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Tabreed

2011 Results Presentation

1 February 2011

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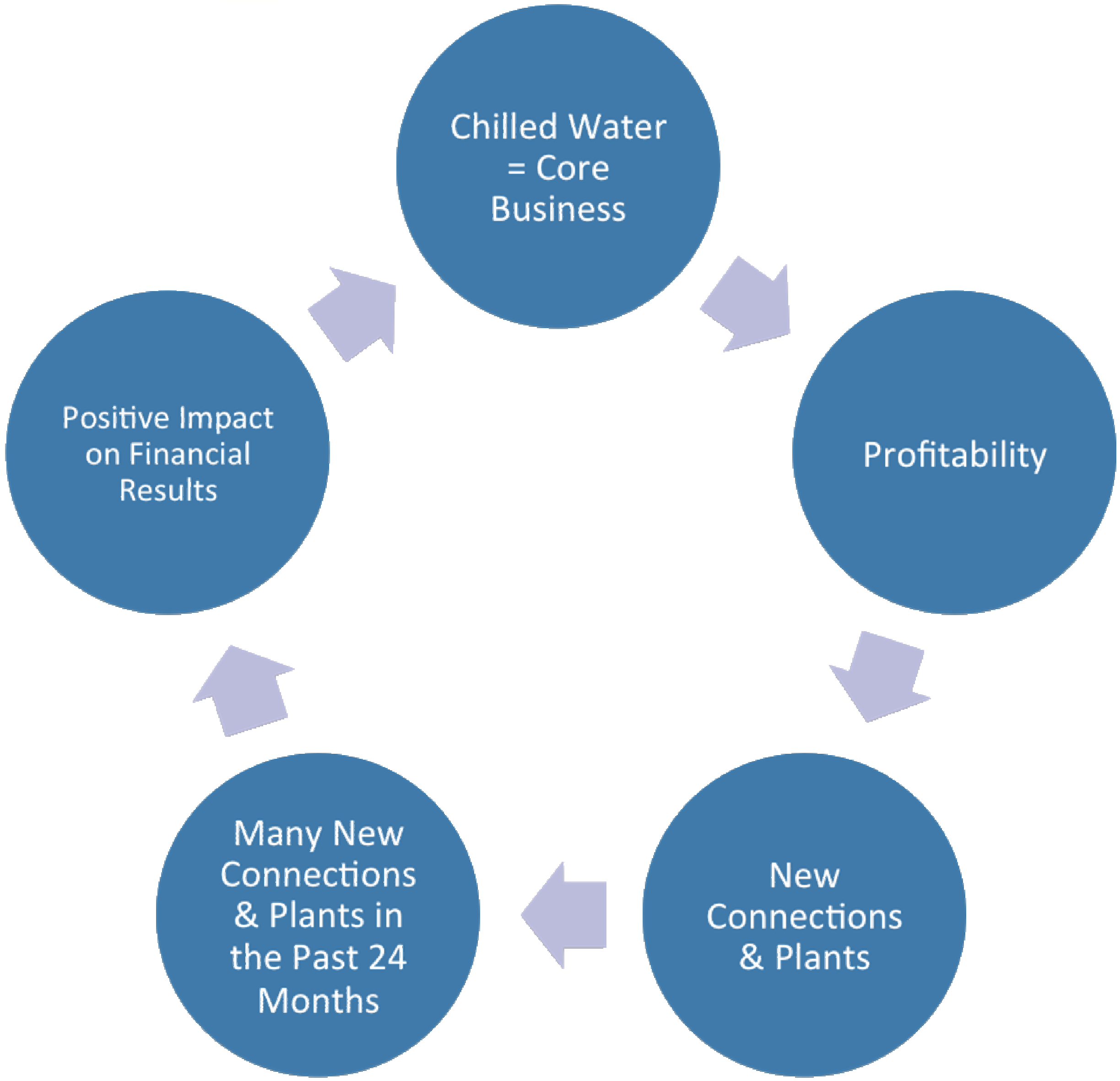
Agenda

- Our Business
- Foundations for Growth
- Operational Review
- Financial Review
- Summary
- Q&A

Our Business



Foundations for Growth

- We are a district cooling company in an economically strong region that requires year-round cooling
- Long-term, stable contracts
- High percentage of contracts are with UAE government entities
- Recapitalization program put in place a stable capital structure
- This provided the necessary cash to fund the completion of existing projects
- Substantially completed build out program

2011 Results Summary

Financial Highlights

1) Strong 2011 results demonstrate strength of underlying business

- 2011 Group Revenue up by 9% to AED 1,114.6m (2010: 1,023.7m)
- 2011 Operating Profit up by 13% to AED 301.4m (2010: 265.9m)
- 2011 Net profit attributable to parent up by 34% to AED 182.7m (2010: 136.8m)

2) Successfully completed Recapitalization Program on 1st April 2011

3) Sukuk 06 (USD 200m)

- Repaid on maturity in July

Operational Highlights

Focus on Chilled Water

- Increased contribution from Chilled Water – Contribution to EBITDA up to 92% (2010: 80%)
- Utility efficiency gains and cost discipline
- Additions to Connected Capacity – 78,115 RT; up 16% to 555,181 RT (2010: 477,066 RT)
- 11 new plants came online in FY 2011
    - 8 of these plants were for the Dubai Metro Green Line
    - Additions of 45,800 RT to Installed Capacity up by 8% to 587,325 RT (2010: 541,525 RT)

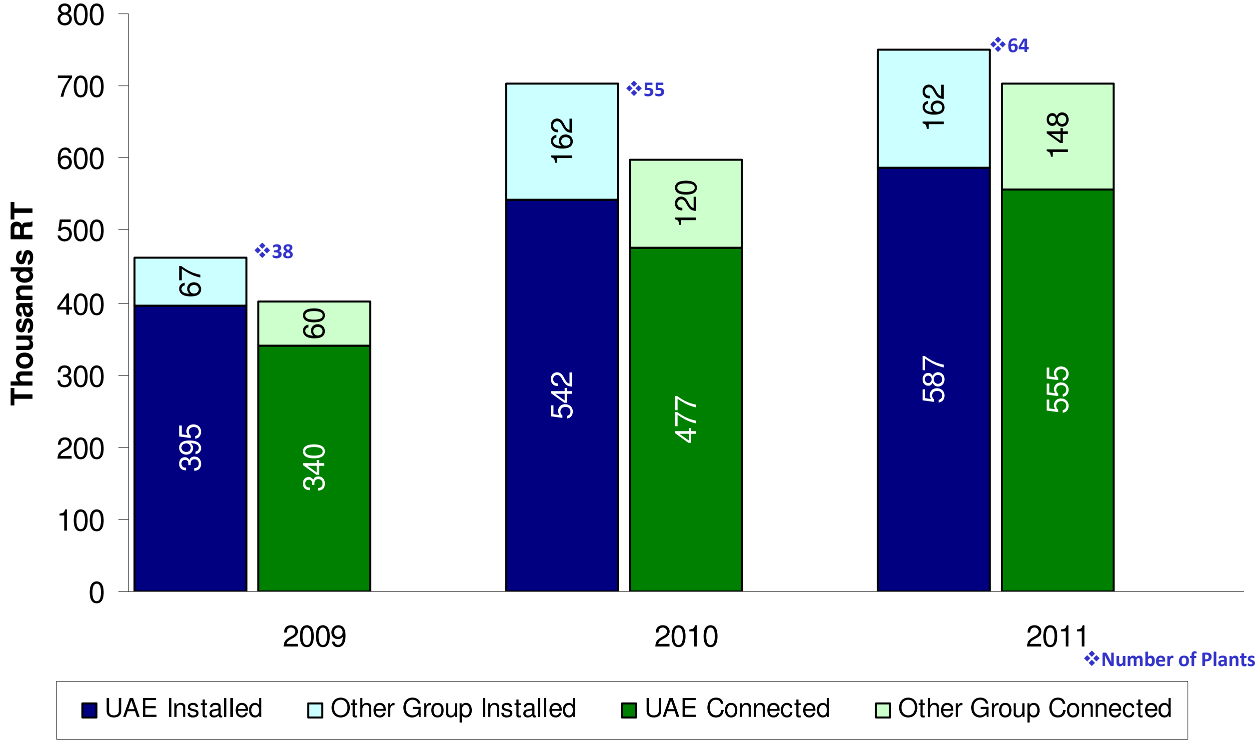
- Group's installed capacity across the region has reached 749,125 RT and connected capacity 703,176 RT

Value Chain Businesses (Contracting, Manufacturing, Services segment)

- Reduced contribution driven by completion of Tabreed's build-out program in line with expectations.

Operational Review

2011 Operational Achievements (Group)



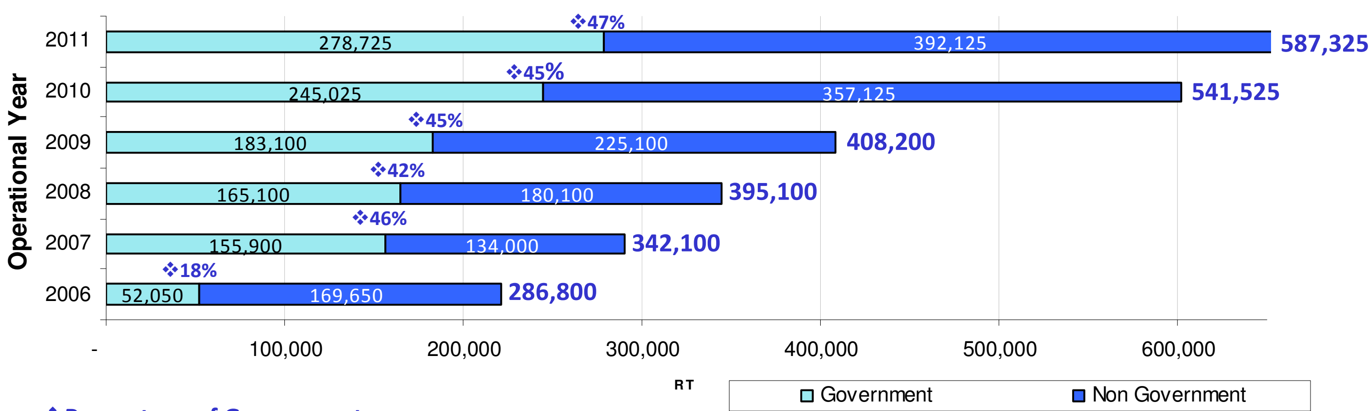
- Additions of 45,800 RT to Installed capacity up by 7% to 749,125 RT (2010: 703,325 RT)
- Additions of 106,458 RT to Connected Capacity up by 18% to 703,176 RT (2010: 596,718 RT)
- Connected capacity now at 94% (2010: 85%)

UAE Operational Plants

2011 Operational Plant Highlights

- **In total 45,800 RT of gross capacity came online in 2011, increasing capacity to 587,325 RT* (gross) across 58 plants**
  - Average reliability of 99.99%
- **The capacity increase reflects 11 plants which were completed in 2011**
  - 8 plants for the Dubai Metro Green Line, capacity increase of 20,400 RT
  - SH-01 and SH-02 – 10,000RT
  - DB-04M – capacity increase of 5,000 RT
  - RK-01P – capacity increase of 7,170 RT
  - Capacity increase in other plants of 3,630 RT
  - Rationalisation of 2 plants of 400 RT, as a part of focus on driving efficiency
- **Total connected capacity of chilled water in FY 2011 was (gross) 555,181 RT, 95% of total installed capacity**

Government vs. Non Government split



❖Percentage of Government

* Figure is gross and includes 70,400 RT of capacity from associates and joint ventures in UAE

Financial & Operational Metrics

Key Metrics	2010	2011	% Change	Comment
Number of Plants	49	58	18%	11 new plants came online in 2011*
Installed Capacity (RT)	541,525	587,325	8%	Increase of 45,800 RT
Connected Capacity (RT)	477,066	555,181	16%	Increase of 78,115 RT
Percentage of Connected Capacity	88%	95%		
EBITDA margins	40%	44%		The above increase in connections and economies of scale improved EBITDA margin in 2011
Capex Payments (AED m)	1,246	607	51%	Reduced cash payments as build out program nears completion
Net Debt:EBITDA	15.7x	7.2x		Declined post repayment of Sukuk 06 and increased EBITDA and repayment of bridging loan.

*2 plants in RAK of 200 RT each closed

Financial Review

2011 Financial Highlights

Key Figures – Unaudited Consolidated Financials			
	FY 2011		
All figures in AED m	2011	2010	% change
Revenues	1,114.6	1,023.7	9%
Operating costs	(654.8)	(597.4)	-10%
Gross Profit	**459.8**	**426.4**	**8%**
Gross Profit Margin	*41%*	*42%*	
Admin & other Expenses	(158.4)	(160.4)	1%
Operating Profit	**301.4**	**265.9**	**13%**
Operating Margin	*27%*	*26%*	

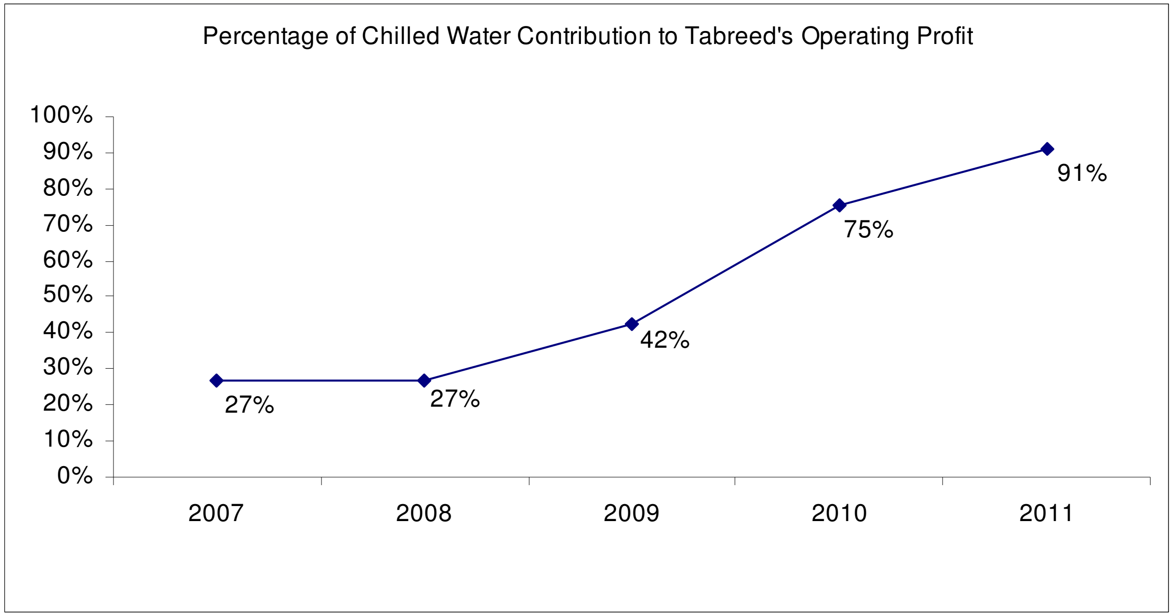
Gross Finance Cost	(223.8)	(282.6)	21%
Capitalized Interest	5.4	86.8	94%
Net Finance Cost	**(218.4)**	**(195.8)**	**-12%**

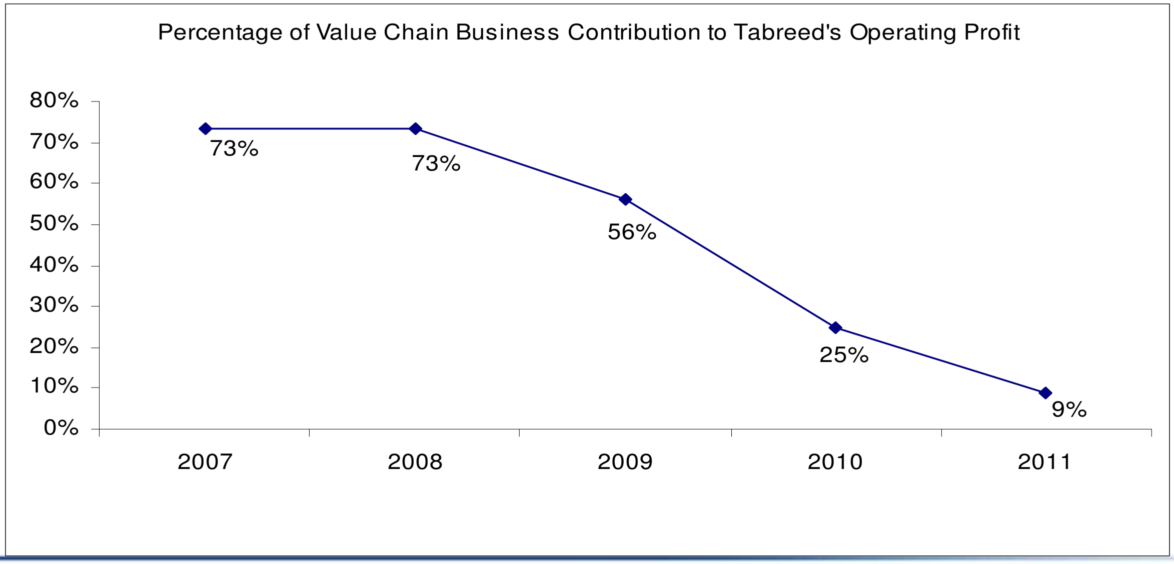
Share of Results of Associates	50.7	42.5	19%

Net Profit attributable to parent	**182.7**	**136.8**	**34%**

EBITDA	434.7	368.2	18%
Capex incurred	453.0	590.0	14%

Tabreed's Utility Business growth



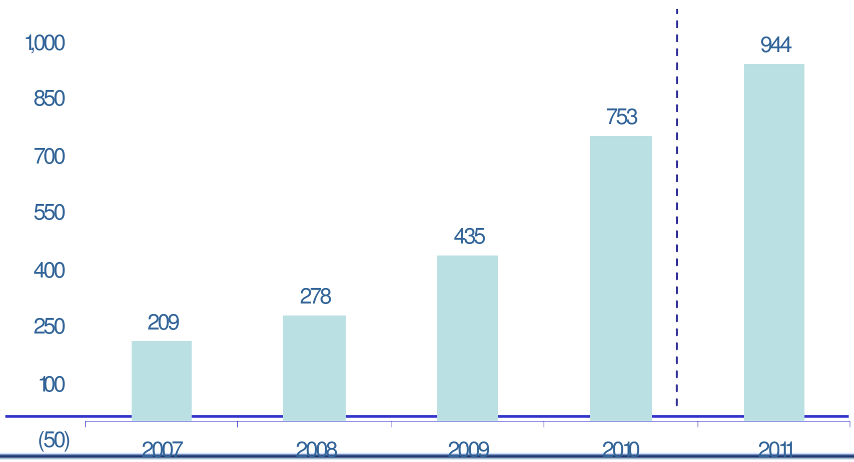


Chilled Water Contribution to Revenue up to 85% (2010: 74%)

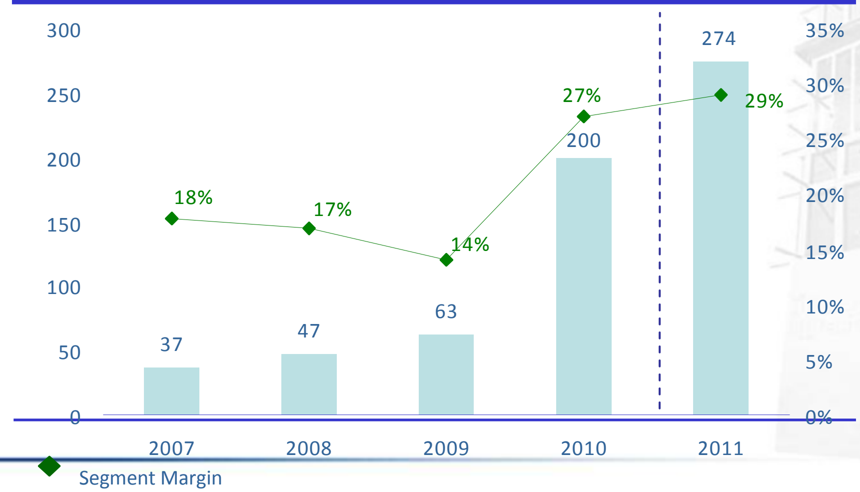
Key Metrics (AED m)	2011	2010	% Change
Revenues	944	753	25%
Operating costs	(538)	(433)	(24%)
Gross Profit	406	321	27%
Profit from Operations	274	200	37%
Net Profit margin	29%	27%	

- Revenues increased sharply
  - Over the year, billed capacity increased to 555,181 RT as at Dec 2011 (up from 477,066 RT as at Dec 2010)
  - 11 new plants and 2 plant expansions have come online since Dec 2010
- Net profit margin increased to 29% (2010: 27%), which demonstrates continued strong efficiencies
- Profit from Operations growth of 37% over 2010 due to a stable corporate cost base as revenues rise
- EBITDA of AED 401m against AED 293m in 2010

Revenue (AED m)



Profit from operations (AED m)

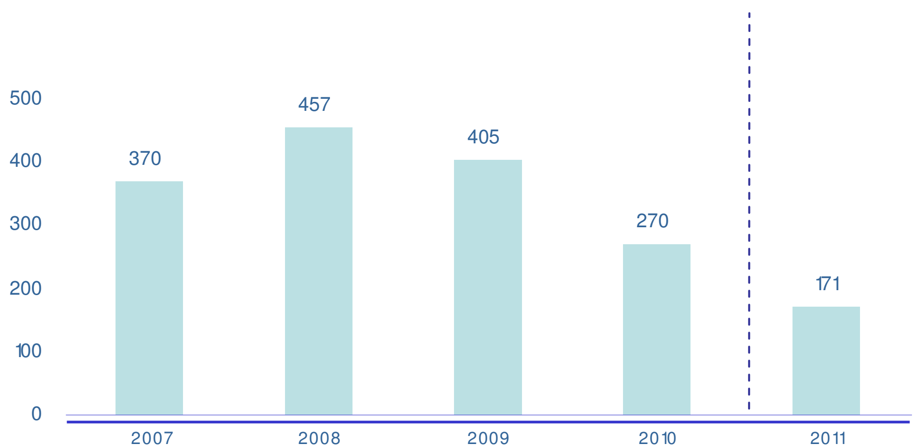


Value Chain Businesses Contribution to Revenue down to 15% (2010: 26%)

Key Metrics (AED m)	2011	2010	% Change
Revenues	171	270	(37%)
Operating costs	(117)	(165)	29%
Gross Profit	54	106	(49%)
Profit from Operations	27	66	(59%)
Net Profit margin	16%	24%	

- Contraction of contribution from value chain businesses continues as expected, driven by the completion of Tabreed's build-out program
  - Real estate slowdown impacts services segment
  - Reduced capex commitments impact Contracting and Manufacturing segments
- This has led to decreased sales by 37% to AED 171m (2010: AED 270m)
- Profit from operations fell 59% to AED 27m (2010: AED 66m)
- EBITDA of AED 33m (2010: AED 72m)

Revenue (AED m)



Profit from operations (AED m)

Summary

Summary

Financial and Operational Successes

- **Robust 2011 results**
  - 2011 Group Revenues up by 9% to AED 1,114.6m (2010: AED 1,023.7m)
  - 2011 Gross Profit up by 8% to AED 459.8m (2010: AED 426.4m)
  - 2011 Net Profit up by 34% to AED 182.7m (2010: AED 136.8m)

- **Strong cash generating capability**
  - 2011 Group EBITDA up by 18% to AED 434.7m (2010: AED 368.2m)

- **We continue to focus on and grow our core chilled water business, and this trend is evident in our results**
  - As demonstrated by the increase in profit from operations in chilled water from AED 37m in 2007 to AED 274m in 2011

- **Management continues to focus on building the business and creating value for shareholders:**
  - Delivering on its business plan
  - Enhancing value from existing plants while maximizing organizational and operational efficiencies
  - Achieving its full earning potential
  - Growing the Company's core chilled water business

- **Successfully completed Recapitalization Program on 1st April 2011**

- **Sukuk 06 repaid on maturity (USD 200m)**

Looking Forward

- Tabreed is well positioned to capitalize on growth opportunities by meeting demand for cooling infrastructure in the region

- GCC economies continue to grow and district cooling is a vital component of economic growth

- Our fundamental business model is strong:
  - Many of our contracts are with UAE government entities
  - Long-term, stable contracts with guaranteed returns
  - We are a utility company offering cooling services in the Middle East
  - Majority of projects are now complete
  - Cash is available to fund the completion of remaining projects

Q&A

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