Snapshot
As at 30th September 2018

Portfolio property value
USD 459m

Properties
11

Occupancy
90%

WAULT 3.75 years
Office: 2.18 years
Residential: 0.68 years
Alternative: 12.87 years

Offices: 63%
Residential: 19%
Alternative: 18%

LTV*
38%
Gross yield^ 8.3%

* Loan-to-value on GAV
^ on property portfolio (gross rental revenue / portfolio value)
Payments to shareholders

<table>
<thead>
<tr>
<th>Payments made to shareholders relating to FY ending 31st March 2018</th>
<th>USD</th>
<th>USD per share</th>
<th>% of NAV USD 1.12</th>
<th>% of share price USD 0.99</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interim dividend (paid 12th July 2017)</td>
<td>9,718,131</td>
<td>USD 0.0382</td>
<td>3.24%</td>
<td>3.86%</td>
</tr>
<tr>
<td>Final dividend (paid 13th June 2018)</td>
<td>3,281,777</td>
<td>USD 0.0129</td>
<td>1.09%</td>
<td>1.30%</td>
</tr>
<tr>
<td>Return of capital (paid 13th June 2018)</td>
<td>8,725,966</td>
<td>USD 0.0343</td>
<td>2.91%</td>
<td>3.46%</td>
</tr>
<tr>
<td>Total paid to shareholders</td>
<td>21,725,874</td>
<td>USD 0.0854</td>
<td>7.24%</td>
<td>8.63%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Payments made to shareholders relating to FY ending 31st March 2019</th>
<th>USD</th>
<th>USD per share</th>
<th>% of NAV USD 1.12</th>
<th>% of share price USD 0.75</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposed interim dividend*</td>
<td>6,868,836</td>
<td>0.0270</td>
<td>2.41%</td>
<td>3.60%</td>
</tr>
</tbody>
</table>

* To be paid Dec 2018, subject to the approval of the Reduction of Capital at the GM set for 27th November 2018
# Post-listing performance

<table>
<thead>
<tr>
<th>Date</th>
<th>Property portfolio value</th>
<th>NAV</th>
<th>NAV per share</th>
<th>Dividend per share</th>
<th>Dividend % on NAV*</th>
<th>Dividend % on Share Price</th>
<th>Share price</th>
</tr>
</thead>
<tbody>
<tr>
<td>30th Sep 2018</td>
<td>USD 459m</td>
<td>USD 285m</td>
<td>USD 1.12</td>
<td>USD 0.0270°</td>
<td>2.41%</td>
<td>3.60%</td>
<td>USD 0.75</td>
</tr>
<tr>
<td>30th Jun 2018</td>
<td>USD 463m</td>
<td>USD 289m</td>
<td>USD 1.14</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>USD 0.81</td>
</tr>
<tr>
<td>31st Mar 2018</td>
<td>USD 463m</td>
<td>USD 300m*</td>
<td>USD 1.18</td>
<td>USD 0.0129</td>
<td>1.09%</td>
<td>1.30%</td>
<td>USD 0.99</td>
</tr>
<tr>
<td>31st Dec 2017</td>
<td>USD 460m</td>
<td>USD 300m</td>
<td>USD 1.18</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>USD 0.99</td>
</tr>
<tr>
<td>30th Sep 2017</td>
<td>USD 353m</td>
<td>USD 295m~</td>
<td>USD 1.16~</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>USD 1.00</td>
</tr>
<tr>
<td>30th Jun 2017</td>
<td>USD 352m</td>
<td>USD 302m*</td>
<td>USD 1.18</td>
<td>USD 0.0382</td>
<td>3.24%</td>
<td>3.86%</td>
<td>USD 1.08</td>
</tr>
<tr>
<td>31st Mar 2017</td>
<td>USD 315m</td>
<td>USD 297m</td>
<td>USD 1.17</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>USD 1.17</td>
</tr>
</tbody>
</table>

* To be paid Dec 2018, subject to the approval of the Reduction of Capital at the GM set for 27th November 2018
* Based on quarter end cum-dividend NAV
~ Dividend payment made in this period
* Dividend payment and return of capital made in this period (totaling USD 12,008,860 or USD 0.0472 per share)
## NAV highlights

<table>
<thead>
<tr>
<th>Property Portfolio Value</th>
<th>30th September 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>USD 8m</td>
</tr>
<tr>
<td><strong>Gross Asset Value (GAV)</strong></td>
<td>USD 462m</td>
</tr>
<tr>
<td>NAV per share</td>
<td>USD 1.12</td>
</tr>
<tr>
<td><strong>Net Asset Value (NAV)</strong></td>
<td>USD 285m</td>
</tr>
<tr>
<td>Loan-to-Value (LTV)</td>
<td>38%</td>
</tr>
<tr>
<td>Gross rental yield on NAV</td>
<td>13.21%</td>
</tr>
<tr>
<td><strong>Net yield on NAV^</strong></td>
<td>4.89%</td>
</tr>
<tr>
<td>Number of shares in issue</td>
<td>254,401,340</td>
</tr>
</tbody>
</table>

^ Financial YTD annualized
Capital structure as at 30th September 2018

Existing finance terms

- Profit only
- Matures 2021
- 3-month EIBOR + 3.0%
- Repayment:
  - 10% end of year 4 (Nov 2020)
  - 90% end of year 5 (Nov 2021)

Further financing available

- Available drawdown remaining on existing facility: USD 13m
- New facility to be sourced from the market
- Target LTV of 45%

<table>
<thead>
<tr>
<th>Equity</th>
<th>Debt</th>
<th>LTV</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD 285m</td>
<td>USD 177m</td>
<td>38%</td>
</tr>
</tbody>
</table>
Capital structure
Post 30th September 2018

New finance facility signed with Standard Chartered

- USD 75m plus additional USD 25m accordion option
- USD 45m to repay ENBD AWAI facility
- USD 30m balance for acquisitions (earmarked for Souq Extra Phase 2)
- Commodity Murabaha
- 3 year term
- Profit only
- 3mth LIBOR + 2.15% = 4.75%
- (Current facility with Emirates NBD is 3mth EIBOR + 3.14% = 5.86%)
What is ENBD REIT?
A long and consistent track record

ENBD REIT (CEIC) Limited (‘ENBD REIT’) is a real estate investment trust (REIT) that was formed by Emirates NBD Asset Management (the Fund Manager) to invest in a diversified portfolio of Shari’ah compliant real estate, with a primary focus on the United Arab Emirates. ENBD REIT is listed on Nasdaq Dubai under ticker symbol ‘ENBDREIT’ and is regulated by the Dubai Financial Services Authority (DFSA).

Prior to listing on Nasdaq Dubai, ENBD REIT operated under the name Emirates Real Estate Fund, a Jersey based open ended fund. Since its inception in 2005, the fund largely achieved its overall investment objectives of providing its investors with a regular and stable source of income by paying a dividend semi-annually, combined with long-term capital appreciation in net asset value per unit since inception.

ENBD REIT is managed by Emirates NBD Asset Management, one of the leading asset managers in the GCC, with approximately USD 4.2bn assets under management. Emirates NBD Asset Management is a wholly owned subsidiary of Emirates NBD Bank PJSC, and is regulated by the DFSA.
ENBD REIT’s track record dates back to 2005

- **Launch of Emirates Real Estate Fund**: Jun 2005
- **Acquisition of DHCC 49**: Apr 2007
- **Acquisition of Arabian Oryx House**: Oct 2007
- **Acquisition of Remraam**: Sep 2015
- **Listing on Nasdaq Dubai**: 23rd March 2017
- **Acquisition of South View School**: Aug 2017
- **Acquisition of Uninest**: May 2017
- **Acquisition of The Edge**: Oct 2017
- **Acquisition of Souq Extra Retail Centre**: Dec 2017

---

**Total: acquisitions**
- By # 26

**Total: disposals**
- By # 15

**Total**
- By value
  - USD 1.5bn
Investment strategy

Which sectors are we focusing on?

Focus is on good quality properties in the following sectors:
- Office: 50-60%
- Residential: 20-25%
- Alternative: 25-35%

Which areas are we focusing on?

The portfolio aims to be diversified across the UAE:
- Dubai: 50-75%
- Abu Dhabi: 10-20%
- Other Emirates: <10% (tenant driven)

Key focus points

Freehold or long-term leasehold titles

USD 30m+

Aim to lengthen tenant lease terms
Target off-market, relationship driven transactions

Development

Development to hold
Limited to up to 30% of NAV
Footprint
Portfolio overview and diversification
By sector as % of portfolio

Office 63%
Alternative 18%
Residential 19%
Student accommodation 7%
Retail 5%
Education 5%
Diversified tenant mix in the office segment

Office portfolio: 63% of the overall holdings
Portfolio overview
Asset value as % of portfolio

- Al Thuraya 1, 20%
- The Edge, 17%
- Burj Daman, 15%
- DHCC 49, 7%
- DHCC 25, 5%
- Uninest, 8%
- Arabian Oryx House, 7%
- Remraam, 4%
- Souq Extra, 5%
- South View School, 5%
- Binghatti Terraces, 8%
## Portfolio characteristics

Strong occupancy of **90%** across the portfolio

<table>
<thead>
<tr>
<th>Property</th>
<th>Occupancy</th>
<th>Target (Estimate)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Al Thuraya 1</td>
<td>84%</td>
<td>-</td>
</tr>
<tr>
<td>The Edge</td>
<td>100%</td>
<td>63%</td>
</tr>
<tr>
<td>Burj Daman</td>
<td>74%</td>
<td>50%-60%</td>
</tr>
<tr>
<td>DHCC49</td>
<td>86%</td>
<td>20%-25%</td>
</tr>
<tr>
<td>DHCC25</td>
<td>90%</td>
<td>25%-35%</td>
</tr>
<tr>
<td>Bingham Terraces</td>
<td>87%</td>
<td>19%</td>
</tr>
<tr>
<td>Arabian Oryx House</td>
<td>97%</td>
<td>19%</td>
</tr>
<tr>
<td>Remraam</td>
<td>90%</td>
<td>18%</td>
</tr>
<tr>
<td>Uninest</td>
<td>100%</td>
<td>18%</td>
</tr>
<tr>
<td>Souq Extra</td>
<td>99%</td>
<td>25%-35%</td>
</tr>
<tr>
<td>South View School</td>
<td>100%</td>
<td>19%</td>
</tr>
</tbody>
</table>
ENBD REIT’s Portfolio has remained strong
Despite challenging market conditions

Overall portfolio valuations

USD m

31/3/17 30/6/17 30/9/17 31/12/17 31/3/18 30/6/18 30/9/18

Office Residential Alternative Total
ENBD REIT’s Portfolio has remained strong

Office valuations

- Al Thuraya 1
- Burj Daman
- DHCC49
- DHCC25
- The Edge

Residential valuations

- Bingham Terraces
- Arabian Oryx House
- Remraam

Alternative valuations

- Uninest
- South View School
- Souq Extra Retail Centre
<table>
<thead>
<tr>
<th>Property</th>
<th>Market value (USD)</th>
<th>% of portfolio value</th>
<th>Net leasable area (Sq. Ft.)</th>
<th>Occupancy rate</th>
<th>WAULT (years)</th>
<th>Gross rental yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>Al Thuraya 1 Media City</td>
<td>90m</td>
<td>20%</td>
<td>208,565</td>
<td>84%</td>
<td>0.78</td>
<td>9.2%</td>
</tr>
<tr>
<td>The Edge Dubai Internet</td>
<td>77m</td>
<td>17%</td>
<td>92,208</td>
<td>100%</td>
<td>2.96</td>
<td>7.7%</td>
</tr>
<tr>
<td>City Acquired: Oct 2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Burj Daman DIFC</td>
<td>68m</td>
<td>15%</td>
<td>87,618</td>
<td>74%</td>
<td>3.25</td>
<td>6.1%</td>
</tr>
<tr>
<td>Healthcare City Acquired:</td>
<td>31m</td>
<td>7%</td>
<td>80,808</td>
<td>86%</td>
<td>1.94</td>
<td>9.6%</td>
</tr>
<tr>
<td>Jun 2015</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DHCC 49 Healthcare City</td>
<td>25m</td>
<td>5%</td>
<td>71,034</td>
<td>90%</td>
<td>2.26</td>
<td>10.2%</td>
</tr>
<tr>
<td>Acquired: Jul 2007</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DHCC 25 Healthcare City</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overall Office Portfolio</td>
<td>291m</td>
<td>63%</td>
<td>540,233</td>
<td>87%</td>
<td>2.18</td>
<td>8.2%</td>
</tr>
<tr>
<td>Overall Portfolio</td>
<td>459m</td>
<td>100%</td>
<td>1,293,017</td>
<td>90%</td>
<td>3.75</td>
<td>8.3%*</td>
</tr>
</tbody>
</table>

* Annual contractual rental; excludes cash and debt (gross rental revenue / portfolio value)
## Asset snapshot

### Residential

<table>
<thead>
<tr>
<th></th>
<th>Binghatti Terraces</th>
<th>Arabian Oryx House</th>
<th>Remraam Dubailand</th>
<th>Overall Residential Portfolio</th>
<th>Overall Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market value (USD)</strong></td>
<td>35m</td>
<td>34m</td>
<td>20m</td>
<td>89m</td>
<td>459m</td>
</tr>
<tr>
<td><strong>% of portfolio value</strong></td>
<td>8%</td>
<td>7%</td>
<td>4%</td>
<td>19%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Net leasable area (Sq. Ft.)</strong></td>
<td>178,907</td>
<td>133,432</td>
<td>112,154</td>
<td>424,493</td>
<td>1,293,017</td>
</tr>
<tr>
<td><strong>Occupancy rate</strong></td>
<td>87%</td>
<td>97%</td>
<td>90%</td>
<td>91%</td>
<td>90%</td>
</tr>
<tr>
<td><strong>WAULT (years)</strong></td>
<td>0.83</td>
<td>0.60</td>
<td>0.53</td>
<td>0.68</td>
<td>3.75</td>
</tr>
<tr>
<td><strong>Gross rental yield</strong></td>
<td>8.8%</td>
<td>9.1%</td>
<td>8.4%</td>
<td>8.8%</td>
<td>8.3%*</td>
</tr>
</tbody>
</table>

* Annual contractual rental; excludes cash and debt (gross rental revenue / portfolio value)
## Asset snapshot

### Alternative

<table>
<thead>
<tr>
<th></th>
<th>Uninest Dubailand</th>
<th>Souq Extra Retail Centre</th>
<th>South View School Remraam</th>
<th>Overall Alternative Portfolio</th>
<th>Overall Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Market value (USD)</strong></td>
<td>34m</td>
<td>25m~</td>
<td>21m</td>
<td>80m</td>
<td>459m</td>
</tr>
<tr>
<td><strong>% of portfolio value</strong></td>
<td>8%</td>
<td>5%</td>
<td>5%</td>
<td>18%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Net leasable area (Sq. Ft.)</strong></td>
<td>160,264</td>
<td>36,027</td>
<td>132,000</td>
<td>328,291</td>
<td>1,293,017</td>
</tr>
<tr>
<td><strong>Occupancy rate</strong></td>
<td>100%</td>
<td>99%</td>
<td>100%</td>
<td>100%</td>
<td>90%</td>
</tr>
<tr>
<td><strong>WAULT (years)</strong></td>
<td>5.66</td>
<td>3.68</td>
<td>34.86</td>
<td>12.87</td>
<td>3.75</td>
</tr>
<tr>
<td><strong>Gross rental yield</strong></td>
<td>7.8%</td>
<td>9.2%</td>
<td>9.0%</td>
<td>7.9%</td>
<td>8.3%*</td>
</tr>
</tbody>
</table>

*Further commitment of USD 35m for Phase 2

* Annual contractual rental; excludes cash and debt (gross rental revenue / portfolio value)
New School Opening
South View School

Highlights
• South View School build successfully completed on schedule
• School doors opened to students on 2nd Sep 2018 as planned, with all necessary Dubai Municipality and KHDA approvals
• 30 British-qualified teachers have already joined the school
• South View School will teach classes up to year 7
• Total construction cost of USD 15 million
• Property currently valued at USD 21m, representing a valuation gain of 39%
• The total ground floor area of the school is 132,000 sq. ft. on a generous plot area covering 183,504 sq. ft.

Transaction highlights
• The deal marks ENBD REIT’s first acquisition of an education asset. South View School, is operated by Interstar Education, part of Interstar Advisory Services, which currently runs the successful and well-established Victory Heights Primary School in Dubai Sports City, which has just been awarded ‘Very Good’ in the 2017/18 KHDA school rankings.
Financial highlights
H1 2018/2019

- Net rental income / FFO up 42% on H1 2017/2018
- Gross income up 28% due to acquisitions and high occupancies
- Cash return on NAV improving
- Unrealised valuation losses impacting net income
Financial performance
H1 2018/2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Sep-18</th>
<th>Sep-17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross income</td>
<td>18,990,756</td>
<td>14,830,073</td>
</tr>
<tr>
<td>Expenses</td>
<td>12,033,554</td>
<td>(9,938,096)</td>
</tr>
<tr>
<td>Net rental income / FFO</td>
<td>6,957,203</td>
<td>4,891,977</td>
</tr>
<tr>
<td>Unrealised valuation gain/(loss)</td>
<td>(10,418,553)</td>
<td>2,679,041</td>
</tr>
<tr>
<td>Net income</td>
<td>7,571,018</td>
<td>(3,461,350)</td>
</tr>
</tbody>
</table>
Breakdown of total expenses as at 30th September 2018

- Increased operating expenses due to assets acquired
- Increased finance costs due to additional drawdown and higher profit rates

<table>
<thead>
<tr>
<th>USD</th>
<th>H1 Sep-18</th>
<th>H1 Sep-17</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross income</td>
<td>18,990,756</td>
<td>14,830,073</td>
<td>4,160,683</td>
</tr>
<tr>
<td>Total expenses</td>
<td>(12,033,554)</td>
<td>(9,938,096)</td>
<td>(2,095,457)</td>
</tr>
<tr>
<td>FFO</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Rental Income</td>
<td>6,957,203</td>
<td>4,891,977</td>
<td>2,065,226</td>
</tr>
<tr>
<td>(excl. valuation)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealised valuation</td>
<td>(10,418,553)</td>
<td>2,679,041</td>
<td>(13,097,594)</td>
</tr>
<tr>
<td>gain/(loss)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net income</td>
<td>(3,461,350)</td>
<td>7,571,018</td>
<td>(11,032,368)</td>
</tr>
</tbody>
</table>
### Statement of financial position (USD)

**Appendix 1**

<table>
<thead>
<tr>
<th></th>
<th>As at 30th Sep 2018</th>
<th>As at 31st Mar 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment properties</td>
<td>458,730,200</td>
<td>462,561,122</td>
</tr>
<tr>
<td>Cash and cash equivalent</td>
<td>15,301,230</td>
<td>18,693,403</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>5,190,595</td>
<td>4,913,400</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>479,222,025</strong></td>
<td><strong>486,167,925</strong></td>
</tr>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>16,974,226</td>
<td>16,784,784</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>16,974,226</strong></td>
<td><strong>16,784,784</strong></td>
</tr>
<tr>
<td><strong>Non-current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mudaraba payable</td>
<td>177,484,345</td>
<td>168,254,833</td>
</tr>
<tr>
<td>Payable for investments</td>
<td>-</td>
<td>866,728</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td>177,484,345</td>
<td>169,121,561</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>194,458,571</strong></td>
<td><strong>185,906,345</strong></td>
</tr>
<tr>
<td><strong>Net Asset Value</strong></td>
<td><strong>284,763,454</strong></td>
<td><strong>300,261,580</strong></td>
</tr>
<tr>
<td>Period ending</td>
<td>H1 30th Sep 2018</td>
<td>H1 30th Sep 2017</td>
</tr>
<tr>
<td>--------------</td>
<td>-----------------</td>
<td>-----------------</td>
</tr>
<tr>
<td>Rental income</td>
<td>18,930,900</td>
<td>14,320,414</td>
</tr>
<tr>
<td>Profit on Islamic Deposits</td>
<td>59,856</td>
<td>509,660</td>
</tr>
<tr>
<td>Net unrealised gain</td>
<td>(10,418,553)</td>
<td>2,679,041</td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td><strong>8,572,203</strong></td>
<td><strong>17,509,115</strong></td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(3,686,136)</td>
<td>(3,457,563)</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td><strong>4,886,067</strong></td>
<td><strong>14,051,552</strong></td>
</tr>
<tr>
<td>Other expenses</td>
<td>(1,237,732)</td>
<td>(1,507,097)</td>
</tr>
<tr>
<td>Management fee</td>
<td>(2,179,551)</td>
<td>(1,882,682)</td>
</tr>
<tr>
<td>Fund expenses</td>
<td>(3,417,283)</td>
<td>(3,389,779)</td>
</tr>
<tr>
<td>Finance Costs</td>
<td>(4,930,135)</td>
<td>(3,090,755)</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td><strong>(3,461,351)</strong></td>
<td><strong>7,571,018</strong></td>
</tr>
</tbody>
</table>
Third party support functions
Appendix 4

Administrator, custodian and company secretary
Apex Fund Services

Legal counsel
K&L Gates

Independent auditor
KPMG

Public relations
Instinctif Partners

Independent valuation
CBRE

Independent valuation
Cavendish Maxwell
Anthony Taylor, Head of Real Estate

Anthony has over ten years’ experience within the institutional real estate market. He was appointed Head of Real Estate in 2018 having previously been Fund Manager, Real Estate at Emirates NBD Asset Management since 2012. He has had a key part in building ENBD REIT’s institutional portfolio and its subsequent listing on the Nasdaq Dubai in March 2017. Prior to Emirates NBD Asset Management, Anthony was an Asset Manager at Public Investment Corporation (South Africa) managers to Africa’s largest government pension fund, and prior to that a Professional Valuer at Old Mutual Properties (South Africa). He is a Member of the Royal Institution of Chartered Surveyors (MRICS), a registered valuer and holds Bachelor of Science Honours in Property Studies from the University of Cape Town, South Africa.

Asif Siddique, Chief Financial Officer

Asif has been Finance & Accounting Manager since 2011. He has played a key role in improving the REIT’s efficiency and productivity, introducing new budgets and management information packs, streamlining provisions and growing profitability. Before joining Emirates NBD Asset Management, Asif was Assistant Financial Controller at Abu Dhabi Investment House, Clearing & Settlement Accountant at National Bank of Abu Dhabi Securities and an Audit Trainee at Amin & Company Chartered Accountants. He is a Chartered Certified Accountant (Fellow of ACCA), a United Arab Emirates Chartered Accountant (Member of UAECA) and holds a Bachelor degree in Business Administration.

Julia Ward-Osseiran, Investor Relations Officer

Julia is Investor Relations Officer for ENBD REIT, having been Senior Manager, Institutional Sales & Sales Support at Emirates NBD Asset Management since 2011. In this role she had responsibility for raising assets under management from Emirates NBD’s Corporate and Private Banking divisions, as well as from institutional clients in UAE, Oman, Kuwait, Bahrain and Qatar. Before joining the Emirates NBD Asset Management team, Julia was Vice President, Sales & Distribution at Algebra Capital for four years until their 100% acquisition by Franklin Templeton in 2011. Prior to that she spent four years at Dubai-based SPMIAA Capital, where she was Vice President, Sales before becoming Senior Vice President, Head of Institutional Sales, Asset Management. Julia holds the International Certificate in Investor Relations, as well as a Management Accountancy certificate from the Chartered Institute of Management Accountants (CIMA) and a BA (Hons) in French from the University of Nottingham (UK).

Melanie Fernandes, Senior Portfolio Manager, Real Estate

Melanie has been Asset Manager since 2014. She focuses on real estate asset budgeting and leasing, manages relationships with the facility management and tenants and is responsible for the marketing of properties for lease. Melanie also conducts market analysis, property inspection and monitoring, and the ongoing development and improvement of ENBD REIT’s properties.

Jonathon McGlone, Transactions Manager

Jonathon joined the EREF team as Transactions Manager in 2015. Before joining Emirates NBD Asset Management Limited he was Associate Partner, Commercial Leasing at Knight Frank UAE, Associate Director, Professional Services at Cluttons Middle East in Bahrain and Investment Surveyor, Professional Services at Tudor Toone in London. Jonathon has been a qualified Chartered Surveyor since 2010, with nine years commercial real estate experience, of which seven have been spent in the Middle East. He holds an MSc in Real Estate Finance & Investment from the University of Reading (UK) and a Bachelor of Arts (Hons) in Management Studies from the University of Leeds (UK). He is a Member of the Royal Institution of Chartered Surveyors (MRICS).

Anthony Taylor, Head of Real Estate

Anthony has over ten years’ experience within the institutional real estate market. He was appointed Head of Real Estate in 2018 having previously been Fund Manager, Real Estate at Emirates NBD Asset Management since 2012. He has had a key part in building ENBD REIT’s institutional portfolio and its subsequent listing on the Nasdaq Dubai in March 2017. Prior to Emirates NBD Asset Management, Anthony was an Asset Manager at Public Investment Corporation (South Africa) managers to Africa’s largest government pension fund, and prior to that a Professional Valuer at Old Mutual Properties (South Africa). He is a Member of the Royal Institution of Chartered Surveyors (MRICS), a registered valuer and holds Bachelor of Science Honours in Property Studies from the University of Cape Town, South Africa.

Asif Siddique, Chief Financial Officer

Asif has been Finance & Accounting Manager since 2011. He has played a key role in improving the REIT’s efficiency and productivity, introducing new budgets and management information packs, streamlining provisions and growing profitability. Before joining Emirates NBD Asset Management, Asif was Assistant Financial Controller at Abu Dhabi Investment House, Clearing & Settlement Accountant at National Bank of Abu Dhabi Securities and an Audit Trainee at Amin & Company Chartered Accountants. He is a Chartered Certified Accountant (Fellow of ACCA), a United Arab Emirates Chartered Accountant (Member of UAECA) and holds a Bachelor degree in Business Administration.

Julia Ward-Osseiran, Investor Relations Officer

Julia is Investor Relations Officer for ENBD REIT, having been Senior Manager, Institutional Sales & Sales Support at Emirates NBD Asset Management since 2011. In this role she had responsibility for raising assets under management from Emirates NBD’s Corporate and Private Banking divisions, as well as from institutional clients in UAE, Oman, Kuwait, Bahrain and Qatar. Before joining the Emirates NBD Asset Management team, Julia was Vice President, Sales & Distribution at Algebra Capital for four years until their 100% acquisition by Franklin Templeton in 2011. Prior to that she spent four years at Dubai-based SPMIAA Capital, where she was Vice President, Sales before becoming Senior Vice President, Head of Institutional Sales, Asset Management. Julia holds the International Certificate in Investor Relations, as well as a Management Accountancy certificate from the Chartered Institute of Management Accountants (CIMA) and a BA (Hons) in French from the University of Nottingham (UK).

Melanie Fernandes, Senior Portfolio Manager, Real Estate

Melanie has been Asset Manager since 2014. She focuses on real estate asset budgeting and leasing, manages relationships with the facility management and tenants and is responsible for the marketing of properties for lease. Melanie also conducts market analysis, property inspection and monitoring, and the ongoing development and improvement of ENBD REIT’s properties.

Jonathon McGlone, Transactions Manager

Jonathon joined the EREF team as Transactions Manager in 2015. Before joining Emirates NBD Asset Management Limited he was Associate Partner, Commercial Leasing at Knight Frank UAE, Associate Director, Professional Services at Cluttons Middle East in Bahrain and Investment Surveyor, Professional Services at Tudor Toone in London. Jonathon has been a qualified Chartered Surveyor since 2010, with nine years commercial real estate experience, of which seven have been spent in the Middle East. He holds an MSc in Real Estate Finance & Investment from the University of Reading (UK) and a Bachelor of Arts (Hons) in Management Studies from the University of Leeds (UK). He is a Member of the Royal Institution of Chartered Surveyors (MRICS).

Anthony Taylor, Head of Real Estate

Anthony has over ten years’ experience within the institutional real estate market. He was appointed Head of Real Estate in 2018 having previously been Fund Manager, Real Estate at Emirates NBD Asset Management since 2012. He has had a key part in building ENBD REIT’s institutional portfolio and its subsequent listing on the Nasdaq Dubai in March 2017. Prior to Emirates NBD Asset Management, Anthony was an Asset Manager at Public Investment Corporation (South Africa) managers to Africa’s largest government pension fund, and prior to that a Professional Valuer at Old Mutual Properties (South Africa). He is a Member of the Royal Institution of Chartered Surveyors (MRICS), a registered valuer and holds Bachelor of Science Honours in Property Studies from the University of Cape Town, South Africa.

Asif Siddique, Chief Financial Officer

Asif has been Finance & Accounting Manager since 2011. He has played a key role in improving the REIT’s efficiency and productivity, introducing new budgets and management information packs, streamlining provisions and growing profitability. Before joining Emirates NBD Asset Management, Asif was Assistant Financial Controller at Abu Dhabi Investment House, Clearing & Settlement Accountant at National Bank of Abu Dhabi Securities and an Audit Trainee at Amin & Company Chartered Accountants. He is a Chartered Certified Accountant (Fellow of ACCA), a United Arab Emirates Chartered Accountant (Member of UAECA) and holds a Bachelor degree in Business Administration.

Julia Ward-Osseiran, Investor Relations Officer

Julia is Investor Relations Officer for ENBD REIT, having been Senior Manager, Institutional Sales & Sales Support at Emirates NBD Asset Management since 2011. In this role she had responsibility for raising assets under management from Emirates NBD’s Corporate and Private Banking divisions, as well as from institutional clients in UAE, Oman, Kuwait, Bahrain and Qatar. Before joining the Emirates NBD Asset Management team, Julia was Vice President, Sales & Distribution at Algebra Capital for four years until their 100% acquisition by Franklin Templeton in 2011. Prior to that she spent four years at Dubai-based SPMIAA Capital, where she was Vice President, Sales before becoming Senior Vice President, Head of Institutional Sales, Asset Management. Julia holds the International Certificate in Investor Relations, as well as a Management Accountancy certificate from the Chartered Institute of Management Accountants (CIMA) and a BA (Hons) in French from the University of Nottingham (UK).

Melanie Fernandes, Senior Portfolio Manager, Real Estate

Melanie has been Asset Manager since 2014. She focuses on real estate asset budgeting and leasing, manages relationships with the facility management and tenants and is responsible for the marketing of properties for lease. Melanie also conducts market analysis, property inspection and monitoring, and the ongoing development and improvement of ENBD REIT’s properties.

Jonathon McGlone, Transactions Manager

Jonathon joined the EREF team as Transactions Manager in 2015. Before joining Emirates NBD Asset Management Limited he was Associate Partner, Commercial Leasing at Knight Frank UAE, Associate Director, Professional Services at Cluttons Middle East in Bahrain and Investment Surveyor, Professional Services at Tudor Toone in London. Jonathon has been a qualified Chartered Surveyor since 2010, with nine years commercial real estate experience, of which seven have been spent in the Middle East. He holds an MSc in Real Estate Finance & Investment from the University of Reading (UK) and a Bachelor of Arts (Hons) in Management Studies from the University of Leeds (UK). He is a Member of the Royal Institution of Chartered Surveyors (MRICS).
Board of Directors
Appendix 6

Tariq Bin Hendi, Chairman
Tariq is currently an Executive Vice President and the Head of Products & Advisory at Emirates NBD Group, having previously served as the CEO of Emirates NBD Asset Management. He has over 18 years of experience, with a primary focus on asset management, private equity and investment banking. Prior to his current role, Tariq held various roles at Commercial Bank of Dubai, Mubadala, Citigroup, Dubai Holding, Delta Airlines and UPS. He holds a PhD in Labour Economics from Imperial College London (UK) as well as degrees from Columbia University (USA), London Business School (UK), and Clayton State (USA).

David Marshall, Director
David is currently Head of Products at Rasmala Investment Bank. Prior to this, David was most recently Executive Vice President, Head of Products & Advisory at Emirates NBD Bank PJSC. Before taking this position at Emirates NBD Bank, he was the CEO of Emirates NBD Asset Management Limited, having previously been Head of Products & Distribution. In addition to his membership of ENBD REIT’s Board, David is a Director of Emirates NBD Asset Management Limited, Emirates NBD Securities, Emirates NBD SICAV, Emirates NBD Portfolio Management PCC, Emirates Funds Limited and Emirates NBD Fund Managers (Jersey) Limited. He holds a CFA Investment Management Certificate and Bachelor of Arts Honours in English Language & Literature from the University of London.

Mark Creasey, Director
In addition to his position on the Board of ENBD REIT, Mark sits on the boards of a number of other conventional and Shari’a compliant structures, investing in Commercial and Residential Real Estate; Private Equity; and UK, European, African and MENA securities. His other board positions include Duet Asset Management, Castle Trust, Abris, Bridport and Standard Bank. Mark has over twenty five years’ experience in the finance sector covering Audit, Finance, Banking and Funds, with his most recent focus on Funds Services. From 2011 to 2015 he was Client Director, Funds Services Division at JTC Group, having previously spent six years as Director, Client Relationship Management at Standard Bank in Jersey (UK). He is a Fellow of the Chartered Association of Certified Accountants and a Member of the Securities Institute.
Investment Committee
Appendix 7

Khalid Al Fahim
Khalid has over 15 years of professional experience in management and board advisory, and has been an active member of various organisations and industries in the UAE, including Al Fahim Group (UAE), where he has held offices from business development to council member and executive management, most recently sitting as an advisor to the Board since 2012. He also represents the Group as a director of a number of its subsidiaries and affiliated companies. From 2010 to 2012, Khalid served as an Executive Director of Dubai Pearl. In 2007 he joined the UAE Professional Football League Assessment Committee and was later appointed to the first Board of the UAE Professional League. He is a partner of Quintessentially, the leading luxury lifestyle and concierge group, in Abu Dhabi, and since 2009 has served as a Director of the philanthropic Abdul Jalil Al Fahim & Family Endowment. Khalid holds a degree in Business Administration from the American Intercontinental University in London and a Master’s degree in Diplomacy from the University of Westminster, London.

Sophie Llewellyn
Sophie has more than 22 years’ real estate experience, 18 of which have been spent working in the Middle East and North Africa. She is Head of Asset Management for Shopping Malls at Majid Al Futtaim Properties, where her responsibilities include leadership of the strategic vision and direction to drive value in the operating portfolio as well as providing advice on investment and development feasibility for future projects. Prior to joining Majid Al Futtaim Sophie worked for a number of companies, including CB Richard Ellis where she was initially in London and then worked across their MENEA markets, specialising in Valuation and Development advisory. She is a founding Board Member of the UAE National Association and was previously Vice Chair of the MEA RICS World Regional Board. Sophie currently serves as MEA Representative on the RICS Governing Council.

Christopher Seymour
Christopher is Head of Markets and Regional Development Director Middle East and South Asia at Mott MacDonald. In addition to his role on ENBD REIT’s Investment Committee he is Co-Chairman of the Middle East Council for Offices, offering strategic advice on procurement, investment and development management. He is also a member of the RICS MENAT Market Advisory Panel, advising clients on strategy, risk, and major asset investments. Christopher has over twenty five years’ experience in property and construction, including ten years with the Arcadis group of companies where he was an equity partner with EC Harris. In the last seven years he has worked in most of the Middle East’s major cities, specializing in the commercial, retail, hospitality and infrastructure sectors. Christopher holds a Bachelor of Science degree and is a Fellow of the Royal Institution of Chartered Surveyors (FRICS).
Abdulla Mohammed Al Awar, CEO, Dubai Islamic Economic Development Centre

Abdulla is CEO of the Dubai Islamic Economy Development Centre (DIEDC), with responsibility for delivering the ‘Dubai: Capital of Islamic Economy’ strategy. Prior to his role at DIEDC he was CEO of Dubai International Financial Centre (DIFC) from 2009 to 2012. Under his leadership, DIFC was ranked the region’s leading financial centre from 2009 to 2012, with average year-on-year client growth of 13%. Abdulla has served as member of several committees and boards including the Economic Committee of the Executive Council of Dubai, Dubai Free Zones Council, Bourse Dubai and the Emirates Real Estate Fund Limited (Jersey). He holds a Bachelor of Science degree in Business Administration from the University of Colorado (USA) and is a graduate of the Mohammed Bin Rashid Program for Leadership Development, conducted in affiliation with Cranfield University (UK), IMD and INSEAD.

Hari Bhambra, Senior Partner, Praesidium

Hari has a track record of over 15 years in the Financial Services sector, working on both the industry and regulatory side in the UK and UAE. She currently heads Praesidium, a bespoke regulatory and client advisory firm in Dubai. Hari has worked for the Financial Services Authority (FSA) in London, where she supported the drafting of financial regulations, having begun her career at Goldman Sachs, where she was responsible for implementing and monitoring FSA systems and controls on behalf of the bank. Before setting up Praesidium, she was part of the development team that created the Dubai Financial Services Authority (DFSA) in the Dubai International Financial Centre (DIFC) free zone. Hari had a key role in the development of the DFSA’s ‘Shari’a Systems’ model for the regulation of Islamic Finance. She has worked on a number of DIFC Domestic Funds and has facilitated the establishment and launch of funds in the Centre, specifically Exempt and Qualified Investor Funds. Hari has authored numerous articles and contributed to a number of books published on the subject of regulation. She holds an LLM and LLB in Law.

James Anderson, Chief Financial Officer, Emirates Food Industries

James has been Chief Financial Officer (CFO) at Emirates Food Industries since 2016 where he plays a key role in driving forward the strategy and performance of the group. Prior to this he was CFO at Emirates REIT Management (Private) Limited for three years (2013-2016). He has significant experience preparing companies for IPO and has worked closely with both large and SME organisations at Board level. While at Emirates REIT James raised over USD200 million from GCC and UK investors on a Nasdaq Dubai listing and led multiple financing transactions, raising over USD300 million to fund acquisitions and the growth of REIT. He holds a Bachelor of Science Honours in Biochemistry from Liverpool University. James also has qualifications from the Institute of Chartered Accounts England and Wales (ACA) and the Chartered Institute for Securities and Investments (FCISI).
Dr. Mohamed Ali Elgari, Chairman

Dr. Mohamed Ali Elgari is a Professor of Islamic Economics and the former Director of the Centre for Research in Islamic Economics at King Abdul Aziz University in Saudi Arabia. He is a member on the editorial board of several academic publications in the field of Islamic Finance and Jurisprudence. He is also an advisor to numerous Islamic financial institutions including the Shariah Board of the Dow Jones Islamic Index.

Dr. Mohd Daud Bakar, Executive Member

Dr. Mohd Daud Bakar is the Chairman of Amanie Group and was previously the Deputy Vice-Chancellor at the International Islamic University Malaysia. He is currently the Chairman of the Shariah Advisory Council at the Central Bank of Malaysia, the Securities Commission of Malaysia, and the Shariah Supervisory Board of the International Islamic Liquidity Management Corporation. He is also the Shariah board member of the Dow Jones Islamic Market Index, Muzn Islamic Banking (Oman), BNP Paribas (Bahrain), Morgan Stanley (Dubai), amongst others.

Dr. Muhammad Amin Ali Qattan

Dr. Muhammad Amin Ali Qattan is currently Director of Islamic Economics Unit, Centre of Excellence in Management at Kuwait University. He also serves as the Shariah advisor to many institutions including S&P’s Shariah Indices, Al Fajer Retakaful, among others. Dr. Qattan holds a PhD in Islamic Banking from Birmingham University, UK.

Dr. Osama Al Dereai

Dr. Osama Al Dereai is a renewed Shariah scholar and experiences lecturer, researcher and consultant in the field of Islamic Finance. He is a Shariah board member of various financial institutions which include the First Leasing Company, Barwa Bank, First Investment Company and Ghanim Al Saad Group of Companies. He holds a PhD in Islamic Transactions from University of Malaysia.
Acquisition process

1. Identify asset for purchase
2. Conduct initial due diligence (“DD”)
3. Present to Investment Committee (“IC”) for recommendation to the Board*
4. If suitable:
   - End negotiations or renegotiate with the seller and present once again to the IC for approval
   - On signature of SPA:
     - Appoint legal to conduct relevant legal DD (ownership, title, lease agreements etc)
     - Appoint consultants to conduct relevant technical DD (engineering, structure etc)
     - Appoint valuer (CBRE or Cavendish Maxwell) to prepare market valuation

5. If not suitable:
   - End negotiations or renegotiate with the seller and present once again to the board for approval
   - On transfer, conduct handover process and reconciliation of accounts
   - Schedule appointment at Dubai Land Department or relevant registrar office for transfer

6. On transfer, conduct handover process and reconciliation of accounts

* Any related party transactions would also require approval from the Oversight Committee
Divestment process

Identify asset for sale

Prepare sale information pack & circulate to identified qualified active agents

Receive and negotiate offers from qualified purchasers in the market

Present to Investment Committee ("IC") with support from Head of RE

End negotiations or renegotiate with the purchaser and present once again to the IC for approval

If offer suitable

If not suitable

End negotiations or renegotiate and present once again to the board for approval

Schedule appointment at Dubai Land Department or relevant registrar office for transfer

On transfer, conduct handover process and reconciliation of accounts

Entertain private offers at or above current valuation

If offer suitable

On signature of SPA:
  • Provide purchaser with all relevant access and information in order for them to conduct DD

Upon successful outcome of DD and all other conditions, SPA becomes unconditional

Appoint legal to prepare Sale and Purchase Agreements ("SPA") subject to successful DD by the purchaser

If offer suitable

If not suitable

Receive and negotiate offers from qualified purchasers in the market

If offer suitable

If not suitable

Recommend to the Board for approval

* Any related party transactions would also require approval from the Oversight Committee
The Fund Manager
Appendix 10

Emirates NBD Asset Management is the award winning, wholly owned subsidiary of Emirates NBD Bank PJSC. The Company provides a full range of investment solutions, including in-house managed funds and tailor made discretionary solutions, offering exposure to the regional MENA markets as well as global markets, covering the main asset classes, structured on either a Shari'a compliant or a conventional basis.

Emirates NBD Asset Management is based in the DIFC and regulated by the DFSA as a Category II Firm, with the additional ability to operate an 'Islamic Window'. The funds managed by Emirates NBD Asset Management Limited are domiciled in the following jurisdictions: (i) DIFC (regulated by DFSA); (ii) Jersey (regulated by the Jersey Financial Services Commission); and (iii) Luxembourg (regulated by the Commission de Surveillance du Secteur Financier).
Disclaimer

The information, estimates and opinions ("Information") expressed herein are made in good faith and are based on sources believed to be reliable, but no representation or warranty, express or implied, is made as to the accuracy, completeness or correctness of the Information. The Information is not intended to serve as investment advice and should not be used as a substitute for independent judgement and advice. This Information has been obtained from or is based upon sources believed to be reliable, and is believed to be fair and not misleading. The Information contained in this presentation is subject to change without notice. None of ENBD REIT (CEIC) Limited ("ENBD REIT" or the "Fund"), Emirates NBD Asset Management Limited ("Emirates NBD AM"), Emirates NBD Group nor any of their respective directors, employees or agents (the “ENBD Parties”) give any representation or warranty as to the reliability, accuracy or completeness of the Information, nor, to the extent permitted by relevant laws and regulations, do they accept any responsibility or liability arising in any way (including by negligence) for errors in, or omissions from, the Information. None of the ENBD Parties give any undertaking to provide additional information to update this material, or to correct any inaccuracies which may become apparent. This document is provided for informational and illustrative purposes only. It does not constitute a solicitation, recommendation or offer to buy or sell any shares or other securities of the Fund, any specific investment product or to subscribe to any specific investment management or advisory service. Prospective investors in ENBD REIT should obtain and carefully read the Fund’s most recent prospectus and supplement, if any, as well as seek separate, independent financial advice prior to making an investment in ENBD REIT in order to fully assess the suitability, lawfulness and risks involved.

This presentation is not for distribution to the general public but for intended recipients only and may not be published, circulated, reproduced or distributed in whole or part to any other person without the written consent of Emirates NBD AM. This presentation is directed to persons authorised to invest in ENBD REIT and residing in jurisdictions where the Fund is authorised for distribution or where no such authorisation is required. Investment in ENBD REIT is intended only for investors who understand the risks involved in investing in the Fund and can withstand any potential loss therefrom. Neither ENBD REIT’s historical performance nor that of its predecessor fund, Emirates Real Estate Fund Limited, is indicative of the future performance of the Fund and should not be used as a proxy for the future or likely performance of the Fund. The value of the investment in and the income from ENBD REIT can fall as well as rise as the Fund is subject to investment risks, including the possible loss of the whole of the principal amount invested. The Information does not have any regard to the specific investment objectives, financial situation or the particular needs of any person.

All Shari’a compliant products and services are approved by the Shari’a Supervisory Board of Emirates NBD AM.

This Information has been prepared by Emirates NBD AM for ENBD REIT. Emirates NBD AM and ENBD REIT are regulated by the Dubai Financial Services Authority.
Thank you

www.enbdreit.com