



الرياض المالية rıyad capıtal

# Table of Contents

03/

About the REIT manager

12/

Portfolio Highlights

27/

Local Portfolio 04/

Fund Manager Statement

13/

Geographic Distribution

43/

U.S Portfolio 07/

Summary of Board Meeting

17/

KSA Market Snapshot

50/

European Portfolio 08/

2021 Milestones

20/

USA Market Snapshot

52/

Risk Assessment 09/

Fund Performance Summary

25/

Europe Market Snapshot

55/

Disclaimer

11/

Share Price and Shareholders Information

26/

Revenue & Asset Base

112/

Financial Statements

## ABOUT THE REIT MANAGER



A leading investment bank in Saudi Arabia, licensed by Saudi Arabia's Capital Market Authority ("CMA") and authorized to engage in all lines of the capital activities including dealing, managing, arranging, advisory and custody.

Riyad Capital enjoys the full support and the benefits of being part of Riyad Bank one of the largest financial institution in Saudi Arabia with strong and growing corporate and retail banking service.

Riyad Capital's real estate team is comprised of people and experiences in multiple fields within the real estate sector covering investment, development, asset management, property management, and finance. This allows Riyad Capital to implement differentiated strategies in the real estate investment arena with a fundamental long-term view of maximizing cash flow and value of property assets.





+200 Professionals seniors managers



Experienced local / international

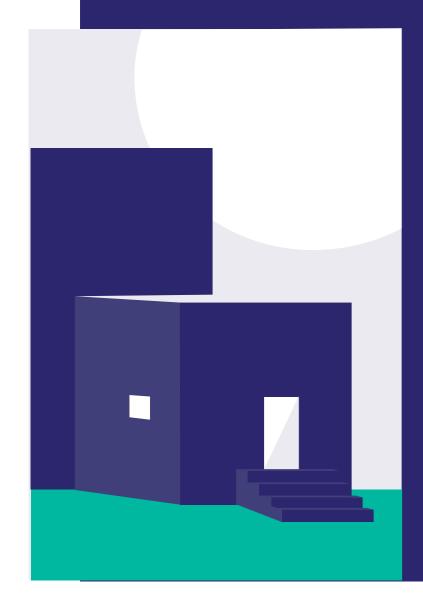


International Presence



AuM SAR + 91 Bn

## FUND MANAGER STATEMENT



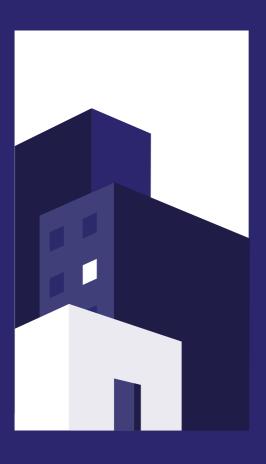
Despite ongoing challenges associated with the pandemic, especially in the first half of the year, 2021 was another year of active asset management, solid capital deployment in new investments and acquisitions, and strong financial performance. Signs of improving business sentiment, both domestically and globally, emerged during the year, backed by the relaxation of various pandemic related restrictions and measures. The strengthening of the Saudi economy was evident with higher oil output, easement in unemployment, and the strongest private sector growth since 2015. Improving market conditions reflected well on business optimism as firms adjusted plans to adapt to expectations of robust consumer demand growth on the back of lower virus cases. Elevated business and consumer activities boded well for the property sector, as leasing activity was lifted up from pandemic lows. Additionally, the government-led transformation of the leisure, tourism, events, and

conference sectors in Saudi Arabia has opened up new opportunities for the hospitality industry. Riyadh Season attracted more than 11 million people, with tourists from 125 countries – a positive indicator for the future of our hospitality assets. Through the Vision 2030 initiative, Saudi Arabia has been upgrading its business and infrastructure offering in order to boost the country's ability to boost future events. Since the Vision was adopted, over 2,000 events have been hosted, with over 46 million visitors – a remarkable achievement and strong indicator of promising prospects.

Our portfolio improved from several fronts. With investments and acquisitions in the US, Europe, and Saudi Arabia, we continued to expand tenant and geographic diversification. Investment in the global headquarters of AmerisourceBergen (United States) gave our portfolio exposure to one of the largest global companies (Fortune 500 rank#7) operating in the essential industry of pharmaceutical distribution. We entered the European market through our investment in the PWC Headquarters in Belgium – giving the portfolio exposure to the Brussels Metropolitan area (the capital of the European Union) and PWC (one of the largest global professional services companies in the world with revenues in excess of \$40 billion). Further diversification was added recently to our asset base by investing in a diverse

portfolio of U.S. logistics properties – our first investments in the booming logistics sector. The logistics portfolio (comprised of 5 properties), is leased to high quality tenants like Amazon (Fortune #2), Lowe's (Fortune #44), and Techtronic Industries (one of the largest power equipment company based in Hong Kong). The additions this year to our international investment portfolio gave us exposure to some of the largest companies in the world – enhancing stability and security of long-term cash flows.

## FUND MANAGER STATEMENT



In the Saudi market, we acquired a newly built Class A office building in Riyadh (Al-Raed), which serves as the headquarters of the Saudi Tourism Authority. This is in line with our core strategy of investing in high-quality, new property assets in Saudi Arabia. It is also aligned with our optimistic views on tourism - a key pillar of the Kingdom's economic diversification plan. In keeping with our strong views on Saudi tourism initiatives, we progressed with our repositioning projects – with the aim of opening the JW Marriott Riyadh (the first JW Marriott in the Kingdom) in mid-2022 and the Hilton Double Tree (Riyadh) by Q2 2023. The opening of two internationally branded hotels located on King Fahd Road (the main

commercial corridor of Riyadh), backed by the largest global loyalty programs in the hospitality industry, is expected to contribute positively to our portfolio's cash flows as these assets open and stabilize.

2021 was another strong year operationally in the local market. During the year, the portfolio generated 52.550 square meters of lease renewals and new leases at an average increase in rental rate of roughly 9%. The lease renewal with Saudi Electronic University highlights the strength of our assets, and ability to retain solid tenants given the quality and location of the property.

## FUND MANAGER STATEMENT



The sale of Two Washingtonian (one of our U.S. investments in the DC metropolitan area) was a pivotal moment for Riyad REIT, and the Saudi REIT sector as a whole, as it marks the first disposition of an asset by any Saudi-based REIT. With the successful sale of the asset to Apollo Global Management, a leading global alternative asset manager with total assets under management of approximately \$460 billion, we generated capital appreciation of 36% over the 2-year investment period (in addition to the distributed dividends). On an IRR basis, the Two Washingtonian investment generated an IRR to investors of 24.4% outperforming the projected IRR of 10%. We are very optimistic with our investments in the US market, and the ability of these investments to continue generating strong secure long-term cash flows and future

capital appreciation potential. As the largest and most liquid real estate market in the word, our investments in the U.S. property sector provided significant benefits to our overall portfolio.

As we look ahead into 2022, our theme remains unchanged – diversifying our portfolio through acquisitions of high-quality assets both domestically and globally. Broadening the base of asset types, tenants, and geography limits concentration risks and offers a well-balanced property portfolio that provides stable and safer cash flows, and capital growth. With a fullfledged real estate asset management team dedicated to tenant relations, proactive leasing strategies, and ongoing asset enhancement plans, we expect cash flows from existing properties to improve further. Additional growth through new acquisitions and investments will be supported by experienced real estate investment teams covering domestic and international markets. Our international perspective and experience enable us to evaluate market shifts at a global level, allowing us to adapt investment strategies based on more expansive insight in the property markets.

## Growth Income

## **SUMMARY**OF BOARD MEETINGS



# 2021 MILESTONES

2021

## 22 March

Dividend
Distribution of SAR
0.25 per unit to the
unitholders for the
second half of 2020

### 15 August

Dividend Distribution of SAR 0.27 per unit to the unitholders for the first half of 2021

#### 16 August

Investing SAR 60 million in a U.S. office building "AmerisourceBergen Global HQ" in the USA

### 24 August

Acquisition of an office building at SAR 184 million leased to a government-related entity in Riyadh

### 30 September

Investing SAR 24 million in an office building "PwC HQ" in Brussels, Belgium

#### 03 November

Renewal of the Lease Agreement of The Saudi Electronic University Main Campus, with an increase in the annual rent value

#### 10 November

Making a Profit from the sale of a Real Estate Asset "Two Washingtonian Building" in Washington D.C. Metro Area, USA with a total return (ROI) of 51%

# FUND PERFORMANCE SUMMARY

Fund Performance —			
	DECEMBER 2021	DECEMBER 2020	DECEMBER 2019
Net Asset Value	1,598,624,600	1,591,356,925	1,623,564,872
Net Asset Value Per Unit (Book Value)	9.31	9.27	9.66
Issued Units	171,697,101	171,697,101	171,697,101
Income Distribution	127,513,923	69,709,545	92,864,569
Income Distribution Per Unit	0.74	0.41	0.54
Percentage of uncollected revenue from Total Revenue *	34.25%	28.36%	32.83%
Total Expense Ratio (Fund Level)	1.80%	1.86%	1.15%
Ratio of non-cash expenditures from fund's net profit	32.07%	54.72%	31.01%
Highest NAV Per Unit (Fair Value)	10.20	9.73	9.84
Lowest NAV Per Unit (Fair Value)	9.96	9.59	9.46

Annual Return						
	2021	2020	2019	2018	2017	2016
	267,476,819	186,020,615	181,201,243	149,113,651	38,521,974	23,668,833
<b>Cumulative return</b>						
	1 year		3 years		5 years	
	267,476,819.0	0	634,698,677		822,334,302	
Fund Leverage						
	DECEMBE 2021	R	DECEMBEI 2020	R	DECEMBER 2019	
Debt to AUM Ratio	45.41%		34.04%		29.99%	
Debt Fulfillment Period	7 years		7 years		7 years	
Debt Due Date	2029		2028		2027	

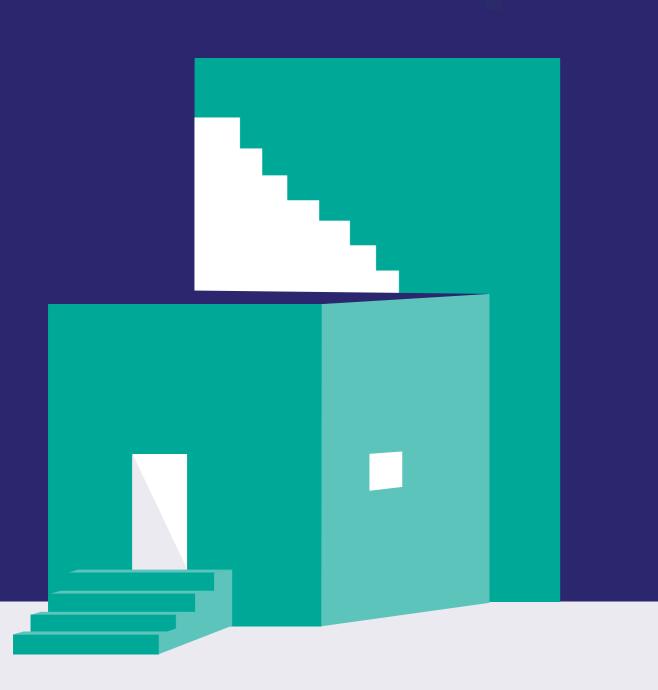
<sup>\*</sup> contains operational income, i.e. hotels.

# FUND PERFORMANCE SUMMARY

Fund Fees and Ex- —				
penses to Third Parties	DECEMBER 2021	DECEMBER 2020	DECEMBER 2019	
Custodian Fees	100,000	100,000	100,000	
Property Management Fee	1,293,029	853,659	1,189,877	
Maintenance, Utilities, Security Charge	1,518,484	1,196,137	1,266,797	
Legal Expenses	1,002,252	1,139,671	634,871	
External Audit Fees	213,250	132,435	73,524	
Other	3,576,512	4,307,814	940,793	
Total Fees and Expenses	7,703,528	7,729,716	4,205,861	
Percentage of total fees and expenses	0.25%	0.31%	0.18%	

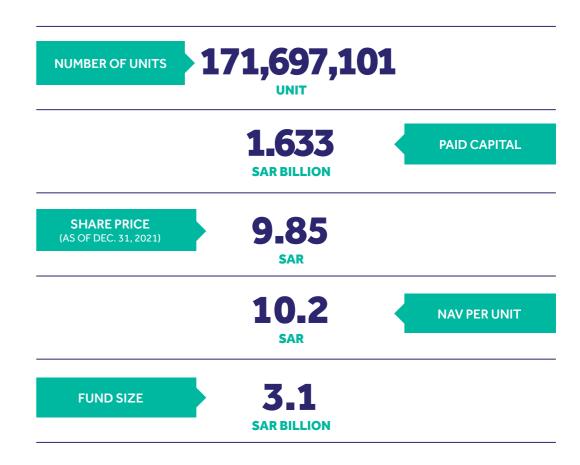


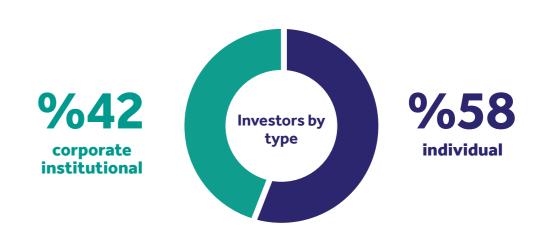
# SHARE PRICE & SHAREHOLDER INFO\_



#### **Share Price and Shareholder Information**

On 13th of November 2016, Riyad REIT listed its units on Tadawul Stock Exchange with a paid-up capital of SAR 500,000,000, which has been increased to SAR 1,633,000,010.





## PORTFOLIO HIGHLIGHTS



### Portfolio Highlights Snapshot of Riyad REIT

Value-add and Development Projects	<b>21</b> Rental and Operating Properties	22 Portfolio assets
195,379	132	93%
Net Leasable Area (m²)	Number of Tenants	Portfolio Occupancy (of Rental Propreties)
267	7%	3.1
Total Revenue (SAR Million)	Portfolio Vacanncy (of Rental Propreties)	Fund Size (SAR Billion)



# PORTFOLIO'S GEOGRAPHIC DISTRIBUTION

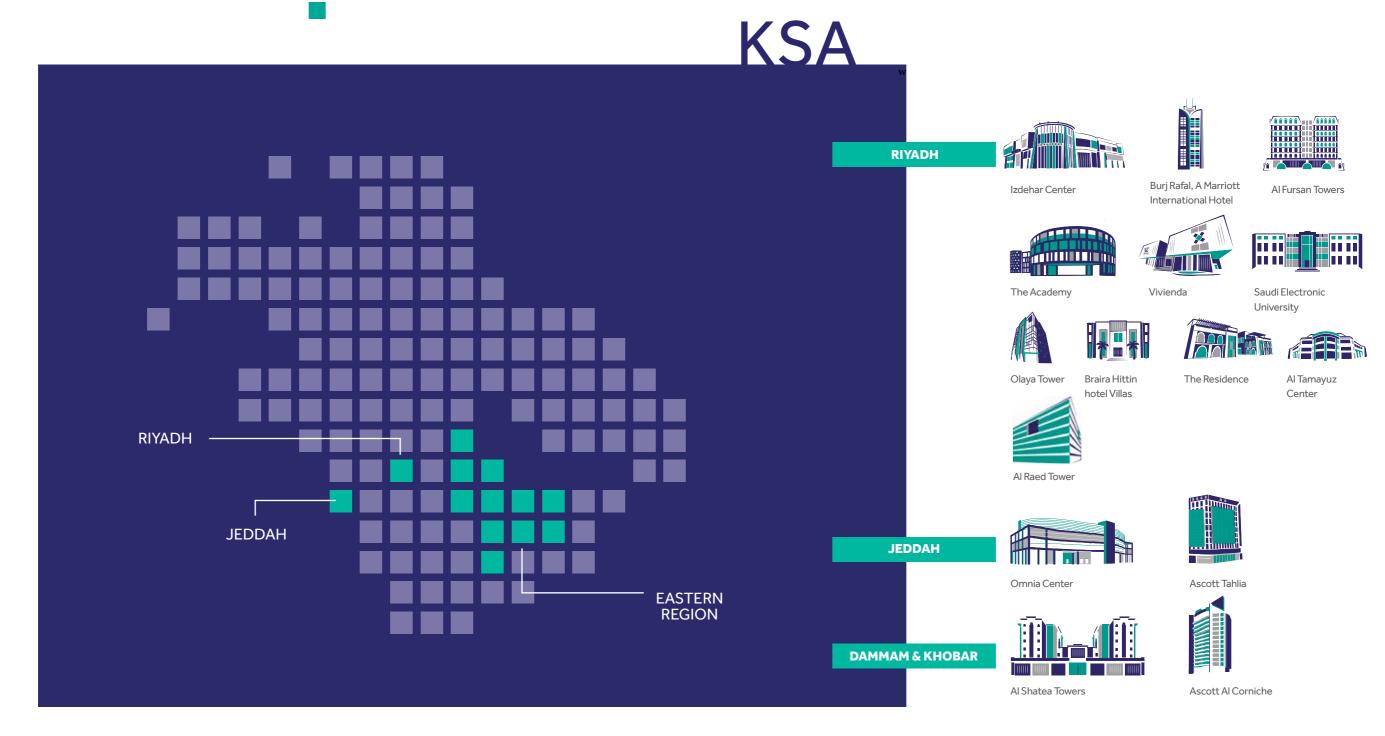


## PORTFOLIO'S GEOGRAPHIC DISTRIBUTION

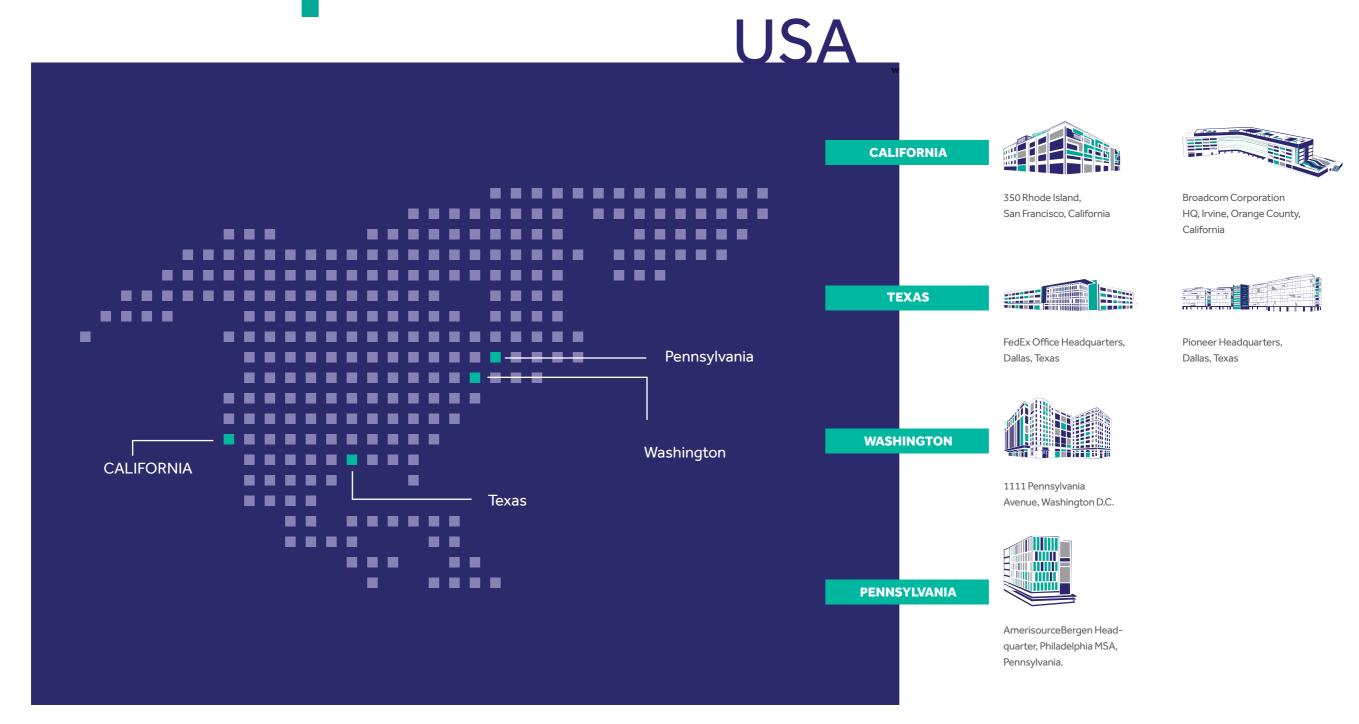
The portfolio exhibits a well-balanced distribution among Saudi Arabia's primary metropolitan

areas, several U.S "gateway" cities and Europe.

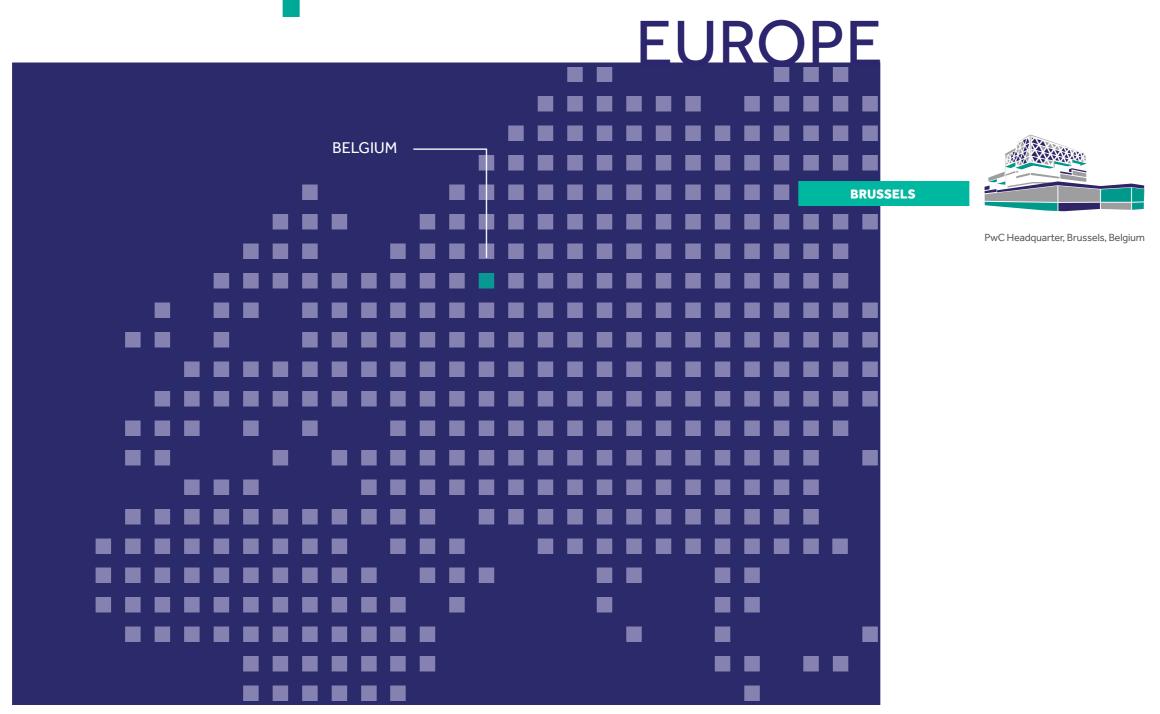
## **GENERAL**DISTRIBUTION



## **GENERAL**DISTRIBUTION



## **GENERAL**DISTRIBUTION



## KSA

## MARKET SNAPSHOT.

WHAT RESEARCH IS SAYING





- According to date from Oxford Economics, Saudi Arabia's GDP is estimated to have grown by 2.4% in 2021. Total employment is forecast to increase by 3.5% in 2022, where an additional 453,480 new jobs are expected to be added over the course of the year. (CBRE)
- The 44 companies that have announced plans to establish their regional headquarters in Riyadh are expected to bring SAR 67 billion worth of investment to the economy and provide 30,000 job opportunities by 2030. Clearly, this suggests that demand for office space is not only being created, but is likely to be sustained, at least in Riyadh. (Knight Frank)
- For the hospitality sector in 2021, the average occupancy rate in Saudi Arabia

increased by 2.3
percentage points
compared to the year
earlier. ADR increased
by 7.5% in 2021 and
its RevPAR, as a result,
has increased by 13.7%
over this period. (CBRE)

As Saudi Arabia

- progressed with its vaccination drive in 2021, the government gradually eased restrictions which, according to retailers, translated into higher levels of footfall. Forecasts from Oxford Economics show that, in 2022, consumer spending will see annual growth of 3.4% and retail sales will rise by 2.2%. (JLL)
- CBRE forecasts that in 2022, office supply in the Eastern Province and Jeddah will increase by 0.8% and 1.5% respectively.
- The total branded keys in the Kingdom reached 56,500 by the end of

- Q3 2021, an increase of 4.5% compared to the same period last year. Supply in the Saudi market is expected to increase at a CAGR of 14% between 2021 and 2023, accounting for an additional 18,000 keys in the market. (Colliers)
- The Saudi government has established a SAR 15 billion Tourism Development Fund as part of the first phase of its National Tourism Strategy, focusing on multiple destinations around the Kingdom, including Aseer and Al-Ahsa. (Knight Frank)

## KSA

## MARKET SNAPSHOT.



#### **RIYADH**

- The employment growth rate in Riyadh is expected to reach 4.7% in 2022, up from 2% a year earlier. (CBRE)
- The relative outperformance of Grade A offices can be attributed to a marked increase in the number of licenses granted to foreign investors wishing to set up businesses in the Kingdom. Indeed, the number foreign investment licenses issued have almost doubled from about 700 • In Riyadh, in 2021, in 2018 to nearly 1300 last year. (Knight Frank)
- Grade A rents have risen by 9.8% in the 12 months to December

- 2021. Over this period Grade B rents have also risen, albeit relatively marginally by 1.3%. We expect total office supply to increase by 20.7% to reach 4.39 million sqm. (CBRE)
- Most of the upcoming supply in Riyadh comprises masterplanned projects to develop integrated communities. In 2022, approximately 49,000 units are expected to be completed. (JLL)
- the total number of residential transactions increased by 12.0% in the year to Q4 2021. (CBRE)

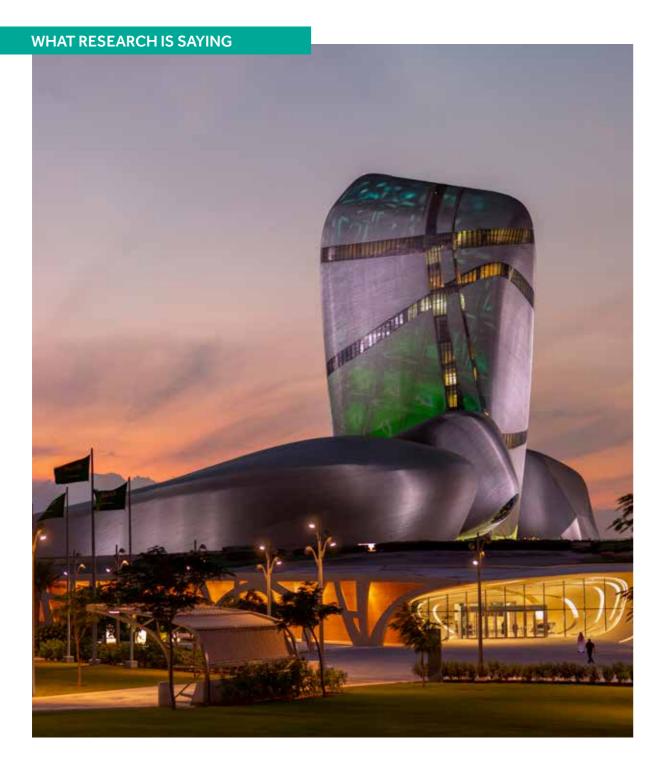
- The delivery of 900 keys last year brought Riyadh's hospitality stock to 20,000 keys. (JLL)
- In the fourth quarter, Riyadh Season – an entertainment festival kicked off in the capital which stimulated greater tourism activity. This was reflected in the city's hotel occupancy rate, which reached 56% in the YT November 2021 (compared to 48% in the same period of last year). (JLL)



- JEDDAH In Q4 2021, average Grade A rents in Jeddah rose by 8% year onyear to SAR 1,036 per sqm per annum. The jump can broadly be attributed to limited availability of Grade A office space, and growing demand, especially from government & related entities. In Q4 2021. the city's market-wide vacancy rate stood at 13% - down 5%-points from a year earlier. (JLL)
  - Average occupancy rates in Jeddah are estimated at 87.85 and 74.6% for Grade A and Grade B stock respectively. (CBRE)
  - Jeddah's hospitality market continues to outperform the
- rest of the country. The resumption of Umrah pilgrimage for international visitors following a 17-month closure was one of the main drivers of Jeddah's relative outperformance over the summer, alongside the first cruise ship departing Jeddah's Islamic port in July. The uptick in demand for hotel rooms in the city has persisted into Q3 and as a result, in the year to September, Jeddah's ADR rose by 14.4% to SAR 686. (Knight Frank)
- In the YT November 2021. Jeddah's occupancy rate reached 46% – up from 32% in the corresponding period of the preceding

- year. The higher occupancy rate and ADR combined resulted in Jeddah's RevPAR reaching USD 82 in the YT November 2021 – up 55% year-on-year. (JLL)
- Jeddah's total number of residential transactions increase by 6.7%. (CBRE)
- The various entertainment events that were held in Jeddah in Q4 provided an uplift to the city's hospitality performance. A key event of the year was the Formula 1 race, which took place in December 2021 and attracted domestic & international visitors. (JLL)

## KSA MARKET SNAPSHOT.





### **EASTERN PROVINCE**

- Activity in the Eastern Province continues to be relatively subdued and resultantly rental market performance has followed suit, with Grade A rents in Dammam and Khobar seeing only marginal improvements of 0.2% and 2.1% in the year to Q4 2021. (CBRE)
- In the year to September, average ADRs are up by 2.6% to SAR 432, while occupancy rates have increased by 7.6% over the same period to stand at 55.8%. Unsurprisingly, marketwide RevPAR levels rose by 10.4%. (Knight Frank)
- There were no hotel completions in DMA, resulting in the total stock holding steady at approximately 9,500 keys at the end of 2021. (JLL)
- On the supply front, there were no significant completions in DMA in Q3, leaving the total office supply relatively unchanged at 1.25 million sqm, with a 28% increase in total stock to 1.6 sqm forecast by 2023. (Knight Frank)
- Average rents in DMA declined by 3% in the final quarter of 2021. Year-on-year, office vacancy rates remained stable at 32% in DMA in Q4 2021. (JLL)
- DMA was the only market that saw no change in its vacancy rate in Q4 2021. (JLL)
- The recent rebounding of oil prices is inevitably going to be positive for the local economy and a continued recovery in oil prices will eventually drive new demand as it has done historically. (Knight Frank)

## USA MARKET SNAPSHOT\_

**US REAL ESTATE OFFICE MARKET** 



- After several quarters of low inflation, the Federal Reserve (Fed) has announced that it would allow inflation to rise above the 2% during 2022. The Fed is expected to proceed cautiously with rate hikes, basically insuring a "lower-for-longer" rate environment as the economy recovers. This will almost certainly result in increased downward pressure on long-term cap rates in commercial real estate.
- In terms of GDP, the United States has largely recovered from the pandemicinduced recession of 2020, according to CBRE market outlook research. The rate of GDP growth is expected to be higher than the long-term trend for the

- United States. Strong economic growth, along with low loan rates, will create ideal conditions for commercial real estate. (Newmark)
- The U.S. office market continued to recover throughout 2021. The spread of the Delta variant slowed the pace of office market recovery, but market fundamentals modesty improved nonetheless.
- The office market finished the year with a bang. Quarterly volume • Given the widespread topped \$50 billion for only the fourth time in history, and the first since the prime of the REIT privatization trend of 2006-2007. (Colliers)
- Office fundamentals are improving. An increasing share of markets posted positive

- net absorption. Rents remain mostly stable. and tenant activity has picked up. Construction is also easing, which will further support vacancies. (Colliers)
- Office should be an area of focus in 2022 and beyond. Capital will look to office as a value play relative to other investments. Valueadd opportunities will gain traction, and REIT privatization displays watching. (Colliers)
- vaccine availability, the development of new therapeutic treatments, and leisure travel trending toward pre-COVID levels, optimism is growing for a continued bounce in 2022. (JLL)

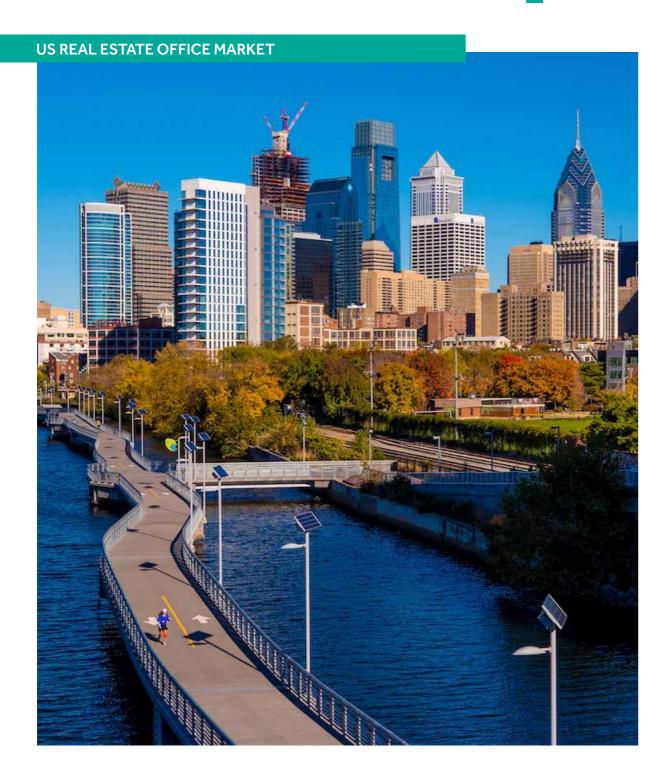


#### **DALLAS**

- In November 2021, unemployment fell to 4.3% in Dallas and 4.4% in Fort Worth. According to the Federal Reserve Bank of Dallas, Dallas-Fort Worth employment gains during the fourth quarter of 2021 puts DFW's labor market 1.7% above its prepandemic level. (Newmark)
- H2 2021 has proven that DFW is almost fully recovered from the pandemic. Absorption is positive again recording over 1.5 million sq. ft. feet with Class A space leading the charge. There were over 3,500 transactions this year, up 17% from 2020. (Colliers)
- · Leasing activity in 2021 totaled over 18.8 million sq. ft., across 5,000+ transactions. This was about 800.000 SF more than 2020, but less than the 5-year average of 22.7 million sq. ft. Demand for Class A product continues to drive the market, with nearly 9.5 msf of leases transacted in 2021, or 72.4% of all leases signed. (Cresa) (Cushman & Wakefield)
- Rental rates continue to rise, ending the year at \$28.14/SF. Rental rates have maintained a steady climb in the DFW Metro overall, increasing 1.6% year-over-year in the fourth quarter of 2021. (Newmark Knight Frank)
- The Dallas-Fort Worth's office market fundamentals have peaked in the fourth quarter of 2021. Job growth and corporate relocations helped to further strengthen the market's fundamentals. Additionally, other organizations, including AECOM, Regent Properties, Lion Real Estate Group LLC, and CBRE Inc., have shifted their headquarters to DFW.

## USA

## MARKET SNAPSHOT.





### PHILADELPHIA MSA, PENNSYLVANIA

- As of Q4 of 2021, Philadelphia's unemployment rate has reached its lowest level after improving to 4.1% since March 2020 (15%) returning to prepandemic levels as the jobless rate continues to fall as more firms seek to expand employee capabilities. (Avison Young)
- Throughout 2021, the Philadelphia metro area consistently ranked in the top five metro areas nationwide for return to office usage. Per Kastle's, Back to Work Barometer, the Philadelphia metro area ranked first among northeastern US metro areas and fourth highest, peaking at nearly 36.0% in late 2021. (Cushman &

### Wakefield)

- The brightest spot in the picture is the life science industry which remains strong in Philadelphia, where the life sciences sector is undergoing a period of dynamic growth. The overall success seen explains why many office landlords in other submarkets want to convert their space to accommodate this alternative use, as there is a strong demand for additional life science space. (Newmark)
- Philadelphia MSA base rental rates increased (+9.39%) over the past three years, while overall rents notched up slightly quarterover-quarter (QOQ) to \$33.11 psf. (Avison

- Young) (Cushman & Wakefield)
- Philadelphia MSA had a combined total of \$2.4B in office investment dollar volume from 2020-2021. The largest building to trade during Q4 was 45 Liberty Boulevard in Malvern's Great Valley Corporate Center. The 137,000-squarefoot building was purchased by Equus Capital Partners from FLDGroup. (Avison Young) (Newmark)
- Office-to-lab conversions will accelerate in 2022 with Philadelphia's burgeoning reputation as "Cellicon Valley". (Savills)

## USA MARKET SNAPSHOT

#### **US REAL ESTATE OFFICE MARKET**



## WASHINGTON DC (District of Columbia)

- The DC Metropolitan Statistical Area (MSA) added 128,700 jobs from Nov 2020-Nov 2021, representing 4.1% growth YOY. DC's labor market outperformed others due to its large federal presence that led to net job gains during the pandemic. This is largely attributed to large amounts of governmentbacked spending including emergency expenditures.
- The Washington DC office market ended 2021 strong
- as occupancy loss slowed significantly and tenants signed notable leases before yearend. DC experienced just 22,800 s.f. of net occupancy loss in Q4, the lowest quarterly total since Q2 2020. Gateway markets across the U.S. have experienced significant flight-to-quality activity as the pandemic wears on, and DC is no exception. (JLL)
- Through year-end 2021, DC proportionate vaccination rates have mildly surpassed the U.S. average of 62%, an

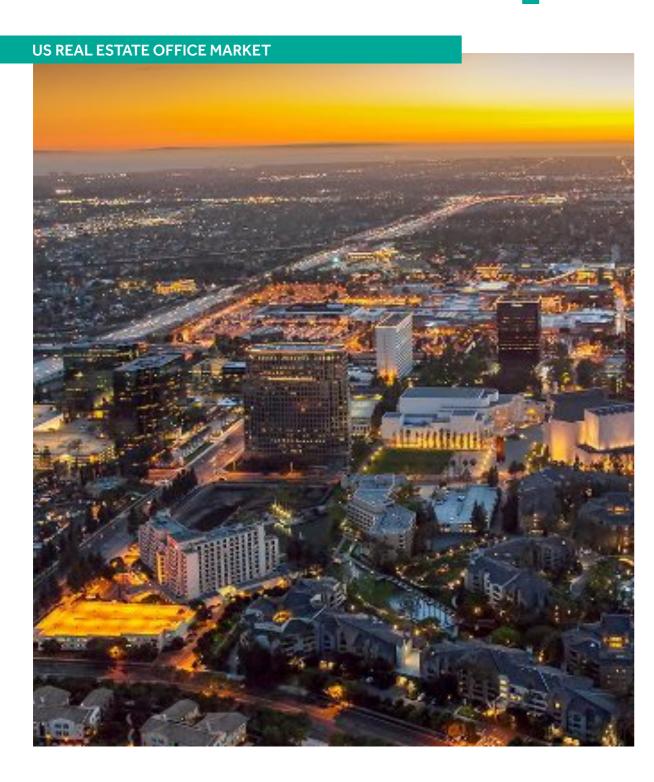


- important metric that has allowed the city to determine reopening efforts. (Avison Young)
- The largest public sector lease executed was a 543,798-sq-ft renewal by the DC Government, in the Southwest submarket. Kaiser Permanente executed the largest private sector lease with a 206,875-sq-ft renewal, in the NoMa submarket. (Lincoln)
- Increased leasing activity over the last several quarters indicated companies'

- willingness to re-enter the commercial space. (Colliers)
- The District's construction pipeline currently measures
   1.4 million square feet, excluding renovations, and is 48.1% preleased. (Newmark)
- Asset pricing has trended incrementally upward in recent months, indicating a potential pathway to additional stabilization. DC office asset prices have seen a +28.4% Rebound when compared to 2020.

## USA

## MARKET SNAPSHOT.



## ORANGE COUNTY, California

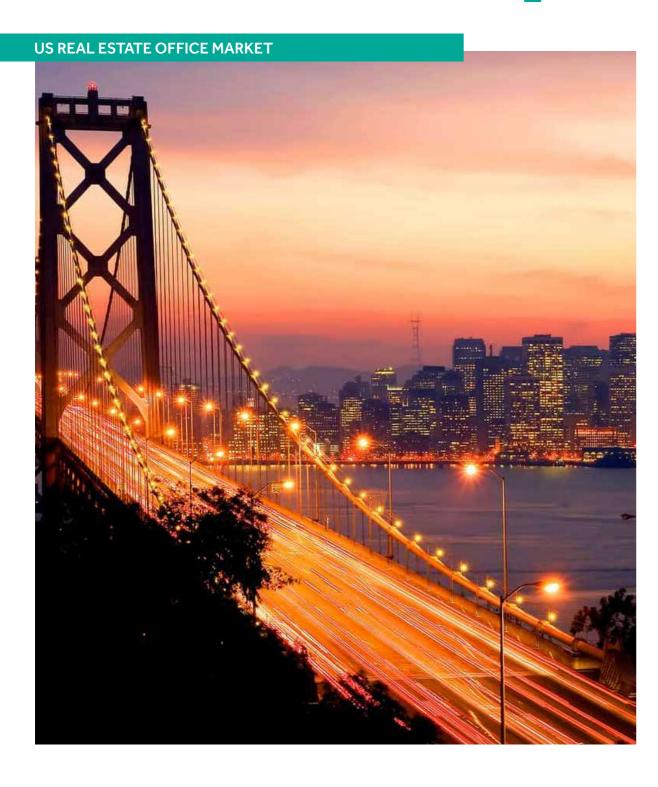
- The Orange County unemployment rate decreased 60 bps month-overmonth to 4.1% in November, well below the 5.4% unadjusted unemployment rate for California. 93,900 nonfarm jobs were added year over year, a 6.1% increase. (CBRE)
- In the fourth quarter 2021, the Orange County office market saw a 180-basis-point decrease in the total availability rate from 22.7% reported in the previous quarter to 20.9% at year-end. As the overall economy has reopened and grown throughout the year, some local companies - primarily in the technology sector - have expanded again. (Savills)

 Orange County showed a significant change in its average asking rent, closing at \$2.59, which is an increase of 10.2% since Q3 2020. (Colliers)

• A mix of new leases

- and renewals across multiple industries helped drive the leasing activity up 32% quarter-over-quarter. Leasing activity totaled 1.6 million sq. ft. in the third quarter, especially aerospace and defense firms, led by Terran Orbital's 89,006 sq. ft. sublease in the Irvine Spectrum, followed by Bandai Namco's 69,647 sq. ft. new lease at the Source H2O building, also in the Irvine Spectrum. The City of Irvine's strong talent pool, great weather, and cheaper lease rates enticed the
- company away from Silicon Valley. Irvine Spectrum continues to evolve as the metro's premier employment hub as it attracts a growing technology and life science tenant base. (Avison Young) (JLL) (Savills) (CBRE) (Newmark)
- Lee & Associates forecasts that the Orange County office market will continue to recover in the following quarters. The recovery will be led by the area's technology and expanding life sciences ecosystem which have showed continued demand despite pandemic challenges.

## USA MARKET SNAPSHOT.





### SAN FRANCISCO, CALIFORNIA

- San Francisco's unemployment rate was at 3.3% at the close of 2021. San Francisco, along with the state of California's rate of 6.9% and the national rate of 3.9% are the lowest points on record since the start of the pandemic in April 2020. (Newmark)
- Uncertainty from the Delta and Omicron variants continued through the fourth quarter as leasing volume ended at close to half of what occurred in the third quarter. However, tenant demand in San Francisco increased by 250,000 s.f. since October, with more

- than 30 new tenants looking for office space and absorption YTD increasing by 55% since 2020. (JLL) (Avison Young)
- Many notable leases came from the tech industry, one of the first sectors to embrace remote work ideologies at the start of the pandemic, and now also among the first confident to move with leasing decisions. (Savills)
- Direct average asking rents remained steady by the end of 2021 bringing the overall market average to \$76.08. Class A rents were stable at \$80.66 in

- Q3 2021, while Class B and C assets saw rents increase 0.3% to \$68.34 and \$60.85, respectively. (CBRE)
- San Francisco
   continues to receive
   venture capital
   funding at a record
   pace, ending 2021 at
   a record high of over
   \$78 billion. With an
   improving economy
   and venture capital
   funding at its
- Highest on record, we expect recently funded firms to expand in San Francisco, especially in plug and play space. (JLL)

# EUROPE

## MARKET SNAPSHOT.

#### **EUROPE REAL ESTATE OFFICE MARKET**



#### **EUROPEAN REAL ESTATE OFFICE MARKET OUTLOOK**

- The Office market remains the largest sector in Europe and is showing renewed investment growth (16%), recording EUR 111bn in total. (CBRE)
- Europe's economies continue to show a positive recovery, with improving GDP growth forecasts. Overall, the euro area is forecast to see 4.6% growth in 2021, up from -6.7% in 2020. (Savills)
- The gap between bond and real estate yields that has seen allocations to real estate consistently increase for the past decade remains. While certain sectors face serious challenges to

- income security because of the pandemic, real estate generally is seen as one of the few asset classes to generate acceptable returns at a time of negative interest rates. (PWC)
- Office rental growth across Europe accelerated to +0.8% quarter on quarter in Q4 2021, up from +0.7% in Q3 2021 and from (-0.5%) in Q4 2020. This pushed annual growth to +1.8% with all core regions now witnessing an uplift in rents. (Cushman & Wakefield)
- Commercial real estate investment volumes reached EUR 136bn in

- Q4 2021, up 37% from Q4 2020, and therefore a record quarter ever beating the EUR 123bn we've seen in Q4 2019. This brings full year 2021 investment volumes in Europe to EUR 359bn, a 25% increase from 2020, posting a new annual record. (CBRE)
- Although demand volume remained stable year on year, we have observed demand shift away from the tech sector (21% to 14% of take-up) towards the advanced manufacturing and pharmaceutical sector (5% to 13%), as well as real estate (2% to 10%). (Savills)

### **BELGIUM, WEST OF EUROPE**

- The leading lease transaction of the quarter was Proximus taking 37,486 sqm in the Boreal building along Rue du Progrès. The last quarter of the year saw EUR 1.968 billion of CRE deals close in Belgium, bringing the 2021 total to EUR 4 billion, Brussels offices accounted for 50.3%. (CBRE)
- Stronger than expected economic activity in 2021 has already lifted Belgian GDP above pre-pandemic levels, with economic growth increasing to 5.85%, which means precrisis level of economic activity was reached and even exceeded. (CBRE)

(Cushman & Wakefield)

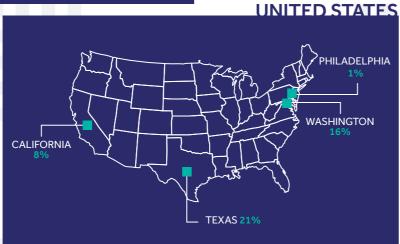
Having ended the year with a standard Q4 in terms of office activity with 43,000 sqm of take-up, it is fair to say that 2021 marked the beginning of the recovery for Flanders offices with a total of 192,000 sqm in take-up on the back of a complicated 2020. (Cushman & Wakefield)

- Market sentiment is high and quality assets are in high demand. Given market conditions and the demand for scarce office assets, prime yields are estimated at 3.5% for standard-length contracts and 3.0% for long-term contracts. (CBRE)
- The average transaction size surged by 43% to 1,457 sqm, exceeding the 5-year average by 21%. 2021 was indeed characterized by largesize transactions.

  The number of deals surpassing 10,000 sqm increased to 9 vs. 3 in 2020 and 5 on average over the last 5 years. (JLL)
- One of the key trends initiated way before the pandemic and likely to persist for another couple of years is the flight to sustainable offices. In 2021, the relative proportion of Grade A property was 53%, of which 31% comprised projects under development. (JLL)

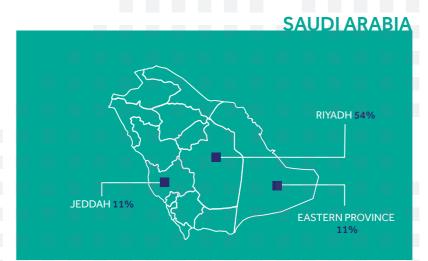
# REVENUE BASE

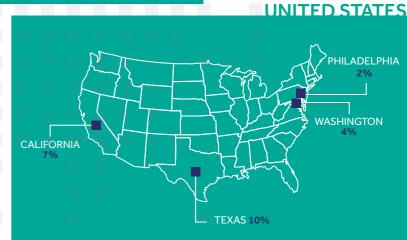
# SAUDI ARABIA RIYADH 36% JEDDAH 11% EASTERN PROVINCE 6%





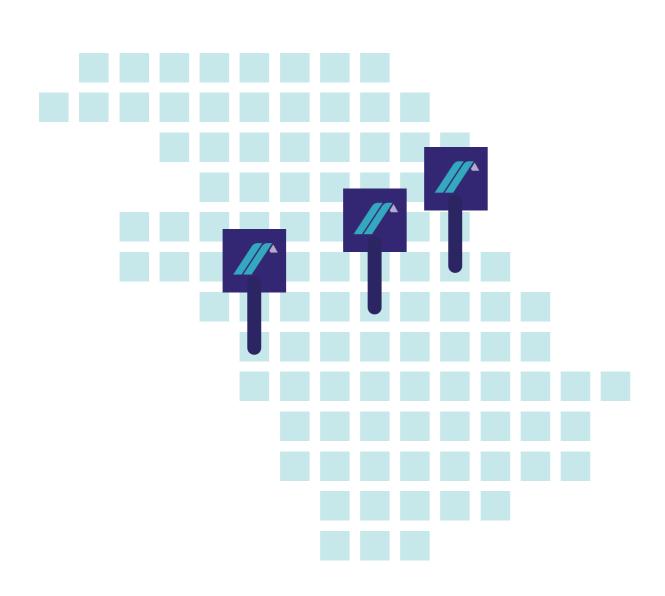
## ASSET BASE







## LOCAL PORTFOLIO





## LOCAL PORTFOLIO \_



### 01/ The Residence



### Description

Mixed-use property of 6,388 m2 commercial space



## Location

Hittin, Prince Mohammed Bin Salman Road



City Riyadh



**Land Area** 5,000 m2



WAULT

4.02 years



**Year Built** 



2017



Occupancy 100%



**Key Tenant(s)** 

Farzi Café

Morood Investment Company Luxury KSA ,Dunia



Percentage of Rent Amount to Total Fund Asset's Rent\* 7%

\*Does not include operating income, i.e hotels

## LOCAL PORTFOLIO \_



## 02/ **Braira Hittin Hotel Villas**



Description Mixed-use property including 33 hotel villas



### Location

Hittin, Prince Mohammed Bin Salman Road



### City Riyadh



Land Area 10,000 m2



### WAULT

Operational agreement with Braira



### **Year Built** 2017



Operator Boudl Group (Braira)

## LOCAL PORTFOLIO ...



## Saudi Electronic University 03/



## Description

Main campus of the Saudi Electronic University



### Location

Located in Ar Rabi district at the intersection of Abi Bakr As Siddiq Road and Prince Mohammed Bin Salman Road in the north of Riyadh



### City Riyadh





WAULT 2.21 years



**Year Built** 2012



Occupancy 100%



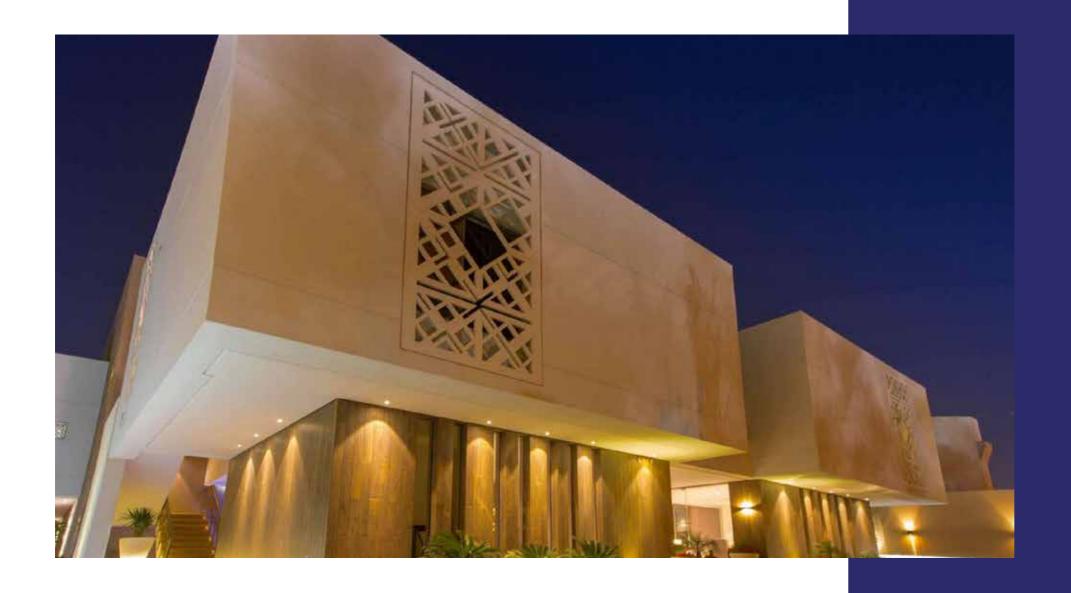
Key Tenant(s)
Saudi Electronic University



Percentage of Rent Amount to Total Fund Asset's Rent\* 13%

\*Does not include operating income, i.e hotels

# LOCAL PORTFOLIO



04/ Vivienda – Mousa Bin Nusair



**Description** Hotel Villas



Location Um-Alhamam District, Mousa bin Nusair Street



City Riyadh



Land Area 2,800 m2



WAULT 10.24 years



Year Built 2015



Occupancy 100%



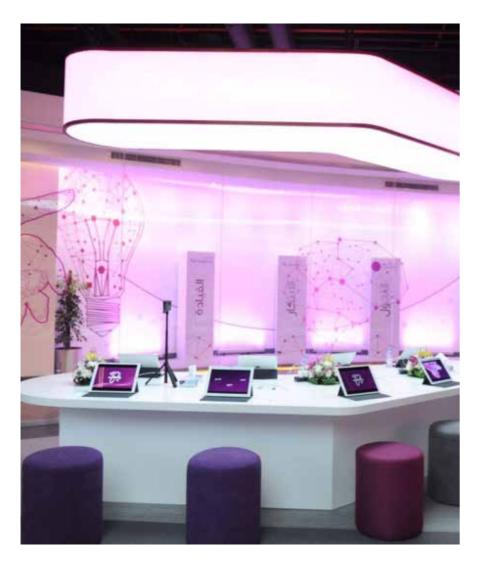
Key Tenant(s)
Forus Company



Percentage of Rent Amount to Total Fund Asset's Rent\* 4%

\*Does not include operating income, i.e hotels

# LOCAL PORTFOLIO







## 05/ The Academy



**Description**Education Center



Location King Fahad Road, Al Sahafa District



City Riyadh



Land Area 4,575 m2



WAULT 0.7 year



Year Built 2014



Occupancy 100%



Key Tenant(s) STC



Percentage of Rent Amount to Total Fund Asset's Rent\*

## LOCAL PORTFOLIO .



## Burj Rafal, A Marriott International Hotel 06/



Description
Burj Rafal, A Marriott
International Hotel, which includes a Five-star Hotel (349 rooms), Ballroom, Business center, Spa, six restaurants



Location King Fahad Road, Al Sahafa District



Riyadh



**Land Area** 21,106 m2





## WAULT

Operational agreement with Marriott International



### **Year Built** 2014



## Operator

Marriott International

# LOCAL PORTFOLIO



07/ Olaya Tower



**Description**Office building



**Location** Olaya Street



City Riyadh



Land Area 2,555 m2



WAULT 2.34 years



Year Built 2019



Occupancy 100%



Key Tenant(s)
Saudi Authority for
Intellectual Property



Percentage of Rent Amount to Total Fund Asset's Rent\* 7%

# LOCAL PORTFOLIO.



08/ Al-Tamayuz Center



**Description**Mixed-use property



Location

Qurtoba, positioned on the intersection of Imam Abdullah Bin Saud Road, Khalid ibn AlWalid Street



City Riyadh



Land Area 7,149 m2



WAULT 1.65 years



Year Built 2015



Occupancy 60%



Key Tenant(s)
Magrabi
Dominos



Percentage of Rent Amount to Total Fund Asset's Rent\* 6%

# LOCAL PORTFOLIO.



## 09/ Alizdhar Center



**Description**Mixed-use property



Location Izdihar, located on Othman Bin Affan Road in close proximity to Nakheel Mall



City Riyadh



Land Area 2,515 m2



WAULT 3.06 years



Year Built 2015



Occupancy 100%

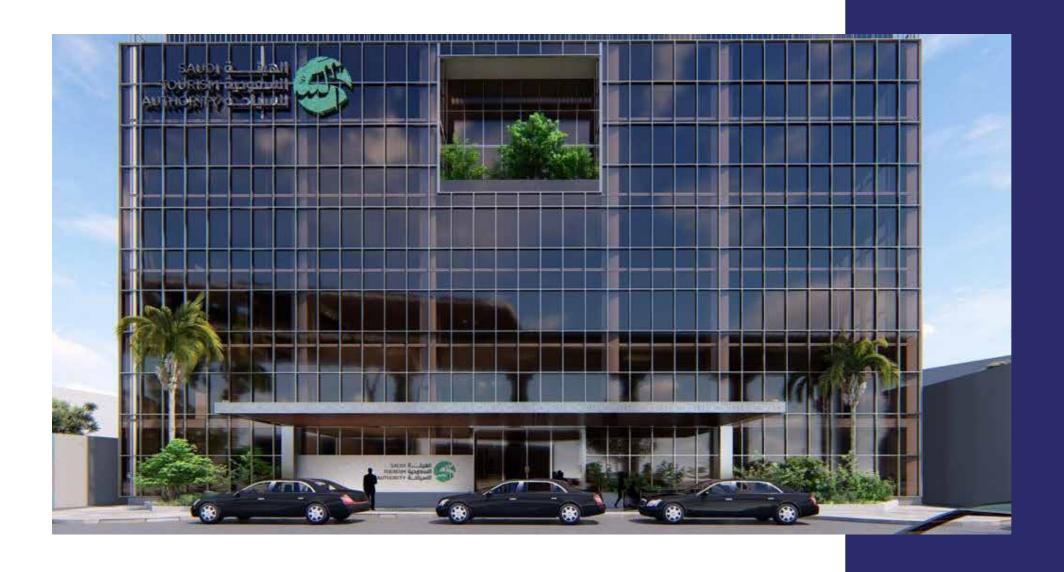


Key Tenant(s)
Al Nahdi Pharmacy
Opal Clinics



Percentage of Rent Amount to Total Fund Asset's Rent\* 4%

# LOCAL PORTFOLIO



# 10/ Alraed Tower



**Description**Office Tower



Location

King Abdullah Road, Alraed District, within close proximity to Prince Turki Ibn Abdulaziz Al Awwal Metro Station



City Riyadh



Land Area 5000 m2



WAULT 2.82 years



Year Built 2021



Occupancy 100%



Key Tenant(s)
Saudi Tourism Authority



Percentage of Rent Amount to Total Fund Asset's Rent\* 16%

# LOCAL PORTFOLIO



11/ Alfursan Towers (under construction to be upgraded to a Hilton Double Tree)



Description 147 room keys, 8 meeting rooms and commercial rental space on King Fahad



**Location** King Fahad Road



City Riyadh



Land Area 1,740 m2



Operator Hilton



Year Built Under construction



Operator Hilton

# LOCAL PORTFOLIO \_



# **AlShatea Towers** 12/



Description
Mixed-use property
consisting of retail, office
and hospitality space



## Location

Al Shatea Prince Mohammad Bin Fahad Street



# City

Dammam



**Land Area** 

6,300 m<sup>2</sup>



# WAULT

4.96 years. The hospitality space is under a long-term 10-year corporate lease



**Year Built** 2015



Occupancy 64%



Key Tenant(s)
Boudl (Braira)

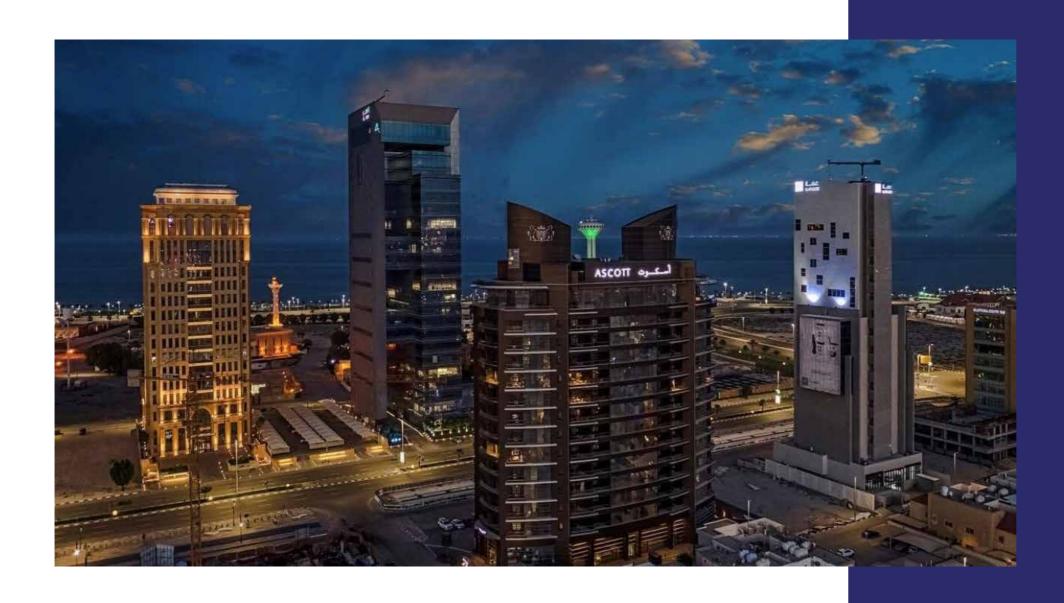
Channel 24



Percentage of Rent Amount to Total Fund Asset's Rent\* 9.5%

\*Does not include operating income, i.e hotels

# LOCAL PORTFOLIO .



# **Ascott Corniche Al Khobar** 13/



# Description

148-key serviced apartment with ground floor retail



# Location

Corniche Area, Prince Turki Street



City Al-Khobar



**Land Area** 2,784 m2



Hotel Management Term

25 years



**Year Built** 2019



Occupancy 100%



Operator

Ascott International

# LOCAL PORTFOLIO .



# **Omnia Center** 14/



# Description

Offices, retail stores, Residencial apartments



# Location

Located in Rawdah District, Prince Saud Alfaisal Street



City Jeddah



**Land Area** 

10.000 m<sup>2</sup>



WAULT 0.95 years





**Year Built** 2009





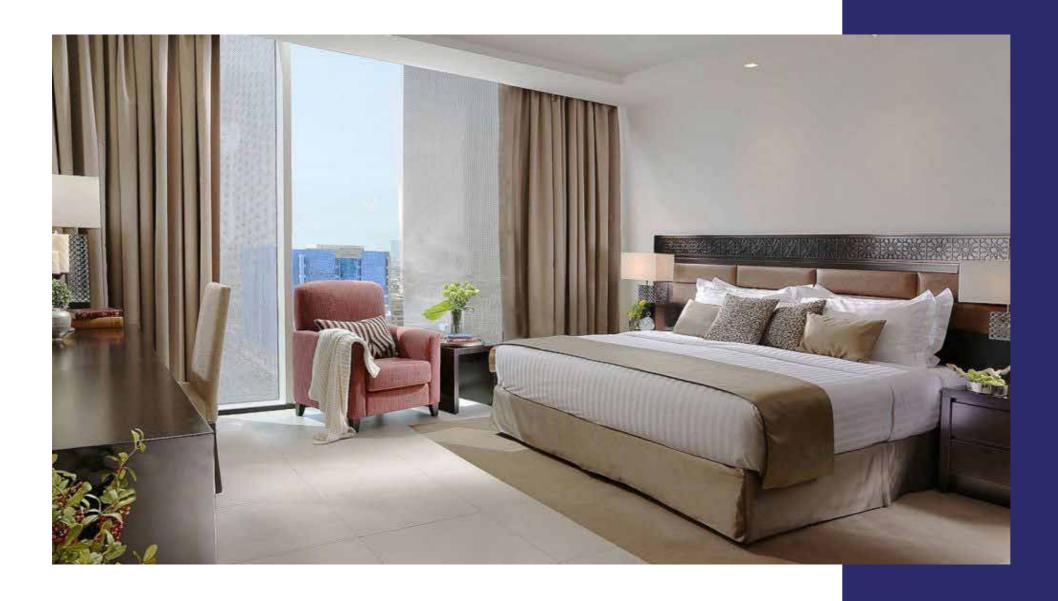
Key Tenant(s) Saudi National Bank Saudi Research & Media Group Joelle Medical Center



Percentage of Rent Amount to Total Fund Asset's Rent\* 14%

<sup>\*</sup>Does not include operating income, i.e hotels

# LOCAL PORTFOLIO ...



# **Ascott Tahlia** 15/



**Description**Serviced Apartments operated by Ascott with ground floor and mezzanine retail space



## Location

Al Rawdah District, located on Tahlia Street – Jeddah's main commercial avenue



# City Jeddah

**Land Area** 2,025 m2



# WAULT

6.46 years



**Year Built** 2015



Occupancy 93%



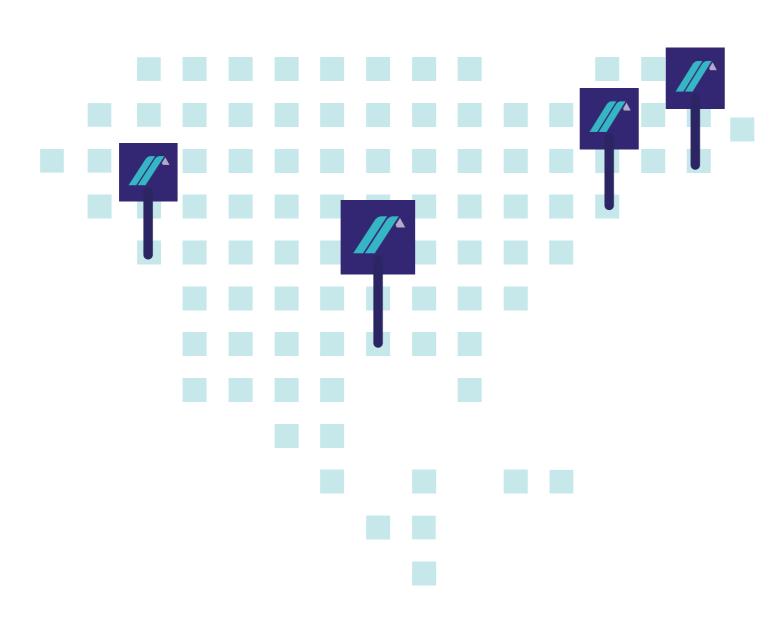
# **Key Tenant(s)**

Ascott (Spectrums Company)



Percentage of Rent Amount to Total Fund Asset's Rent 12%

# U.S PORTFOLIO





# U.S PORTFOLIO.



**Pioneer** 01/ Headquarters



Description Class A Trophy Office



Location Las Colinas, Irving Dallas, Texas



Dallas-Fort Worth Metropolitan Area, Texas, USA



Land Area 104,555 m<sup>2</sup>



**Lease Duration** 

Brand new 20-years lease (with annual escalations)



Key Tenant(s)
Pioneer Natural Resources (investment grade)



# U.S PORTFOLIO



02/ 1111 Pennsylvania Avenue

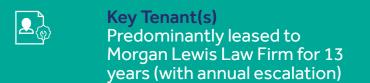












# U.S PORTFOLIO.



350 Rhode Island North 03/



Description Class A Office



Location 350 Rhode Island St, San Francisco, California



San Francisco, California, USA



Land Area 11,810 m<sup>2</sup>



**Lease Duration** 

14 year lease (with annual escalation)



Key Tenant(s)
98% leased to the City &
County of San Francisco (investment grade) and 2% Starbucks (investment grade



# U.S PORTFOLIO



04/ FedEx Office Headquarters



**Description**Class A Office



Location Legacy Business Park, Plano, Texas



City
Dallas-Fort Worth
Metropolitan Area, Texas, USA



Land Area 24,491 m2



Lease Duration 7 years



Key Tenant(s)
FedEx Office
(investment grade)



# U.S PORTFOLIO



05/ Broadcom Corporation HQ





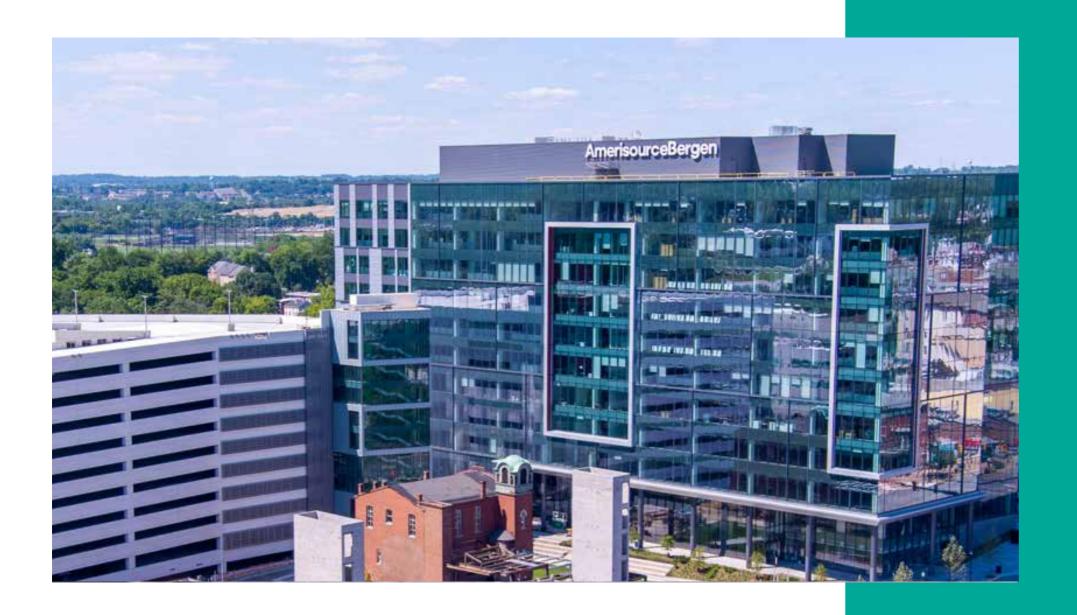








# U.S PORTFOLIO



06/ AmerisourceBergen Global HQ



**Description**Class A Office



Location Conshohocken, Philadelphia MSA, Pennsylvania



City Philadelphia MSA, Pennsylvania, USA



Land Area 39,866 m2



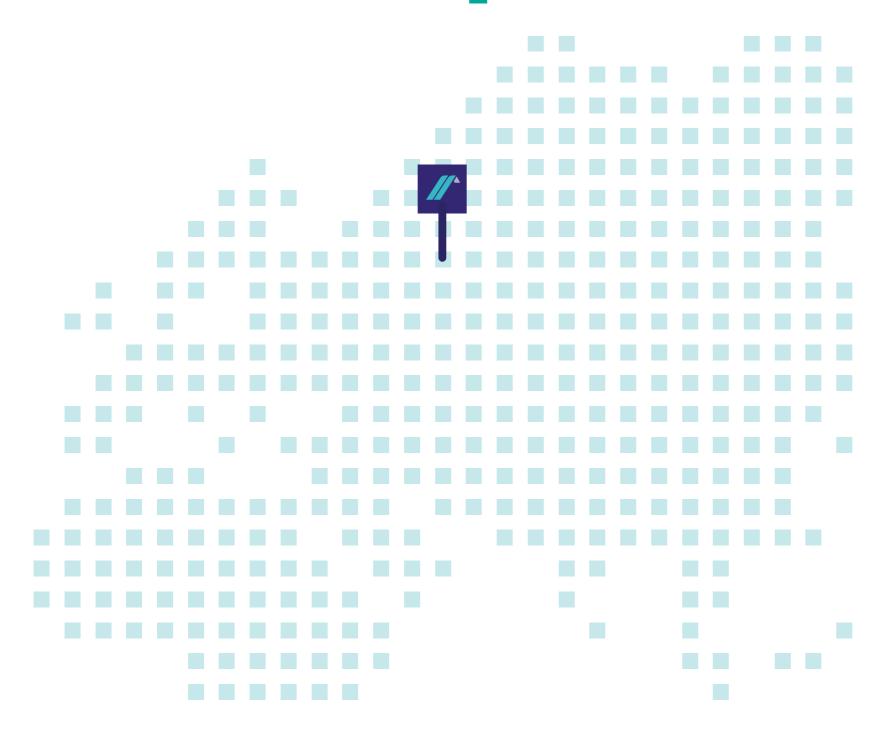
Lease Duration 15 years



Key Tenant(s)
AmerisourceBergen
(investment grade)



# EUROPEAN PORTFOLIO



1 PWC Belgium

# **EUROPEAN** PORTFOLIO\_



# **PWC Belgium**



Description Class A office



Location Brussels (Airport District), Belgium



Brussels, Belgium, European Union



**Land Area** 35,536 m<sup>2</sup>



**Lease Duration** 14 years



Key Tenant(s) 80% leased to PwC and 20% leased to MeetDistrict





# **Main Risk Factors**

# Description

## Assessment

Failure by tenants to meet their rental obligations The performance of the Fund may be negatively affected if a substantial number of tenants are unable to satisfy their rental obligations. In addition, in case a tenant resorts to bankruptcy, insolvency or similar proceedings, such tenant may be able to terminate its lease, which in turn results in a decrease in the cash flow of the Fund. Therefore, in case a large number of tenants breach their obligations or become bankrupt, the cash flow of the Fund as well as the ability of the Fund to make distributions to unitholders may be negatively affected.

The cash flow generated from the operation of the real estate portfolio is the main source of liquidity used to repay the Fund's periodical overhead and administrative expenses. Therefore, the Fund Manager shall ensure that it has sufficient funds to pay for all liabilities in a timely and effective manner. In addition, the Fund Manager will use the excess funds in short-term deposits in accordance with cash management policies and procedures. In addition, the abovementioned risks are mitigated through geographical diversification, diversification of the tenants and asset classes. and continuous evaluation of tenant credit ratings and rental arrears.

# **Main Risk Factors**

## **Description**

### **Assessment**

### Market risks

Market risks arise from external factors, including, for example but not limited to, economic conditions, competition, supply and demand, and political changes.

The Fund Manager will monitor the economic conditions, the real estate market, competition from similar assets, and various other factors, with a view of mitigating the impact these factors on the Fund through diversifying asset classes that add stability to the real estate portfolio while reducing exposure to economic volatility.

# No guarantee of profits

There is no guarantee that the Fund will be able to achieve returns for its investors or that returns will be commensurate with the risk of investing in Fund. It is possible for the value of units in the Fund to decrease or that the investors lose some or all of the capital invested. There is no guarantee that the expected returns or the objective of the Fund will be achieved.

The Fund Manager will carry out valuation of the real estate portfolio twice a year to take necessary precautions to protect the value of the underlying assets.

# Risks related to the use of bank financing

The level of risk that the Fund is exposed to increases in case it mortgages any of its assets in favor of a thirdparty financier. Under any mortgage arrangements, the Fund may lose title to any of its mortgaged assets, as per the terms of any financing documentation. Whereas the use of finance creates an opportunity to increase business efficiency and returns; it also involves a high degree of financial risks and exposes the Fund and its investments to other factors such as rising

The Fund Manager uses bank finance in order to enhance returns for investors. However, the Fund Manager may resort to financial instruments to mitigate the impact of financing risk on the Fund as the Fund Manager acknowledges that financing risks may lead to unforeseen losses.

## **Main Risk Factors**

#### Description Assessment

## Risks related to the use of bank financing

costs of leverage and downturns in the economy. Furthermore, defaulting under any financing arrangements may allow the financiers to dispose of the mortgaged assets to recover the amounts owed, which in turn affects the performance and expected returns of the Fund.

### **Development risks**

There are development risks associated with real estate projects under development, which include (1) delays in the completion of work in a timely manner, (2) cost overruns, (3) inability under development. The to obtain rental contracts at targeted returns, and (4) force majeure resulting from factors outside the control of the Fund relating to the construction sector (including poor weather and environment conditions and shortage of building materials in the market) the matter which hinders the completion of development projects which may affect the profitability and/or financial viability of the project and lead to inability to meet the revenue expectations upon completion.

This type of risk is relatively mitigated based on the fact that the Fund has a limited right to invest as maximum 25% of its asset value in assets which are Fund Manager also aims to mitigate these risks through performing the development work after carrying out all necessary technical, financial and legal due diligence.

### **Main Risk Factors**

## Description

### **Assessment**

### Legal, regulatory and tax risks

There may be legal, fiscal, regulatory or other changes in the Kingdom or other countries during the Fund's duration, which can have a negative impact on the Fund, its investments, or the unitholders. There are currently no taxes levied on investment funds within the Kingdom of Saudi Arabia. However, there is no guarantee that the current tax regime in Saudi Arabia will not change.

The Fund Manager adopts an effective approach to monitor regulatory requirements and any modifications to them which impact the management of the Fund, such as modifications which impact compliance and risk management requirements in relation to the Fund. Such practices by the Fund Manager aim to establish appropriate controls to avoid non-compliance by the Fund or Fund Manager.

# **Real Estate Transaction Tax** (RETT) Risk

The fund is subject to real estate transaction tax, effective from October 4, 2020, at a rate of 5% of the value of the property to be sold or transferred by the fund, regardless of its condition or shape, and it includes the land and what is constructed or built on it. The tax is paid by the disposer of the property (including the fund in the event of disposing the property) unless the exceptions stipulated in the executive regulations for real estate transaction tax issued pursuant to Royal Order No. (A / 84) dated 14/2/1442 H are applied. The tax is paid before or during the real estate disposal or notarizing contracts. In the event that real estate transaction tax is applied to any real estate disposed by the fund, the fund pays a tax of 5% of the property value to the General Authority of Zakat & Tax, which may affect the return to the fund and

unitholders.

The Fund Manager adopts an effective approach to monitor tax requirements and any modifications to them which impact the management of the Fund, such as modifications which impact compliance and risk management requirements in relation to the Fund. Such practices by the Fund Manager aim to establish appropriate controls to avoid non-compliance by the Fund or Fund Manager.

### **Main Risk Factors**

# **Description** Assessment

# Real estate valuation risks

For the purpose of estimating the value of a property within the Fund's investment portfolio, the Fund Manager shall carry out internal valuations in many cases for the Fund, in addition to obtaining third party valuations carried out by independent third parties. In this regard, valuations carried out by the Fund Manager are for quidance purposes only and are not an accurate measure of the value that can be obtained when selling the relevant property. The final verification of the market value of a property depends largely on negotiations between a seller and a buyer which may be affected by economic conditions and other circumstances beyond the control of the Fund and the Fund Manager.

The Fund Manager shall valuate the Fund's real estate assets based on valuations carried out by two independent valuators accredited by Saudi Authority for Accredited Valuators. The average of two valuations shall be adopted and in case of a

substantial discrepancy

the Fund Manager shall

appoint a third valuator.

between both valuations,

# **Epidemics risks**

The Fund's properties may not be able to operate or achieve the expected income due to several factors associated with the spread of Coronavirus disease (COVID-19), including but not limited to, imposing a curfew on the areas where the Fund's properties are located, as such circumstances lead to an increase in real estate expenditures as it adapts to the prevailing circumstances, which may have a material negative impact on the amounts available for distribution to unitholders.

The Fund Manager monitors the epidemiological situation in the areas where the Fund's properties are located and considers all available options to reduce the damages resulting from the spread of the disease on the real estate and distributions to unitholders.

## **Main Risk Factors**

## Description

### Assessment

## Risks of investing in real estate outside Saudi Arabia

The Fund may be exposed to various risks related to investing in real estate located outside the Kingdom. For example, foreign real estate markets are subject to a decline in public activity and rental levels. In addition, real estate or companies that own these properties are exposed to losses as a result of claims relating to environmental liability, occupational safety, insurance, tax or other legal or regulatory claims related to the ownership of foreign assets.

The Fund Manager studies the markets in which the fund invests using specialized advisors in the target markets to examine the markets in general and the potential risks of investment. After acquiring the property, the Fund Manager takes an effective approach to monitor the level of activity in the real estate markets in which the Fund invests, in addition to the regulatory requirements and any modifications to them. This contributes to establishing appropriate controls that allow the Fund Manager to make appropriate decisions that ensure the interests of the Fund and unit holders.

# DISCLAIMER

The information in this report were compiled in good faith from various sources including (financial statements, terms and conditions, newspapers, etc.), which are believed to be reliable. Whilst all reasonable care has been taken to ensure that the facts stated in this report are accurate and that the forecasts, opinions and expectations contained herein are fair and reasonable, Riyad Capital does not attribute any statements or undertakings to itself regarding the accuracy of the data and the provided information. In particular, Riyad Capital does not claim that the information in the report is complete and correct or, and that future results or therefore this report does not constitute and should not be construed as an offer to sell or a solicitation of an offer to buy any securities.

Accordingly, no reliance should be placed on the accuracy, fairness or completeness of the information contained in this report. Rivad

Capital accepts no liability whatsoever for any loss arising from any use of this report or its contents, and neither Riyad Capital nor any of its respective directors, officers or employees, shall be in any way responsible for the contents hereof. Riyad Capital or its employees or any of its affiliates or clients may have a financial interest in securities or other assets referred to in this report.

Opinions, forecasts or projections contained in this report represent Rivad Capital's current opinions or judgment as at the date of this report only and are therefore subject to change without notice. There can be no assurance events will be consistent with any such opinions, forecasts or projections which represent only one possible outcome. Further, such opinions, forecasts or projections are subject to certain risks, uncertainties and assumptions that have not been verified and future actual results or events could differ materially.

The value of, or income from, any investments referred to in this report may fluctuate and/or be affected by changes or loss of the entire amount. Past performance is not necessarily an indicative of future performance. Accordingly, investors may receive back less than originally invested amount.

This report provides information of a general nature and does not address the circumstances. objectives, and risk tolerance of any particular investor. Therefore, it was not intended to provide personal investment advice and does not take into account the reader's financial situation or any specific investment objectives or particular needs that the reader might have. The reader should, before making any investment decision, refer to the disclosures included in the fund's terms and conditions regarding the risks involved in investing in the fund and seek the advice of independent

financial, legal, tax and/ or other advisors, as appropriate, due to the fact that investing in such kind of securities may not be suitable for all recipients of this report.

This report might not be reproduced, nor distributed in whole or in part, all information, opinions,

forecasts and projections contained in it are protected by the copyright rules and regulations. It is also possible to obtain a copy of the terms and conditions of the fund and its financial reports through the website of Riyad Capital and the website of the Saudi Exchange "Tadawul".

Riyad REIT Fund is a closed-ended Shariah-compliant traded real estate investment traded fund, the REIT's current capital is SAR 1.6 Billion with a term of 99 years, extendable at the discretion of the Fund Manager with the prior approval of the CMA. The main objective of the Fund is to provide investors with stable and moderately increasing cash dividends through the income-producing real estate assets owned by the Fund. Registration and listing of the fund units was approved by CMA on 08/02/1438H correspondent to 08/11/2016G.

Riyad Capital is a Saudi Closed Joint Stock Company with a paid-up capital of SAR 500 million, licensed by the Saudi Arabian Capital Market Authority number 07070-37 issued on 19/06/2007, and Commercial Registration number 1010239234.



# For Financial Statements

Please Click the below Box..