



بن غاطي  
BINGHATTI

# INVESTOR PRESENTATION

February 2026



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# Presenters



**Katralnada BinGhatti**

Chief Executive Officer and Managing Director



**Shehzad Janab**

Chief Financial Officer



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Transaction  
Summary

01



# Transaction Summary

|                             |                                                                                                                                                                             |
|-----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Issuer                      | Binghatti Sukuk 2 SPV Limited                                                                                                                                               |
| Obligor                     | Binghatti Holding Limited                                                                                                                                                   |
| Obligor Ratings             | Ba3 Stable by Moody’s / BB- Stable by Fitch                                                                                                                                 |
| Expected Instrument Ratings | BB- by Fitch                                                                                                                                                                |
| Sukuk Structure             | Ijara/Murabaha                                                                                                                                                              |
| Format                      | Regulation S                                                                                                                                                                |
| Currency                    | US Dollar (USD)                                                                                                                                                             |
| Size                        | Benchmark                                                                                                                                                                   |
| Tenor                       | Long 5 years                                                                                                                                                                |
| Use of Proceeds             | General corporate purposes                                                                                                                                                  |
| Joint Global Coordinators   | Abu Dhabi Commercial Bank, Abu Dhabi Islamic Bank, Dubai Islamic Bank, Emirates NBD Capital, J.P. Morgan and Mashreq Bank                                                   |
| Joint Bookrunners           | Ajman Bank, Arab African International Bank, Arab Banking Corp, Arqaam Capital, First Abu Dhabi Bank, Sharjah Islamic Bank, The National Bank of Ras al Khaimah, Warba Bank |
| Listing                     | London Stock Exchange ISM and NASDAQ Dubai                                                                                                                                  |
| Governing Law               | English Law                                                                                                                                                                 |



Introduction  
to Binghatti

02



# Binghatti at a Glance

Vertically Integrated Business Model from Design to Construction and Property Management



## Concept

The foundation of every project begins with visionary design, innovation, and architectural style that define Binghatti's identity



## Construction

Delivering excellence through speed, precision, and uncompromising quality across all developments



## Community

Building beyond structures by creating vibrant, sustainable, and inclusive environments where people thrive



## Capital

Investment management and future digital opportunities including tokenisation

REVENUE FROM CONTRACTS WITH CUSTOMERS

USD 3.4bn

↑ 96% YoY

  
2025

EBITDA<sup>(1)</sup>

USD 1.2bn

EBITDA Margin 35%

↑ 84% YoY

  
2025

PROFIT FOR THE PERIOD

USD 973mn

Profit Margin 29%

↑ 96% YoY

  
2025

PROJECTS UNDER DEVELOPMENT

28

Sellable Area<sup>(2)</sup> of 19mn SQFT

  
2025

GROSS DEVELOPMENT VALUE

USD 13.1bn Under Development

USD10.4bn Upcoming

2025

ACTUAL HANDOVERS

2,919

  
2025

Notes: <sup>(1)</sup> Calculated as profit for the period / year before interest expense (finance costs) and EIR amortisation on payable to investors, finance income, income tax expense, depreciation (excluding depreciation on Rights of Use Assets) and amortisation of intangible assets. <sup>(2)</sup> Total area of property available for sale.



# Investment Highlights

Binghatti, headquartered in Dubai, operates one of the largest real estate development brands, offering a diverse residential portfolio that caters to mainstream premium mainstream, luxury, and ultra-luxury segments.



LEVERAGE RATIO <sup>(1)</sup>

**1.92x**



INTEREST COVERAGE <sup>(2)</sup>

**10.51x**



CREDIT RATING

**BB-** *Fitch* Ratings **Ba3** *MOODY's*

- Growing residential real estate market supported by strong secular tailwinds
- Vertically integrated player delivering premium developments with a full suite of solutions across the value chain
- Carefully crafted, multi-segment business portfolio catering to a wide range of customers, from mainstream to uber-luxury
- Strategically located project pipeline with unique access to premium land plots benefitting from Dubai 2040 vision
- De-risked, highly efficient business model with quick cash conversion and low capital intensity
- Robust financial performance underscored by strong diversified portfolio mix translating into top-line and bottom-line earnings growth
- Highly experienced leadership team with a proven track record and commitment to ESG

Notes: <sup>(1)</sup> and <sup>(2)</sup> Based on the revised EBITDA calculation



Board of Directors and Senior Management



30+

Dr. Hussain BinGhatti

Founder and President





20+

Ahmed BinGhatti

Vice Chairman



25+

Fares Akkad

Non-Executive Independent Director

MEMBER OF ARC<sup>(1)</sup>





20+

Trevor McFarlane

Non-Executive Independent Director

CHAIRMAN OF ARC<sup>(1)</sup>





17+

Tomaso Rodriguez

Non-Executive Independent Director

CHAIRMAN OF NRC<sup>(2)</sup>



STRATEGIC OVERSIGHT



10+

Muhammad BinGhatti

Executive Chairman



5+

Katralnada BinGhatti

CEO and Managing Director



30+

Shehzad Janab

CFO



DAY-TO-DAY OPERATIONS



 Executive Committee  Years of Experience

Notes: <sup>(1)</sup> Audit and Risk Committee. <sup>(2)</sup> Nomination and Remuneration Committee.

# Group Structure

Binghatti is a vertically integrated enterprise with diverse business segments spanning real estate, construction, industries, services, and hospitality. Below, we outline some of the key operational entities within each vertical.



## Concept and Development

- Identifying land parcels
- Sourcing land
- Optimal project design
- ROI focused design team
- Continuous value engineering

## Capital Services and Investment Management

- Investment Management *(available products)*
- Residential real estate investment platform
  - Investment advisory through Binghatti Capital
- Capital Services *(under development)*
- Tokenisation of real estate
  - Fractionalised property ownership



## Construction and Manufacturing

- Strong project delivery time and resource utilisation
- Vertically integrated construction and supply chain
- In-house manufacturing capabilities



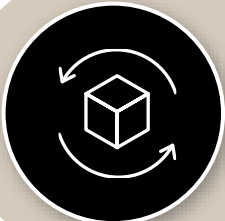
## Community Services

- Integrated facility management services
- Short- and long-term leasing services
- Brokerage services
- Lifestyle services
- Food and beverage verticals

## Enabling resilience and diversification



Diversified Revenue Streams



Supply Chain Resilience



Control Over Construction Cycle



Minimising Execution Risk

Business  
Strategy

03



## Project Sourcing

- Leveraging the surging demand for uber-luxury and luxury residences in Dubai.
- Enhancing profitability through a diverse portfolio of projects and property offerings.

- Prioritizing organic growth while strategically exploring partnerships for expansion
- Securing the highest market share in premium developments across prime locations

### Sellable Area Expansion

Leverage market insights and networks to unlock high-value deals

Securing prime land in premium locations at competitive pricing

Balance acquisitions across different markets to mitigate downturn risks.

Collaborate with municipalities, investors, or stakeholders for mutual growth opportunities.

### Plot Acquisition

Capital-light approach to reduce upfront investment risk

Early-stage feasibility studies to validate project viability

Proactive government and regulatory engagement to de-risk execution

### Design Finalization and Approval

Evaluate design for functionality, aesthetics, and buildability

Optimize for design efficiency, cost-effectiveness, and fit-for-purpose

ROI-focused design team maximizes asset value

Provide targeted feedback to consultants to enhance project outcomes

### Local Authority and Approvals

Dedicated in-house approvals team expedites regulatory clearances, reducing execution risk and accelerating project timelines

# Project Implementation



## Project Launch

- Position project for pre-launch off-market sales to build early momentum
- Drive full sell-through at official project launch for accelerated revenue recognition



## Development

- Specialize in high-margin luxury and ultra-luxury real estate
- Vertically integrated construction and supply chain enhance margin control
- Continuous value engineering improves cost efficiency and project returns



## Marketing and Sales

- Scalable international sales force driving global pre-sales
- Strong, recognized brand with high consumer trust
- Strategic brand partnerships enhance pricing power and margins
- Omnichannel marketing boosts lead generation and conversion
- Expanding global footprint



## Client Relationship Management

- Proactive customer engagement to drive satisfaction and loyalty
- Strong collection and credit control to ensure cash flow discipline
- Robust after-sales service to enhance brand trust and long-term value



# Project Implementation Process

## 01 Building Handover

Commence construction within 3-6 months from acquisition of land

Completion of project within 15-24 months

70:30 payment plan:  
20% paid as deposit  
50% paid during construction phase  
30% payable at handover



## 02 Post Handover

Post-handover engagement through Masaken Luxury Services, Homes, and Bespoke enhances customer lifetime value

Ongoing customer care ensures high satisfaction and preserves asset quality

Masaken assumes development management post-handover, ensuring consistent standards and community value

Accelerated  
Development Timeline

**3-6**  
months to break  
ground

▼

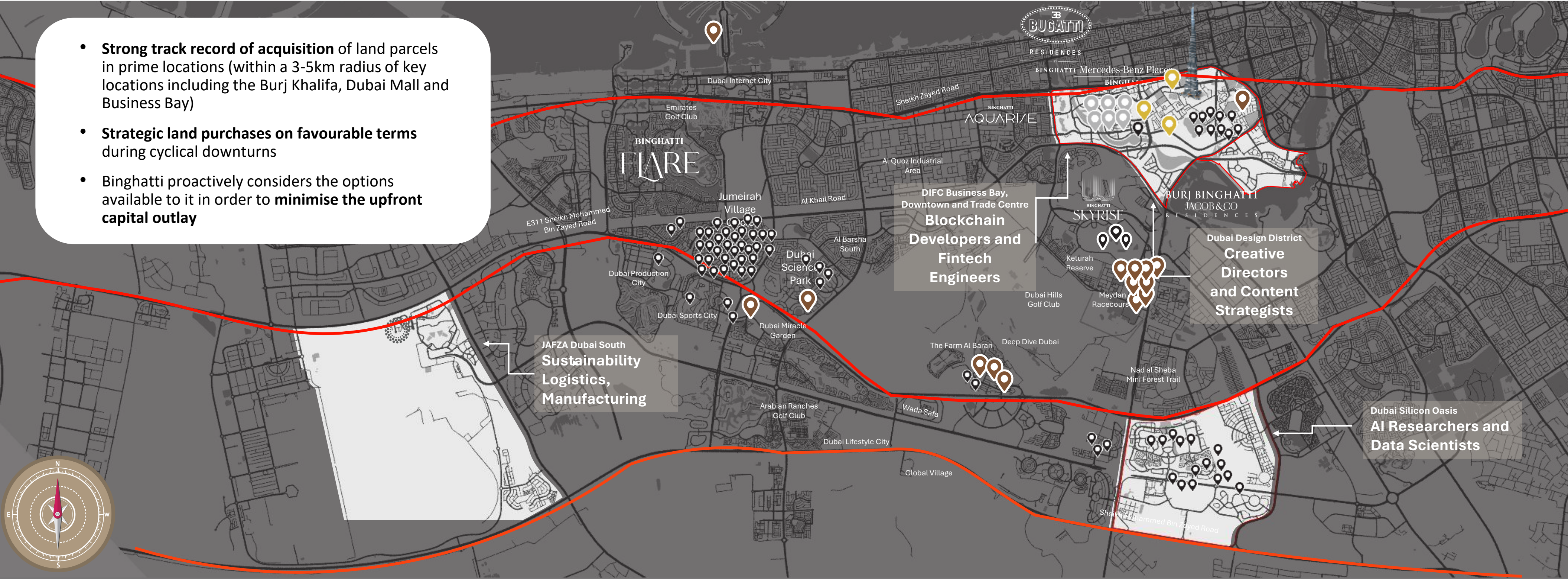
**15-24**  
months to deliver

Portfolio  
Overview

04

# Binghatti's Portfolio Today

- **Strong track record of acquisition** of land parcels in prime locations (within a 3-5km radius of key locations including the Burj Khalifa, Dubai Mall and Business Bay)
- **Strategic land purchases on favourable terms** during cyclical downturns
- Binghatti proactively considers the options available to it in order to **minimise the upfront capital outlay**



Mainstream
 Luxury
 Uber Luxury
 Upcoming Projects & Sellable Area

Key Locations in the Dubai 2040 Urban Master Plan



# Projects Overview <sup>(1)</sup>

|                   | Number of Projects | Number of Units | Sellable Area,<br>SQFT | Gross Development<br>Value, USD | Total Portfolio Value,<br>USD (bn) |
|-------------------|--------------------|-----------------|------------------------|---------------------------------|------------------------------------|
| COMPLETED         | 53                 | 13.5K           | 11.3mn                 | 3.1bn                           | ca.<br>26.6bn                      |
| UNDER DEVELOPMENT | 28                 | 24.3K           | 19.1mn                 | 13.1bn                          |                                    |
| PIPELINE          | 13                 | 16.4K           | 10.7mn                 | 9.4bn                           |                                    |
| NEWLY ACQUIRED    | 2                  | 2.5K            | 1.8mn                  | 1.0bn                           |                                    |

Note: <sup>(1)</sup> Records from inception to the month ending 31 December 2025.



# Multi-Segment Business Portfolio

Business Class

Luxury

Average price per SQFT:  
USD 550 – USD 1,100

45%

% of Total  
GDV<sup>(2)</sup>

No. of developments<sup>(1)</sup>

15

Sellable area, SQFT

14.3mn

Total GDV<sup>(2)</sup>

USD 12bn

Economy

Mainstream

Average price per SQFT:  
< USD 450

25%

% of Total  
GDV<sup>(2)</sup>

No. of developments<sup>(1)</sup>

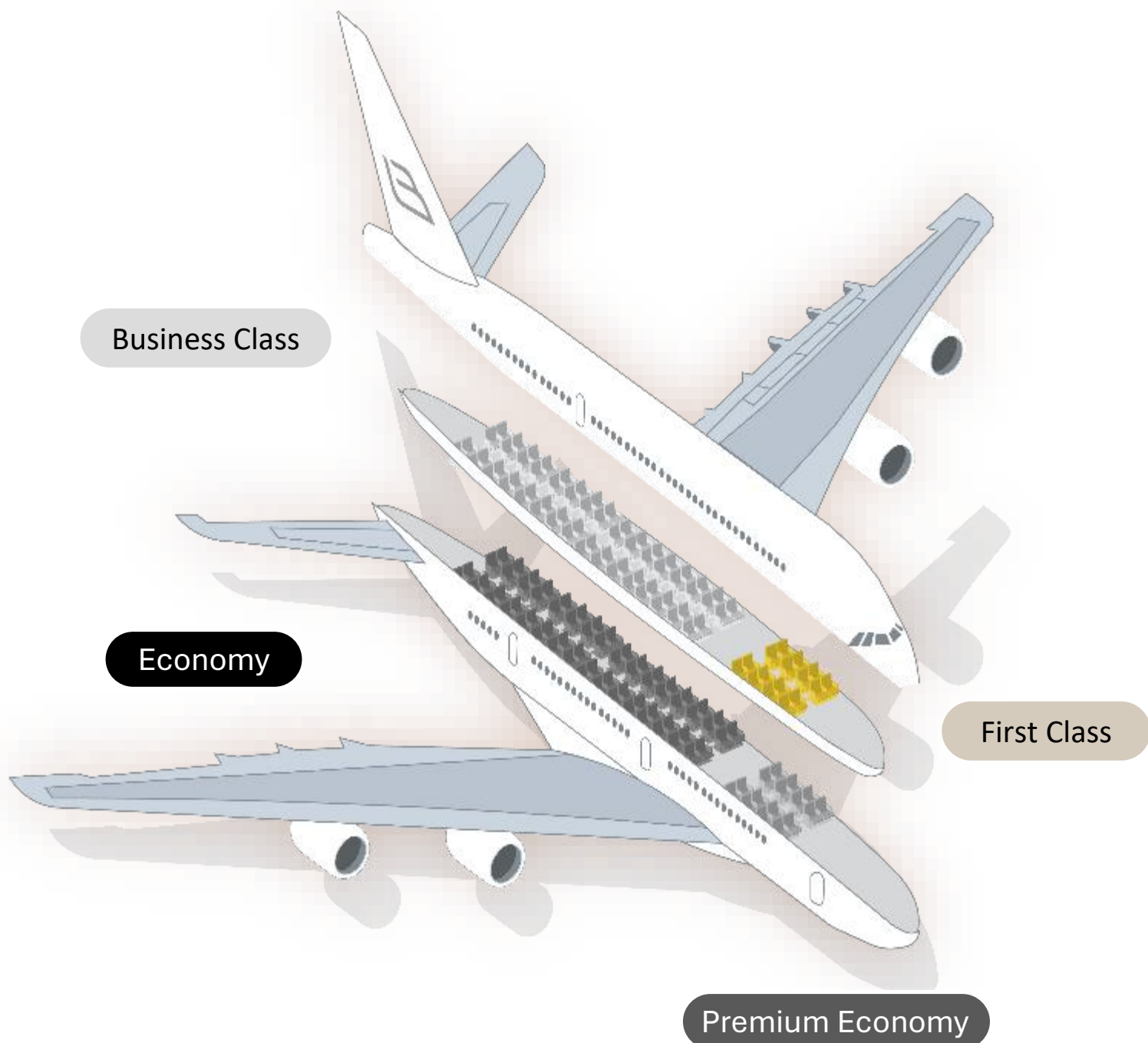
65

Sellable area, SQFT

19.4mn

Total GDV<sup>(2)</sup>

USD 7bn



First Class

Uber-Luxury

Average price per SQFT:  
> USD 1,100

20%

% of Total  
GDV<sup>(2)</sup>

No. of developments<sup>(1)</sup>

4

Sellable area, SQFT

2.7mn

Total GDV<sup>(2)</sup>

USD 5bn

BRANDED  
PARTNERSHIPS

JACOB&CO

Premium Economy

Premium Mainstream

Average price per SQFT:  
USD 450 – USD 550

10%

% of Total  
GDV<sup>(2)</sup>

No. of developments<sup>(1)</sup>

12

Sellable area, SQFT

6.1mn

Total GDV<sup>(2)</sup>

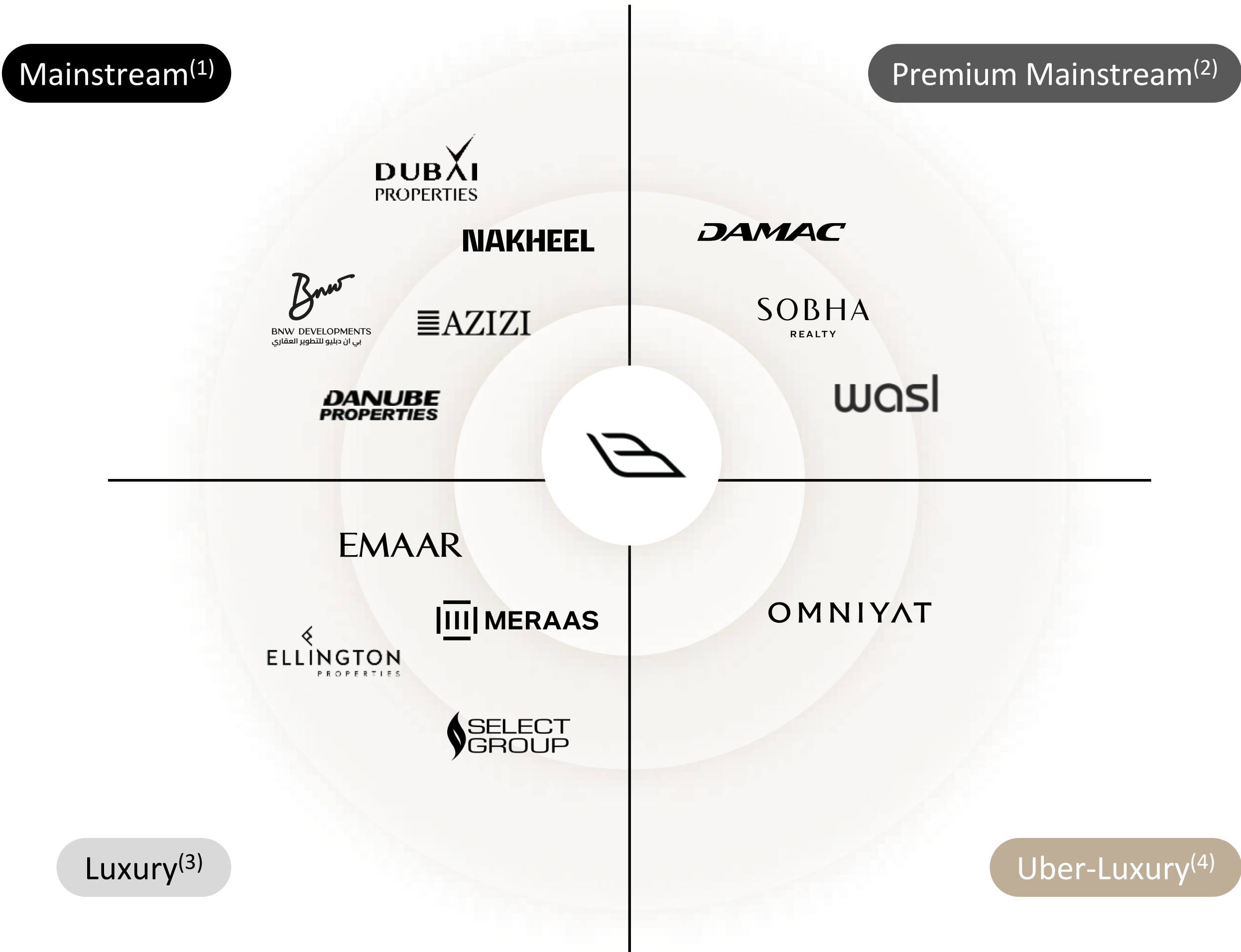
USD 2bn

Data as of 31 December 2025. Notes: <sup>(1)</sup> Includes closed, ongoing pipeline development and newly acquired for development. <sup>(2)</sup> Gross development value. Estimated market value of real estate projects upon completion and sale.



# Diversified Customer Base

- Positioned as developer with **exposure across all customer segments**, from mainstream to uber-luxury
- Benefits from **growth drivers across all market segments** through wide portfolio of residential properties available
- Uber-luxury segment attracts **demand from foreign investors**, reducing reliance on local housing demand drivers
- Exposure to mainstream and premium mainstream segments benefits from **government's focus on affordable housing**



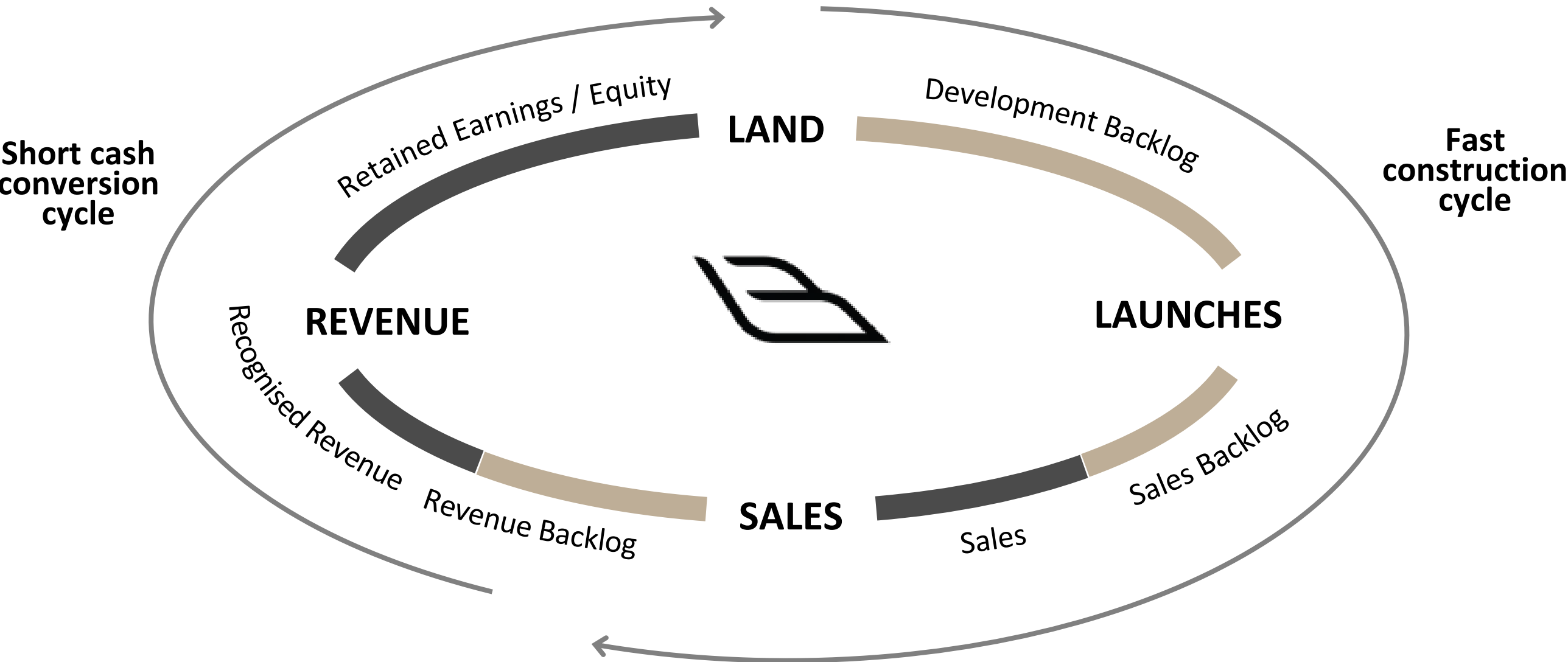
Notes: <sup>(1)</sup> Based on average price per square foot of <USD 450. <sup>(2)</sup> Based on average price per square foot of USD 450-550. <sup>(3)</sup> Based on average price per square foot USD 550-1,100. <sup>(4)</sup> Based on average price per square foot of >USD 1,00.

Financial  
Highlights

05



# De-risked Business Model



|                                                                    |            |
|--------------------------------------------------------------------|------------|
| 2025                                                               |            |
| DEVELOPMENT BACKLOG <sup>(1)</sup><br>[GDV of unlaunched projects] | USD 10.7bn |
| SALES BACKLOG <sup>(2)</sup><br>[GDV of unsold inventory]          | USD 5.1bn  |
| REVENUE BACKLOG <sup>(3)</sup><br>[construction not caught-up]     | USD 4.5bn  |

Disciplined Cash Cycle >

Backlog Conversion >

Revenue Recognition >

EBITDA Impact >

FCF Generation

Construction Cycle >



Completion of projects (average)<sup>(4)</sup>  
**~18 months**

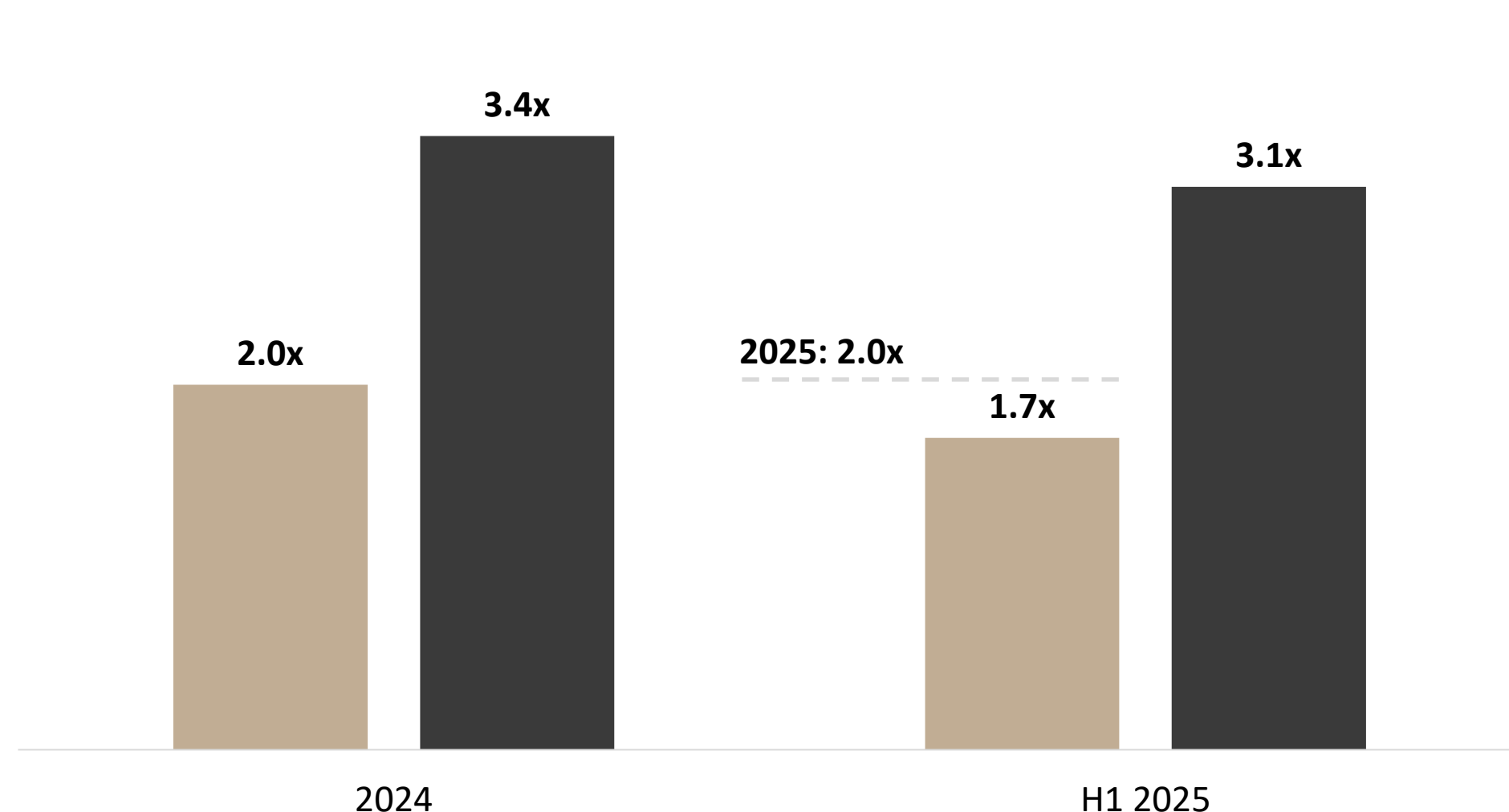
Notes: <sup>(1)</sup> Value of projects under development but not yet sold. <sup>(2)</sup> Value of committed sales not yet delivered. <sup>(3)</sup> Value of contractually secured revenue that has not yet been recognised. <sup>(4)</sup> Calculated as average construction period based on 53 completed projects.



# Strong Topline Productivity and Recognition Quality <sup>(1)</sup>

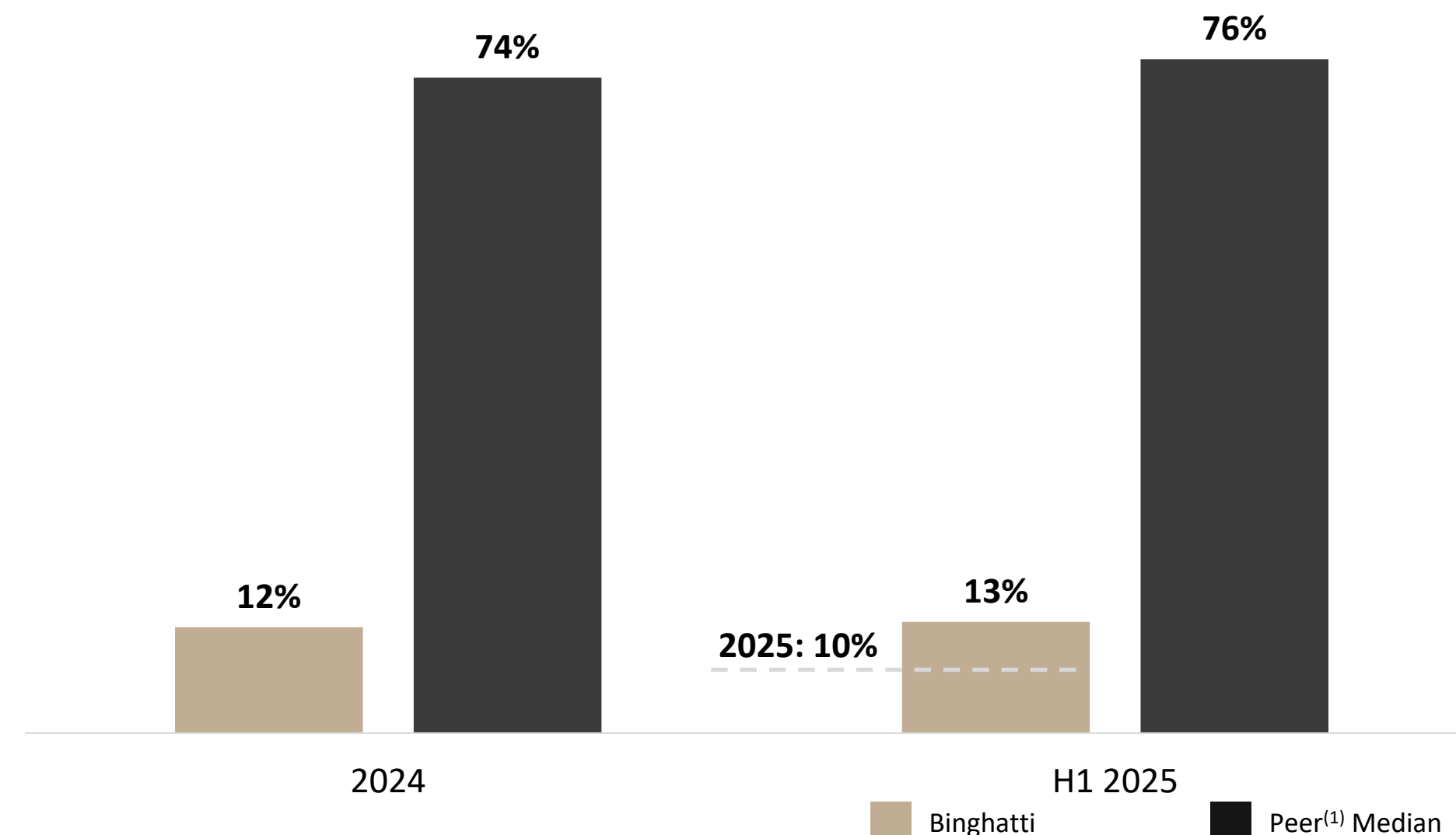
## Low Capital Intensity

Capital intensity ratio<sup>(2)</sup>, x



## Superior Revenue Quality

Contract asset ratio<sup>(3)</sup>, x



- **Fast construction cycle** combined with **quick cash conversion** and **diversified client base** allows Binghatti to have a significantly **lower capital intensity** compared to peers.
- Continuous **improvement in cash conversion cycle** leads to a **stable capital intensity ratio**.

- **High quality revenue backlog**, as unrecognised revenue for Binghatti is primarily composed of **revenue from completed sales pending final payment**.
- This leads to an **attractive contract asset ratio**.

Notes: <sup>(1)</sup> Peers include four UAE real estate developers. <sup>(2)</sup> Calculated as total assets at the end of the period / trailing revenue from contracts with customers for the last 12 months. <sup>(3)</sup> Calculated as contract assets at the end of the period / (contract assets at the end of the period + trade receivables at the end of the period).



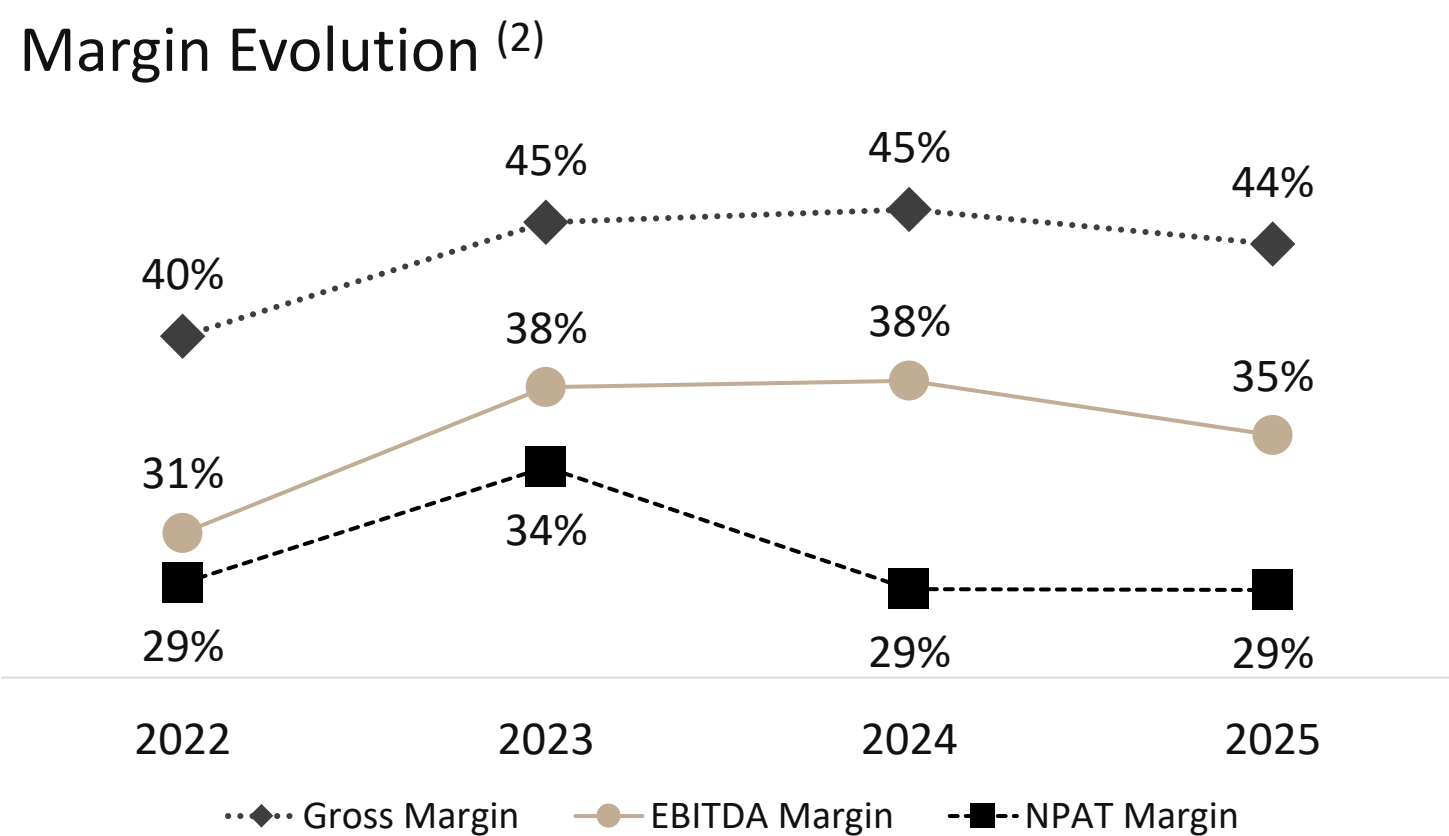
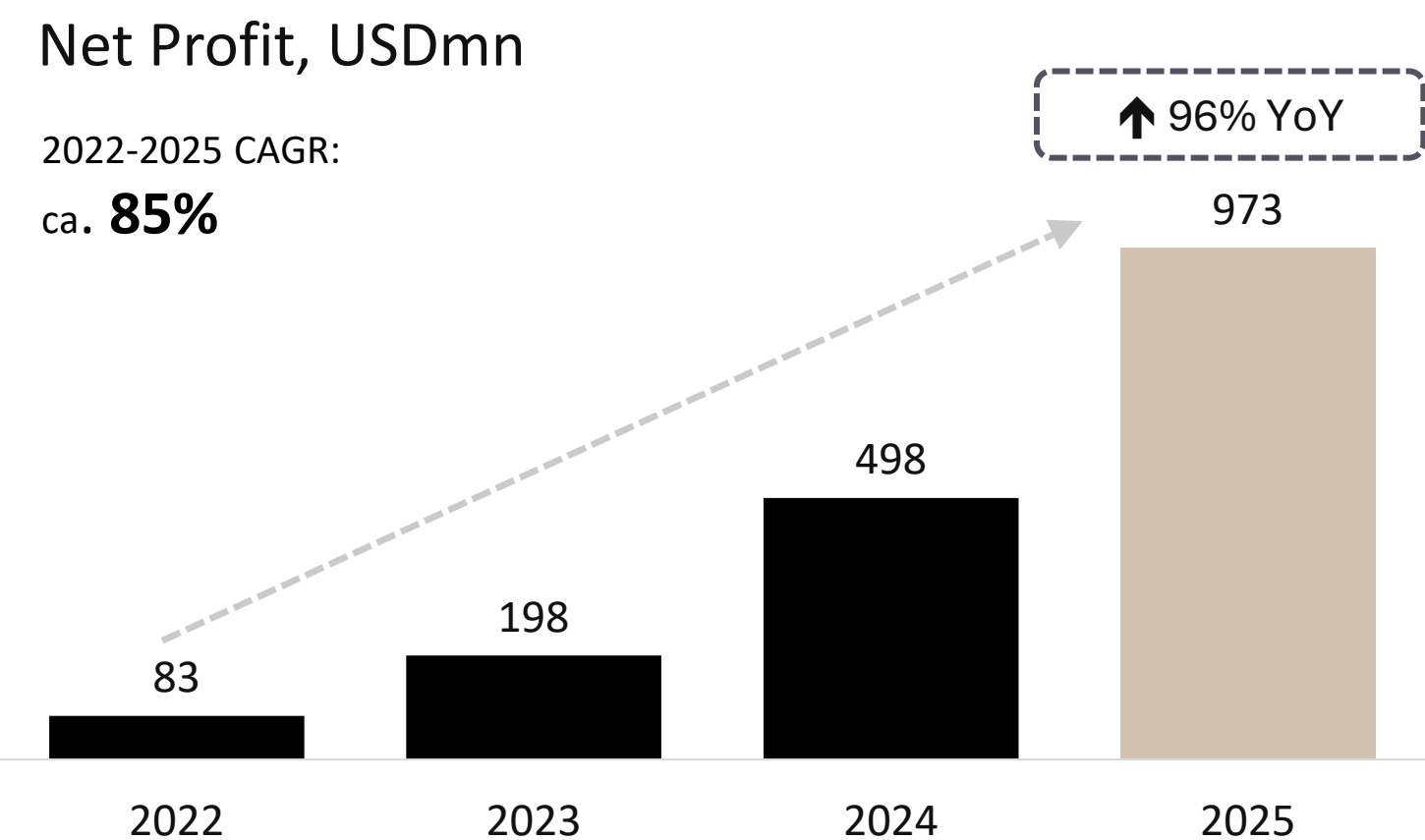
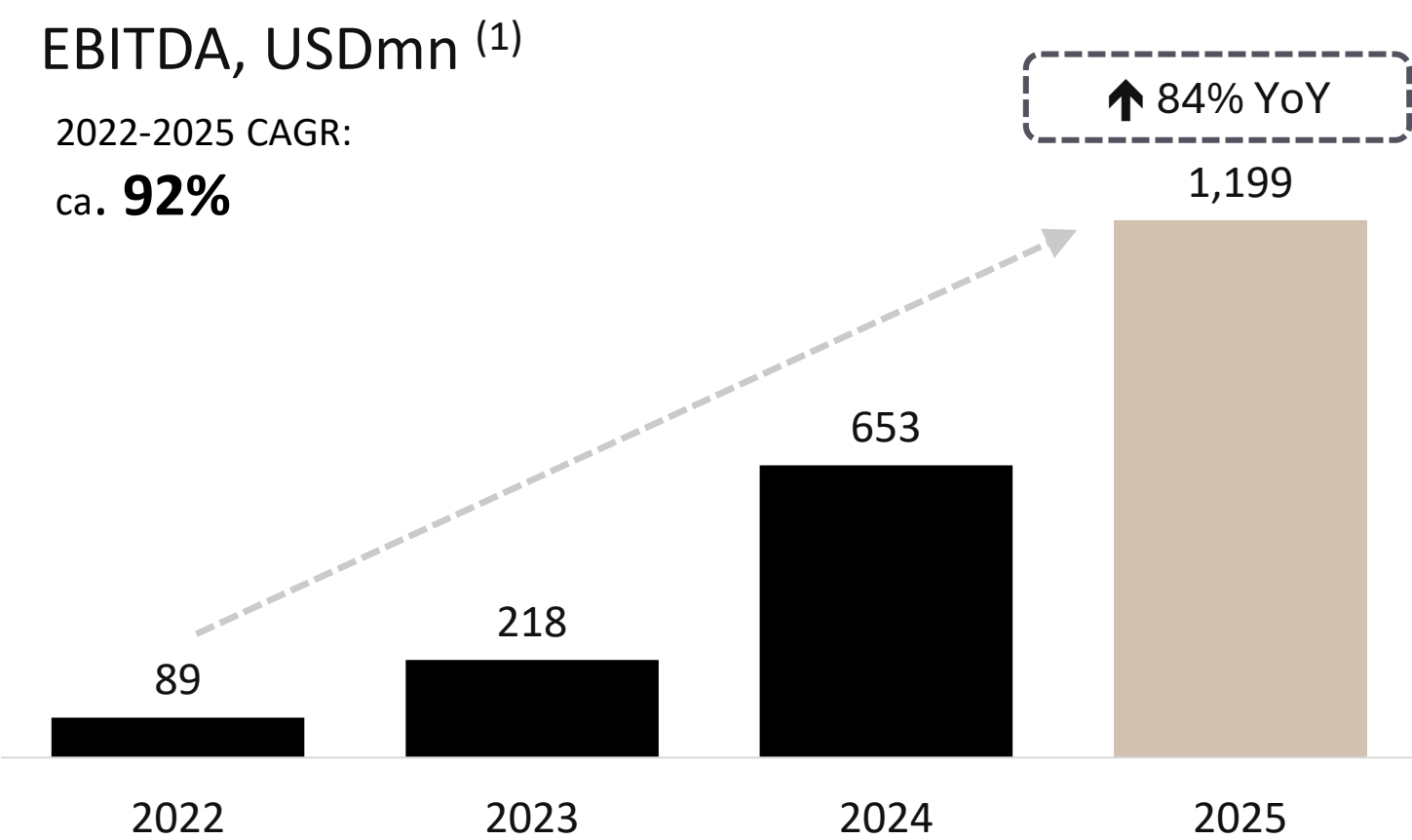
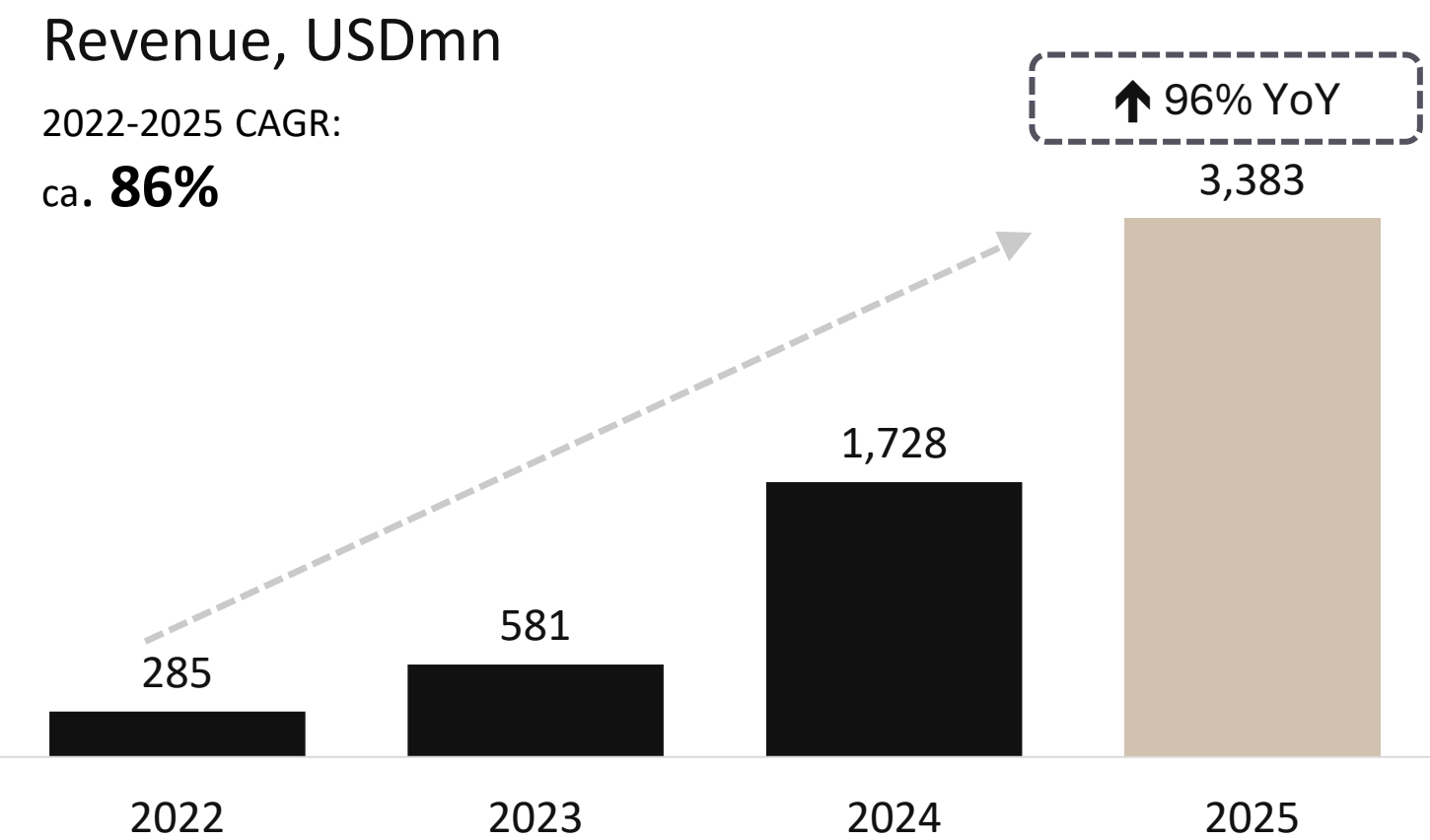
# Financial Snapshot

| Amounts in USDmn       | 2022 | 2023  | 2024  | 2025  | YoY Δ |      |
|------------------------|------|-------|-------|-------|-------|------|
| Revenue                | 285  | 581   | 1,728 | 3,383 | ↑     | 96%  |
| Gross Profit           | 113  | 259   | 780   | 1,478 | ↑     | 89%  |
| EBITDA <sup>(1)</sup>  | 89   | 218   | 653   | 1,199 | ↑     | 84%  |
| Profit Before Tax      | 83   | 198   | 547   | 1,047 | ↑     | 91%  |
| Net Profit After Tax   | 83   | 198   | 498   | 973   | ↑     | 96%  |
| Total Assets           | 564  | 1,145 | 3,459 | 6,635 | ↑     | 92%  |
| Cash and Bank Balances | 160  | 445   | 1,025 | 2,408 | ↑     | 135% |
| Development Properties | 185  | 409   | 1,466 | 1,656 | ↑     | 13%  |
| Contract Liabilities   | 133  | 296   | 705   | 1,707 | ↑     | 142% |
| Total Debts            | 119  | 307   | 936   | 2,303 | ↑     | 146% |
| Total Equity           | 242  | 368   | 866   | 1,846 | ↑     | 113% |

Note: Based on Audited Annual Financial Reports for the Years 2022 to 2025. <sup>(1)</sup> EBITDA calculation has been revised reflecting the adjustments related to the depreciation of Rights of Use Assets.



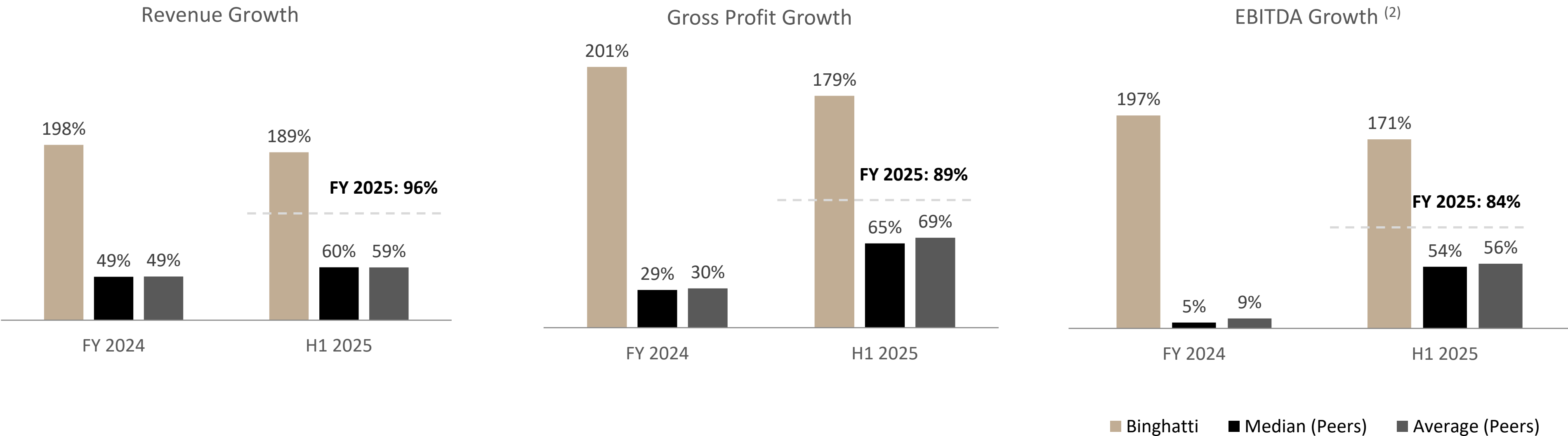
# Another Period of Solid, Sustained Profitability



Note: <sup>(1)</sup> & <sup>(2)</sup> EBITDA and related metrics reflect the adjustments related to the depreciation of Rights of Use Assets.



# Business Growth: Binghatti versus Peers <sup>(1)</sup>



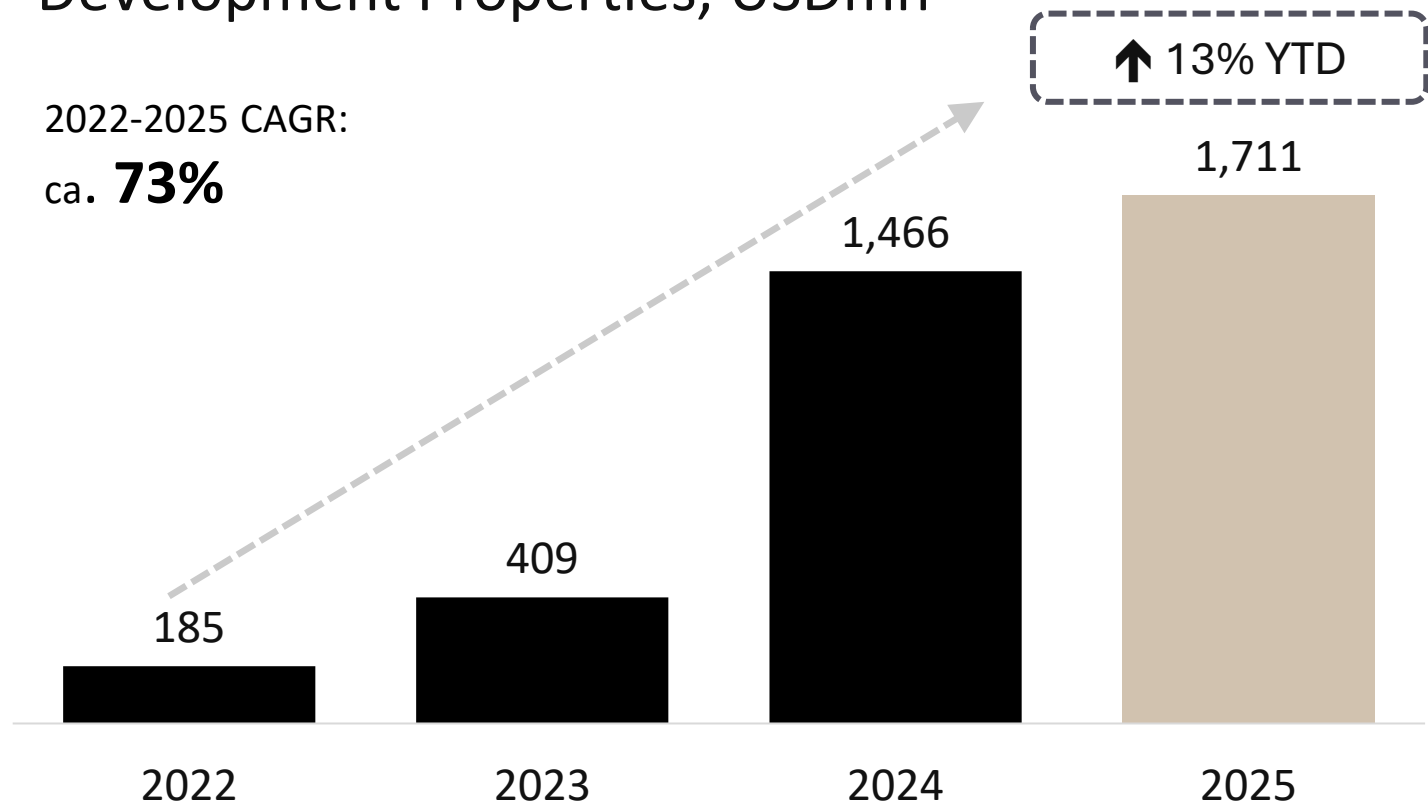
Note: <sup>(1)</sup> Peers include four UAE real estate developers. <sup>(2)</sup> EBITDA and related metrics reflect the adjustments related to the depreciation of Rights of Use Assets.



# Steady and Robust Asset Expansion

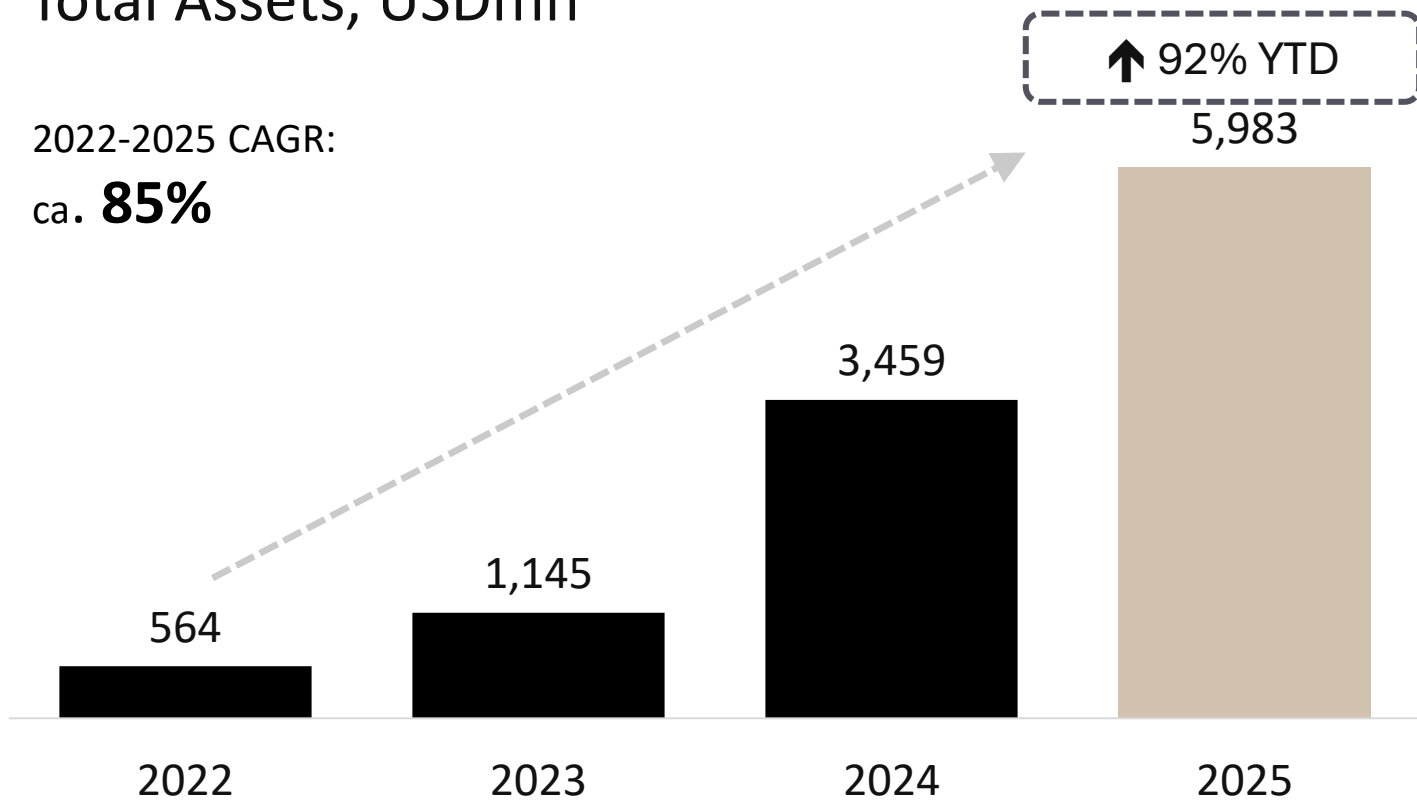
Development Properties, USDmn

2022-2025 CAGR:  
ca. **73%**



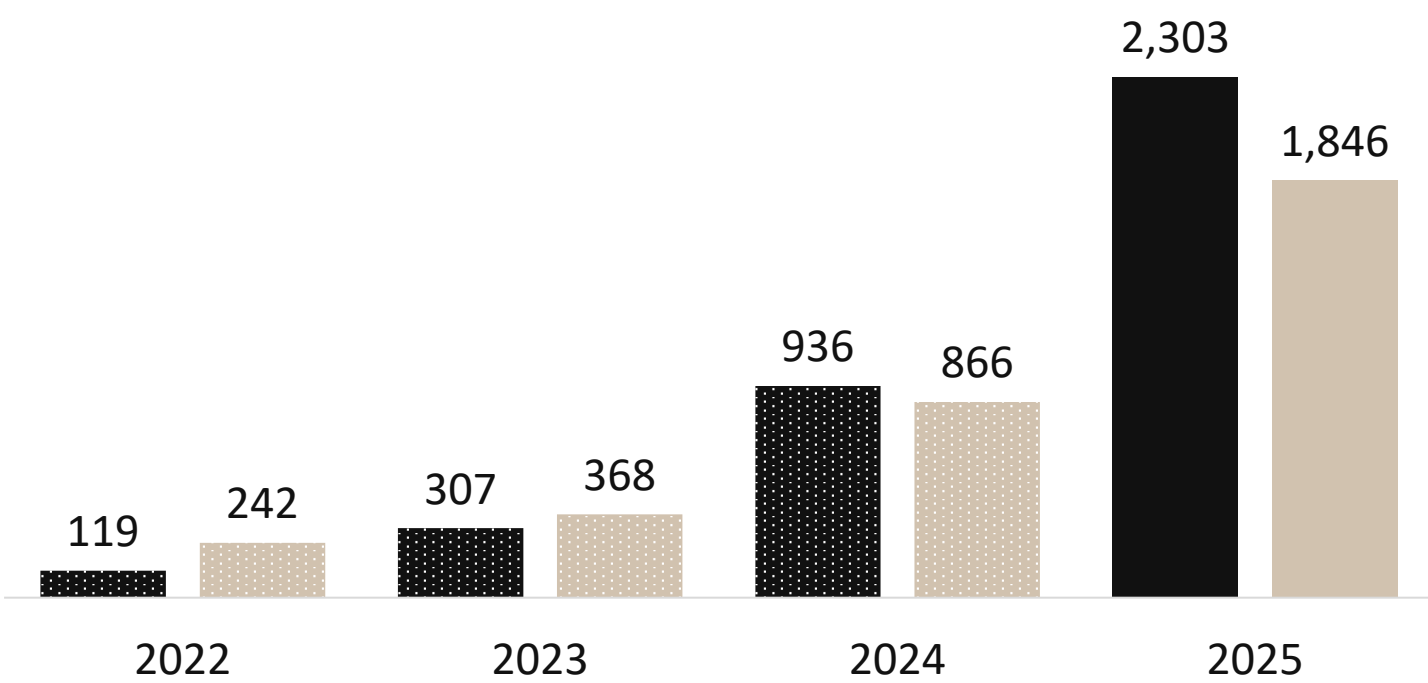
Total Assets, USDmn

2022-2025 CAGR:  
ca. **85%**



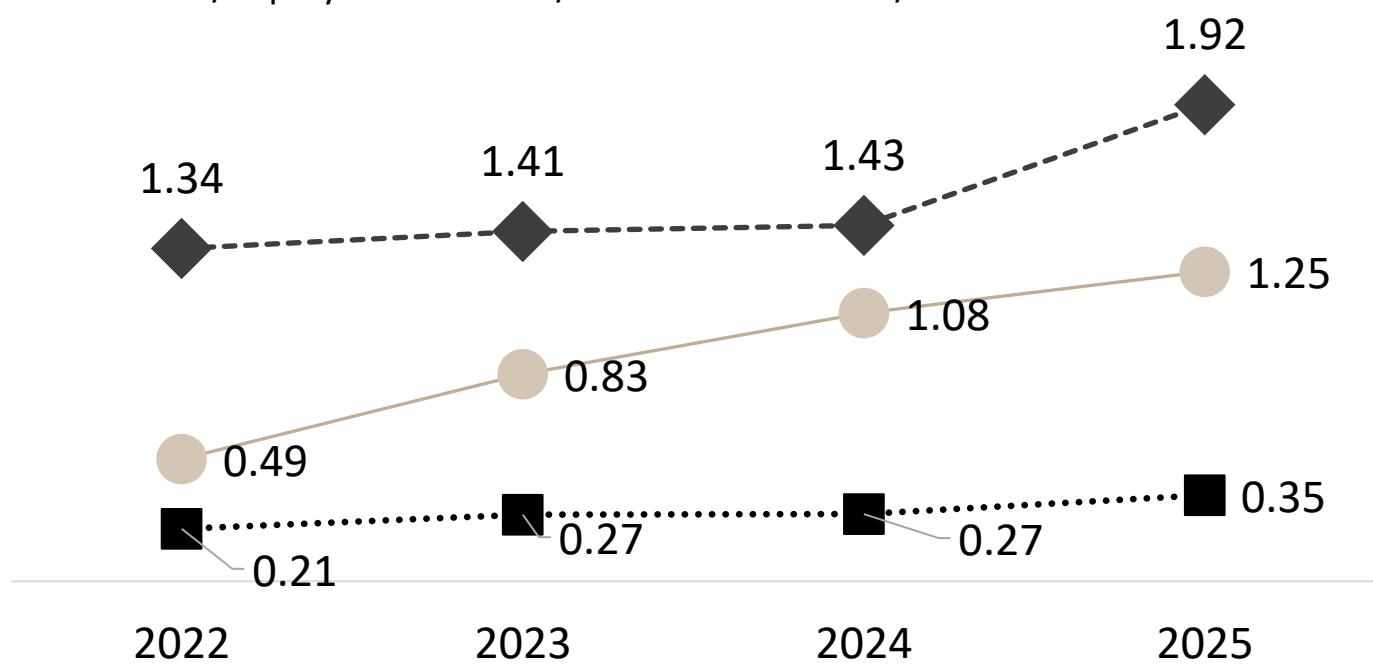
Capital Structure, USDmn

■ Total Debts ■ Total Equity



Leverage and Gearing Ratios <sup>(1)</sup>, x

—●— Debt / Equity    -■- Debt / Asset    -◆- Debt / EBITDA

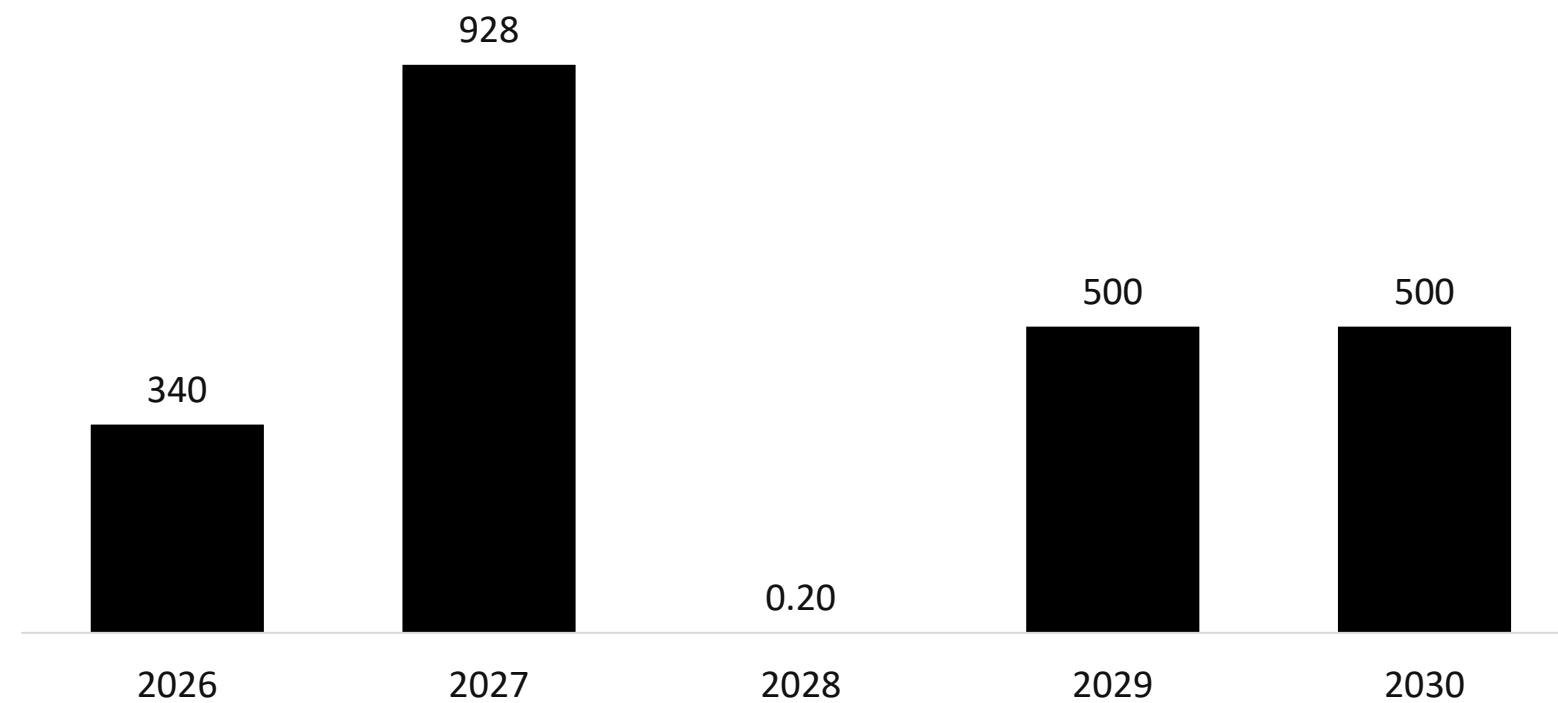


Note: <sup>(1)</sup> Debt/EBITDA calculation has been revised reflecting the adjustments related to the depreciation of Rights of Use Assets.

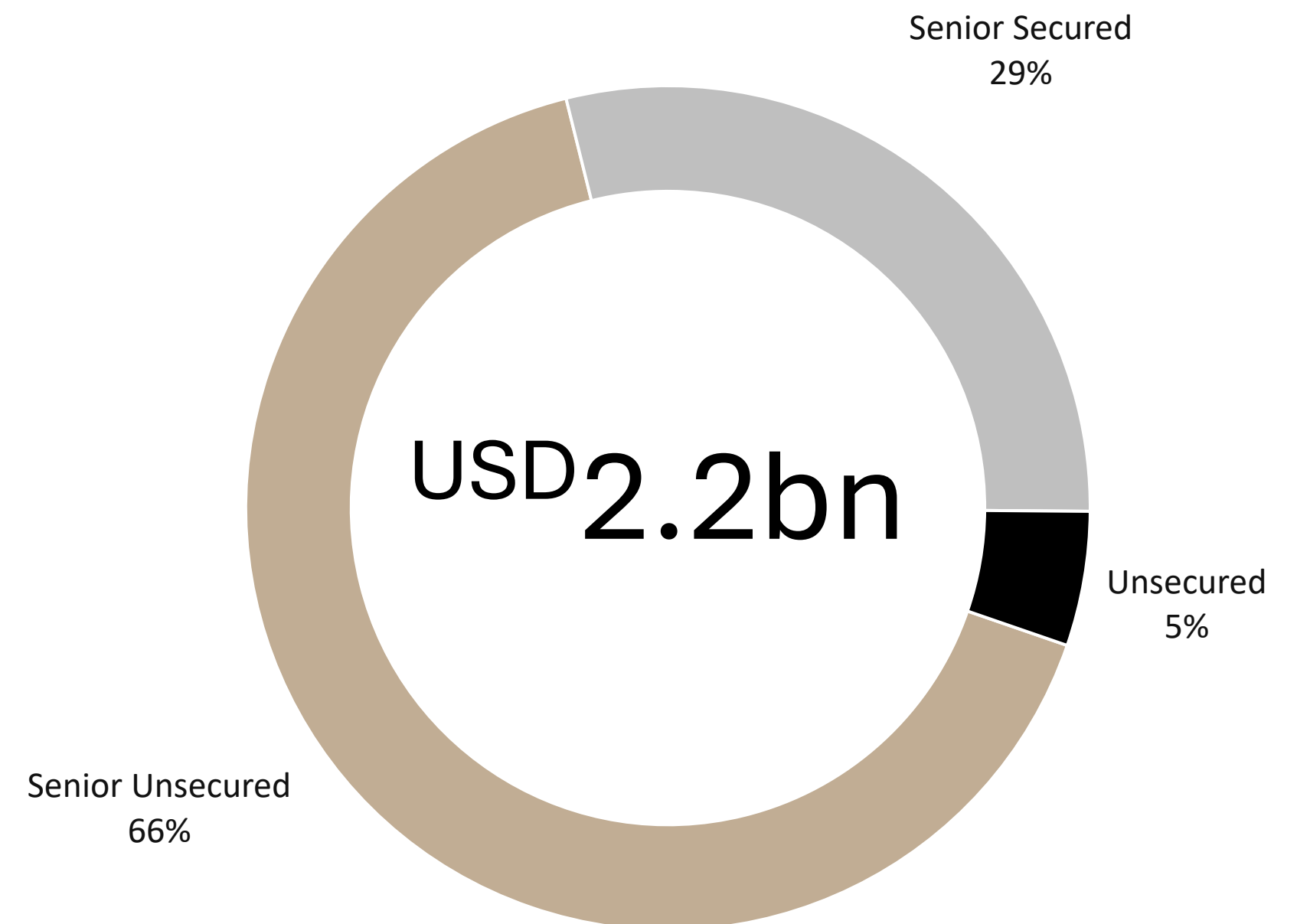


## Diversified and Balanced Debt Maturity Profile

Debt Maturity Profile, USDmn



Debt Breakdown



Credit Ratings

**Fitch**Ratings

**Long-term IDR: BB- / Stable**  
**Sukuk: BB-**  
 (Rating Upgraded in Mar 2025)

**MOODY'S**

**Long-term CFR: Ba3 / Stable**  
 (Inaugural Rating in Mar 2025)



ESG  
Highlights

06



# ESG Approach

Strategy

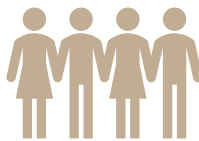
- Binghatti is committed to driving meaningful impact through innovation, sustainable practices, and customer-centric growth.
- The company’s sustainability strategy is anchored in three core pillars: Environmental Sustainability, Corporate Social Responsibility, and Governance.
- Our ESG strategy aims to meet or exceed the requirements of applicable local, regional and international benchmarks and regulations related to ESG Standards as well as to implement recognized best practices
- Our developments are guided by a holistic environmental strategy that integrates passive design, advanced technologies, and responsible sourcing to reduce carbon emissions and enhance ecological resilience.

## ESG POLICY



### ENVIRONMENTAL SUSTAINABILITY

- Commitment to Sustainability
- Enhancement of Resource Efficiency
- Reduce Carbon Footprint
- Foster Green Communities



### CORPORATE SOCIAL RESPONSIBILITY

- Commitment to Human Rights
- Inclusive Workplace and Marketplace
- Community Development and Environmental Stewardship



### GOOD GOVERNANCE

- Transparency and Accountability
- Ethical Conduct
- Governance Best Practices



# ESG Implementation Highlights



## In Focus: Key Projects with Strong Focus on Sustainability

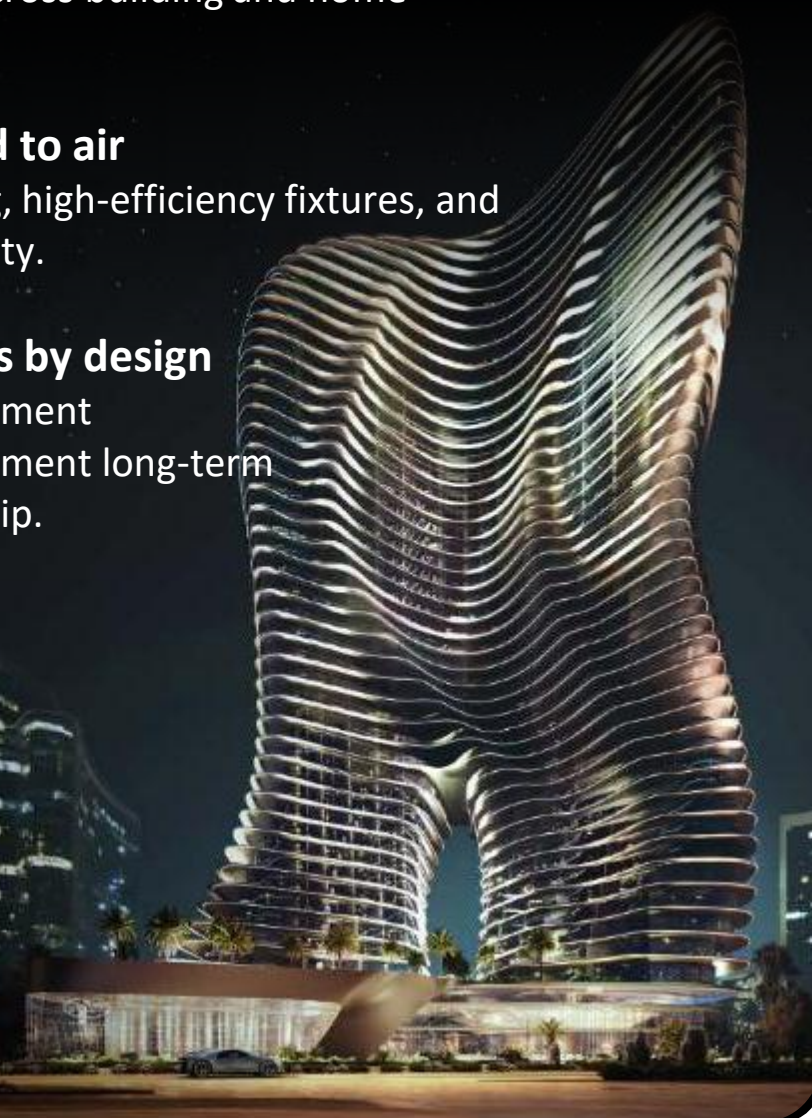
### 01 Bugatti Residences by Binghatti

**Target LEED Gold at a minimum in sight**  
Top-tier green certification to validate environmental performance.

**Smart systems for smart savings**  
Energy-optimising tech across building and home environments.

**Efficiency from ground to air**  
Water-saving landscaping, high-efficiency fixtures, and enhanced indoor air quality.

**Sustainable operations by design**  
Integrated waste management protocols aiming to implement long-term environmental stewardship.



### 02 Mercedes-Benz Places by Binghatti

**Aligned with UAE Net Zero 2050 & Binghatti's sustainability roadmap**  
Development integrates advanced green building strategies to reduce environmental impact and boost efficiency.

**Solar-powered facade + EV charging**  
Photovoltaic panels harness Dubai's sunlight to generate clean energy, powering on-site EV stations.

**Target LEED Gold and WELL at a minimum**  
Commitment to global sustainability and wellness standards.

**Smart, efficient, and future-ready**  
Includes energy-optimising smart systems, water-saving features, air quality enhancements, and robust waste management.



### 03 Burj Binghatti Jacob & Co Residence

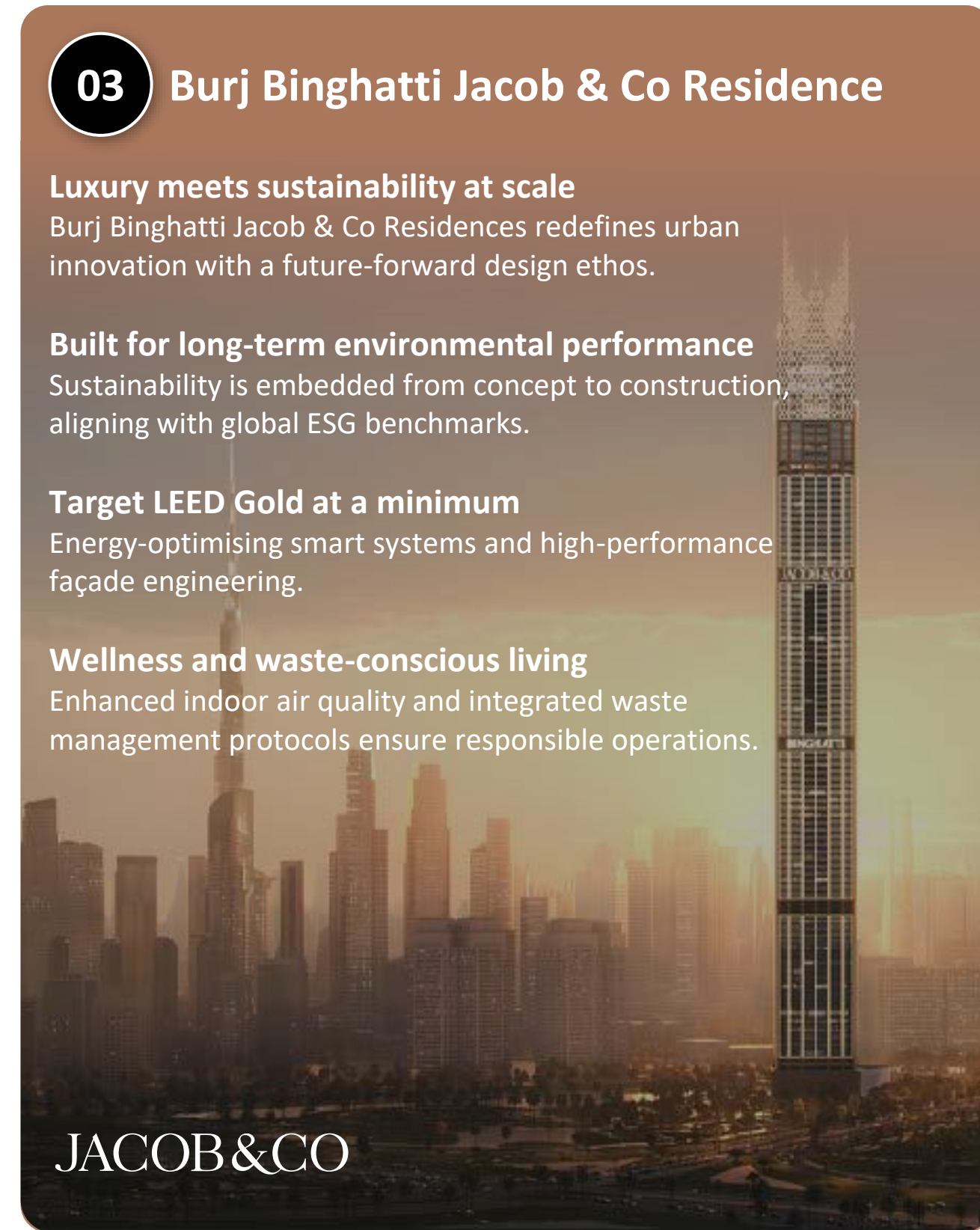
**Luxury meets sustainability at scale**  
Burj Binghatti Jacob & Co Residences redefines urban innovation with a future-forward design ethos.

**Built for long-term environmental performance**  
Sustainability is embedded from concept to construction, aligning with global ESG benchmarks.

**Target LEED Gold at a minimum**  
Energy-optimising smart systems and high-performance façade engineering.

**Wellness and waste-conscious living**  
Enhanced indoor air quality and integrated waste management protocols ensure responsible operations.

JACOB&CO





# Concluding Remarks



1 Superior macro fundamentals underpinning strong residential real estate market growth

2 Vertically integrated player delivering premium developments with a full suite of solutions across the value chain

3 Carefully crafted, multi-segment business portfolio catering to a wide range of customers, from mainstream to uber-luxury

4 Strategically located project pipeline with unique access to premium land plots benefitting from Dubai 2040 Urban Master Plan

5 De-risked, highly efficient business model with quick cash conversion and low capital intensity

6 Robust financial performance underscored by strong diversified portfolio mix translating into top-line and bottom-line earnings growth

7 Highly experienced leadership team with a proven track record and commitment to sustainability



# Thank you.

For any further enquiries, please contact:  
**Investor Relations**  
[ir@binghatti.com](mailto:ir@binghatti.com)