAR 115,000,000 Market Survey 18,000.00		San	nple 1
Adjustment Analysis		CAMPI	E 4	CAN	IDLE 2	09			
Area size Location Desirability Accessibility Main Street Width (m) Sides Open Land Shape Close to main street Negotiable Other Factor	6,155.80 Average Average 60 3 Regular Yes	5,000.00 Average Average 60 3 Regular Yes No	2.50% 0.00% 0.00% 0.00% 0.00% 0.00% 0.00% 5.00%	18,000.00 Average Average 60 4 Regular Yes No	-5.00% 0.00% 0.00% 0.00% -5.00% 0.00% 0.00% 2.50% 0.00%		537		
Total Adjustments Ratio Total Adjustment Amount Net After Adjustment			7.50% SAR 562.5 SAR 8,062.5		-7.50% -SAR 479.2 SAR 5,909.7	Subject Property			
SAR / Sqm Rounded Value		SAR 6,183 SAR 6,200				盤型。	Sample 2		
			SENSITIVIT	Y ANALYSIS					
	-10%	-5%		0%	6	5%	10%		
Land Area SAR / Sqm Property Value	6,156 SAR 6,300.0 SAR 38,781,540	6,156 SAR 6,650.0 SAR 40,936,070		6,156 SAR 7,000.0 SAR 43,090,600 <b>PROPERTY VALUE</b>		6,156 SAR 7,350.0 SAR 45,245,130	6,156 SAR 7,700.0 SAR 47,399,660		



Based on the market samples obtained with the assistance of some real estate experts in the region and the inspection made by our team, the average prices for similar properties falls in the range of 6,000 - 6,500 SAR / Sqm with an average of 6,250 SAR / Sqm. When comparing with the results of the analysis of comparisons, we found that the property value falls within the same range and is close to the market average values.

#### 4.8 COST APPROACH (DRC)

As a first step, the cost of reconstructing the building (the cost of replacement) was estimated, based on the average construction costs of similar properties and at the same level of finishes, services, utilities, and others. The opinion of some engineering experts was used in this regard. The following table shows the expected replacement costs for such property.

	Min Cost (SAR / Sqm)	Max Cost (SAR / Sqm)	Average Cost
Skeleton - Concrete Cost	SAR 1,200	SAR 1,400	SAR 1,300
MEP	SAR 700	SAR 900	SAR 800
Finishing Materials	SAR 900	SAR 1,100	SAR 1,000
Site Improvements	SAR 80	SAR 120	SAR 100
Owner Profit	18%	22%	20%

In the following table, we will estimate the direct replacement cost of the property taking into consideration the main components of the building, such as the concrete structure, electromechanical work, finishes, site improvements, etc. Then we will estimate the value of the indirect costs as a percentage of the total direct costs to estimate the total construction costs of the project

LAND				
Land Area	SAR / Sqm	Total Value		
6,155.80	SAR 7,000	SAR 43,090,600		
Building				
	Unit	Total BUA		
Upper Floors	Sqm	23,220.00		
Total (SQM)	23,220.00			

Development Cost					
Hard Cost - Upper Floors					
	Area	SAR / Sqm	Total	Completion Rate	Total Cost
Skeleton & Block	23,220.00	SAR 1,300	SAR 30,186,000	100%	SAR 30,186,000
Electro Mechanic	23,220.00	SAR 800	SAR 18,576,000	100%	SAR 18,576,000
Finishing	23,220.00	SAR 1,000	SAR 23,220,000	100%	SAR 23,220,000
Fit outs & Appliances	23,220.00	SAR 0	SAR 0	100%	SAR 0
Furniture	23,220.00	SAR 0	SAR 0	100%	SAR 0
Site Improvement	6,155.80	SAR 100	SAR 615,580	100%	SAR 615,580
Total			SAR 72,597,580	100.00%	SAR 72,597,580



Overall Soft Cost				
		Total Hard Cost	Ratio	Soft Cost
Initial Project Pre Cost		SAR 72,597,580	0.10%	SAR 72,598
Design		SAR 72,597,580	0.50%	SAR 362,988
Eng Consultant		SAR 72,597,580	1.00%	SAR 725,976
Management		SAR 72,597,580	5.00%	SAR 3,629,879
Contingency		SAR 72,597,580	5.00%	SAR 3,629,879
Others		SAR 72,597,580	0.00%	SAR 0
TOTAL			11.60%	SAR 8,421,319.28
Total Hard Cost	SAR 72,597,580	BUA	23,220.00	
Total Soft Cost	SAR 8,421,319.28	SAR / Sqm	SAR 3,489	_
Total Construction Cost	SAR 81,018,899.28	Overall Completion	100.0%	

After knowing the total construction costs at a rate of 3,824 SAR per square meter, we will estimate the economic life of the property according to the type of construction and its general condition, then apply the depreciation rates based on the actual age of the property. The developer's profitability will be added to the property's value after depreciation to reflect the estimated market value of the building

DEVELOPMENT VALUE			
Total Dev Cost	SAR 81,018,899	Net Dep Rate	5.00%
		Dev Cost After Depreciation	SAR 76,967,954
Economic Age	40		
Annual Dep Rate	2.50%	Total Completion Rate	100.00%
		Developer Profit Rate	20.0%
Actual Age	2		
Total Dep Rate	5.00%		
Add Appr Rate	0.00%	Dev. Profit Amount	SAR 15,393,591
Net Dep Rate	5.00%	Development Value	SAR 92,361,545

The total value of the building is 97,222,679 SAR, which will be added to the value of the land in order to get the full value of the property as follows:

Total Dev. Value	Land Value	Total Property Value	Rounded Value
SAR 92,361,545	SAR 43,090,600	SAR 135,452,145	SAR 135,450,000



#### 4.9 DFC APPROACH- LEASING CONTRACTS

The client provided us with the leasing contracts related to the subject property.

## **Analysis of Operating and Maintenance Expenses**

The operating expenses of similar properties reached between 5% to 15% of the total expected income for the property. These ratios depend on the condition and quality of the property and the type of services and public facilities available in the property itself. These ratios are divided into several main categories as follows:

Management expenses	5% to 7%
Operating and maintenance expenses	5% to 6%
General service bills expenses	3% to 4%
Other incidental expenses	2% to 3%

## **Property Operation and Maintenance Expenses**

The client did not provide us with details of the actual maintenance and operation costs of the project and accordingly market averages for similar projects will be assumed. Therefore, we will apply the rate of 9% as the OPEX which will be calculated from the total revenues of the property. This ratio is based on the condition and quality of the property and the type of services and public facilities available in the property itself.

## **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 7% to 8%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

## The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements



Maximum capitalization rate Average		8.00% 7.50%
The effect of the property specifications on the property		
Item	Influence	Notes
Ease of access to the property	-0.25%	several major methods
General condition of the property	-0.25%	The actual age of the property is 1 year
The general location of the property	0.00%	The area is served good
Quality and finishes	0.00%	Average quality finishes
Project Management Team	0.00%	Average management and operational team level
Services and public facilities	0.00%	Level and availability of services is average
Total	-0.50%	
Note: When the effect is negative (-), this reduces the capitaliza	tion rate, which inc	reases the value of the property. And when the effect is positive (+),
this increases the capitalization rate, which reduces the value o	f the property	
Total adjustments on capitalization rate	-0.50%	
Capitalization rate, according to market averages	7.5%	
Estimated capitalization rate of the property valuation	7.00%	

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 7%, which will be applied subsequently to the net operating income of the property.

Based on the above, the value of the property using the DCF method is as follows:

Cash Flow		0	1	2	3	4
Expected Revenues						
Al Basma	SAR	3,162,500	3,162,500	3,162,500	3,162,500	3,162,500
Amlak	SAR	2,500,000	2,500,000	2,750,000	2,750,000	2,750,000
Takaful	SAR	4,500,000	4,500,000	5,000,000	5,000,000	5,000,000
Overall Revenues		10,162,500	10,162,500	10,912,500	10,912,500	10,912,500
Expenses						
OPEX	9.0%	914,625	914,625	982,125	982,125	982,125
Overall Expenses		914,625	914,625	982,125	982,125	982,125
NOI		9,247,875	9,247,875	9,930,375	9,930,375	9,930,375
Terminal Value @>	7.0%					141,862,500
Discount Rate	10.00%	1.00	0.91	0.83	0.75	0.68
Present Value		9,247,875	8,407,159	8,206,921	7,460,838	103,676,576
Market Rate / Net Present Value						136,999,369
	Discount Rate					
Discount Rate	8.50%	9.50%		10.50%	11.5%	12.5%
Market Value	145,779,765	141,292,3	33	136,999,369	132,890,682	128,956,701

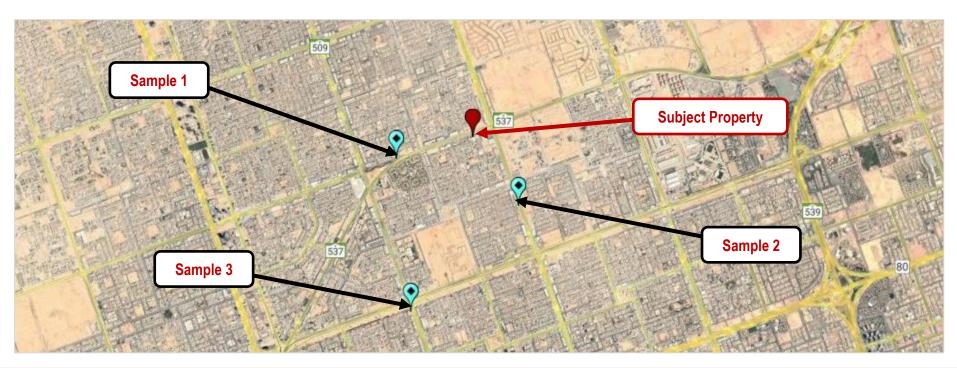


## 4.10 INCOME APPROACH BASED ON MARKET RATES

## **Market Rental Analysis**

By studying the rental rates for similar properties in the surrounding area of the subject property, we have found that the average renting rates for office units range from 800 to 900 SAR / Sqm. The following is a table that shows some of the comparisons that were used in analysing the market rental rates for similar properties:

	Office Units
Comparable No.	Rental Rate/ Unit
Comparable 1	850 SAR/ Sqm
Comparable 2	800 SAR/ Sqm
Comparable 3	850 SAR/ Sqm
Average	850 SAR/ Sqm





## **Analysis of Operating and Maintenance Expenses**

The operating expenses of similar properties reached between 5% to 10% of the total expected income for the property. These ratios depend on the condition and quality of the property and the type of services and public facilities available in the property itself. These ratios are divided into several main categories as follows:

Management expenses	5% to 7%
Operating and maintenance expenses	5% to 6%
General service bills expenses	3% to 4%
Other incidental expenses	2% to 3%

## **Property Operation and Maintenance Expenses**

The client did not provide us with details of the actual maintenance and operation costs of the project and accordingly market averages for similar projects will be assumed. Therefore, we will apply the rate of 9% as the OPEX which will be calculated from the total revenues of the property. This ratio is based on the condition and quality of the property and the type of services and public facilities available in the property itself.

## **Market Capitalization Rate Analysis**

Based on recent transactions of real estate properties and funds, the average capitalization rate of acquiring such property falls in the range of 8% to 9%. This average is mainly driven by several factors such as the quality of the building, finishing materials, the general location, ease of access, actual age of the property, size of the project, and the extent of income stability in it. In addition to the above, the capitalization rates are also affected directly by the supply and demand rates for the same type of real estate

## The Capitalization Rate Used for the Valuation

With regard to the capitalization rate used in the valuation, we will base our analysis on the average capitalization rates based on the market and then make some adjustments based on the property situation in terms of its characteristics, location and some other important elements.

With regard to the capitalization rate used in the valuation, we will rely on the averages of the capitalization rate by market and then make some adjustments based on the real estate situation in terms of the following:

- Easy access to the property
- The general condition of the property
- The general location of the property
- Quality of finishes
- Quality and presence of management team
- Services and public utilities

The estimated capitalization rate for the property, which will be based on the valuation process, is 6.25%, which will be applied subsequently to the net operating income of the property.



Minimum capitalization rate		8.00%
Maximum capitalization rate		9.00%
Average		8.50%
The effect of the property specifications on the property		
Item	Influence	Notes
Ease of access to the property	-0.25%	several major methods
General condition of the property	-0.25%	The actual age of the property is 1 year
The general location of the property	0.00%	The area is served good
Quality and finishes	0.00%	Average quality finishes
Project Management Team	0.00%	Average management and operational team level
Services and public facilities	0.00%	Level and availability of services is average
Total	-0.50%	
Note: When the effect is negative (-), this reduces the capitalization rate, which increases value of the property	the value of the property.	And when the effect is positive (+), this increases the capitalization rate, which reduces the
Total adjustments on capitalization rate	-0.50%	
Capitalization rate, according to market averages	8.5%	
Estimated capitalization rate of the property valuation	8.00%	

Based on the above, the value of the property using the income capitalization method is as follows:

		DE	VENUES		
	Quanti			evenues	
Unit Type	Total GLA	No of Units	SAR / Sqm	SAR / Unit	Total Revenues
Offices	10,700	0	SAR 850	SAR 0	SAR 9,095,000
	0	0	SAR 0	SAR 0	SAR 0
	0	0	SAR 0	SAR 0	SAR 0
				Total Revenues	SAR 9,095,000
			PENSES		
Unit Type	Management	Utilities	Maintenance	Others	Total Expenses
Offices	3.00%	3.00%	3.00%	10.00%	19.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
	0.00%	0.00%	0.00%	0.00%	0.00%
			RATING INCOME		
Unit Type	Total Reve			I Expenses	NOI
Offices	SAR 9,099			19.00%	SAR 7,366,950
	SAR (			0.00%	SAR 0
	SAR	J		0.00%	SAR 0
				Total	SAR 7,366,950
Total Property Revenues					SAR 9,095,000
Total Property Expenses					-SAR 1,728,050
Net Operating Income					SAR 7,366,950.00
Not Operating Income	Can Ba	· to	Dros	perty Value	Rounded Value
Net Operating Income SAR 7,366,950.00	Cap Ra 8.00%			5,875.00 SAR	92,100,000.00 SAR
3AR 1,300,930.00	0.007	0	92,000	J,01 J.UU JAN	92,100,000.00 SAR



#### 4.11 SUBJECT PROPERTY VALUE IN DIFFERENT APPROACHES

Methodology	Subject of Valuation	Value in Numbers	Value in Letters
DRC Approach	Land + Building	SAR 132,960,000	One Hundred Thirty-Two Million and Nine Hundred Sixty Thousand Saudi Riyals
<b>DCF- Contracts</b>	Property	SAR 137,000,000	One Hundred Thirty-Seven Million Saudi Riyals
Income- Market	Property	SAR 92,100,000	Ninety- Two Million and One Hundred Thousand Saudi Riyals

#### 4.12 SUBJECT PROPERTY VALUE

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

Property Value: 137,000,000 SAR

One Hundred Thirty-Seven Million Saudi Riyals

#### 4.13 REPORT USE

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

## 4.14 DISCLAIMER

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



### 4.15 CONCLUSION

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

#### 4.16 ACCREDITED VALUERS

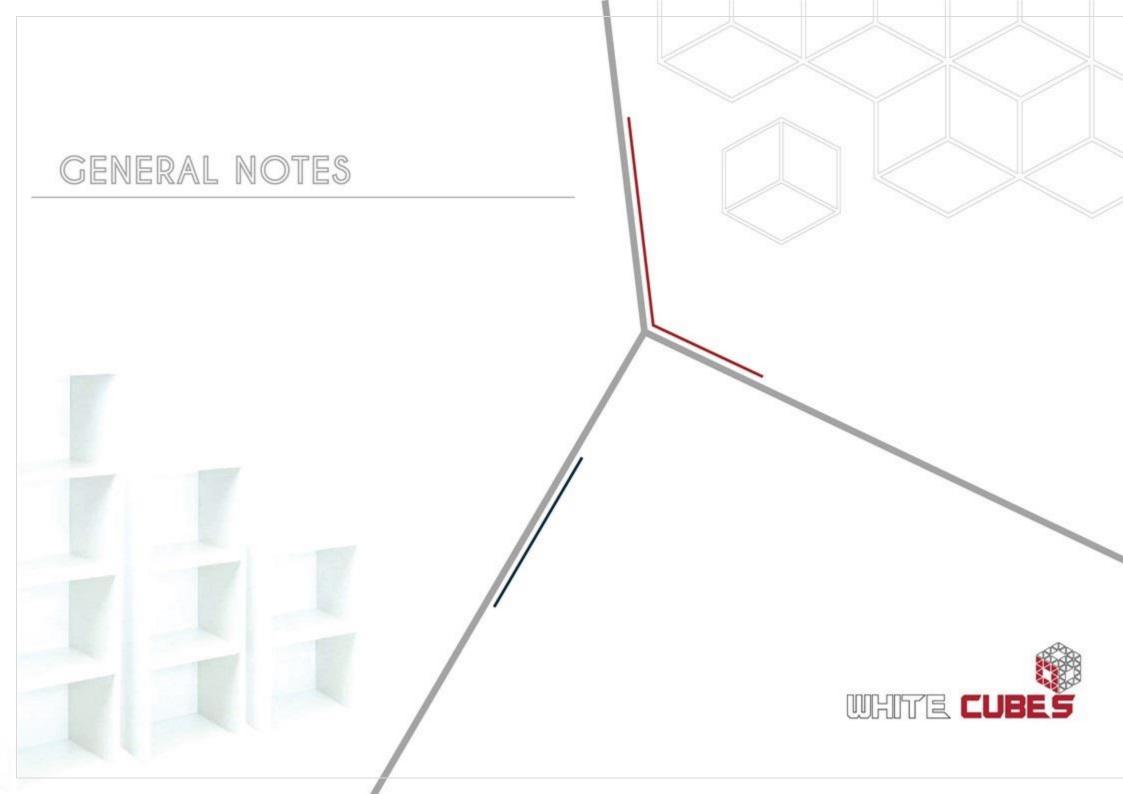
Essam M. Al Husaini Owner

Fellow Member of (Taqeem) License No. 1210000474 Nabeel M. Al Husaini CEO

Member of (Taqeem) License No. 1210002782 Farah E. Al Husaini Valuation Manager

Member of (Taqeem) License No. 1210001964 **WHITECUBES Stamp** 







#### 5.1 CONSULTANT STATUS

We confirm that the consultant / valuator has no physical contact or affiliation with the original subject matter of valuation or with the client and can provide objective, unbiased valuation. We confirm that the valuator is competent to carry out the valuation task and has sufficient skills and market knowledge concerned to conduct the valuation.

### 5.2 DISCLOSING CONFLICT OF INTEREST

We affirm that we are completely independent of the customer and the subject of the valuation, and nothing contained in this agreement must be interpreted as constituting any relationship with the customer except for the normal official relationship of work, or that it aims to establish any business relationship whatsoever between the customer and White Cubes employees. We also confirm that we do not have any conflicts of interest with the customer's property. We would like to draw your attention to the following:

The subject property was previously valuated by White Cubes White Cubes was previously involved in selling activities related to the property White Cubes was previously involved in advisory services related to the property

No	If Yes		Remarks
	Client	Date	
	SICO Capital – SICO Saudi REIT	12/2021	
<b>*</b>			
<b>/</b>			

#### 5.3 CONFIDENTIALITY

This document and / or any other documents received from the client are confidential between White Cubes. and the client. Except as may be required by any court or authority, the subject service shall not disclose or use or cause to be disclosed or used, at any time during the Term.

Any of the Client's secrets and/or confidential information, any other non-public information relating to the client business, financial or other affairs acquired by the subject service during the process remain confidential.

## 5.4 ENVIRONMENTAL MATTERS

We are not aware of the content of any environmental audit or other environmental investigation or soil survey which may have been carried out on the property and which may draw attention to any contamination or the possibility of any such contamination.

In undertaking our work, we have been instructed to assume that no contaminative or potentially contaminative use has ever been carried out on the property. We have not carried out any investigation into past or present uses, either of the properties or of any neighboring land, to establish whether there is any contamination or potential for contamination to the subject properties from the use or site and have therefore assumed that none exists. However, should it be established subsequently that contamination exists at the properties or on any neighboring land, or that the premises has been or is being put to any contaminative use, this might reduce the value now reported.

# تقييم برج فندقي ، مدينة مكة المكرمة

اسم العميل : صندوق سيكو السعودية ريت







بة ريت المحترمين

السادة : صندوق سيكو السعودية ريت

الموضوع : تقرير تقييم برج فندقي بحي ( العزيزية ) بمدينة ( مكة المكرمة )

نحن شركة قيم وشريكه للتقييم العقاري نتقدم لكم بخالص الشكر والتقدير على اختياركم لنا ومنحكم ثقتكم الغالية لتقييم العقار الواقع في مدينة ( مكة المكرمة ) حي (العزيزية الضفة الشرقية ) بموجب التكليف الصادر منكم بتاريخ 2022/06/20م بناء على الترخيص الممنوح لنا من قبل الهيئة السعودية للمقيميين المعتمدين متبعين في ذلك النسخة الأخيرة من معايير التقييم الدولية 2022م والمتعارف عليها وقواعد واخلاقيات المهنة للوصول إلى التقييم النهائي الحيادي بناء على المعاينة الفعلية من فريق العمل ودراسة منطقة السوق المحيطة بالعقار وقد تم الوصول إلى القيمة السوقية باستخدام طرق التقييم المختلقة بما يحمله كل تقرير وعليه يسعدنا ان نتقدم لكم بشهادة التقييم العقارى الواردة ادناه.

بناءً على الدراسة المنجزة فإننا نرفق لكم نتائج القيمة السوقية للعقار ( فندق ) وعلى وضعها الراهن بتاريخ التقدير 2022/06/30م الواقعة بمدينة ( مكة المكرمة ) حى (العزيزية)، **بمبلغ وقدره فقط (164.065.000) مائة وأربعة وستون مليون وخمسة وستون الف ريال سعودى.** 

## مع خالص الشكر والتقدير ...،،،



اعتمد هذا التقرير المدير التنفيذي إسماعيل محمد الدبيخي بموجب رخصة رقم / 1210000052 تاريخ 10 / 10 / 1443هـ







## تقدير القيمة السوقية : 164.065.000 ريال سعودي

المستفيد (مستخدم التقرير)	العميل (صاحب التقرير )	يم	المق
صندوق سيكو السعودية ريت	صندوق سيكو السعودية ريت	عضوية رقم 1210000052 عضوية رقم 1210001415 ضوية رقم 1210000013	القائمين بأعما 1- اسماعيل محمد الدبيخي 2 - شائق بن صالح الشائق 3- سالم محمد ال فائع ع 4 - حسام حسن عشي ع
عنوان العقار	العقار موضوع التقييم	الغرض من التقييم	مالك العقار
مكة المكرمة  - العزيزية الضفة الشرقية	عبارة عن فندق بمساحة إجمالية للأرض <b>1278.97 متر مربع</b> حسب الصك	تقييم دوري لصندوق المشاعر ريت	شركة مشاعر ريت العقارية
تاريخ المعاينة	أسلوب التقييم	تقییم	معاییر اا
2022/06/21	اسلوب التكلفة - أسلوب الدخل	ا ) معايير التقييم الدولية	الصادرة في العام ٢٠٢٢م (VS
تاريخ التقييم	أساس القيمة	ملكية	نوع اا
2022/06/30	القيمة السوقية	ملكية مطلقة	
تاريخ اصدار التقرير	فرضية القيمة	ك وتاريخه	رقم الص
2022/07/17	الاستخدام الحالي	32 ) في 1439/04/08	0123008398) NUN





01	الفرضيات والقيود المحددة للتقرير	
02	نطاق العمل	
03	نظرة عامة على الإقتصاد والقطاع العقاري بالمملكة العربية السعودية	
04	دراسات الموقع	
05	التقييم	
06	تقدير القيمة	
07	ملاحق	



الفرضيات والقيود المحددة للتقرير

The specific assumptions and limitations of the report



## الفرضيات والقيود المحددة للتقرير:



1

وفقاً لتعريف معايير التقييم الدولية تُعـد الافتراضات أمور منطقية بمكن قبولها كحقيقة في بسياق أعمال

أمور منطقية يمكن قبولها كحقيقة في سياق أعمال التقييم دون التحقق او التدقيق فيها على نوع محدد كما أنها أمور تقبل بمجرد ذكرها وهذه الافتراضات ضرورية لفهم التقييم

2

ان الغاية من اصدار هذا التقرير هو معرفة القيمة السوقية للعقار لغرض ( تقييم دوري لصندوق المشاعر ريت ) لمستخدم التقرير ( صندوق سيكون السعودية ريت ) مع الاخذ في الاعتبار ان مالك العقار هي (شركة

بناءً على الغرض من التقييم وهو (ت<mark>قييم دوري</mark> لصندوق المشاعر ريت ) فقد تم التقييم على أساس القيمة ( القيمة السوقية ) .

كون العقار مدر للدخل و بناءً على نوع العقار

وخصائصه و على الغرض من التقييم فقد تم

تقييم العقار بأسلوب الدخل ( طريقة التدفقات

النقدية المخصومة )

5

المعلومـات المقدمـة بواسـطة جهـات أخـرى خصوصـا فيمــا يتعلــق بــالتخطيط وامــتلاك الأرض والاســتئجار وغيرهـا والتي أسـس عليهـا كـل هـذا التقرير أو جـزء منـه اعتبـرت موثـوق بهـا ولكـن لـم يـتم تأكيد صـحتهـا في كـل الحالات كمـا لـم يـتم تقديم ضمان بالنسبة لصـحة هـذه المعلومـات إذا ظهـر عـدم صـحة هـذه المعلومـات فـإن القيمة الواردة في هذا التقرير يمكن أن تتغير.

6

صندوق مشاعر ریت )

القيم المقدرة في هذا التقرير هي للعقار قيد البحث وأي توزيع للقيمة على أجزاء العقار لن يكون صحيح ويجب ألا تستعمل هذه القيمة لأي أغراض أخرى إذ يمكن أن تكون غير صحيحة إذا استعملت كذلك.

لم يتم التحقق عن أي مستند قانوني للعقار الذي تـم تقييمـه أو بالنسـبة للمسـائل القانونيـة التـي تتضــمن الملكيــة أو الـــرهن وتـــم افتـــراض أن

سصــمن الملخيـــة او الـــرهن ولـــم افلـــراض ال المعلومــات حســب افــادة العميــل (مســتندات الملكية ) قائمة وسارية المفعول .

8

تم معاينة العقار ظاهريا ولم يتم فحص العقار إنشائيا أو يعتبر تقرير التقييم هذا صحيح فقط إذا كان يحمـل خـتم الشـركة وتوقيـع المقيميـين المعتمدين بها.

9

إن مســـؤولية الشـــركة فيمـــا يتعلـــق بـــالتقرير والتقيــيم مقصـــورة علــى العميــل وهـــو الجهـــة صاحبة التقييم .

لا يجــوز تضــمين كــل أو بعــض مــن هــذا التقريــر أو الإشــارة إليــه فــي أي وثيقــة أو تعمــيم أو بيــان ينشــر دون الرجــوع لشــركة قــيم وشــريكه للتقيـيم العقــاري كما لا يجوز نشره بأي طريقة دون الموافقة الخطيـة المســبقة للشــركة على الشـكل والنص الـذي يظهـر

10

11

الحــدود والأطــوال حســب افــادة العميــل ( مستندات الملكية ) والشركة غير مسئولة عن الحــدود والاطــوال وبالتــالي المســاحة الاجماليــة لــلأرض مــأخوذة حســب الصــك والشــركة غيــر مسئولة عن ذلك.

12

تم تقييم العقار وفقا للمعايير الدولية 2022 م وتعتبر القيمة المقدرة في هذا التقرير هي للعقار قيد الدراسة وفي حالة تغيير الغرض من التقييم اذ يمكن ان تكون هذه القيم غير صحيحة.

NUM



# نطاق العمل

Scope of work







موضحة بالملخص التنفيذي	هوية المقيم العقاري
صندوق سيكو السعودية ريت	العميل
صندوق سيكو السعودية ريت	المستخدمين الاخرين
فندق	الاصل محل التقييم
تقييم دوري لصندوق المشاعر ريت	الغرض من التقييم
القيمة السوقية	اساس القيمة
أسلوب التكلفة - أسلوب الدخل	أسلوب التقييم
2022/06/30	تاريخ التقييم
تقرير يوضح منهجية وخطوات التقييم ونتائج التقييم ويشمل صور توضيحية لحدود للأصل موضع التقييم مع   تفاصيل البيانات.	



# **نطاق العمل** 101معيار رقم

تم جمع المعلومات الكافية عن طريق الزيارة الميدانية والمعاينة الظاهرة واجراء التحليلات وتم عمل دراسة من مواقع قريبة من موقع العقارات ومن مكاتب عقارية معتمدة في منطقة العقار والتحري من جميع المعلومات ودراستها بصورة دقيقة	نطاق بحث المقيم (102معيار رقم )
القيمة السوقية وهي المبلغ المقدر الذي ينبغي على أساسه مبادلة العقار في تاريخ التقييم بين مشتر راغب وبائع راغب في أطار معاملة على أساس محايد بعد تسويق مناسب حيث يتصرف كل طرف من الأطراف على أساس من المعرفة والحكمة دون قسر او أجبار.	أساس القيمة (104معيار رقم )
الريال السعودي	عملة التقييم
تم تنفيذ جميع الأعمال وفقًا لنظام المقيمين المعتمدين واللائحة التنفيذية ذات الصلة بالتقييم العقاري الصادرة عن الهيئة السعودية للمقيمين المعتمدين (تقييم)، والنسخة الأخيرة من معايير التقييم الدولية (IVS) لعام ٢٠٢٢ التي نشرها مجلس معايير التقييم الدولية (IVSC) والقواعد المهنية المتعارف عليها في أعمال التقييم للاصول العقارية، والتي تقوم على التحليل والمقارنة والمعاينة المباشرة لكل عقار، والبحث قدر اإلمكان عن المؤثرات وخصائص العقار محل التقييم.	معايير التقييم المتبعة
المعلومات الواردة بالتقرير صدرت من جهات رسمية أو مكاتب العقار بالمنطقة المستهدفة أو مكاتب متخصصة بالأبحاث و الدراسات وبالرجوع إلى قاعدة بيانات شركة قيم وشريكه للتقييم العقاري.	طبيعة ومصدر المعلومات
لا تتحمل شركتنا أي مسؤولية إزاء أية معلومات يتم استلامها من العميل و التي من المفترض سلامتها و إمكانية الاعتماد عليها ، كما لا تقر شركتنا بدقة أو اكتمال البيانات المتاحة و لا تعبر عن رأيها و لم تقم بعرض اي نوع من الضمانات لدقة البيانات أو اكتمالها إلا فيما أشارت إليه بوضوح في هذا التقرير.	الافتراضات المهمة او الافتراضات الخاصة
تعد عمليات التقييم والتقارير سرية للطرف الموجه ولمن يتم إحالتها إليه لغرض محدد مع عدم تحمل أي مسئولية من اي نوع لأي طرف ثالث و لا يجوز نشر هذا التقرير كاملاً أو أي جزء منه أو الاشارة إليه في أي وثيقة أو بيان أو نشره دورية أو في اي وسيلة تواصل مع أي طرف ثالث دون الحصول على موافقة مسبقة مكتوبة بالشكل والسياق الذي تظهر فيه. من دواعي الحيطة والحذر أن تحتفظ الشركة والمقيم بالحق في إدخال أي تعديلا ت وعمل أي مراجعة على التقييم أو دعم نتيجة التقييم في ظل ظروف محددة. تحتفظ الشركة بالحق دون أي التزام بمراجعة حسابات التقييم وتعديل وتنقيح نتائجه على ضوء معلومات كانت موجودة في تاريخ التقييم لكنها اتضحت له لاحقا	قيود استخدام التقرير

## مراحل العمل



نطاق العمل



الاجتماع بالعميل و تحديد نطاق العمل بما يتضمنه مـن غـرض التقيـــيم و أســـاس القيمـــة و الأطراف المعنية و تاريخ التقييم و أي افتراضـات خاصــة أو هامــة بمـا يتضـمن وضـوح التكليـف و

2 المعاينة و تحليل الموقع



معاينــة العقــار و التعــرف علـى خصائصـــــه و مواصـــــفاته و مطابقة المستندات مع الواقع و تحليــــل موقــــع العقـــار و الاستخدامات المحيطـة بالعقـار مــع تحديـــد نطـــاق البحـــث الجغرافــــــي والأنشــــــطة و المشاريع المناسبة.

جمع وتحليل البيانات



القيام بجمع البيانات السوقية المكتبيـة و الميدانيـة و تحليلهـا للوصــول إلـى معرفــة اتجاهــات الســـوق الســـابقة و الحاليـــة و المؤشرات السـوقية التي سيتم الاعتماد عليها عند تطبيق طـرق التقييم .



تطبيق طريق التقييم

بناءً على نطاق العمل و تحليل

السوق يتم تحديد طرق التقييم

المناســــبة و وضــــع كافــــة

الافتراضات و المدخلات للقيام

بالحسابات المالية للوصول إلى

القيمـة السـوقية وفقـاً للطـرق

المختارة .

العمـل على إعـداد التقريـر وفقـا لمعيـــــار 101 لوصــــف التقريـــر ومعيار 103 إعداد التقرير.

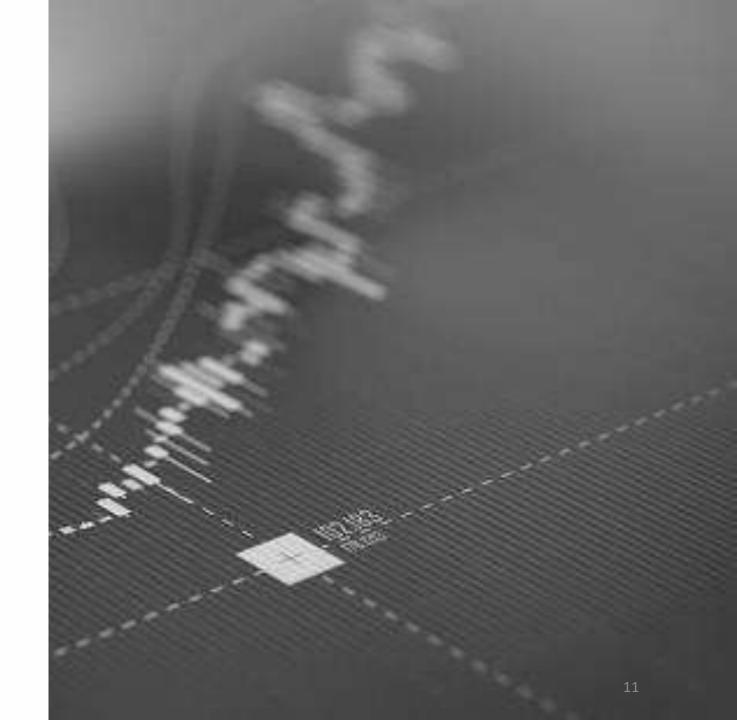
إعداد التقارير

المخرجات المتوقعة منه· **NUM** 



نظرة عامة على الإقتصاد والقطاع العقاري بالمملكة العربية السعودية

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





99

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

VISION الولية السعودية المملكة العربية السعودية KINGDOM OF SAUDI ARABIA

طموحنا أن نبني وطنّا 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 وغيره .





## النمو الاقتصادي في المملكة العربية السعودية

شهد الاقتصاد السعودي خلال عصره الحديث نموًا على مستوى عدد كبير من القطاعات، مستغلاً بذلك الموارد الطبيعية في المملكة، وموقعها الجغرافي والحضاري بين قارات العالم الثلاث. نتج عن هذا النمو بناء قاعدة اقتصادية متينة، حيث أصبح ضمن أكبر عشرين اقتصاد عالمي وعضواً فاعلاً في مجموعة العشرين، وأحد اللاعبين الرئيسيين في الاقتصاد العالمي وأسواق النفط العالمية، مدعومًا بنظام مالي قوي وقطاع بنكي فعال، وشركات حكومية عملاقة تستند على كوادر سعودية ذات تأهيل عال.

كما شهدت المملكة خلال السنوات الماضية إصلاحات هيكلية على الجانب الاقتصادي والمالي، مما يعزز من رفع معدلات النمو الاقتصادي مع الحفاظ على الاستقرار والاستدامة المالية.

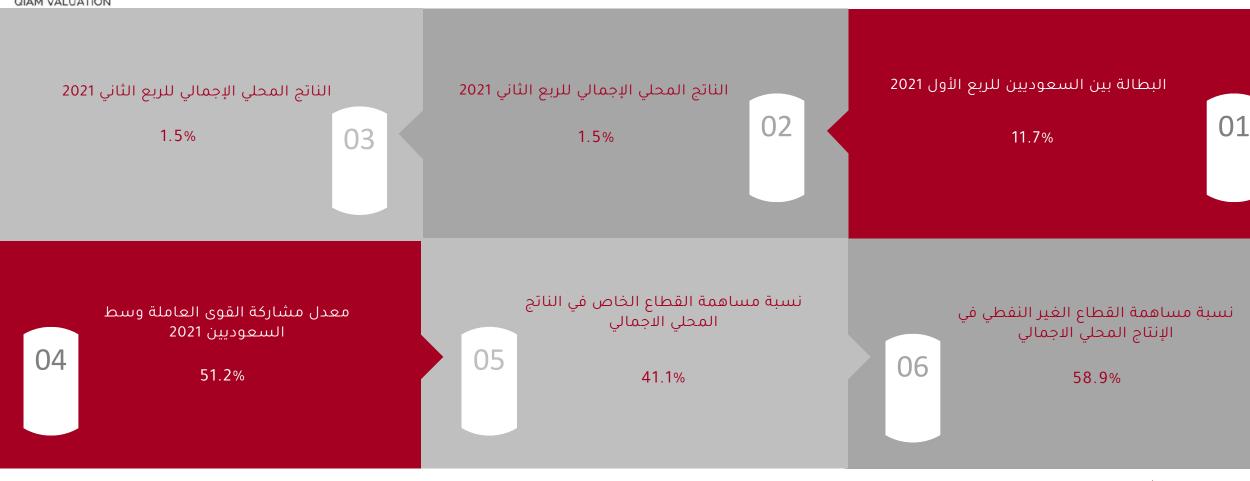
وفي سبيل تطوير الاقتصاد وتنويعه وتخفيف الاعتماد على النفط، أطلقت المملكة العربية الســعودية رؤية السعودية ٢٠٣٠ مرتكزة على العديد من الإصــلاحات الاقتصادية والمالية، والتي استهدفت تحول هيكل الاقتصاد السعودي إلى اقتصاد متنوع ومستدام مبني على تعزيز الإنتاجية ورفع مساهمة القطاع الخاص، وتمكين القطاع الثالث.

ونجحت المملكة منذ إطلاق الرؤية في تنفيذ العديد من المبادرات الداعمة والإصلاحات الهيكلية لتمكين التحول الاقتصادي، وشمل هذا التحول عدة جهود رئيسية متمحورة حول بعدٍ قطاعي يشمل تعزيز المحتوى المحلي والصناعة الوطنية وإطلاق القطاعات الاقتصادية الواعدة وتنميتها، وبعدٍ تمكيني يهدف إلى تعظيم دور القطاع الخاص والمنشآت الصغيرة والمتوسطة، وتعزيز استدامة المالية العامة. ويتوقع أن تستمر وتيرة هذا التحول الهيكلي نحو نمو اقتصادي مستدام في السنوات المقبلة، خصوصاً في ظل عدد من المبادرات الاستثمارية والعملاقة، تحت مظلة صندوق الاستثمارات العامة، والشركات الرائدة. كما يتوقع أن تتسارع عجلة توطين المعرفة والتقنيات المبتكرة.



# أهم المؤشرات الإحصائية







## نظرة على قطاعات الاعمال

قطاع السياحة

في إطار رؤية المملكة ٢٠٣٠ والتي تهدف إلى وضع أسس فاعله ومرتكزات أساسية لمستقبل المملكة من المبادرات التي تستهدف تقليص الاعتماد الرئيسي على النفط ، من خلال قطاعات كثيرة لدعم الاقتصاد الوطني ومن ضمنها القطاع السياحي نظرا لما يمثله هذا القطاع من بعد قيمي ومجتمعي وحضاري واقتصادي . مما يرتبط قطاع السياحة بقطاع الفنادق ارتباطا وثيقا بالرؤية السعودية ٢٠٣٠ وهو يتمحور حول مساعده المعنيين بقطاع الضيافة والصناعات الغذائية والترفيهية على التخطيط للمستقبل.

قطاع المكاتب

تسهم المكاتب في تحقيق أهداف التحول الوطني السعودي نحو الازدهار والاستدامة من خلال التركيز على مستهدفات رؤية ٢٠٣٠ ، مما يؤدي إلى في رفع مشاركة القطاع الخاص في تحقيق رؤية المملكة ٢٠٣٠ ، العمل كممثل للقطاع الخاص ضمن المنظومة الوطنية لمكاتب تحقيق الرؤية في الجهات الحكومية . ومنها سعى الرياض إلى التحول لمركز إقليمي للكيانات التجارية الدولية، جعلها تصدر قراراً برفض التعاقد مع أي شركة لا يوجد لها مقر إقَّليمي في السعودية بحلول عام ٢٠٢٤، خصوصاً تلك التي لديها تعاقدات مع جهات حكومية سواء كانت هيئات أو مؤسسات أو صناديق استثمارية أو أجهزة.مما يزيد من الطلب على القطاع المكتبي .

قطاع التجزائة

أن رؤية التحول الوطني للمملكة لمرحلة ما بعد النفط ٢٠٣٠م أولت اهتماما كبيرا بتنمية القطاع التجاري والصناعي في المملكة، حىث أن الرؤية تقوم على التركيز على تنمية وتطوير الصناعة المحلية من شأنه تحقيق عوائد اقتصادية كبيرة للاقتصاد السعودي، وم

ن مستهدفات الرؤية بحلول ٢٠٣٠ ، رفع نسبة الصادرات غير النفطية من ١٦% الي ٥٠% ، و تقدم ترتيب المملكة في مؤشر أداء الخدمات اللوجستية من المرتبة ٤٩ الي ٢٥ عالمياً والأولى اقليمياً ، و الوصول بمساهمة القطاع الخاص في إجمالي الناتج المحلي من ٤٠% الي ٦٥% .

قطاع الإسكان

قدمت رؤية ٢٠٣٠ حلولاً سكنية مستدامة ، تمكن الأسر السعودية من تملك المنازل المناسبة وفق احتياجاتهم وقدراتهم المالية . ولتحقيق ذلك طورت منظومة الإسكان من حيث الهيكلة والإجراءات وسياسات التعامل مع البنوك والقطاع الخاص ، ارتفاع نسب تملك الأسر السعودية للمساكن اذ لم تكن تتجاوز نسبة التملك الأسر السعودية للمساكن ٤٧% في عام ٢٠١٦ م ، وارتفعت الى ٧٠% بنهاية المرحلة الاولى لبرنامج الاسكان عام ٢٠٢١ م.

> NUM 15



## مؤشرات الأداء الفندقي في المملكة العربية السعودية 2022م

عدد الزيارات من عدد الزيارات من إجمالي عدد الزيارات من إجمالي عدد الغرف الناتج الداخل الداخل عدد الزيارات من عدد الزيارات من الداخل عدد الزيارات من عدد الزيارات من الداخل عدد الزيارات من الداخل عدد الزيارات من عدد الزيارات من الداخل الدا

# مؤشرات الأداء الفندقي في المملكة العربية السعودية 2030م







إجمالي عدد الغرف المتاحة 185.000

إجمالي عدد الفنادق 1151 متوسط معدل العائد %5.5

معدل الغرف المتاحة ( مساكن حجاج )

24%

معدل الغرف المتاحة ( فنادق )

**76**%

متوسط معدل الاشغال 69%



## النظرة المستقبلية لقطاع الفنادق بمدينة مكة المكرمة

مكة المكرمة تحظى باهتمام مستمر ودعم متواصل من حكومة خادم الحرمين الشرفين لتعزيز جودة الحياة فيها ، وهي تشهد اليوم شراكة ملهمة بين القطاعين العام والخاص لتنفيذ عدد من المشاريع الاستثمارية الضخمة سواء داخل حد الحرم أو خارجه ، وإنجاز مشاريع نوعية في المنطقة المركزية بمكة المكرمة علاوة على تنفيذ مشاريع تطوير البنية التحتية ومشاريع النقل العام والمواصلات التي تستهدف ربط مناطق مكة مع الحرم المكي الشريف والمشاعر المقدسة وتسهيل وصول الزوار اليهم بكل يسر وسهولة .

كما تحركت عجلة الأداء في قطاع الضيافة بمكة المكرمة بشكل ملفت عما كانت عليه بعد انتهاء جائحة كورونا وذلك بعد ان أعلنت المملكة قبل ذلك استئناف استقبال طلبات العمرة والزيارة للحرمين الشرفين مع مختلف دول العالم .

لهذا تعتبر مدينة المكرمة من اسرع مدن العالم نموا في قطاع الفنادق لما تمتلكه من عوامل جذب مهمة على مستوى العالم الإسلامي ، حيث تستهدف مدينة مكة المكرمة زيادة اعداد الحجاج والمعتمرين إلى ٣٠ مليون بحلول عام ٢٠٣٠م لذا فإن التوسعة السريعة لقطاع الضيافة في مكة سيكون حتمي . حيث ستشهد مكة المكرمة خلال السنوات المقبلة إضافة الاف الغرف الفندقية .



# دراسات الموقع

Site Studies







بيانات العقار						
العزيزية	مكة المكرمة	المدينة				
برج فندقي	نوع العقار	طريق المسجد الحرام	شارع			
1/277	رقم القطعة	₹7/21/1	رقم المخطط			
تجاري	استخدام الأرض حسب الأنظمة	1278.97 متر مربع	المساحة			

الخدمات والمرافق المتوفرة بمنطقة العقار					
شبكة الهاتف	شبكة صرف صحي	شبكة مياه	شبكة كهرياء		
✓	✓	✓	✓		
حديقة	شبكة تصريف مياه	أسواق عامة	مسجد		
✓	✓	✓	✓		
فنادق	الخدمات والمراكز الحكومية	خدمات طبية	مركز تجاري		
×	×	✓	✓		
دفاع مدني	محطة وقود	مطاعم	بنوك		
✓	✓	✓	✓		





الوصف	محددات التأثير	عنصر التأثير
• يقع العقار في مدينة مكة المكرمة بحي العزيزية الضفة الشرقية	• أهمية المنطقة	نظرة عامة على المنطقة
• مستوية . • لا يوجد مصادر تلوث بالمنطقة .	• تضاريس الأرض • التلوث	العوامل الطبيعية (البيئية)
<ul> <li>الموقع وسط مدينة مكة المكرمة .</li> <li>مكتملة .</li> <li>منتظمة الاضلاع .</li> </ul>	<ul> <li>الموقع من المدينة</li> <li>البنية التحتية</li> <li>تجهيزات البلدية</li> <li>خصائص الأرض</li> </ul>	العوامل التخطيطية (العمرانية)
• فنادق • 65%.	<ul> <li>استخدام الأرض</li> <li>نسبة البناء - عدد الادوار</li> </ul>	أنظمة البناء
• عالي . • مرتفعة .	•    العرض والطلب •    أسعار الأراضي	عوامل اقتصادية
• لا يوجد .	• العجز والتعديات على العقار	عوامل قانونية



# وصف التشطيبات الداخلية والخارجية والأعمال الإنشائية

التشطيبات الداخلية						
الابواب	الابواب			تكسية الجدران	الارضيات	
خشب		ديكورات جبسيه		دهان	رخام - سيراميك	
النوافذ		الأطقم الصحية		السلالم	نوع العزل	
لمنيوم وزجاج عادي	I	ممتازة		رخام	لا يوجد	
		ليبات الخارجية	التشح			
الواجهات	الواجهات			الأبواب	الارضيات	
حجر - دهان	حجر - دهان			حدید	بلاط	
		رو ميكانيكية والتكييف	الأنظمة الكهر			
التكييف	مصاعد	مخارج الكهربائية ال	التمديدات وال	الاضاءة	نظام تغذية المياه	
شباك + منفصل	يوجد	بيده	<b>&gt;</b>	جيده	لا يوجد	
أنظمة الامن و السلامة - مرافق أخرى						
مرافق		مرافق	اء الحرائق	أنظمة انذار واطف	أنظمة أمنية	
لا يوجد		لا يوجد		لا يوجد	لا يوجد	

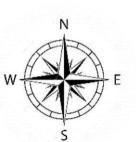


- تم تحديد مساحة مسطحات البناء بناءً على ( رخصة البناء ) .
- تم تحديد عمر العقار بـ( 10 ) سنة بناء على ( رخصة البناء ) .
- حالة العقار في تاريخ التقييم ( شاغر ) .
   عند معاينة العقار تبين لنا انه عبارة عن ( برج فندقي ) ، مفصلة على النحو التالي:

مكونات المبنى					
الاستخدام	المساحة (م2)	الدور	م		
مواقف سيارات	1287.97	بدروم	1		
استقبال + تجاري	789.9	دور ارضي	2		
استقبال	587.86	میزانین	3		
مطاعم	824.91	دور واحد مطاعم	4		
مصلی	824.91	دور واحد مصلی	5		
سكني	12304.6	سبعة عشر ادوار متكررة	6		
سكني	261.2	دور واحد اخیر	7		
بیت درج + مصاعد	75.43	بیت درج + مصاعد	8		
مجاري	6	بيارة صرف	9		
خزانات	1089.97	خزانات	10		
	18053	23 دور	الاجمالي		

# موقع العقار





شارع : طريق المسجد الحرام

حي : العزيزية

يقع العقار بمدينة : مكة المكرمة

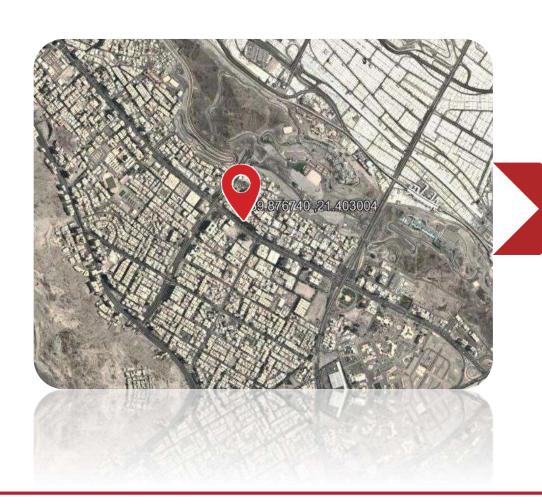
N :

,21.403004

E :

39.876740

احداثيات الموقع





## مسح فوتوغرافي للعقار















## مسح فوتوغرافي للعقار















## المعلومات القانونية



## معلومات صك الملكية

نوع الملكية	تاريخ الصك	رقم الصك	إسم المالك
%100ملكية	1439/04/08	320123008398	شركة مشاعر ريت العقارية

## اسم الحي - رقم القطعة - رقم المخطط - مساحة الأرض

إجمالي مساحة الاراضي	رقم المخطط	رقم القطعة	إسم الحي
1278.97 متر مربع	7/21/1ج	1/277	العزيزية

## الحدود والاطوال

الحدود و الاطوال							
شمالي طول الحد الجنوبي طول الحد الشرقي طول الحد الغربي طول الحد							الحد الشمالي
43م	شارع عرض 60م	43م	شارع عرض 21م	30 م	قطعة رقم 25 / ب	30م	قطعة رقم 43 / د

## الافتراضات الخاصة بملكية العقار

لأغراض هذا التقرير افترضنا وجود ملكية جيدة وسارية وخالية من أي عوائق أو رهون أو رسوم أو مصالح لأي أطراف ثالثة وما إلى ذلك، وفي حال عدم تحقق ذلك يمكن أن يتأثر رأي قيمة العقار، لذا نوصي بأن يتحقق المستشار القانوني للجهة من بيانات الملكية، ونؤكد أيضاً على عدم الاعتماد على الافتراضات الواردة أعلاه بشأن الملكية لحين تأكد المستشار القانوني من دقتها.



# التقييم

Evaluation







## أسلوب التكلفة

يقدم أسلوب التكلفة مؤشرًا للقيمة باستخدام المبدأ الاقتصادي الذي ينص على أن المشتري لن يدفع لأصل ما أكثر من تكلفة التحصول على أصل ذي منفعة مماثلة سواءً عن طريق الشراء أو البناء ما لم تكن هناك عوامل متعلقة بالوقت، أو الإزعاج أو المخاطر أو أي عوامل أخرى متعلقةً. ويقدم الأسلُّوب مؤشرًا للقيمة عن طريق حساب التكلفة الحالية لاحال أو إعادة إنتاج الأصل، ومن ثم خصم الإهاك المادي وجميع أشكال التقادم الأخرى.



## أسلوب الدخل

يقدم أسلوب الدخل مؤشرًا للقيمة عن طريــق تحويــل التــدفقات النقديــة المستقبلية إلى قيمـة حاليـة واحـدة. ووفقًا لهذا الأسلوب يتم تحديد قيمة الأصل بالرجوع إلى قيمــة الإيــرادات والتدفقات النقدية التي يولدها الأصل أو التكاليف التي يوفرها.



## أسلوب السوق

يقــدم أســلوب الســوق مؤشــرًا علــي القيمـة مـن خـلال مقارنـة الأصـل مـع أصـول مطابقـة أو مقارنـة (مشـابهةً) تتوفر عنها معلومات سعرية.



يقدم أسلوب الدخل مؤشرًا للقيمة عن طريق تحويل التدفقات النقدية المستقبلية إلى قيمة حالية واحدة. ووفقًا لهذا الأسلوب يتم تحديد قيمة الأصل بالرجوع إلى قيمة الإيرادات والتدفقات النقدية التي يولدها الأصل أو التكاليف التي يوفرها

#### ينبغى تطبيق أسلوب الدخل وإعطاءه الأولوية أو وزن مهم في الحالات التالية:

أ. عندما تكون قدرة الأصل على توليد الدخل هو العنصر الأساسي الذي يؤثر على القيمة من وجهة نظر المشاركين في السوق. ب. تتوفر توقعات معقولةً لمبلغ الإيرادات المستقبلية للأصل مُحل التقييم وتوقيتها ولكن لا يوجد سوى عدد قليل من المقارنات السوقية ذات الصلة إن وجدت.

#### طرق أسلوب الدخل:

على الرغم من وجود العديد من الطرق لتطبيق أسلوب الدخل إلا أن الأساليب المتبعة في إطار أسلوب الدخل تعتمد بشكل كبير على خصم مبالغ التدفقات النقدية المستقبلية إلى قيمة حالية، فهي عبارةً عن تطبيقات متنوعة في استخدام طريقة التدفقات النقدية المخصومة (DCF) والمفاهيم الواردة أدناه تنطبق جزئيًا أو كليًا على كافة طرق أسلوب الدخل

#### طريقة التدفقات النقدية المخصومة (DCF):

هي طريقة مالية لتقدير قيمة اصل مالي او حقيقي ويتم استخلاص مؤشر القيمة من خلال حساب القيمة الحالية للتدفقات النقدية المستقبلية و يُتم تطبيق طريقة التدفقات النقدية المخصومةُ لتقييم عقار او أملاك عقارية تدر دخلا بالاعتماد على توقع الدخل المستقبلي للعقار محل التقييم ويتم استخلاص مؤشر القيمة للعقار من خلال حساب القيمة الحالية لصافي الدخل التشغيلي او صافي القيمة الايجارية المتوقعة للعقار .

#### طريقة الرسملة المباشرة :

يتم تطبيق طريقة الرسملة المباشرة في حال ان صافي القيمة الايجار للعقار محل التقييم ثابتة ومتساوية للابد .

#### طريقة القيمة المتبقية:

طريقة القيمة المتبقية تعتبر وسيلة لتقييم العقارات التي يمكن تقديرها بتحديد أفضل تطوير مناسب للموقع والملكية ومن ثم التنبؤ بقيمة مثل هذا التطوير بعد أن يتم الانتهاء منه .



أسلوب الدخل	أسلوب التكلفة	أسلوب السوق	اساليب التقييم
تم استخدام أسلوب الدخل	تم استخدام أسلوب الدخل	تم استخدام أسلوب الدخل	الأسلوب المستخدم
بشكل <mark>أساسي</mark>	بشكل <mark>مساعد</mark>	بشكل <mark>مساعد</mark>	
طريقة التدفقات النقدية	طريقة تكلفة الاحلال	المسح الميداني ( المقارنات -	طرق التقييم
المخصومة		اسعار الاراضي المعروضة )	المستخدمة
كون العقار محل التقييم مدر	طبيعة العقار وكون الارض مقام	طريقة اساسية لمعرفة	أسباب الاستخدام
للدخل	عليها مبنى	العقارات المماثلة في السوق	



## تقدير القيمة

Estimated value







		شابهة	لمقارنة بالبيوع اله	السوق - طريقة ا	ں حسب أسلوب	تقييم الأرض	
		ات المقارنة	العقار			البند	
	العقار المقارن ٢			العقار المقارن ١		العقار محل التقييم	عوامل التسويات
التسوية	القيمة		التسوية	القيمة		العجار محل التعييم	عوامل التسويات
		30,000			40,000	***	سعر المتر المربع
	معروض			معروض		***	الحالة
	25/06/22			25/06/22		25/05/22	تاريخ التقييم / العرض
- 1,500	-5.00%	-	2,000	-5.00%		***	ظروف السوق (التفاوض)
-	0.00%		-	0.00%		***	شروط التمويل
	(1	,500.00)			(2,000.00)	***	قيمة ظروف السوق
		28,500			38,000	***	القيمة بعد التسويات الأولية
0%		1,200	0%		1,500	1,288	المساحة (م٢)
0%	عالي		0%	عالي		عالي	سهولة الوصول
10%	متوسط		0%	عالي		عالي	موقع العقار
0%	مستوية		0%	مستوية	•	مستوية	شكل الأرض
0%	منتظمة الاضلاع		0%	تظمة الاضلاع	مد	منتظمة الإضلاع	طبوغرافية الأرض
0%	تجاري	2	0%	تجاري	2	تجاري	الاستخدام
0%	10.00%	2	0%	0.00%	4	2 الاجمالي	الشوارع المحيطة
	10.00 70	2,850		0.00 70	-	، مبعدي يمة التسوية للمتر المربع	ä
		31,350			38,000	يك المتر النهائية بعد التسوية	
	35%	31,330		65%	30,000	المرجح الموزون	
	35 %				. (5)	· · · · · · · · · · · · · · · · · · ·	ar ål -
					5,673	سط قيمة المتر ( ريال / المتر )	**
				45,945	5,110	النهائية للأرض (ريال / سعودي)	القيمه السوقية





			ثالثا: تتكلفة الإهلاك
40		سنة	العمر الافتراضي للعقار ( سنة )
10		سنة	العمر الحالي للعقار ( سنة )
30		سنة	العمر المتبقي للعقار (سنة)
25		%	معدل الاهلاك
17,176,322		ريال	قيمة الاهلاك
51,528,965			قيمة المبنى النهائية (ريال)
			رابعاً : قيمة العقارحسب أسلوب التكلفة
45,945,110			القيمة النهائية للأرض (ريال)
51,528,965			القيمة النهائية للمباني ( ربال )
97,474,075		(	القيمة السوقية للعقار حسب أسلوب التكلفة (ريال
97,500,000	يب	) بعد التقر	القيمة السوقية للعقار حسب أسلوب التكلفة (ريال

			أولا: تكاليف البناء ( التكاليف المباشرة )
القيمة (يرال)	ريال / م٢	المسطح م٢	البند
3,219,925	2,500	1,288	البدروم
58,676,730	3,500	16,765	إجمالي مساحة مسطح المباني
-	-	-	أخرى
-	-	-	أخرى
61,896,655		-	الإجمالي (ربال)
			ثانيا :التكاليف الأخرى ( الغير مباشرة )
3,094,833	5%		الرسوم المهنية
1,856,900	3%		شبكة المر افق
1,856,900	3%		تكاليف الإدارة
-	0%		تكاليف التمويل ( 0سنوات / ٠ % )
-	0%		ربحية المطور
6,808,632			الإجمالي (ربال)
68,705,287		یال )	إجالي تكلفة المباني (٥



## الافتراضات وتحليل القيمة

#### <u>إيرادات العقار</u>

تم تقدير إيرادات العقار حسب بيانات مسح السوق للعقارات المشابهة ( 18.415.300 ) ريال سعودي وبافتراض صحته

#### نسبة الشواغر:

من خلال أعمال المسح والمعاينة تبين إن متوسط الإشغال في هذه المنطقة حوالي **65%** وتم اعتمادها حسب وضع السوق .

#### <u>النفقات التشغيلية والرأسمالية :</u>

النفقات التشغيلية هي النفقات الخاصة بتأجير وصيانة العقار والنفقات الرأسمالية هي النفقات التي يتحملها المالك لترميم وتطوير العقار بهدف الحفاظ عليه في حالة مناسبة لتحقيق الدخل السنوي الملائم ، وتمثل نسبة النفقات التشغيلية 30% الى 40 % بالنسبة لمشاريع مشابهة في المنطقة المحيطة وتشمل تكاليف نفقات الخدمات المشتركة والنظافة والصيانة للمبنى ونفقات إدارة والتشغيل ومراقبة الأمن فيما تعلق بتقييم العقار نجد أن النفقات التشغيلية والرأسمالية 37% وتم تقديرها حسب وضع وتحليل السوق للعقارات المشابهة.

#### نسبة الشواغر :معدل الرسملة:

معدل الرسملة هو معدل يستعمل لتحويل الدخل الى قيمة ويستعمل في تقدير القيمة الإستردادية للعقار وهناك أكثر من طريقة لاشتقاق معدل الرسملة فان كل طريقة من هذه الطرق تعتمد على استخدام الماضي القريب كوسيلة لتوقع المستقبل.

في هذا التقرير تم تقدير معدل الرسملة بطريقة المسح السوقي وذلك حسب صناديق ريت المشابهة للعقار محل التقييم في منطقة العقار وقت التقييم هو 7%.

#### معدل الخصم:

عدة عوامل مهمة تحدد معدل الخصم من أهمها معدل التضخم، والذي يعتبر العنصر الرئيسي لتحديد معدل الخصم. بالاضافة الى معدل مخاطر السوق والذي يتم تحديثة حسب ظروف السوق والعقار قيد التقييم، ومعدل عائد السندات الحكومية ، تم افتراض معدل الخصم بواقع **9**% وفق النموذج التراكمي حسب الاتى :

3.7%	عاند السندات الحكومية
2% + 2.3%	المخاطر المنتظمة ( مخاطر التضخم + مخاطر السوق )
1%	المخاطر الغير منتظمة ( مخاطر العقار محل التقييم )





حساب تشغيل باقي أيام السنة								
رىإل / سعودي	150	متوسط سعر التأجير لليوم						
ريال / سعودي	10,732,500	إجمالي دخل باقي أايام السنة						
ريال / سعودي	18,202,500	إجمالي دخل إيرادات تشغيل الغرف سنويأ						
	تحليل دخل المحلات التجارية							
الوحدة	القيمة	الوصف						
ريال / سعودي	224,000	إجمالي دخل ايجار المحلات التجارية السنوية						
5%	11,200	ناقص معدل الاشغار و ومخاطر الائتمان للمحلات						
ريال / سعودي	212,800	إجمالي دخل ايجار المحلات التجارية الفعلي						
	إجمالي الدخل السنوي الفعلي							
ريال / سعودي	18,415,300	إجمالي الدخل السنوي الفعلي						

معدل الاشغال السنوي لكل موسم							
الوحدة	القيمة		البند				
يوم		365	عدد أيام السنة				
نسبة مئوية	$\epsilon$	50%	معدل الاشغال السنوي				
يوم		219	عدد أيام التشغيل سنويا				
يوم		30	عدد أيام موسم الحج				
يوم		30	عدد أيام موسم رمضان				
يوم		159	عدد الأيام لباقي السنة				
غرفة		450	عدد الغرف				
	<u>-ج</u>	سم الح	حساب تشغیل مو				
حاج	1	350	عدد الحجاج				
ريال / للحاج	2	200	سعر التأجير للحاج				
ريال / سعودي	2,970,000		إجمالي دخل موسم الحج				
	نىان	مرمظ	حساب تشغیل موس				
يوم		20	عدد أيام التشغيل للعشرين الاولى من رمضان				
ريال / سعودي		250	متوسط سعر التأجير لليوم				
ريال / سعودي	2,250,000		إجمالي قيمة التأجير للعشرين الاولى من رمضان				
يوم		10	عدد أيام التشغيل للعشر الاواخر من رمضان				
ريال / سعودي		500	متوسط سعر التأجير لليوم				
ريال / سعودي	2,250,000		إجمالي قيمة التأجير للعشر الاواخر من رمضان				
ريال / سعودي	4,500,000		إجمالي دخل موسم رمضان				



## تقدير قيمة العقار - أسلوب الدخل - طريقة التدفقات النقدية المخصومة

افتراضات طريقة خصم التدفقات النقدية								
9%	معدل الخصم	18,415,300	إجمالي الدخل التأجيري					
7%	معدل الرسملة	37%	معدل المصاريف التشغيلية والراسمالية					
2%	معدل النمو- سنوي من السنة الثانية	10	فترة التدفقات النقدية (سنوات)					

					سنوات الاستثمار						
القيمة الاستردادية	2031	2030	2029	2028	2027	2026	2025	2024	2023	2022	التدفقات النقدية - الداخلة
القيمة الاستردادية	10	9	8	7	6	5	4	3	2	1	
	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	0.00%	قيمة النمو المتوقعة
	22,007,988	21,576,459	21,153,391	20,738,619	20,331,979	19,933,313	19,542,464	19,159,278	18,783,606	18,415,300	اجمالي الدخل التأجيري الفعلي
	8,142,956	7,983,290	7,826,755	7,673,289	7,522,832	7,375,326	7,230,712	7,088,933	6,949,934	6,813,661	ناقص معدل المصاريف التشغيلية والراسمالية 37%
	13,865,033	13,593,169	13,326,636	13,065,330	12,809,147	12,557,987	12,311,752	12,070,345	11,833,672	11,601,639	صافي الدخل التشغيلي للمبني (NOI)
198,071,894											القيمة الاستردادية للمبني
198,071,894	13,865,033	13,593,169	13,326,636	13,065,330	12,809,147	12,557,987	12,311,752	12,070,345	11,833,672	11,601,639	صافي التدفقات النقدية
0.4224	0.4224	0.4604	0.5019	0.5470	0.5963	0.6499	0.7084	0.7722	0.8417	0.9174	معامل الخصم
83,667,708	5,856,740	6,258,673	6,688,189	7,147,183	7,637,676	8,161,830	8,721,956	9,320,521	9,960,165	10,643,706	القيمة الحالية للتدفقات النقدية
164,064,346											صافي القيمة الحالية للعقار

القيمة النهائية للعقار (بعد التقريب) 164,065,000

## القيمة النهائية للعقار



استنادا الى غرض التقييم وطبيعة العقار وخصائصه كونه عقاراً مدراً للدخل فإن تقييم العقار بطريقة التدفقات النقدية المخصومة تعتبر أفضل من طريقة الاحلال وبالتالي سيتم ترجيح القيمة التي تم التوصل اليها بأسلوب الدخل كأساس للقيمة السوقية للعقار محل التقييم بتاريخ ٢٠٢٢/٠٦/٢٣ م هي حسب الاتي :

القيمة السوقية كتابة	القيمة السوقية رقماً
مائة واربعة وستون مليون وخمسة وستون الف ريال سعودي	164.065.000

#### اعتمد هذا التقرير

المدير التنفيذي إسماعيل محمد الدبيخي







## ملاحق

Attachments





#### رخصة البناء



#### الصك







حسام حسن عشي مقيم عقاري منتسب عضوية رقم 1210002501 سالم محمد ال فائع مقيم عقاري أساسي زميل عضوية رقم 1210000013 شائق صالح شائق مقيم عقاري أساسي زميل عضوية رقم 1210001415 إسماعيل الدبيخي مقيم عقاري أساسي زميل عضوية رقم 1210000052

## قيم للتقييم العقاري



### الإدارة العامة :

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