National Central Cooling Company PJSC
Tabreed

1 May 2012

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Q1 2012 Results Presentation

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Agenda

- Overview
- Foundations for Growth
- Operational Review
- Financial Review
- Summary
- Q&A

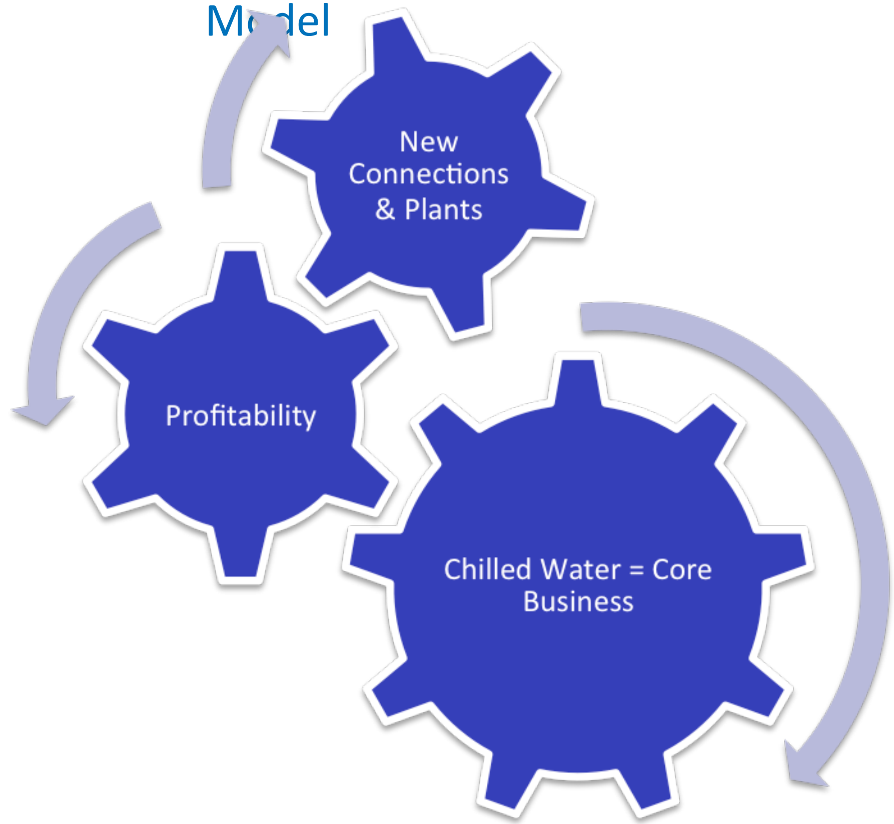
Overview

District cooling is an essential utility service in the region

It has a number of benefits over traditional air conditioning:

- Lower life cycle costs
- Lower operating costs
- Property owner benefits
- Energy reduction for governments
- Environmentally friendlier

Tabreed's Business Model







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
- Funds available to complete existing projects
- Substantially completed build out program

Q1 2012 Results Summary

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Financial Highlights

Strong Q1 2012 results continue to demonstrate strength of our underlying business

- Q1 2012 Chilled Water Revenue YTD up 5% to AED 193.2m (Q1 2011: AED 183.5m) but due to the expected decrease in revenues from the Value Chain Businesses (Q1 2011: AED 62m vs. Q1 2012: AED 26m, a 58% reduction) there was an overall decrease in revenues of AED 26.6m
- Q1 2012 Operating Profit up by 14% to AED 73.5m (Q1 2011: AED 64.4m)
- Q1 2012 Net Profit attributable to Parent up by 15% to AED 36.8m (Q1 2011: AED 31.9m)

Operational Highlights

Focus on Chilled Water

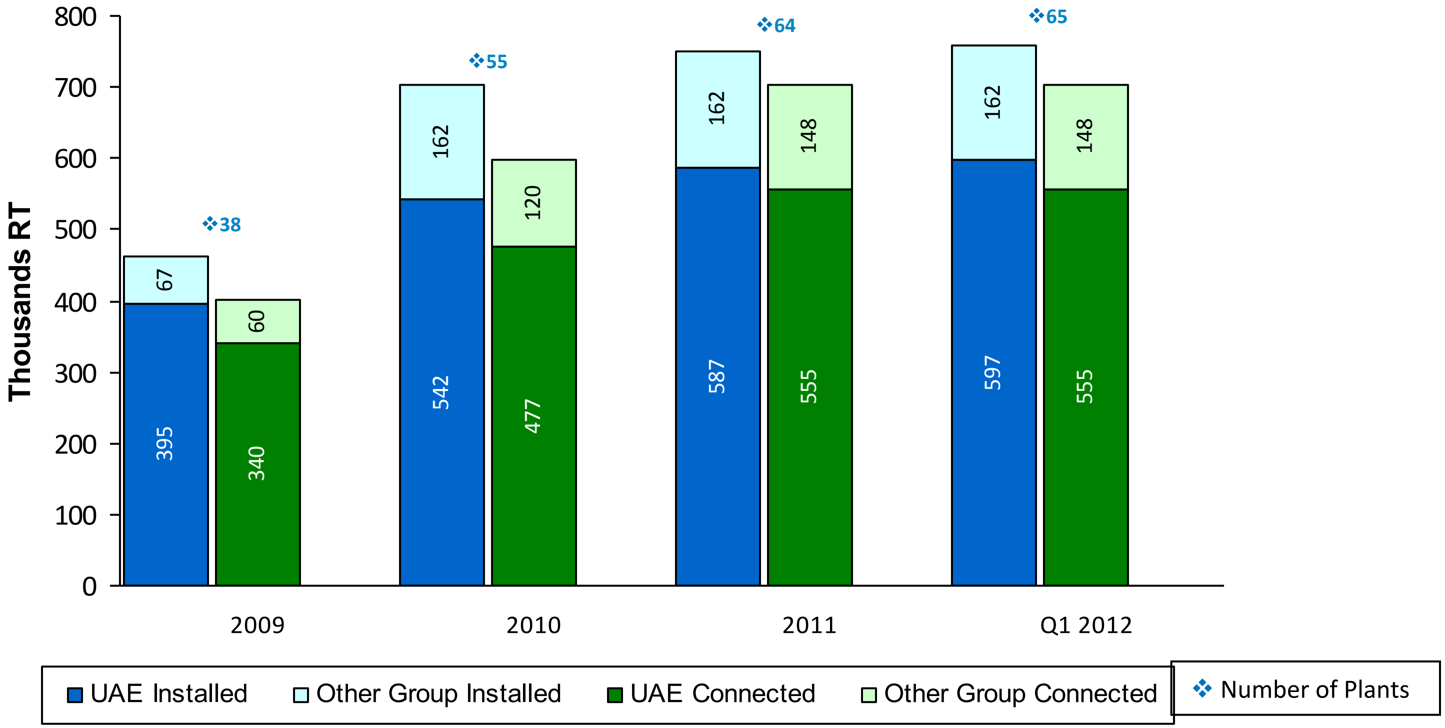
- Increased contribution from Chilled Water – Contribution to EBITDA up to 98% (Q1 2011: 90%)
- Utility efficiency gains and cost discipline continue
- One new plant came online
- Additions to Connected Capacity – 10,000 RT

Value Chain Businesses

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

Operational Review

Group Operational Achievements



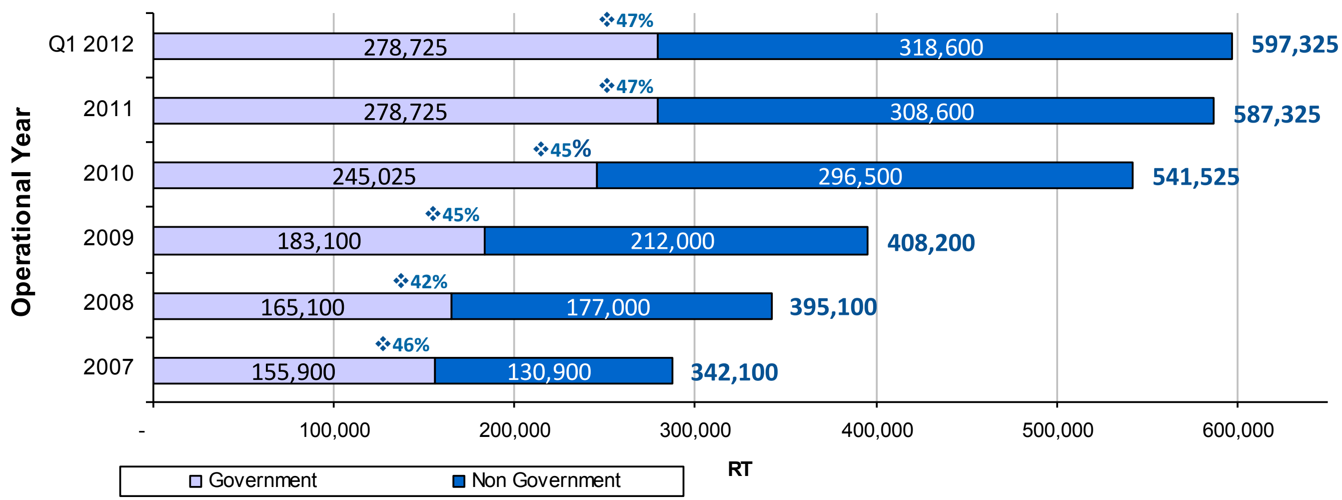
- Additions of 10,000 RT to Installed Capacity, increased to 759,125 RT (2011: 749,125 RT)
- Connected Capacity remains at 703,176 RT
- Connected capacity now at 93% (2011: 94%)

UAE Operational Plants

Q1 2012 Operational Highlights

- In total, 10,000 RT of gross capacity came online in Q1 2012, increasing capacity to 597,325 RT* (gross) across 59 plants
- The capacity increase is as a result of the completion of one plant in Ajman
- Total connected capacity of chilled water in Q1 2012 was (gross) 555,181 RT, 93% of total installed capacity

Government vs. Non Government Split



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

Financial & Operational Metrics

Key Metrics - UAE	Q1 2012	Q1 2011	% Change	Comment	FY 2011
Number of Plants	59	49	20%	11 new plants in 2011, 2 small plants closed (total of 400 RT) 1 new plant came online in Q1 2012	58
Installed Capacity (RT)	597,325	541,525	10%	Increase of 55,800 RT, 45,800 RT in 2011 and 10,000 RT in 2012	587,325
Connected Capacity (RT)	555,181	497,848	11%	Increase of 57,333 RT in since Q1 2011	555,181
Percentage of Connected Capacity	93%	92%			95%
EBITDA margin	48%	39%			44%
Capex Payments (AED m)	41	251	-84%	Reduced cash payments as build out program nears completion	607
Net Debt:EBITDA	7.4x	14.6x		Declined post repayment of Sukuk 06 and increased EBITDA and repayment of bridging loan.	7.2x
Loan to cost	52%	78%			51%

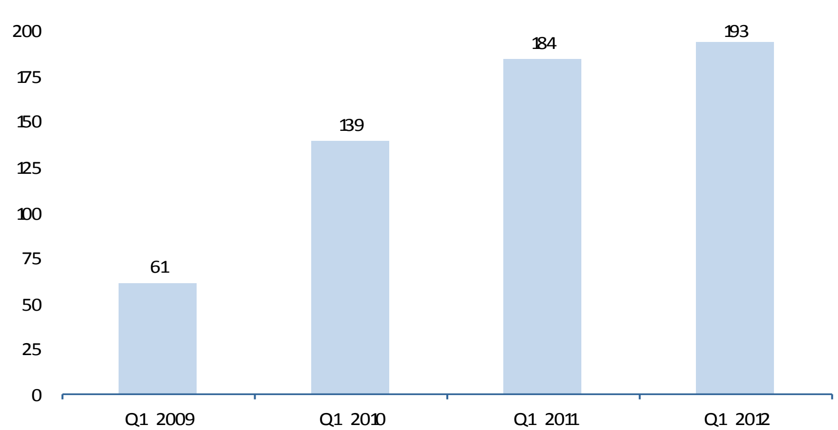
Financial Review

Chilled Water Contribution to Revenue 88% (Q1 2011: 75%)

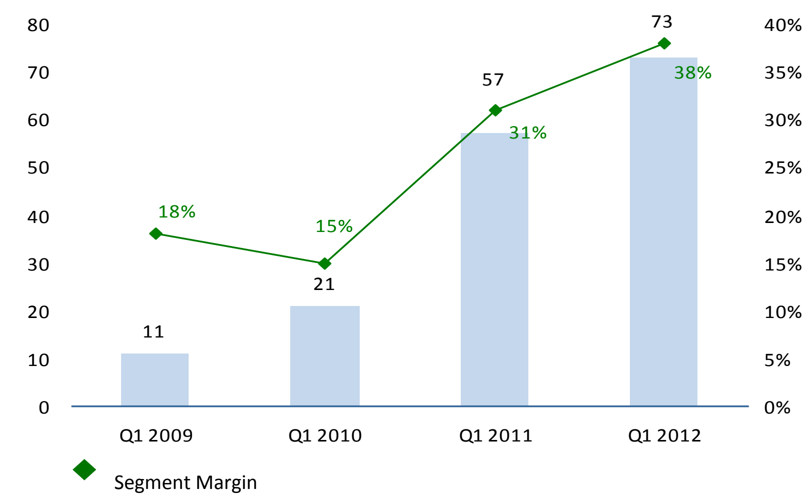
Key Metrics (AED m)	Q1 2012	Q1 2011	% Change
Revenues	**193.2**	**183.5**	**5%**
Operating Costs	**(87.9)**	**(96.8)**	**-9%**
Gross Profit	**105.2**	**86.7**	**21%**
Profit from Operations	**73.2**	**56.7**	**29%**
Net Profit Margin	***38%***	***31%***	
EBITDA Margin	***54%***	***46%***	

- Revenues increased slightly
  - 11 new plants and 2 plant expansions came online during 2011 and we are now seeing the full impact
- Chilled water has contributed 99.6% of our Profit from Operations for Q1 2012
- Net Profit Margin increased to 38% (Q1 2011: 31%), which demonstrates continued strong efficiencies
- Profit from Operations growth of 29% from AED 56.7m to AED 73.2m, due to a continued stable corporate cost base as revenues rise
- EBITDA of AED 103.6m against AED 85.3m in Q1 2011

Revenue (AED m)



Profit from operations (AED m)



Value Chain Businesses

Contribution to Revenue down to 12% (Q1 2011: 25%)

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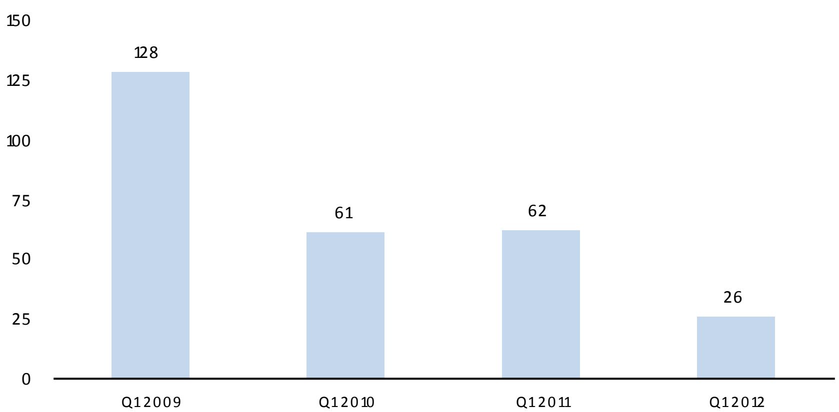
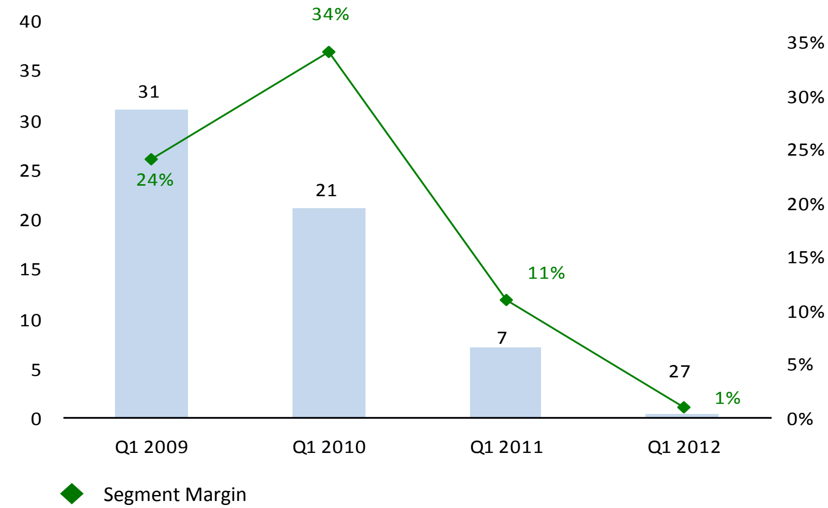
Key Metrics (AED m)	Q1 2012	Q1 2011	% Change
Revenues	**25.9**	**62.0**	**-58%**
Operating costs	**(20.2)**	**(46.8)**	**-57%**
Gross Profit	**5.7**	**15.2**	**-63%**
Profit from Operations	**0.3**	**7.7**	**-96%**
Net Profit Margin	**1%**	**12%**	
EBITDA Margin	**1%**	**2%**	

- Continued and expected contraction of contribution from value chain businesses, 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 a decrease in revenues of 58% to AED 25.9m (Q1 2011: AED 62m)
- Profit from operations fell 96% to AED 0.3m (Q1 2011: AED 7.7m)
- EBITDA of AED 1.9m against AED 9.3m in Q1 2011

Revenue (AED m)



Profit from operations (AED m)



Q1 2012 Financial Highlights

- Chilled Water Revenue for the period increased from AED 183.5m to AED 193.2m (increase of AED 9.7m) but due to the expected decrease in revenues from the Value Chain Businesses of AED 36m (Q1 2011: AED 62m vs. Q2 2012: AED 26m, a 58% reduction) there was an overall decrease in revenues of AED 26.6m
- Operating Costs are down 25% to AED 108.1m as a result of continued cost control, the reduction in the Value Chain Businesses and improved efficiencies
- Q1 2012 Operating Profit up 14% to AED 73.5m as a result of the improvement in the Chilled Water Business offset by the decline in the Value Chain Businesses
- Net finance costs are substantially lower (42%) for Q1 2012, at AED 45m compared to AED 77.2m for the same period last year as we are now paying a lower cost of debt on the syndicated loan following the recapitalisation last year.
- Net Profit attributable to Parent increased by 15% to AED 36.8m
- EBITDA of AED 105.5m, a 12% increase from the same period last year

Key Figures – Unaudited Consolidated Financials			
	3 months ended 31 March		
All figures in AED m	**2012**	**2011**	**% change**
Revenues	219.0	245.6	-11%
Operating Costs	(108.1)	(143.6)	-25%
Gross Profit	**110.9**	**102.0**	**9%**
Gross Profit Margin	*51%*	*42%*	
Admin & Other Expenses	(37.4)	(37.6)	-1%
Operating Profit	**73.5**	**64.4**	**14%**
Operating Profit Margin	*34%*	*26%*	
Net Finance Costs	(45.0)	(77.2)	-42%
Share of Results of Associates	7.3	10.1	-28%
Net Profit attributable to Parent	**36.8**	**31.9**	**15%**
EBITDA	105.5	94.6	12%
Capex incurred	13.5	192.0	-93%

Summary

Summary

Financial and Operational Successes

- **Robust Q1 2012 results**
  - Q1 2012 Gross Profit up 9% on Q1 2011 at AED 110.9m (Q1 2011: AED 102.0m)
  - Q1 2012 Net Profit up by 15% to AED 36.8m (Q1 2011: AED 31.9m)

- **Strong cash generating capability**
  - Q1 2012 Group EBITDA up by 12% to AED 105.5m (Q1 2011: AED 94.6m)

- **We continue to focus on and grow our core chilled water business, and this trend is evident in our results**
  - Profit from Operations in chilled water continues to increase, from AED 63m for the full year 2009 to AED 274 m for the full year 2011. We are already at AED 73m for Q1 2012

- **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

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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