

## IMPORTANT NOTICE

**THIS BASE PROSPECTUS MAY ONLY BE DISTRIBUTED TO PERSONS WHO ARE OUTSIDE OF THE UNITED STATES.**

**IMPORTANT:** You must read the following disclaimer before continuing. The following disclaimer applies to the attached base prospectus (the "document") and you are therefore advised to read this carefully before reading, accessing or making any other use of the attached document. In accessing the document, you agree to be bound by the following terms and conditions, including any modifications to them from time to time, each time you receive any information from us as a result of such access. You acknowledge that this electronic transmission and the delivery of the attached document is confidential and intended only for you and you agree you will not reproduce or publish this electronic transmission or forward the attached document to any other person.

**Restrictions:** UNDER NO CIRCUMSTANCES SHALL THE ATTACHED DOCUMENT CONSTITUTE AN OFFER TO SELL OR THE SOLICITATION OF AN OFFER TO BUY NOR SHALL THERE BE ANY SALE OF THE SECURITIES IN THE UNITED STATES OR ANY OTHER JURISDICTION IN WHICH SUCH OFFER, SOLICITATION OR SALE WOULD BE UNLAWFUL. ANY SECURITIES TO BE ISSUED HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE "SECURITIES ACT") OR WITH ANY SECURITIES REGULATORY AUTHORITY OF ANY STATE OR OTHER JURISDICTION OF THE UNITED STATES AND MAY NOT BE OFFERED, SOLD, PLEDGED OR OTHERWISE TRANSFERRED WITHIN THE UNITED STATES.

THE ATTACHED DOCUMENT MAY NOT BE FORWARDED OR DISTRIBUTED TO ANY OTHER PERSON WITHOUT THE PRIOR WRITTEN CONSENT OF THE DEALERS (AS DEFINED BELOW) AND MAY NOT BE REPRODUCED IN ANY MANNER WHATSOEVER. DISTRIBUTION OR REPRODUCTION OF THE ATTACHED DOCUMENT IN WHOLE OR IN PART IS UNAUTHORISED. FAILURE TO COMPLY WITH THIS DIRECTIVE MAY RESULT IN A VIOLATION OF THE SECURITIES ACT OR THE APPLICABLE SECURITIES LAWS OF OTHER JURISDICTIONS.

UNDER NO CIRCUMSTANCES SHALL THIS DOCUMENT CONSTITUTE AN OFFER TO SELL OR THE SOLICITATION OF AN OFFER TO BUY NOR SHALL THERE BE ANY SALE OF THE SECURITIES IN ANY JURISDICTION IN WHICH SUCH OFFER, SOLICITATION OR SALE WOULD BE UNLAWFUL.

THIS DOCUMENT IS NOT BEING DISTRIBUTED TO, AND MUST NOT BE PASSED ON TO, THE GENERAL PUBLIC IN THE UNITED KINGDOM. RATHER, THE COMMUNICATION OF THIS DOCUMENT AS A FINANCIAL PROMOTION IS ONLY BEING MADE TO THOSE PERSONS FALLING WITHIN ARTICLE 19(5) OR ARTICLE 49 OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 (FINANCIAL PROMOTION) ORDER 2005, OR TO OTHER PERSONS TO WHOM THIS DOCUMENT MAY OTHERWISE BE DISTRIBUTED WITHOUT CONTRAVENTION OF SECTION 21 OF THE FINANCIAL SERVICES AND MARKETS ACT 2000, OR ANY PERSON TO WHOM IT MAY OTHERWISE LAWFULLY BE MADE. THIS COMMUNICATION IS BEING DIRECTED ONLY AT PERSONS HAVING PROFESSIONAL EXPERIENCE IN MATTERS RELATING TO INVESTMENTS AND ANY INVESTMENT OR INVESTMENT ACTIVITY TO WHICH THIS COMMUNICATION RELATES WILL BE ENGAGED IN ONLY WITH SUCH PERSONS. NO OTHER PERSON SHOULD RELY ON IT.

Confirmation of your representation: The attached document is delivered to you at your request and on the basis that you have confirmed to Barclays Bank PLC, Citigroup Global Markets Limited, Crédit Agricole Corporate and Investment Bank, Emirates NBD Capital Limited, HSBC Bank plc, J.P. Morgan Securities plc, Morgan Stanley & Co. International plc, National Bank of Abu Dhabi P.J.S.C., Standard Chartered Bank and UBS Limited (together, the "**Dealers**"), Majid al Futtaim Holding LLC, Majid Al Futtaim Properties LLC (together, the "**Guarantors**") and MAF Global Securities Limited (the "**Issuer**") that (i) you are located outside the United States; (ii) you consent to delivery by electronic transmission; (iii) you will not transmit the attached document (or any copy of it or part thereof) or disclose, whether orally or in writing, any of its contents to any other person except with the prior written consent of the Dealers; and (iv) you acknowledge that you will make your own assessment regarding any credit, investment, legal, taxation or other economic considerations with respect to your decision to subscribe or purchase any of the Notes.

This document has been made available to you in an electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of electronic transmission and consequently none of the

Guarantors, the Issuer, the Dealers nor any person who controls or is a director, officer, employee or agent of the Guarantors, the Issuer, the Dealers nor any of their respective affiliates accepts any liability or responsibility whatsoever in respect of any difference between the document distributed to you in electronic format and the hard copy version. By accessing this document, you consent to receiving it in electronic form. A hard copy of the document will be made available to you only upon request to the Dealers.

You are reminded that the attached document has been delivered to you on the basis that you are a person into whose possession this document may be lawfully delivered in accordance with the laws of the jurisdiction in which you are located and you may not nor are you authorised to deliver this document, electronically or otherwise, to any other person. Failure to comply with this directive may result in a violation of the Securities Act or the applicable laws of other jurisdictions.

You are reminded that the information contained in this document is not complete and may be changed. None of the Dealers or any of their respective affiliates accepts any responsibility whatsoever for the contents of this document or for any statement made or purported to be made by any of them, or on any of their behalf, in connection with the Guarantors, the Issuer or the offer. The Dealers and their respective affiliates accordingly disclaim all and any liability whether arising in tort, contract, or otherwise which they might otherwise have in respect of such document or any such statement. No representation or warranty, express or implied, is made by any of the Dealers or their respective affiliates as to the accuracy, completeness, verification or sufficiency of the information set out in this document.

The Dealers are acting exclusively for the Guarantors and the Issuer and no one else in connection with the offer. They will not regard any other person (whether or not a recipient of this document) as their client in relation to the offer and will not be responsible to anyone other than the Guarantors and the Issuer for providing the protections afforded to its clients nor for giving advice in relation to the offer or any transaction or arrangement referred to herein.

The materials relating to the offering do not constitute, and may not be used in connection with, an offer or solicitation in any place where such offers or solicitations are not permitted by law. If a jurisdiction requires that the offering be made by a licensed broker or dealer and the Dealers or any affiliate of the Dealers is a licensed broker or dealer in that jurisdiction the offering shall be deemed to be made by the Dealers or such affiliate on behalf of the Guarantors and the Issuer in such jurisdiction.

Recipients of the attached document who intend to subscribe for or purchase any securities to be issued are reminded that any subscription or purchase may only be made on the basis of the information contained in the final version of the attached document.

If you received this document by e-mail, you should not reply by e-mail to this communication. Any reply e-mail communications, including those you generate by using the "Reply" function on the email software, will be ignored or rejected. Your receipt of the electronic transmission is at your own risk and it is your responsibility to take precautions to ensure that it is free from viruses and other items of a destructive nature.



## MAF GLOBAL SECURITIES LIMITED

*(incorporated with limited liability in the Cayman Islands)*

**U.S.\$3,000,000,000**

**Global Medium Term Note Programme**

**unconditionally and irrevocably guaranteed, on a joint and several basis, by**

## MAJID AL FUTTAIM HOLDING LLC

*(incorporated with limited liability in the Emirate of Dubai, United Arab Emirates)*

and

## MAJID AL FUTTAIM PROPERTIES LLC

*(incorporated with limited liability in the Emirate of Dubai, United Arab Emirates)*

Under this U.S.\$3,000,000,000 Global Medium Term Note Programme (the **Programme**), MAF Global Securities Limited (the **Issuer**) may from time to time issue notes (the **Notes**) denominated in any currency agreed between the Issuer and the relevant Dealer (as defined below).

The payments of all amounts due in respect of the Notes will be unconditionally and irrevocably guaranteed, on a joint and several basis (the **Guarantee**), by Majid Al Futtaim Holding LLC (**Majid Al Futtaim Holding**) and Majid Al Futtaim Properties LLC (**Majid Al Futtaim Properties**) and, together with Majid Al Futtaim Holding, the **Guarantors** and each a **Guarantor**).

Notes may be issued in bearer or registered form (respectively **Bearer Notes** and **Registered Notes**). The maximum aggregate nominal amount of all Notes from time to time outstanding under the Programme will not exceed U.S.\$3,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement described herein), subject to increase as described herein.

The Notes may be issued on a continuing basis to one or more of the Dealers specified under "Description of the Programme" and any additional Dealer appointed under the Programme from time to time by the Issuer (each a **Dealer** and together the **Dealers**), which appointment may be for a specific issue or on an ongoing basis. References in this Base Prospectus to the relevant Dealer shall, in the case of an issue of Notes being (or intended to be) subscribed by more than one Dealer, be to all Dealers agreeing to subscribe such Notes.

**An investment in Notes issued under the Programme involves certain risks. For a discussion of these risks see "Risk Factors".**

This Base Prospectus has been approved by the Central Bank of Ireland (the **Central Bank**) as competent authority under Directive 2003/71/EC, as (the **Prospectus Directive**). The Central Bank only approves this Base Prospectus as meeting the requirements imposed under Irish and European Union (**EU**) law pursuant to the Prospectus Directive. Application has been made to the Irish Stock Exchange for Notes issued under this Programme during the period of 12 months from the date of this Base Prospectus to be admitted to the official list (the **Irish Official List**) and trading on its regulated market (the **Main Securities Market**). Such approval relates only to Notes which are to be admitted to trading on its Main Securities Market or any other regulated markets for the purposes of Directive 2004/39/EU (each such regulated market being a **MiFID Regulated Market**). The Main Securities Market is regulated for the purposes of MiFID.

This Base Prospectus has been approved by the Dubai Financial Services Authority (the **DFSA**) under Markets Rule 2.6 of the DFSA. Application has also been made to the DFSA for Notes issued under the Programme during the period of 12 months from the date of this Base Prospectus to be admitted to the official list of securities (the **Dubai Official List**) maintained by the DFSA and to NASDAQ Dubai for such Notes to be admitted to trading on NASDAQ Dubai.

References in this Base Prospectus to Notes being listed (and all related references) shall mean that (a) such Notes have been admitted to trading on NASDAQ Dubai and have been admitted to the Dubai Official List and/or (b) such Notes have been admitted to trading on the Main Securities Market and have been admitted to the Irish Official List.

The Programme provides that Notes may be listed or admitted to trading, as the case may be, on such other or further stock exchanges or markets as may be agreed between the Issuer, the Guarantors and the relevant Dealer. The Issuer may also issue unlisted Notes and/or Notes not admitted to trading on any market. Notice of the aggregate nominal amount of Notes, interest (if any) payable in respect of Notes, the issue price of Notes and certain other information which is applicable to each Tranche (as defined under "Terms and Conditions of the Notes") of Notes will be set out in a final terms document (the **applicable Final Terms**), which, with respect to Notes to be listed on the Irish Stock Exchange, will be delivered to the Central Bank and the Irish Stock Exchange and with respect to Notes to be listed on NASDAQ Dubai, will be delivered to the DFSA and NASDAQ Dubai.

Neither the Notes nor the Guarantee have been nor will be registered under the U.S. Securities Act of 1933, as amended (the "**Securities Act**") or any U.S. state securities laws and the Notes may not be offered or sold in the United States or to, or for the account or the benefit of, U.S. persons unless an exemption from the registration requirements of the Securities Act is available and the offer or sale is made in accordance with all applicable securities laws of any state of the United States and any other jurisdiction. The Notes are being offered and sold outside the United States to non-U.S. persons in reliance on Regulation S and within the United States only: (i) to persons who are "qualified institutional buyers" (**QIBs**) in reliance on Rule 144A under the Securities Act (**Rule 144A**); or (ii) to persons who are "accredited investors" (as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act) that are institutions (**Institutional Accredited Investors**), who execute and deliver an IAI Investment Letter (as defined in the Agency Agreement) in which they agree to purchase the Notes for their own account and not with a view to the distribution thereof. None of the Issuer nor the Guarantors have registered nor intend to register as an investment company under the Investment Company Act, in reliance on the exemption provided by Section 3(c)(7)

thereof. Please see "Form of the Notes" for a description of the manner in which Notes will be issued. Registered Notes are subject to certain restrictions on transfer. Please see "Subscription and Sale and Transfer and Selling Restrictions".

The Issuer and the Guarantors may agree with any Dealer and the Trustee (as defined herein) that Notes may be issued in a form not contemplated by the Terms and Conditions of the Notes herein, in which event a supplemental Base Prospectus, if appropriate, will be made available which will describe the effect of the agreement reached in relation to such Notes.

Each of Standard & Poor's Credit Market Services France SAS (**S&P**) and Fitch Ratings Ltd. (**Fitch**) has rated Majid Al Futtaim Holding. Each of S&P and Fitch is established in the European Union and is registered under Regulation (EC) No. 1060/2009 (as amended) (the **CRA Regulation**). As such, each of S&P and Fitch is included in the list of credit rating agencies published by the European Securities and Markets Authority on its website (at <http://www.esma.europa.eu/page/List-registered-and-certified-CRAs>) in accordance with the CRA Regulation.

Fitch has rated Majid Al Futtaim Holding's long-term issuer default rating and senior unsecured rating at 'BBB', with a stable outlook. Fitch has rated Majid Al Futtaim Holding's short-term issuer default rating at 'F3'. Fitch has not independently rated the Issuer or Majid Al Futtaim Properties. Fitch has also rated the Issuer's Programme at 'BBB'. S&P has given Majid Al Futtaim Holding a corporate credit rating of 'BBB/A-2', with stable outlook. S&P has not independently rated the Issuer or Majid Al Futtaim Properties. The rating of certain Series (as defined under "Terms and Conditions of the Notes") of Notes to be issued from time to time under the Programme may be specified in the applicable Final Terms. Whether or not each credit rating applied for in relation to relevant Series of Notes will be issued by a credit rating agency established in the European Union and registered under the CRA Regulation will be disclosed in the Final Terms. A security rating is not a recommendation to buy, sell or hold securities and may be subject to suspension, reduction or withdrawal at any time by the assigning rating agency.

<b>Arrangers</b>		
<b>Barclays</b>	<b>Emirates NBD</b>	<b>Standard Chartered Bank</b>
<b>Dealers</b>		
<b>Barclays</b> <b>Emirates NBD</b> <b>Morgan Stanley</b>	<b>Citigroup</b> <b>HSBC</b> <b>National Bank of Abu Dhabi</b> <b>UBS Investment Bank</b>	<b>Crédit Agricole CIB</b> <b>J.P. Morgan</b> <b>Standard Chartered Bank</b>

**The date of this Base Prospectus is 7 April 2015.**

This Base Prospectus complies with the requirements in Part 2 of the Markets Law (DIFC Law No. 1 of 2012) and Chapter 2 of the Markets Rules and comprises a base prospectus for the purposes of Article 5.4 of the Prospectus Directive and is for the purpose of giving information with regard to the Issuer, the Guarantors and the Notes which, according to the particular nature of the Issuer, the Guarantors and the Notes, is necessary to enable investors to make an informed assessment of the assets and liabilities, financial position, profit and losses and prospects of the Issuer and the Guarantors.

The Issuer and each of the Guarantors accepts responsibility for the information contained in this Base Prospectus. To the best of the knowledge of the Issuer and the Guarantors (each having taken all reasonable care to ensure that such is the case) the information contained in this Base Prospectus is in accordance with the facts and does not omit anything likely to affect the import of such information.

The DFSA does not accept any responsibility for the content of the information included in this Base Prospectus, including the accuracy or completeness of such information. The liability for the content of this Base Prospectus lies with the Issuer, each of the Guarantors and other persons, whose opinions are included in this Base Prospectus with their consent. The DFSA has also not assessed the suitability of any Notes issued under this Programme to any particular investor or type of investor. If you do not understand the contents of this Base Prospectus or are unsure whether any Notes issued under this Base Prospectus are suitable for your individual investment objectives and circumstances, you should consult an authorised financial advisor.

Each Tranche of Notes will be issued on the terms set out herein under “*Terms and Conditions of the Notes*” as completed by the applicable Final Terms. This Base Prospectus must be read and construed together with any supplements hereto, and, in relation to any Tranche of Notes, the applicable Final Terms.

The only persons authorised to use this Base Prospectus in connection with an offer of Notes are the persons named in the relevant Subscription Agreement as the relevant Dealer or the Managers, as the case may be.

Copies of the applicable Final Terms will be available from the registered office of the Issuer and the specified office herein of each of the Paying Agents (as defined below).

Certain information under the headings “*Description of the Group*” and “*Book-Entry Clearance Systems*” has been extracted from information provided by the Dubai Statistics Center, the Economist Intelligence Unit and the Dubai Department of Tourism and Commerce Marketing (in the case of “*Description of the Group*”) and the clearing systems referred to therein (in the case of “*Book-Entry Clearance Systems*”) and, in each case, the source of such information is specified where it appears under those headings. The Issuer and each of the Guarantors confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by the relevant sources referred to, no facts have been omitted which would render the reproduced information inaccurate or misleading.

Neither the Dealers nor the Trustee have independently verified the information contained herein. Accordingly, no representation, warranty or undertaking, express or implied, is made and no responsibility or liability is accepted by the Dealers or the Trustee as to the accuracy or completeness of the information contained in this Base Prospectus or any other information provided by the Issuer or the Guarantors in connection with the Programme. No Dealer or the Trustee accepts any liability in relation to the information contained in this Base

Prospectus or any other information provided by the Issuer or the Guarantors in connection with the Programme.

No person is or has been authorised by the Issuer, the Guarantors, the Dealers or the Trustee to give any information or to make any representation not contained in or not consistent with this Base Prospectus or any other information supplied in connection with the Programme or the Notes and, if given or made, such information or representation must not be relied upon as having been authorised by the Issuer, either of the Guarantors, any of the Dealers or the Trustee.

Neither this Base Prospectus nor any other information supplied in connection with the Programme or any Notes: (i) is intended to provide the basis of any credit or other evaluation save for making an investment decision on the Notes; or (ii) should be considered as a recommendation by the Issuer, either of the Guarantors, any of the Dealers or the Trustee that any recipient of this Base Prospectus or any other information supplied in connection with the Programme or any Notes should purchase any Notes. Each investor contemplating purchasing any Notes should make its own independent investigation of the financial condition and affairs, and its own appraisal of the creditworthiness, of the Issuer and/or the Guarantors. Neither this Base Prospectus nor any other information supplied in connection with the Programme or the issue of any Notes constitutes an offer or invitation by or on behalf of the Issuer, either of the Guarantors, any of the Dealers or the Trustee to any person to subscribe for or to purchase any Notes.

Neither the delivery of this Base Prospectus nor the offering, sale or delivery of any Notes shall in any circumstances imply that the information contained herein concerning the Issuer and/or the Guarantors is correct at any time subsequent to the date hereof or that any other information supplied in connection with the Programme is correct as of any time subsequent to the date indicated in the document containing the same. The Dealers and the Trustee expressly do not undertake to review the financial condition or affairs of the Issuer or either of the Guarantors during the life of the Programme or to advise any investor in the Notes of any information coming to their attention.

This Base Prospectus does not constitute an offer to sell or the solicitation of an offer to buy any Notes in any jurisdiction to any person to whom it is unlawful to make the offer or solicitation in such jurisdiction. The distribution of this Base Prospectus and the offer or sale of Notes may be restricted by law in certain jurisdictions. The Issuer, the Guarantors, the Dealers and the Trustee do not represent that this Base Prospectus may be lawfully distributed, or that any Notes may be lawfully offered, in compliance with any applicable registration or other requirements in any such jurisdiction, or pursuant to an exemption available thereunder, or assume any responsibility for facilitating any such distribution or offering. In particular, no action has been taken by the Issuer, the Guarantors, the Dealers or the Trustee which is intended to permit a public offering of any Notes or distribution of this Base Prospectus in any jurisdiction where action for that purpose is required. Accordingly, no Notes may be offered or sold, directly or indirectly, and neither this Base Prospectus nor any advertisement or other offering material may be distributed or published in any jurisdiction, except under circumstances that will result in compliance with any applicable laws and regulations. Persons into whose possession this Base Prospectus or any Notes may come must inform themselves about, and observe, any such restrictions on the distribution of this Base Prospectus and the offering and sale of Notes. In particular, there are restrictions on the distribution of this Base Prospectus and the offer or sale of Notes in the United States, the European Economic Area (including the United Kingdom), the Cayman Islands, Japan, the United Arab Emirates (excluding the Dubai International Financial Centre), the Dubai International Financial Centre, the Kingdom of Saudi Arabia, the Kingdom of Bahrain, the State of Qatar, Singapore Hong

Kong, the People's Republic of China and Malaysia. See “*Subscription and Sale and Transfer and Selling Restrictions*”.

The Notes may not be a suitable investment for all investors. Each potential investor in the Notes must determine the suitability of that investment in light of its own circumstances. In particular, each potential investor should:

- (a) have sufficient knowledge and experience to make a meaningful evaluation of the Notes, the merits and risks of investing in the Notes and the information contained or incorporated by reference in this Base Prospectus or any applicable supplement;
- (b) have access to, and knowledge of, appropriate analytical tools to evaluate, in the context of its particular financial situation, an investment in the Notes and the impact the Notes will have on its overall investment portfolio;
- (c) have sufficient financial resources and liquidity to bear all of the risks of an investment in the Notes, including Notes with principal or interest payable in one or more currencies, or where the currency for principal or interest payments is different from the potential Investor’s Currency;
- (d) understand thoroughly the terms of the Notes and be familiar with the behaviour of any relevant indices and financial markets; and
- (e) be able to evaluate (either alone or with the help of a financial adviser) possible scenarios for economic, interest rate and other factors that may affect its investment and its ability to bear the applicable risks.

Some Notes are complex financial instruments. Sophisticated institutional investors generally do not purchase complex financial instruments as stand-alone investments. They purchase complex financial instruments as a way to reduce risk or enhance yield with an understood, measured, appropriate addition of risk to their overall portfolios. A potential investor should not invest in Notes which are complex financial instruments unless it has the expertise (either alone or with a financial adviser) to evaluate how the Notes will perform under changing conditions, the resulting effects on the value of the Notes and the impact this investment will have on the potential investor’s overall investment portfolio.

This Base Prospectus has been prepared on the basis that any offer of Notes in any Member State of the European Economic Area (each, a *Relevant Member State*) will be made pursuant to an exemption under the Prospectus Directive, as implemented in that Relevant Member State, from the requirement to publish a prospectus for offers of Notes. Accordingly any person making or intending to make an offer in that Relevant Member State of Notes which are the subject of an offering contemplated in this Base Prospectus as completed by Final Terms in relation to the offer of those Notes may only do so in circumstances in which no obligation arises for the Issuer, the Guarantors or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or supplement a prospectus pursuant to Article 16 of the Prospectus Directive, in each case, in relation to such offer. Neither the Issuer nor any Dealer have authorised, nor do they authorise, the making of any offer of Notes in circumstances in which an obligation arises for the Issuer or any Dealer to publish or supplement a prospectus for such offer.

In making an investment decision, investors must rely on their own independent examination of the Issuer and each of the Guarantors and the terms of the Notes being offered, including the merits and risks involved. The Notes have not been approved or disapproved by the United States

Securities and Exchange Commission or any other securities commission or other regulatory authority in the United States, nor have the foregoing authorities approved this Base Prospectus or confirmed the accuracy or determined the adequacy of the information contained in this Base Prospectus. Any representation to the contrary is unlawful.

None of the Dealers, the Issuer, the Guarantors or the Trustee makes any representation to any investor in the Notes regarding the legality of its investment under any applicable laws. Any investor in the Notes should be able to bear the economic risk of an investment in the Notes for an indefinite period of time.

Legal investment considerations may restrict certain investments. The investment activities of certain investors are subject to legal investment laws and regulations, or review or regulation by certain authorities. Each potential investor should consult its legal advisers to determine whether and to what extent (1) the Notes are legal investments for it, (2) the Notes can be used as collateral for various types of borrowing and (3) other restrictions apply to its purchase or pledge of any Notes. Financial institutions should consult their legal advisors or the appropriate regulators to determine the appropriate treatment of the Notes under any applicable risk-based capital or similar rules.

#### U.S. INFORMATION

This Base Prospectus is being submitted on a confidential basis in the United States to a limited number of QIBs and Institutional Accredited Investors (each as defined under “*Form of the Notes*”) for informational use solely in connection with the consideration of the purchase of certain Notes issued under the Programme. Its use for any other purpose in the United States is not authorised. It may not be copied or reproduced in whole or in part nor may it be distributed or any of its contents disclosed to anyone other than the prospective investors to whom it is originally submitted.

Bearer Notes are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to United States persons, except in certain transactions permitted by U.S. tax regulations. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code and the regulations promulgated thereunder.

Registered Notes may be offered or sold within the United States only to QIBs or to Institutional Accredited Investors, in either case in transactions exempt from registration under the Securities Act in reliance on Rule 144A under the Securities Act (*Rule 144A*) or pursuant to any other applicable exemption. Each U.S. purchaser of Registered Notes is hereby notified that the offer and sale of any Registered Notes to it may be being made in reliance upon the exemption from the registration requirements of Section 5 of the Securities Act provided by Rule 144A.

Purchasers of Definitive IAI Registered Notes (as defined under “*Form of the Notes*” below), will be required to execute and deliver an IAI Investment Letter (as defined under “*Terms and Conditions of the Notes*”). Each purchaser or holder of Definitive IAI Registered Notes, Notes represented by a Rule 144A Global Note or any Notes issued in registered form in exchange or substitution therefor (together *Legended Notes*) will be deemed, by its acceptance or purchase of any such Legended Notes, to have made certain representations and agreements intended to restrict the resale or other transfer of such Notes as set out in “*Subscription and Sale and Transfer and Selling Restrictions*”. Unless otherwise stated, terms used in this paragraph have the meanings given to them in “*Form of the Notes*”.

#### NOTICE TO NEW HAMPSHIRE RESIDENTS



NEITHER THE FACT THAT A REGISTRATION STATEMENT OR AN APPLICATION FOR A LICENSE HAS BEEN FILED UNDER CHAPTER 421-B OF THE NEW HAMPSHIRE REVISED STATUTES WITH THE STATE OF NEW HAMPSHIRE NOR THE FACT THAT A SECURITY IS EFFECTIVELY REGISTERED OR A PERSON IS LICENSED IN THE STATE OF NEW HAMPSHIRE CONSTITUTES A FINDING BY THE SECRETARY OF STATE OF NEW HAMPSHIRE THAT ANY DOCUMENT FILED UNDER CHAPTER 421-B IS TRUE, COMPLETE AND NOT MISLEADING. NEITHER ANY SUCH FACT NOR THE FACT THAT AN EXEMPTION OR EXCEPTION IS AVAILABLE FOR A SECURITY OR A TRANSACTION MEANS THAT THE SECRETARY OF STATE HAS PASSED IN ANY WAY UPON THE MERITS OR QUALIFICATIONS OF, OR RECOMMENDED OR GIVEN APPROVAL TO, ANY PERSON, SECURITY OR TRANSACTION. IT IS UNLAWFUL TO MAKE, OR CAUSE TO BE MADE, TO ANY PROSPECTIVE PURCHASER, CUSTOMER OR CLIENT ANY REPRESENTATION INCONSISTENT WITH THE PROVISIONS OF THIS PARAGRAPH.

#### CIRCULAR 230 DISCLOSURE

TO ENSURE COMPLIANCE WITH REQUIREMENTS IMPOSED BY THE U.S. INTERNAL REVENUE SERVICE, PROSPECTIVE INVESTORS ARE HEREBY INFORMED THAT ANY TAX DISCUSSION HEREIN WAS NOT WRITTEN AND IS NOT INTENDED TO BE USED AND CANNOT BE USED BY ANY TAXPAYER FOR PURPOSES OF AVOIDING U.S. FEDERAL INCOME TAX PENALTIES THAT MAY BE IMPOSED ON THE TAXPAYER. ANY SUCH TAX DISCUSSION WAS WRITTEN TO SUPPORT THE PROMOTION OR MARKETING OF THE NOTES DESCRIBED HEREIN. EACH TAXPAYER SHOULD SEEK ADVICE BASED ON THE TAXPAYER'S PARTICULAR CIRCUMSTANCES FROM AN INDEPENDENT TAX ADVISER.

#### AVAILABLE INFORMATION

To permit compliance with Rule 144A in connection with any resales or other transfers of Notes that are "restricted securities" within the meaning of the Securities Act, the Issuer and each of the Guarantors have undertaken in the Trust Deed (as defined under "*Terms and Conditions of the Notes*") to furnish, upon the request of a holder of such Notes or any beneficial interest therein, to such holder or to a prospective purchaser designated by him, the information required to be delivered under Rule 144A(d)(4) under the Securities Act if, at the time of the request, any of the Notes remain outstanding as "restricted securities" within the meaning of Rule 144(a)(3) of the Securities Act and none of the Issuer or the Guarantors is a reporting company under Section 13 or 15(d) of the U.S. Securities Exchange Act of 1934, as amended, (the "Exchange Act") or exempt from reporting pursuant to Rule 12g3-2(b) thereunder.

## SERVICE OF PROCESS AND ENFORCEMENT OF CIVIL LIABILITIES

The Issuer is an exempted company incorporated under the laws of the Cayman Islands. All or a substantial portion of the assets of the Issuer are located outside the United States. As a result, it may not be possible for investors to effect service of process outside the Cayman Islands upon the Issuer, or, unless certain conditions are met, to enforce in the Cayman Islands judgments against it obtained in courts outside the Cayman Islands predicated upon civil liabilities of the Issuer under laws other than Cayman Islands law, including any judgment predicated upon United States federal securities laws or the securities laws of any state or territory within the United States.

Each Guarantor is a corporation organised under the laws of the United Arab Emirates (the **UAE**). All or a substantial portion of the assets of each Guarantor is located outside the United States. As a result, it may not be possible for investors to effect service of process outside the UAE upon either Guarantor, or to enforce judgments against either Guarantor obtained in courts outside the UAE predicated upon civil liabilities of such Guarantor under laws other than UAE law, including any judgment predicated upon the civil liability provisions of the securities laws of the United States or the securities laws of any state or territory within the United States. The Notes and the Guarantee (as defined under “*Terms and Conditions of the Notes*”) are governed by English law and disputes in respect of them may be settled by arbitration under the Arbitration Rules (the **LCIA Rules**) of the London Court of International Arbitration (the **LCIA**) in London, England. In addition, actions in respect of the Notes and the Guarantee may be brought in the English courts.

In the absence of any bilateral treaty for the reciprocal enforcement of foreign judgments, the Dubai courts are unlikely to enforce an English judgment without re-examining the merits of the claim and may not observe the choice by the parties of English law as the governing law of the Notes and the Guarantee. Investors may have difficulties in enforcing any English judgments or arbitration awards against the Issuer or either Guarantor in the courts of Dubai, see “*Risk Factors—Factors which are Material for the Purpose of Assessing the Market Risks Associated with Notes Issued under the Programme—Risks Relating to Enforcement*”.

## CAYMANS ISLANDS NOTICE

No invitation may be made to any member of the public of the Cayman Islands to subscribe for any Notes and this Base Prospectus shall not be construed as an invitation to any member of the public of the Cayman Islands to subscribe for any Notes.

## NOTICE TO RESIDENTS OF THE KINGDOM OF BAHRAIN

In relation to investors in the Kingdom of Bahrain, Notes issued in connection with this Base Prospectus and related offering documents may only be offered in registered form to existing accountholders and accredited investors as defined by the Central Bank of Bahrain (“**CBB**”) in the Kingdom of Bahrain where such investors make a minimum investment of at least U.S.\$100,000 or any equivalent amount in other currency or such other amount as the CBB may determine.

This Base Prospectus does not constitute an offer of securities in the Kingdom of Bahrain pursuant to the terms of Article (81) of the Central Bank and Financial Institutions Law 2006 (decree Law No. 64 of 2006). This Base Prospectus and related offering documents have not been and will not be registered as a prospectus with the CBB. Accordingly, no securities may be offered, sold or made the subject of an invitation for subscription or purchase nor will this Base Prospectus or any other related document or material be used in connection with any offer, sale or invitation to subscribe or purchase securities, whether directly or indirectly, to persons in the Kingdom of Bahrain, other than to accredited investors for an offer outside the Kingdom of Bahrain.

The CBB has not reviewed, approved or registered this Base Prospectus or related offering documents and it has not in any way considered the merits of the Notes to be offered for investment, whether in or outside the Kingdom of Bahrain. Therefore, the CBB assumes no responsibility for the accuracy and completeness of the statements and information contained in this Base Prospectus and expressly disclaims any liability whatsoever for any loss howsoever arising from reliance upon the whole or any part of the content of this Base Prospectus. No offer of securities will be made to the public in the Kingdom of Bahrain and this Base Prospectus must be read by the addressee only and must not be issued, passed to, or made available to the public generally.

#### **NOTICES TO RESIDENTS OF THE KINGDOM OF SAUDI ARABIA**

This Base Prospectus may not be distributed in the Kingdom of Saudi Arabia except to such persons as are permitted under the Offers of Securities Regulations issued by the Capital Market Authority of the Kingdom of Saudi Arabia (the **Capital Market Authority**).

The Capital Market Authority does not make any representations as to the accuracy or completeness of this Base Prospectus, and expressly disclaims any liability whatsoever for any loss arising from, or incurred in reliance upon, any part of this Base Prospectus. Prospective purchasers of Notes issued under the Programme should conduct their own due diligence on the accuracy of the information relating to the Notes. If a prospective purchaser does not understand the contents of this Base Prospectus he or she should consult an authorised financial adviser.

## NOTICE TO RESIDENTS OF THE STATE OF QATAR

Any Notes to be issued under the Programme will not be offered, sold or delivered at any time, directly or indirectly, in Qatar (including the Qatar Financial Centre) in a manner that would constitute a public offering. This Base Prospectus has not been and will not be reviewed or approved by, or registered with, the Qatar Financial Markets Authority, the Qatar Central Bank, the Qatar Exchange or the Qatar Financial Centre Regulatory Authority. The Notes are not and will not be traded on the Qatar Exchange. The Notes to be issued under the Programme will not be offered to investors domiciled or resident in Qatar and do not constitute debt financing in Qatar under the Commercial Companies Law No. (5) of 2002 or otherwise under the Laws of Qatar.

### STABILISATION

**In connection with the issue of any Tranche of Notes, the Dealer or Dealers (if any) named as the Stabilising Manager(s) (or persons acting on behalf of any Stabilising Manager(s)) in the relevant Subscription Agreement may over-allot Notes or effect transactions with a view to supporting the market price of the Notes at a level higher than that which might otherwise prevail. However, there is no assurance that the Stabilising Manager(s) (or persons acting on behalf of a Stabilising Manager) will undertake stabilisation action. Any stabilisation action or over-allotment may begin on or after the date on which adequate public disclosure of the terms of the offer of the relevant Tranche of Notes is made and, if begun, may be ended at any time, but it must end no later than the earlier of 30 days after the issue date of the relevant Tranche of Notes and 60 days after the date of the allotment of the relevant Tranche of Notes. Any stabilisation action or over-allotment must be conducted by the relevant Stabilising Manager(s) (or persons acting on behalf of any Stabilising Manager(s)) in accordance with all applicable laws and rules.**

### PRESENTATION OF FINANCIAL AND OTHER INFORMATION

#### PRESENTATION OF GROUP FINANCIAL INFORMATION

The financial statements relating to the Group (as defined below) referred to in, and incorporated by reference into, this document are as follows:

- audited consolidated financial statements as at and for the financial year ended 31 December 2014 of Majid Al Futtaim Holding (the **2014 Group Financial Statements**); and
- audited consolidated financial statements as at and for the financial year ended 31 December 2013 of Majid Al Futtaim Holding (the **2013 Group Financial Statements** and, together with the 2014 Group Financial Statements, the **Group Financial Statements**).

The Group Financial Statements have been prepared in accordance with International Financial Reporting Standards (**IFRS**) issued by the International Accounting Standards Board (the **IASB**). The Group Financial Statements have been audited in accordance with International Standards on Auditing by KPMG Lower Gulf Limited (**KPMG**) without qualification. The Group publishes its financial statements in UAE dirham.

In the 2014 Group Financial Statements, marketing revenue was netted off with marketing expenses and advances to contractors and accrued income on operating leases were reclassified from current assets to non-current assets. As a result, certain reclassifications have been made in the 2014 Group Financial Statements and, as a result, these statements are not comparable in all respects to the 2013 Group Financial Statements.

The table below summarises the effect of these reclassifications:

### Consolidated income statement

	Year ended 31 December 2013	
	After reclassification	Before reclassification
	<i>(AED thousands)</i>	
Revenue .....	22,696,460	22,886,768
Cost of sales .....	(15,437,289)	(15,533,991)
Operating expenses .....	(4,946,726)	(5,040,332)
Finance costs .....	(635,808)	(635,808)
Finance income .....	105,673	105,673
Other expenses - net .....	(43,555)	(43,555)
<b>Profit before tax .....</b>	<b>2,008,370</b>	<b>2,008,370</b>
Tax charge - net .....	(71,048)	(71,048)
<b>Profit after tax for the year .....</b>	<b>1,937,322</b>	<b>1,937,322</b>
Discontinued operations .....	33,983	33,983

### Consolidated statement of financial position

	As at 31 December 2013	
	After reclassification	Before reclassification
	<i>(AED thousands)</i>	
Long term receivable from related parties .....	70,899	70,899
Deferred tax assets .....	25,842	4,142
<b>Other non-current assets .....</b>	<b>1,940,738</b>	<b>1,410,533</b>
Trade and other receivables .....	1,077,732	1,634,594
<b>Current assets .....</b>	<b>3,813,571</b>	<b>4,370,433</b>
Trade payables, other liabilities and provisions .....	(6,325,490)	(6,358,908)
<b>Net current liabilities .....</b>	<b>(4,241,887)</b>	<b>(3,718,443)</b>

For more detail on these reclassifications, please see notes 38 to the 2014 Group Financial Statements.

### PRESENTATION OF MAJID AL FUTTAIM PROPERTIES FINANCIAL INFORMATION

The financial statements relating to Majid Al Futtaim Properties referred to in, and incorporated by reference into, this document are as follows:

- audited consolidated financial statements as at and for the financial year ended 31 December 2014 of Majid Al Futtaim Properties (the **2014 Majid Al Futtaim Properties Financial Statements**); and
- audited consolidated financial statements as at and for the financial year ended 31 December 2013 of Majid Al Futtaim Properties (the **2013 Majid Al Futtaim Properties Financial Statements** and, together with the 2014 Majid Al Futtaim Properties Financial Statements, the **Majid Al Futtaim Properties Financial Statements**).

The Majid Al Futtaim Properties Financial Statements have been prepared in accordance with IFRS. The Majid Al Futtaim Properties Financial Statements have been audited in accordance with International Standards on Auditing by KPMG without qualification. Majid Al Futtaim Properties publishes its financial statements in UAE dirham.

In the 2014 Majid Al Futtaim Properties Financial Statements, advances to contractors and accrued income on operating leases were reclassified from current assets to non-current assets. As a result, certain reclassifications have been made in the 2014 Majid Al Futtaim Properties Financial Statements and, as a result, these statements are not comparable in all respects to the 2013 Majid Al Futtaim Properties Financial Statements.

The table below summarises the effect of these reclassifications:

### Consolidated income statement

	Year ended 31 December 2013	
	After reclassification	Before reclassification
	<i>(AED thousands)</i>	
Revenue .....	3,547,071	3,547,071
Cost of sales .....	—	—
Operating expenses .....	(1,655,169)	(1,666,598)
Finance costs .....	(350,089)	(350,089)
Finance income .....	8,966	8,966
Other expenses - net .....	(25,430)	(14,001)
<b>Profit before tax .....</b>	<b>2,502,770</b>	<b>2,502,770</b>
Tax charge - net .....	(12,847)	(12,847)
<b>Profit after tax for the year .....</b>	<b>2,489,923</b>	<b>2,489,923</b>

### Consolidated statement of financial position

	As at 31 December 2013	
	After reclassification	Before reclassification
	<i>(AED thousands)</i>	
Deferred tax assets .....	4,142	4,142
<b>Other non-current assets .....</b>	<b>1,809,837</b>	<b>1,280,651</b>
Trade and other receivables .....	367,048	896,233
<b>Current assets .....</b>	<b>963,591</b>	<b>1,486,817</b>
Trade and other payables .....	(1,911,611)	(1,911,611)
<b>Net current liabilities .....</b>	<b>(5,562,414)</b>	<b>(5,033,228)</b>

For more detail on these reclassifications, please see notes 16(iii) to the 2014 Majid Al Futtaim Properties Financial Statements.

### PRESENTATION OF ISSUER FINANCIAL INFORMATION

The audited financial statements of the Issuer for the financial year ended 31 December 2013 and for the financial year ended 31 December 2014 are referred to in, and incorporated by reference into, this document. These financial statements have been prepared in accordance with IFRS. These financial statements have been audited in accordance with International Standards on Auditing by KPMG without qualification. The Issuer publishes its financial statements in U.S. dollars.

### EBITDA

In certain places within this document, reference is made to EBITDA. EBITDA is not an IFRS measure. As referred to in this document, the Group has calculated EBITDA for each period as profit for the year after adding back extraordinary items, interest, tax, depreciation and amortisation.

EBITDA should not be considered as an alternative measure to operating profit, as an indicator of operating performance, as an alternative to operating cash flows or as a measure of the Group's or any other company's liquidity. EBITDA as presented in this document may not be comparable to similarly titled measures reported by other companies due to differences in the way these measures are calculated.

EBITDA has important limitations as an analytical tool and should not be considered in isolation from, or as a substitute for an analysis of, the Group's or any other company's operating results as reported under IFRS. Some of the limitations are:

- EBITDA does not reflect all cash expenditures or future requirements for capital expenditures or contractual commitments;
- EBITDA does not reflect changes in, or cash requirements for, working capital needs;
- EBITDA does not reflect the interest expense or the cash requirements necessary to service interest or principal payments on debt;
- although depreciation and amortisation are non-cash charges, the assets being depreciated and amortised will often have to be replaced in the future and EBITDA does not reflect any cash requirements for such replacements; and
- other companies may calculate EBITDA differently, limiting its usefulness as a comparative measure.

## PRESENTATION OF OTHER INFORMATION

In this Base Prospectus, references to:

- **Carrefour** are to Carrefour France SA and Carrefour Nederland BV and (when referring to the Group's stores) include reference to the Group's Carrefour stores in Pakistan which are branded as "Hyperstar";
- **Group** are to Majid Al Futtaim Holding and its consolidated subsidiaries, associates and joint ventures;
- **Majid Al Futtaim Retail** are to Majid Al Futtaim Retail LLC and, unless the context does not permit, include its subsidiaries;
- **Majid Al Futtaim Properties**, unless the context does not permit, include its subsidiaries;
- **Majid Al Futtaim Ventures** are to Majid Al Futtaim Ventures LLC and, unless the context does not permit, include its subsidiaries;
- **Abu Dhabi, Dubai, Sharjah, Fujairah and Ajman** are to the Emirates of Abu Dhabi, Dubai, Sharjah, Fujairah and Ajman, respectively;
- a **Member State** are, unless the context does not permit, references to a Member State of the European Economic Area;
- the **MENA region** are to the Middle East and North Africa region and include Pakistan in this document;

- **U.S.\$ or U.S. dollars** are to the lawful currency of the United States;
- **CNY, Renminbi and RMB** are to the lawful currency of the People's Republic of China (the **PRC**) which, for the purposes of this Base Prospectus, excludes the Hong Kong Special Administrative Region of the PRC, the Macao Special Administrative Region of the PRC and Taiwan;
- **EUR, euro or €** are to the currency introduced at the start of the third stage of European economic and monetary union, and as defined in Article 2 of Council Regulation (EC) No. 974/98 of 3 May 1998 on the introduction of the euro, as amended from time to time; and
- **AED or dirham** are to the lawful currency of the UAE. One dirham equals 100 fils.

The dirham has been pegged to the U.S. dollar since 22 November 1980. The mid point between the official buying and selling rates for the dirham is at a fixed rate of AED 3.6725 = U.S.\$1.00. All U.S.\$ translations of dirham amounts appearing in this document have been translated at this fixed exchange rate. Such translations should not be construed as representations that dirham amounts have been or could be converted into U.S. dollars at this or any other rate of exchange.

Certain figures and percentages included in this Base Prospectus have been subject to rounding adjustments; accordingly figures shown in the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them.

In this Base Prospectus, data in relation to footfall, hotel occupancy levels and population in territories in which the Group operates are sourced from the Group's internal data unless otherwise stated.

#### **CAUTIONARY STATEMENT REGARDING FORWARD LOOKING STATEMENTS**

Some statements in this Base Prospectus may be deemed to be forward looking statements. Forward looking statements include statements concerning the Guarantors' plans, objectives, goals, strategies, future operations and performance and the assumptions underlying these forward looking statements. When used in this Base Prospectus, the words "anticipates", "estimates", "expects", "believes", "intends", "plans", "aims", "seeks", "may", "will", "should" and any similar expressions generally identify forward looking statements. These forward looking statements are contained in the sections entitled "*Risk Factors*", "*Group Financial Review*", "*Majid Al Futtaim Properties Financial Review*" and "*Description of the Group*" and other sections of this Base Prospectus. The Guarantors have based these forward looking statements on the current view of their management with respect to future events and financial performance. Although each of the Guarantors believes that the expectations, estimates and projections reflected in its forward looking statements are reasonable as of the date of this Base Prospectus, if one or more of the risks or uncertainties materialise, including those identified below or which the Guarantors have otherwise identified in this Base Prospectus, or if any of the Guarantors' underlying assumptions prove to be incomplete or inaccurate, the Guarantors' actual results of operation may vary from those expected, estimated or predicted. Investors are therefore strongly advised to read the sections "*Risk Factors*", "*Group Financial Review*", "*Majid Al Futtaim Properties Financial Review*" and "*Description of the Group*", which include a more detailed description of the factors that might have an impact on the Group's business development and on the industry sector in which the Group operates.

The risks and uncertainties referred to above include:

- each Guarantor's ability to successfully manage the growth of its business;



- the economic and political conditions in the markets in the UAE and the wider region in which the Guarantors operate;
- each Guarantor's ability to realise the benefits it expects from existing and future projects and investments it is undertaking or plans to or may undertake;
- each Guarantor's ability to obtain external financing or maintain sufficient capital to fund its existing and future investments and capital expenditures;
- changes in political, social, legal or economic conditions in the markets in which the Guarantors and their respective customers operate; and
- actions taken by each Guarantor's respective joint venture partners or associates that may not be in accordance with its policies and objectives.

Additional factors that could cause actual results, performance or achievements to differ materially include, but are not limited to, those discussed under "*Risk Factors*".

Any forward looking statements contained in this Base Prospectus speak only as at the date of this Base Prospectus. Without prejudice to any requirements under applicable laws and regulations (including, without limitation, the Central Bank and the Irish Stock Exchange's rules and regulations regarding ongoing disclosure obligations), each of the Guarantors expressly disclaims any obligation or undertaking to disseminate after the date of this Base Prospectus any updates or revisions to any forward looking statements contained herein to reflect any change in expectations thereof or any change in events, conditions or circumstances on which any such forward looking statement is based.

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## DESCRIPTION OF THE PROGRAMME

*This description must be read as an introduction to this Base Prospectus. Any decision to invest in any Notes should be based on a consideration of this Base Prospectus as a whole, including the documents incorporated by reference, by any investor. The following description does not purport to be complete and is taken from, and is qualified in its entirety by, the remainder of this Base Prospectus and, in relation to the terms and conditions of any particular Tranche of Notes, is completed by the applicable Final Terms.*

Words and expressions defined in “*Form of the Notes*” and “*Terms and Conditions of the Notes*” shall have the same meanings in this description.

Issuer:	MAF Global Securities Limited
Guarantors:	Majid Al Futtaim Holding LLC Majid Al Futtaim Properties LLC
Risk Factors:	There are certain factors that may affect the Issuer’s ability to fulfil its obligations under Notes issued under the Programme and the Guarantors’ ability to fulfil their respective obligations under the Guarantee. In addition, there are certain factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme. These are set out under “ <i>Risk Factors</i> ”.
Description:	Global Medium Term Note Programme
Arrangers:	Barclays Bank PLC Emirates NBD PJSC Standard Chartered Bank
Dealers:	Barclays Bank PLC Citigroup Global Markets Limited Crédit Agricole Corporate and Investment Bank Emirates NBD PJSC HSBC Bank plc J.P. Morgan Securities plc National Bank of Abu Dhabi PJSC Morgan Stanley & Co. International plc Standard Chartered Bank UBS Limited  and any other Dealers appointed in accordance with the Programme Agreement.
Certain Restrictions:	Each issue of Notes denominated in a currency in respect of which particular laws, guidelines, regulations, restrictions or reporting requirements apply will only be issued in circumstances which comply with such laws, guidelines, regulations, restrictions or reporting requirements from time to time (see “ <i>Subscription and Sale and Transfer and Selling Restrictions</i> ”) including the following restrictions applicable at the date of this Base Prospectus.

### Notes having a maturity of less than one year

Notes having a maturity of less than one year will, if the proceeds of the issue are accepted in the United Kingdom, constitute deposits for the purposes of the prohibition on accepting deposits contained in section 19 of the Financial Services and Markets Act 2000 (**FSMA**) unless they are issued to a limited class of professional investors and have a denomination of at least £100,000 (or if the Notes are denominated in a currency other than sterling, the equivalent amount in such currency), see "*Subscription and Sale and Transfer and Selling Restrictions*".

Issuing and Principal Paying Agent and Agent Bank:	Citibank, N.A.
Trustee:	Citibank, N.A., London Branch
Programme Size:	Up to U.S.\$3,000,000,000 (or its equivalent in other currencies calculated as described in the Programme Agreement) outstanding at any time. The Issuer and the Guarantors may increase the amount of the Programme in accordance with the terms of the Programme Agreement. Notes will be issued in Series. Each Series may comprise one or more Tranches issued on different issue dates. The Notes of each Series will all be subject to identical terms, except that the issue date and the amount of the first payment of interest may be different in respect of the different Tranches. The Notes of each Tranche will be subject to identical terms in all respects, save that a Tranche may comprise Notes of different denominations.
Distribution:	Notes may be distributed by way of private or public placement and in each case on a syndicated or non-syndicated basis.
Currencies:	Subject to any applicable legal or regulatory restrictions, Notes may be denominated in any currency agreed between the Issuer and the relevant Dealer.
Redenomination:	The applicable Final Terms may provide that certain Notes may be redenominated in euro. The relevant provisions applicable to any such redenomination are contained in Condition 5.
Maturities:	The Notes will have such maturities as may be agreed between the Issuer and the relevant Dealer, subject to such minimum or maximum maturities as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the Issuer or the relevant Specified Currency.
Issue Price:	Notes may be issued on a fully-paid or a partly-paid basis and at an issue price which is at par or at a discount to, or premium over, par. The price and amount of Notes to be issued will be determined by the Issuer and the relevant Dealer at the time of issue in accordance with prevailing market conditions.

Form of Notes:	The Notes will be issued in bearer or registered form as described in “ <i>Form of the Notes</i> ”. Registered Notes will not be exchangeable for Bearer Notes and <i>vice versa</i> .
Fixed Rate Notes:	Fixed interest will be payable on such date or dates as may be agreed between the Issuer and the relevant Dealer and, on redemption, will be calculated on the basis of such Day Count Fraction as may be agreed between the Issuer and the relevant Dealer.
Floating Rate Notes:	<p>Floating Rate Notes will bear interest at a rate determined:</p> <ul style="list-style-type: none"> <li>(a) on the same basis as the floating rate under a notional interest rate swap transaction in the relevant Specified Currency governed by an agreement incorporating the 2006 ISDA Definitions (as published by the International Swaps and Derivatives Association, Inc., and as amended and updated as at the Issue Date of the first Tranche of the Notes of the relevant Series); or</li> <li>(b) on the basis of a reference rate appearing on the agreed screen page of a commercial quotation service; or</li> <li>(c) on such other basis as may be agreed between the Issuer and the relevant Dealer.</li> </ul> <p>The margin (if any) relating to such floating rate will be agreed between the Issuer and the relevant Dealer for each Series of Floating Rate Notes.</p>
Other provisions in relation to Floating Rate Notes:	<p>Floating Rate Notes may also have a maximum interest rate, a minimum interest rate or both.</p> <p>Interest on Floating Rate Notes in respect of each Interest Period, as agreed prior to issue by the Issuer and the relevant Dealer, will be payable on such Interest Payment Dates, and will be calculated on the basis of such Day Count Fraction, as may be agreed between the Issuer and the relevant Dealer.</p>
Zero Coupon Notes:	Zero Coupon Notes may be offered and sold under the Programme. Such Notes will be sold at a discount to their nominal amount and will not bear interest.
Redemption:	The applicable Final Terms will indicate either that the relevant Notes cannot be redeemed prior to their stated maturity (other than in specified instalments, if applicable, or for taxation reasons or following an Event of Default) or that such Notes will be redeemable at the option of the Issuer and/or the Noteholders (including following the occurrence of a Change of Control Event as described below) upon giving notice to the Noteholders or the Issuer, as the case may be, on a date or dates specified prior to such stated maturity and at a price or prices and on such other terms as may be agreed between the Issuer and the relevant Dealer. The terms of any such redemption, including notice periods, any relevant conditions to be satisfied and the relevant

redemption dates and prices will be indicated in the Conditions and the applicable Final Terms.

The applicable Final Terms may provide that Notes may be redeemable in two or more instalments of such amounts and on such dates as are indicated in the applicable Final Terms.

Notes having a maturity of less than one year may be subject to restrictions on their denomination and distribution, see “—*Certain Restrictions - Notes having a maturity of less than one year*” above

Change of Control:

If so specified in the applicable Final Terms, each investor will have the right to require the redemption of its Notes upon Majid Al Futtaim Capital LLC ceasing to be the ultimate owner (either directly or indirectly) of more than 50 per cent. of the share capital of Majid Al Futtaim Holding.

Denomination of Notes:

The Notes will be issued in such denominations as may be agreed between the Issuer and the relevant Dealer save that the minimum denomination of each Note will be such amount as may be allowed or required from time to time by the relevant central bank (or equivalent body) or any laws or regulations applicable to the relevant Specified Currency, see “—*Certain Restrictions—Notes having a maturity of less than one year*” above, and save that the minimum denomination of each Note admitted to trading on a regulated market within the European Economic Area or offered to the public in a Member State of the European Economic Area in circumstances which require the publication of a prospectus under the Prospectus Directive will be €100,000 (or, if the Notes are denominated in a currency other than euro, the equivalent amount in such currency).

The minimum aggregate principal amount of Notes which may be purchased by a QIB pursuant to Rule 144A is U.S.\$200,000 (or the approximate equivalent thereof in any other currency).

Unless otherwise stated in the applicable Final Terms, the minimum denomination of each Definitive IAI Registered Note will be U.S.\$500,000 or its approximate equivalent in other Specified Currencies.

Taxation:

All payments in respect of the Notes will be made without deduction for or on account of withholding taxes imposed by any Tax Jurisdiction as provided in Condition 9. In the event that any such deduction is made, the Issuer or, as the case may be, the Guarantors will, save in certain limited circumstances provided in Condition 9, be required to pay additional amounts to cover the amounts so deducted.

Negative Pledges and other Covenants:

The terms of the Notes will contain negative pledge provisions and covenants as further described in Condition 4.

Cross Default:

The terms of the Notes will contain a cross default provision as further described in Condition 11.

Status of the Notes:	The Notes will constitute direct, unconditional, unsubordinated and (subject to the provisions of Condition 4) unsecured obligations of the Issuer and will rank <i>pari passu</i> among themselves and (save for certain obligations required to be preferred by law) equally with all other unsecured obligations (other than subordinated obligations, if any) of the Issuer, from time to time outstanding.
Guarantee:	The Notes will be unconditionally and irrevocably guaranteed, on a joint and several basis, by the Guarantors. The obligations of each Guarantor under the Guarantee will be direct, unconditional and (subject to the provisions of Condition 4) unsecured obligations of the relevant Guarantor and will rank <i>pari passu</i> and (save for certain obligations required to be preferred by law) equally with all other unsecured obligations (other than subordinated obligations, if any) of such Guarantor from time to time outstanding.
Rating:	The rating of certain Series of the Notes to be issued under the Programme may be specified in the applicable Final Terms. Whether or not each credit rating applied for in relation to the relevant Series of Notes will be issued by a credit rating agency established in the European Union and registered under the CRA Regulation will be disclosed in the applicable Final Terms.
Listing and admission to trading:	<p>This Base Prospectus, as approved and published by the Central Bank, in accordance with the requirements of the Prospective Directive, comprises a Base Prospectus for the purposes of the Prospectus Directive and the Prospectus (Directive 2003/71/EC) Regulations 2005, and for the purpose of giving information with regard to the issue of Notes issued under this Programme, during the period of twelve months after the date hereof. Application has been made to the Irish Stock Exchange for such Notes to be admitted to the Irish Official List and to be admitted to trading on the Main Securities Market.</p> <p>Application has also been made to the DFSA for Notes issued under the Programme during the period of 12 months from the date hereof to be admitted to the Dubai Official List for such Notes to be admitted to the to trading on NASDAQ Dubai.</p> <p>Notes may be listed or admitted to trading, as the case may be, on other or further stock exchanges or markets agreed between the Issuer and the relevant Dealer in relation to the Series. Notes which are neither listed nor admitted to trading on any market may also be issued.</p> <p>The applicable Final Terms will state whether or not the relevant Notes are to be listed and/or admitted to trading and, if so, on which stock exchanges and/or markets.</p>
Governing Law:	The Notes and any non-contractual obligations arising out of or in connection with the Notes will be governed by, and shall be construed in accordance with, English law.

Clearing Systems:	Euroclear and/or Clearstream Luxembourg and/or DTC or, in relation to any Tranche of Notes, any other clearing system.
Selling Restrictions:	There are restrictions on the offer, sale and transfer of the Notes in the United States, the European Economic Area (including the United Kingdom), the Cayman Islands, Japan, the United Arab Emirates (excluding the Dubai International Financial Centre), the Dubai International Financial Centre, the Kingdom of Saudi Arabia, the Kingdom of Bahrain, the State of Qatar, Singapore Hong Kong the People's Republic of China and Malaysia and such other restrictions as may be required in connection with the offering and sale of a particular Tranche of Notes, see " <i>Subscription and Sale and Transfer and Selling Restrictions</i> "
United States Selling Restrictions:	Regulation S, Category 2. Rule 144A and Section 4(2) and TEFRA C/TEFRA D/TEFRA not applicable, as specified in the applicable Final Terms.



## RISK FACTORS

*Each of the Issuer and the Guarantors believes that the following factors may affect its ability to fulfil its obligations under Notes issued under the Programme. All of these factors are contingencies which may or may not occur and neither the Issuer nor either Guarantor is in a position to express a view on the likelihood of any such contingency occurring.*

*In addition, factors which are material for the purpose of assessing the market risks associated with Notes issued under the Programme are also described below.*

*If any of the risks described below actually materialise, the Issuer, the Guarantors and/or the Group's business, financial condition, results of operations and prospects could be materially adversely affected. If that were to happen, the trading price of the Notes could decline and investors could lose all or part of their investment.*

*Each of the Issuer and the Guarantors believes that the factors described below represent all the material risks inherent in investing in Notes issued under the Programme, but the inability of the Issuer or either Guarantor to pay interest, principal or other amounts on or in connection with any Notes may occur for other reasons which may not be considered significant risks by the Issuer and the Guarantors based on information currently available to them or which they may not currently be able to anticipate.*

*Prospective investors should also read the detailed information set out elsewhere in this Base Prospectus and reach their own views prior to making any investment decision.*

### **FACTORS THAT MAY AFFECT THE ISSUER'S ABILITY TO FULFIL ITS OBLIGATIONS UNDER NOTES ISSUED UNDER THE PROGRAMME**

#### **The Issuer has a limited operating history**

The Issuer is a company with limited liability incorporated under the laws of the Cayman Islands on 12 May 2011 and, accordingly, only has a limited operating history. The Issuer has issued U.S.\$500,000,000 5.25 per cent. Notes due 2019 under the Programme in July 2012, U.S.\$500,000,000 reset subordinated perpetual notes in October 2013 and U.S.\$500,000,000 4.750 per cent. Notes due 2024 in May 2014. The Issuer will not engage in any business activity other than the issuance of Notes under this Programme and other borrowing programmes established from time to time by the Guarantors, the making of loans to one or both of the Guarantors or other companies controlled by the Guarantors and other activities incidental or related to the foregoing. The Issuer is not expected to have any income but will receive payments from the Guarantors and/or from other companies controlled by the Guarantors in respect of loans made by the Issuer to those companies, which will be the only material sources of funds available to meet the claims of the holders of the Notes (the **Noteholders**). As a result, the Issuer is subject to all the risks to which the Guarantors are subject, to the extent that such risks could limit their ability to satisfy in full and on a timely basis their respective obligations to the Issuer under any such loans. See "*—Risks Relating to the Group*", "*—Risks Relating to Majid Al Futtaim Properties*", "*—Risks Relating to Majid Al Futtaim Retail*" and "*—Risks Relating to Majid Al Futtaim Ventures*" for a further description of certain of these risks.

### **RISKS RELATING TO THE GROUP**

*The risks set out below apply to all of the Group's businesses. In addition, certain specific risks apply to the particular businesses carried on by Majid Al Futtaim Properties, Majid Al Futtaim Retail and Majid Al Futtaim Ventures and these are discussed separately below.*

**All of the Group's businesses are affected by the economic and political conditions in the markets in which they operate**

All of the Group's businesses are, and will continue to be, affected by economic and political developments in or affecting the UAE and the MENA region. The Group currently has a significant proportion of its operations and interests in the UAE, with a particular focus on Dubai. While the UAE is currently seen as a relatively stable political environment, certain other jurisdictions in the Middle East are not and there is no guarantee that the UAE will continue to be so in the future. In particular, since early 2011 there has been political unrest in a range of countries in which the Group operates in the MENA region, including Bahrain, Egypt, Saudi Arabia and Lebanon. This unrest has ranged from public demonstrations to, in extreme cases, armed conflict and has given rise to increased political uncertainty across the region. Ongoing unrest in Egypt (which accounted for 11 per cent. of the revenue and 8 per cent. of the total assets of the Group as at 31 December 2014) and Bahrain (which accounted for 3 per cent. of the revenue and 7 per cent. of the total assets of the Group as at 31 December 2014) since 2011 has directly impacted the Group, including forcing the closure of some properties in Egypt for up to 60 days and the closure of its shopping mall in Bahrain for five days in 2011. It is not possible to predict the occurrence of events or circumstances such as war or hostilities, or the impact of such occurrences, and no assurance can be given that the Group would be able to sustain its current profit levels if adverse political events or circumstances were to occur.

By way of example, since early 2008, global credit markets, particularly in the United States and Europe, have experienced difficult conditions of varying intensity. These challenging market conditions have resulted at times in reduced liquidity, greater volatility, widening of credit spreads and lack of price transparency in credit markets. In addition, since late 2008, property and construction markets in the UAE and a number of other countries in the MENA region have been significantly adversely affected. As a result, in 2009 the fair values of the Group's properties were adversely affected which in turn resulted in a total comprehensive loss for the Group in that year. The Group could be adversely affected in the future by any deterioration of general economic conditions in the markets in which the Group operates, as well as by United States, European and international trading market conditions and/or related factors.

Investors should also note that the Group's business and financial performance could be adversely affected by political, economic or related developments both within and outside the MENA region because of interrelationships within the global financial markets.

Economic and/or political factors which could adversely affect the Group's business, financial condition, results of operations and prospects include:

- regional political instability, including government or military regime change, riots or other forms of civil disturbance or violence, including through acts of terrorism;
- military strikes or the outbreak of war or other hostilities involving nations in the region;
- a material curtailment of the industrial and economic infrastructure development that is currently underway across the MENA region;
- government intervention, including expropriation or nationalisation of assets or increased levels of protectionism;
- an increase in inflation and the cost of living;
- a devaluation in the currency of any country in which the Group has operations;

- cancellation of contractual rights, expropriation of assets and/or inability to repatriate profits and/or dividends;
- increased government regulations, or adverse governmental activities, with respect to price, import and export controls, the environment, customs and immigration, capital transfers, foreign exchange and currency controls, labour policies and land and water use and foreign ownership;
- arbitrary, inconsistent or unlawful government action;
- changing tax regimes, including the imposition of taxes in tax favourable jurisdictions such as the UAE;
- difficulties and delays in obtaining governmental and other approvals for the Group's operations or renewing existing ones; and
- potential lack of reliability as to title to real property in certain jurisdictions in which the Group operates.

There can be no assurance that either the economic performance of, or political stability in, the countries in which the Group currently operates or may in the future operate can or will be sustained. To the extent that economic growth or performance in these countries or the MENA region as a whole slows or begins to decline, or political conditions become sufficiently unstable to adversely affect the Group's operations in those countries, the Group's business, financial condition, results of operations and prospects may be adversely affected.

**The Group's businesses are inter-dependent to a significant extent and this could increase its exposure to adverse events affecting any part of its business**

The Group's businesses are inter-dependent to a significant extent and will be affected by factors that impact the retail industry as a whole, see "*Risks Relating to Majid Al Futtaim Retail*". For example, the financial performance of the Group's hypermarkets, other retail businesses, leisure and entertainment businesses and hotels are, in large part, dependent on the ability of the shopping malls in or close to which they are located to attract footfall. Conversely, the success of the Group's shopping malls is, to an extent, dependent on the extent to which its other businesses located in or close to the shopping malls act as an incentive to potential customers to visit the malls. As a result of this inter-dependence, adverse events affecting one part of the Group's business could also impact other parts of the business and therefore have a materially adverse effect on the Group's business, financial condition, results of operations and prospects.

**As the Group derives the majority of its revenue and EBITDA from its activities in the UAE, it is particularly exposed to any adverse developments affecting the UAE and Dubai in particular**

For the year ended 31 December 2014, 53 per cent. of the Group's revenue and 69 per cent. of the Group's EBITDA were attributable to its operations in the UAE, principally Dubai. This reflects the fact that a significant proportion of the Group's malls and Carrefour stores and nine of its eleven hotels which are currently operating are located in the UAE. In part, this is due to the fact that Dubai is a significant tourist destination. As a result, the Group is particularly exposed to adverse events affecting the UAE and Dubai in particular, including events which impact on Dubai's attractiveness as a tourist destination and to the occurrence of factors that result in a decline in consumer spending in the UAE, such as a downturn in general economic conditions, an increase in the cost of living, an increase in unemployment or a decline in tourism or business travel to Dubai. The occurrence of any or all of these factors could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

### **The Group's growth strategy depends on its ability to successfully manage its growth**

The Group's strategy of continuing to expand its existing operations in its target markets is dependent on a number of factors. These include its ability to:

- identify suitable investments and/or development opportunities;
- reach agreements with joint venture and strategic partners on terms satisfactory to it;
- maintain, expand or develop relationships with customers, suppliers, contractors, lenders and other third parties;
- increase the scope of its operational and financial systems to handle the increased complexity and expanded geographic area of operations;
- secure adequate financing on commercially reasonable terms;
- recruit, train and retain qualified staff to manage its growing business efficiently and without losing operational focus; and
- obtain necessary permits or approvals from governmental authorities and agencies.

These efforts will require significant capital and management resources, further development of the Group's financial and internal controls and information technology (IT) systems, and additional training and recruitment of management and other key personnel. At the same time, the Group must maintain a consistent level of customer service across its operations to avoid loss of business or damage to its reputation. Any failure by the Group to manage its growth effectively could have a material adverse effect on its business, financial condition, results of operations and prospects.

### **The Group's businesses face significant competition in the markets in which they operate**

Several of the markets in which the Group operates are highly competitive. In particular, the Group faces increased shopping mall and hotel competition in Dubai, where the majority of its business is concentrated. The population growth of Dubai from 1.3 million in 2005 to an estimated 2.2 million in 2013 (as estimated by the Dubai Statistics Centre), along with the growth in business and leisure travel to Dubai, contributed to the opening and announced development of a number of new shopping malls and hotels over this period. The global financial crisis and associated decline in the property and construction market in the UAE since the end of 2008 has placed additional competitive pressure on these businesses. The Group's Carrefour stores also face significant competition in many of the markets in which the Group operates, including the UAE and Saudi Arabia in particular.

Factors affecting the competitive environment in which the Group operates include, among others:

- certain of the Group's competitors may have greater financial, technical, marketing or other resources and, therefore, may be able to withstand price competition and volatility more successfully than the Group;
- some of the Group's competitors may have a lower cost of capital and access to funding sources that are not available to the Group, including in particular competitors that are controlled by regional governments, and, therefore, may be able to invest more heavily or effectively in their businesses than the Group;

- in many of the markets in which the Group operates, government permission is required to operate businesses and local governments grant access to land and infrastructure. As some of the Group's competitors are owned by the government of the countries in which they operate, they may benefit from preferential treatment; and
- some of the Group's competitors in markets outside the UAE may have a deeper cultural understanding or longer or broader operational experience in such markets, which may reduce the time and therefore the costs necessary for them to execute competing projects, and allow them to attract and retain customers more effectively than the Group.

If the Group is unable to compete effectively, it may not be able to achieve a market share that allows it to remain profitable or increase its market share in the markets in which it operates, which could have a material adverse effect on its business, financial condition, results of operations and prospects.

**The countries in which the Group operates may introduce new laws and regulations that adversely affect the way in which the Group is able to conduct its businesses**

The countries in which the Group operates are emerging market economies which are characterised by less comprehensive legal and regulatory environments. However, as these economies mature, and in part due to the desire of certain countries in the MENA region, in particular the UAE, to accede to the World Trade Organisation, the governments of these countries have begun, and the Group expects they will continue, to implement new laws and regulations which could impact the way the Group conducts many of its businesses. For example, in 2007, the Dubai, Sharjah and Ajman governments passed laws restricting the ability of landlords to increase commercial rents and, in 2008, the Oman government followed suit. Furthermore, Dubai's legal system for addressing rent disputes is new and largely untested. Any rent disputes in Dubai are, in the first instance, referred to the Rental Dispute Settlement Centre, which began to operate in November 2013. In addition, the government of the UAE has announced the potential introduction of a value added tax to be implemented across the UAE. There can be no assurance that if a value added tax or other laws or regulations were imposed in respect of the products and services offered by the Group it would not adversely affect the way in which the Group conducts its business or otherwise adversely affect its financial condition, results of operations and prospects.

In addition, given the relatively illiquid nature of the Group's property assets, a change in law or regulation that results in the Group ceasing to conduct business in a particular country could result in a significant loss to the Group on the sale of its material properties in that country.

**The Group may operate in countries which are subject to international sanctions and operates in countries which are affected by terrorist activities and any failure to comply with these sanctions or the occurrence of any such terrorist activities could adversely affect the Group**

European, U.S. and other international sanctions have in the past been imposed on companies engaging in certain types of transactions with specified countries or companies or individuals in those countries. Companies operating in certain countries in the Middle East and Africa have been the subject of such sanctions in the past. The terms of legislation and other rules and regulations which establish sanctions regimes are often broad in scope and difficult to interpret.

Although the Group has in the past conducted business activities in countries which have been subject to sanctions, as at the date of this Base Prospectus, no Group company is in violation of any existing European, U.S. or other international sanctions. Should any Group company in the future violate any existing or further European, U.S. or international sanctions, penalties could include a prohibition or limitation on such company's ability to conduct business in certain jurisdictions or on the Group's ability

to access the U.S. or international capital markets. Any such sanction could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

The Group has operations in Pakistan, which has, in recent times, been affected by terrorist activities. To the extent further terrorist acts are carried out, in particular in the cities where the Group has stores, this may adversely affect demand for its services or products in those areas, which may in turn have a material adverse effect on its business, financial condition, results of operations and prospects.

**Many of the Group's businesses are subject to licensing requirements and any failure to obtain such licenses or to comply with their terms could adversely affect the Group's businesses**

Many of the Group's businesses are subject to licensing requirements, both at the local and national level. Because of the complexities involved in procuring licenses and permits, as well as in ensuring continued compliance with different and sometimes inconsistent local and national licensing regimes, the Group cannot give any assurance that it will at all times be in compliance with all of the licensing requirements to which it is subject although it is not aware of any material breaches that currently exist. Any failure by the Group to comply with applicable laws and regulations and to obtain and maintain requisite approvals, certifications, permits and licenses, whether intentional or unintentional, could lead to substantial sanctions, including criminal, civil or administrative penalties, revocation of its licenses and/or increased regulatory scrutiny, and liability for damages. It could also trigger a default under one or more of its financing agreements or invalidate or increase the cost of the insurance that the Group maintains for its businesses (insofar as it is covered for any consequential losses). For the most serious violations, it could also be forced to suspend operations until it obtains required approvals, certifications, permits or licenses or otherwise brings its operations into compliance. In addition, any adverse publicity resulting from any compliance failure, particularly as regards the safety of its leisure and entertainment venues and the food sold in its Carrefour stores, could have a material adverse effect on the business, financial condition, results of operations and prospects of the Group.

Furthermore, changes to existing, or the introduction of new, laws or regulations or licensing requirements in the jurisdictions in which it operates are beyond the Group's control and may be influenced by political or commercial considerations not aligned with the Group's interests. Any such laws, regulations or licensing requirements could adversely affect its business by reducing its revenue and/or increasing its operating costs, and the Group may be unable to mitigate the impact of such changes. Any of these occurrences could have a material adverse effect on its business, financial condition, results of operations and prospects.

**Group companies are party to a number of joint ventures and franchise arrangements which give rise to specific operational risks**

Group companies may enter into joint venture agreements for a number of reasons, including to gain access to land or where it is required to operate with a local partner in a particular jurisdiction. Joint venture transactions present certain operational risks, including the possibility that the joint venture partners may have economic, business or legal interests or goals that are inconsistent with those of the Group, may become bankrupt, may refuse to make additional investments that the Group deems necessary or desirable or may prove otherwise unwilling or unable to fulfil their obligations under the relevant joint venture agreements. In addition, there is a risk that such joint venture partners may ultimately become competitors of the Group. Many of the Group's joint venture partners are governmental agencies which exposes the Group to additional risks, including the need to satisfy both political and regulatory demands and the need to react to differences in focus or priorities between successive governments, both of which can lead to delays in decision making, increased costs and greater exposure to competition.

To the extent that the Group does not control a joint venture, the joint venture partners may take action that is not in accordance with Group policies or objectives. Should a joint venture partner act contrary to the Group's interests, this could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

The Group's ability to expand successfully through joint ventures will depend upon the availability of suitable and willing joint venture partners, the Group's ability to consummate such transactions and the availability of financing on commercially acceptable terms. The Group cannot give any assurance that it will be successful in establishing any future joint ventures or that, once established, a joint venture will be profitable for the Group. If a joint venture is unsuccessful, the Group may be unable to recoup its initial investment and its financial condition and results of operations may be materially adversely affected.

The Group's most significant joint venture is currently with Carrefour, see "*Risks Relating to Majid Al Futtaim Retail— Majid Al Futtaim Retail is dependent on its relationship with Carrefour and the market perception of Carrefour*". Certain matters identified in this joint venture agreement require the approval of Carrefour, see "*Description of the Group— Majid Al Futtaim Retail—Agreements with Carrefour*".

The Group is party to a number of franchise agreements, of which the most important is the franchise agreement with Carrefour. As such, the Group is exposed to the risk of such agreements not being renewed when they expire and to the risk of non-performance by the relevant franchisor, which could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

#### **Certain of the Group's debt agreements contain restrictions that may limit the flexibility of the Group in operating its businesses**

Certain of the Group's debt agreements contain covenants that limit its ability to engage in specified types of transactions. These include covenants requiring the Group's operating subsidiaries to maintain certain net worth, interest coverage and debt to equity ratios. Certain of the Group's debt agreements also contain covenants limiting the Group's and its operating subsidiaries' ability to, among other things:

- incur or guarantee additional financial indebtedness;
- grant security or create any security interests; and
- sell, lease, transfer or otherwise dispose of any of its assets without the consent of the relevant lender, unless the disposal is made in the ordinary course of business or to another Group company.

The Notes issued under the Programme will contain covenants from each of Majid Al Futtaim Holding and Majid Al Futtaim Properties similar to certain of those described above, see Condition 4. Any Certificates issued under the U.S.\$1.5 billion trust certificate issuance programme established by MAF Sukuk Ltd. and most recently updated on 7 April 2015 will also contain similar covenants.

In addition, certain of the Group's outstanding debt contains, and its future debt may contain, cross default clauses whereby a default under one debt obligation may constitute an event of default under other debt obligations. Any of these covenants could prevent the Group from engaging in certain transactions that it may view as desirable.

Although the Group believes that it is currently in compliance with its covenants and is not currently aware of any circumstances which indicate that the Group may in the future be in breach of any such covenants, there can be no assurance that the Group will continue to comply with all such covenants in

the future. The Group's continued compliance with these covenants depends on a number of factors, some of which are outside of the Group's control. The Group's activities in all of its operating segments are affected by the global economic environment and the economic environment in the jurisdictions in which it operates (see "*All of the Group's businesses are affected by the economic and political conditions in the markets in which they operate*"). Further, in the event that the financial results of the Group deteriorate, the Group may no longer be able to comply with financial covenants (such as those mentioned above) under certain of its debt agreements. In these circumstances, the Group may be required to either obtain a waiver from its creditors, renegotiate its credit facilities, raise additional financing from its shareholders or repay or refinance borrowings in order to avoid the consequences of a default. If the Group were unable to obtain such a waiver, to renegotiate its credit facilities, to raise additional financing from its shareholders or to repay or refinance its borrowings on terms that are acceptable to it, or at all, the Group's creditors would be entitled to declare an event of default and, as a result of cross-default provisions, there would be a strong possibility that default would also arise in respect of a substantial portion of the Group's other financial indebtedness, including the Notes. Such an event would permit the Group's creditors, including the holders of Notes, to demand immediate payment of the outstanding borrowings under the relevant debt agreements and instruments and to terminate all commitments to extend further credit to the Group. Such an event would also affect the Group's ability to raise additional capital at an acceptable cost in order to fund its operations. Any of these occurrences could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

As at 31 December 2014, the Group had short-term borrowings from related parties of AED1 million and an AED35 million bank overdraft. Approximately 30 per cent. of the Group's existing long-term borrowings at 31 December 2014 fall due to be repaid within one year, including drawdowns under revolving credit facilities which have a final maturity date in 2018 and 2019. To the extent that it needs to, there is no assurance that the Group will be able to refinance such maturing borrowings as they fall due on terms acceptable to it or at all.

As at 31 December 2014, the Group had AED9,015 million in outstanding borrowings (excluding bank overdrafts and short term borrowings from related parties). Of this amount, AED1,176 million was borrowing which had the benefit of security, see "*Group Financial Review—Liquidity and Borrowings*". As unsecured creditors, the claims of Noteholders will rank behind the claims of the Group's secured creditors to the extent of the security granted.

### **The Group's business may be adversely affected by changes in interest rates**

Interest rates are highly sensitive to many factors beyond the Group's control, including the interest rate and other monetary policies of governments and central banks in the jurisdictions in which it operates. As at 31 December 2014, almost all of the Group's interest bearing loans and borrowings carried interest at floating rates. A hypothetical 1.0 per cent. increase in interest rates (assuming all other relevant factors remained constant) would have resulted in the Group's finance costs increasing by AED185 million in 2014. The Group's interest-bearing loans and borrowings are subject to interest rate risk resulting from fluctuations in the relevant reference rates underlying such instruments. Consequently, any increase in such reference rates would result in an increase in the Group's interest rate expense and could have a material adverse effect on the Group's business, financial condition, results of operations and prospects. Although the Group seeks to hedge part of its interest rate risk, there can be no assurance that this hedging will be successful or will protect the Group fully against its interest rate risk. Such failure to successfully hedge against changes in interest rates could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.



### **Foreign exchange movements may adversely affect the Group's profitability**

The Group maintains its accounts and reports its results in dirham, the currency in which the majority of its revenue is earned. A portion of the Group's income and expenses are incurred in the currencies of other countries in the MENA region. As a result, the Group is exposed to movements in foreign exchange rates. Although there can be no assurance that foreign currency fluctuations will not adversely affect the Group's results of operations in the future, the Group's management believes that the Group is not currently subject to significant foreign exchange risk given the fact that the majority of its revenue and expenses is incurred in dirham or in currencies which, like the dirham, are pegged to the U.S. dollar at a fixed exchange rate. In relation to its other currency earnings and expenses, the Group's management believes that its foreign exchange rate risk is reduced by the fact that to a large extent its revenue in a local currency is matched by its expenses being incurred in the same currency.

As at the date of this Base Prospectus, the dirham remains pegged to the U.S. dollar. However, there can be no assurance that the UAE government will not de-peg the dirham from the U.S. dollar, or alter the fixed exchange rate between the two currencies, in the future, which may have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

### **If the Group fails to attract and retain qualified and experienced employees, its businesses may be harmed**

The Group's ability to carry on and grow its businesses will depend, in part, on its ability to continue to attract, retain and motivate qualified and skilled personnel to manage its day-to-day operations. In particular, the Group depends on finance, technical and engineering staff at both middle management and senior management level. Experienced and capable personnel with these skill sets generally and in the industries in which the Group operates in particular remain in high demand, and there is significant competition in the MENA region for their talents. Consequently, when any such employees leave, the Group may have difficulty replacing them. In addition, the loss of key members of the Group's senior management team or staff with institutional knowledge may result in (amongst other things): (i) a loss of organisational focus; (ii) poor execution of operations and the Group's corporate strategy; and (iii) an inability to identify and execute potential strategic initiatives such as future investments and acquisitions. These adverse results could, among other things, reduce potential revenue, expose the Group to downturns in the markets in which it operates and/or otherwise have a materially adverse affect on its business, financial condition, results of operations and prospects.

### **The Group's businesses expose it to health and safety risks**

Due to the people-based nature of its business, the Group's operations are subject to health and safety risks, particularly in relation to its shopping malls and leisure and entertainment businesses. Although all of the shopping malls currently comply with applicable health and safety standards, there can be no assurance that a major health and safety hazard, such as a fire, will not occur. Given the high number of shoppers that visit the Group's shopping malls on a daily basis, such an event could have serious consequences, particularly in the event of fatalities. Similarly, although the Group's leisure and entertainment facilities and hotels also comply with currently applicable health and safety standards, there can be no assurance that the customers of these facilities will not engage in inappropriate behaviour, endangering their safety and the safety of others. Any of the foregoing incidents could expose the Group to material liability and adversely effect its reputation. All of these factors could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

**The Group may not be able to secure full insurance coverage for the risks associated with the operation of its businesses**

Management believes that the Group's insurance coverage for all material aspects of its operations is comparable to that of other companies operating in the sectors and markets in which the Group operates. The Group's operations may, however, be affected by a number of risks for which full insurance cover is either not available or not available on commercially reasonable terms. In addition, the severity and frequency of various other events, such as accidents and other mishaps, business interruptions or potential damage to its facilities, property and equipment caused by inclement weather, human error, pollution, labour disputes, natural catastrophes and other eventualities, may result in losses or expose the Group to liabilities in excess of its insurance coverage or significantly impair its reputation. There is no assurance that the Group's insurance coverage will be sufficient to cover the loss arising from any or all such events or that it will be able to renew existing insurance cover on commercially reasonable terms, if at all.

Should an incident occur for which the Group has no, or insufficient, insurance cover, the Group could lose all or part of the capital invested in, and anticipated future revenues relating to, any property that is damaged or destroyed. Any of these occurrences could have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

**The interests of the Group's controlling shareholder may, in certain circumstances, be different from the interests of the Noteholders**

The Group's controlling shareholder is Mr Majid Al Futtaim who beneficially owns almost all of the shares in Majid Al Futtaim Holding. As a result, Mr Majid Al Futtaim is in a position to control the outcome of actions requiring shareholders' approval and also has the ability to approve the election of all the members of the board of directors (the **Board**) of Majid Al Futtaim Holding and thus influence Board decisions. The interests of Mr Al Futtaim may be different from those of the Group's creditors (including the Noteholders).

**During the ordinary course of business, Group companies may become subject to lawsuits which could materially and adversely affect the Group**

From time to time, Group companies may in the ordinary course of business be named as defendant in lawsuits, claims and other legal proceedings. These actions may seek, among other things, compensation for alleged losses, civil penalties or injunctive or declaratory relief. In the event that any such action is ultimately resolved unfavourably at amounts exceeding the Group's accrued liability, or at material amounts, the outcome could materially and adversely affect the Group's business, financial condition, results of operations and prospects.

**The Group's operations are in emerging markets which are subject to greater risks than more developed markets, including significant political, social and economic risks**

All of the Group's operations are conducted, and its assets are located in emerging markets. There is no assurance that any political, social, economic and market conditions affecting such countries and the MENA region generally would not have a material adverse impact on the Group's business, financial condition, results of operations and prospects.

Any unexpected changes in the political, social, economic or other conditions in the countries in which the Group operates or neighbouring countries may have a material adverse effect on the Group's business, financial condition, results of operations and prospects.

Investors should also be aware that emerging markets are subject to greater risks than more developed markets, including in some cases significant legal, economic and political risks. Accordingly, investors should exercise particular care in evaluating the risks involved and must decide for themselves whether, in light of those risks, their investment is appropriate. Generally, investment in developing markets is only suitable for sophisticated investors who fully appreciate the significance of the risks involved.

## **RISKS RELATING TO MAJID AL FUTTAIM PROPERTIES**

### **Majid Al Futtaim Properties' business is capital intensive and it may not be able to raise sufficient capital to make all future investments and capital expenditures that it deems necessary or desirable**

Majid Al Futtaim Properties engages in projects which require a substantial amount of capital and other long-term expenditures, including the development of new shopping malls, hotels and mixed-use developments. The capital commitments associated with these projects generally exceed Majid Al Futtaim Properties' cash inflows over the period of the project. In the past, these expenditures and investments have been financed through a variety of means, including internally-generated cash and external borrowings.

Majid Al Futtaim Properties and the Group's ability to arrange external financing and the cost of such financing are dependent on numerous factors, including its future financial condition, general economic and capital market conditions, interest rates, credit availability from banks or other lenders or investors, lender and investor confidence in Majid Al Futtaim Properties and the Group's businesses and the markets in which they operate, the credit rating assigned to Majid Al Futtaim Properties and the Group by credit rating agencies, applicable provisions of tax and securities laws, and political and economic conditions in any relevant jurisdiction. Neither Majid Al Futtaim Properties nor the Group can provide any assurance that it will be able to arrange any such external financing on commercially reasonable terms, if at all, and it may be required to secure financing with a lien over its assets and those of its subsidiaries and/or agree to contractual limitations on the operation of its businesses. Majid Al Futtaim Properties or the Group's failure to obtain adequate funding as required to satisfy its contractual commitments could result in defaults on existing contracts, completion delays and damage to Majid Al Futtaim Properties and the Group's reputation as a reliable contractual counterparty, and could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects.

### **A significant proportion of Majid Al Futtaim Properties' and the Group's assets at 31 December 2014 comprised real estate held either as property, plant and equipment or investment property. The valuation of these assets is inherently subjective, the values attributed to these assets may not accurately reflect their market value at any future date and they may be difficult to sell**

The Group appoints an independent external Royal Institute of Chartered Surveyors (**RICS**) valuer to determine the fair value of its real estate assets bi-annually as at 31 June and 31 December in each year. However, real estate valuations are inherently subjective because they are made on the basis of assumptions that may prove to be incorrect. No assurance can be made that the valuations of the Group's real estate assets will reflect actual sale prices, even where any such sale occurs shortly after the relevant valuation date. Significant differences between valuations and actual sales prices could have a material adverse effect on the financial condition and results of operations both of Majid Al Futtaim Properties (which is the owner of the majority of the assets) and the Group as a whole.

Given that real estate assets in general are relatively illiquid, the ability of Majid Al Futtaim Properties to sell promptly one or more of its properties in response to changing political, economic, financial and

investment conditions is limited. Majid Al Futtaim Properties is susceptible to decreases in demand for commercial property in the MENA region, and in particular Dubai, given its exposure to the real estate market there. Majid Al Futtaim Properties cannot predict the length of time needed to find a willing purchaser and to close the sale of a property or whether it would be able to sell a property on commercially reasonable terms, if at all. Majid Al Futtaim Properties' inability to promptly sell its properties or on commercial terms could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects.

**The success of Majid Al Futtaim Properties' business strategy and profitability depends upon its ability to locate and acquire or lease land suitable for development at attractive prices**

Majid Al Futtaim Properties' growth and profitability to date have been attributable, in part, to its ability to locate and acquire or lease land at attractive prices, and the success of Majid Al Futtaim Properties' business strategy and future profitability depends upon its continued ability to do so. Many of Majid Al Futtaim Properties' most significant competitors are owned by the government of the countries in which they operate and, therefore, they may be accorded preferential treatment when acquiring land. In the past, Majid Al Futtaim Properties has been able to acquire land suitable for its planned shopping malls, hotels and other developments, but there can be no assurance that it will continue to be able to acquire land suitable for development in the future at attractive prices. In addition, Majid Al Futtaim Properties faces the risk that competitors may anticipate and capitalise on certain potential investment opportunities in advance of Majid Al Futtaim Properties doing so, which could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects of the Group as a whole.

**The MENA region in which Majid Al Futtaim Properties operates is characterised by a lack of real estate transparency**

According to a real estate transparency survey conducted by Jones Lang LaSalle in 2014, the real estate markets in which Majid Al Futtaim Properties and the Group operates are categorised as semi-transparent (Dubai, Bahrain, Qatar and Abu Dhabi), low-transparent (Jordan, Saudi Arabia, Egypt, Oman, Lebanon and Kuwait) and opaque (Pakistan and Iraq). The degree of transparency of a real estate market is determined by reference to a number of factors, including comparable transactions, accessibility of information relating to counterparties and land title, reliability of market data, clarity of regulations relating to all matters of real estate conveyance and access to government agencies to verify information provided by counterparties in connection with real estate transactions. Although Majid Al Futtaim Properties endeavours to undertake comprehensive due diligence with respect to its real estate investments in order to mitigate any risks in connection with the markets in which it operates, there can be no assurance that the factors described above will not result in its discovery at a later date of information or liabilities in association with its investments that could affect their value, expected purpose or returns on investment, which could in turn have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects.

**Majid Al Futtaim Properties does not have unrestricted title to all of its land parcels**

As a result of issues related to the process of registration of title, Majid Al Futtaim Properties does not have unrestricted title or interest to the land on which certain of its properties are located. In particular, the land on which two of Majid Al Futtaim Properties' shopping malls in the UAE (being Mall of the Emirates and Deira City Centre, which were together valued at AED14,721 million as at 31 December 2014, which represented approximately 33 per cent. of the Group's total assets as at 31 December 2014) are built was gifted to Mr Majid Al Futtaim by the Ruler of Dubai and title to both of Majid Al Futtaim Properties' shopping malls in Oman and the land on which they are built (which were together valued at AED1,229 million as at 31 December 2014, which represented approximately 3 per cent. of

the Group's total assets as at 31 December 2014) are also registered in the name of Mr Majid Al Futtaim in his personal capacity, the Group's major shareholder. Majid Al Futtaim Properties has been granted use of such land and properties by Mr Majid Al Futtaim as the legal owner (as referred to in Notes 6.4 and 7.4 to the 2014 Group Financial Statements). As a result of this status, Majid Al Futtaim Properties cannot freely dispose of such land and properties and, should Mr Majid Al Futtaim or any person who acquires legal ownership of such land and properties (whether by inheritance or otherwise), for any reason ceases to permit the use by Majid Al Futtaim Properties of such land and properties, this could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects. It should also be noted that, in these circumstances, Majid Al Futtaim Properties may or may not have recourse to Mr Majid Al Futtaim, or any person who acquires legal ownership of such land and properties, for any losses suffered.

Further, in a limited number of cases, Majid Al Futtaim Properties acquires title to land parcels which are subject to certain conditions as to the timeframe within which the land should be developed. If Majid Al Futtaim Properties fails to comply with any such conditions, it may lose title to the land parcel concerned.

In Egypt, title to the land on which one of Majid Al Futtaim Properties' shopping malls is built is in the process of being transferred to Majid Al Futtaim Properties, which may be a lengthy process. Registration of title to Majid Al Futtaim Properties' land parcels (including one project under construction) may also be subject to conditions in relation to the completion of construction thereon.

If Majid Al Futtaim Properties loses title or is unable to acquire title to its properties, this could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects.

Majid Al Futtaim Properties has not to date experienced a situation where its title or interest in its properties or land parcels has been lost, has been the subject of legal proceedings leading to the loss of title or interest in its properties or land parcels. However, Majid Al Futtaim Properties is subject to the risk that it may not in the future be able to acquire or be granted unrestricted title or interest to any land and/or that it could be determined to be in violation of applicable law should it violate any restrictions applicable to any such title or interest. Any such outcome could have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects.

### **Majid Al Futtaim Properties is exposed to a range of development and construction risks**

Majid Al Futtaim Properties is subject to a number of construction, financing, operating and other risks associated with project development which have resulted, and may in the future result, in significant cost overruns and delays in the delivery of its projects. These risks include, but are not limited to:

- shortages and increases in the cost of raw materials (such as steel and other commodities common in the construction industry), energy, building equipment (including, in particular, cranes), labour or other necessary supplies;
- shortages of project managers, contractors and construction specialists, both within Majid Al Futtaim Properties and externally, to ensure that planned developments are delivered both on time and on budget;
- an inability to obtain on a timely basis, if at all, requisite governmental licenses, permits or approvals;

- an inability to obtain necessary financing arrangements on acceptable terms or at all, and otherwise fund construction and capital improvements and provide any necessary performance guarantees;
- defaults by, or the bankruptcy or insolvency of, contractors and other counterparties;
- inadequate infrastructure, including as a result of failure by third parties to provide utilities and transportation and other links that are necessary or desirable for the successful operation of a project; and
- discovery of design or construction defects and otherwise failing to complete projects according to design specification.

The occurrence of one or more of these events may negatively affect the ability of Majid Al Futtaim Properties' contractors to complete the development and construction of projects on schedule, if at all, or within the estimated budget, and may prevent Majid Al Futtaim Properties from achieving projected internal rates of return for its projects, which could in turn have a material adverse effect on Majid Al Futtaim Properties and the Group's business, financial condition, results of operations and prospects. In addition, there can be no assurance that the revenues that Majid Al Futtaim Properties is able to generate from its development and construction projects will be sufficient to cover the associated construction costs.

**Majid Al Futtaim Properties' rental revenues depend upon its ability to find tenants for its shopping malls and offices and the ability of such tenants to fulfil their lease obligations as well as on Majid Al Futtaim Properties achieving an optimal tenant mix for its shopping malls. In addition, Majid Al Futtaim Properties is exposed to tenant concentration**

There can be no guarantee that Majid Al Futtaim Properties will find or be able to retain tenants for its shopping malls and other properties on terms and conditions that are satisfactory to it. In addition, Majid Al Futtaim Properties' tenants may be adversely affected by a range of factors which may affect their ability to perform their obligations under the relevant lease agreements and may therefore adversely affect the financial performance of the properties leased by Majid Al Futtaim Properties and the cash flows generated by them. Further, certain jurisdictions in which Majid Al Futtaim Properties operates as a landlord, including the UAE, have imposed restrictions on rental increases and these restrictions may also adversely impact Majid Al Futtaim Properties' business.

Majid Al Futtaim Properties seeks to ensure that it has the right mix of retail outlets in its shopping malls to cater to the consumer preferences of its local customers. In pursuit of this strategy, Majid Al Futtaim Properties has sought in the past, and may seek in the future, to terminate lease agreements of existing tenants in order to replace them with new tenants to its shopping malls. In addition, Majid Al Futtaim Properties may seek to terminate the lease agreements of tenants who default under their leases. It is relatively difficult to evict tenants under the laws of the jurisdictions in which Majid Al Futtaim Properties operates. Therefore, Majid Al Futtaim Properties may experience delays in evicting tenants for cause or changing its tenant mix to meet strategic directives prior to the expiry of relevant lease terms, and efforts to do so could require considerable expense. Although Majid Al Futtaim Properties' tenants have rarely defaulted in performing their obligations under the lease agreements they have entered into with Majid Al Futtaim Properties, should one or more tenants stop paying rent for a period of time, whether with or without cause, this could reduce Majid Al Futtaim Properties' cash flows and could have a material adverse affect on the business, financial condition, results of operations and prospects of Majid Al Futtaim Properties and the Group as a whole.

A significant proportion of the tenants in Majid Al Futtaim Properties' shopping malls are members of a limited number of large retail groups. As a result, Majid Al Futtaim Properties would be materially

adversely affected should any of these retail groups cease to carry on business with Majid Al Futtaim Properties or at all.

**Majid Al Futtaim Properties' shopping malls depend on anchor stores or major tenants to attract shoppers and could be adversely affected by the loss of, or a store closure by, one or more of these tenants**

Shopping malls are typically anchored by hypermarkets, department stores and other large nationally recognised tenants. Many of Majid Al Futtaim Properties' major tenants are owned by a limited number of large retail groups. The performance of some of Majid Al Futtaim Properties' shopping malls could be adversely affected if these tenants fail to comply with their contractual obligations, seek concessions in order to continue operations, or cease their operations. Concessions made to existing tenants may also be made to potential new tenants with a view to attracting such potential new tenants. There is no assurance that any such concessions made will achieve their purpose or will not materially adversely affect Majid Al Futtaim Properties and the Group's revenue or profitability. In addition, the closure of tenants' operations may enable other tenants to negotiate a modification to the terms of their existing leases, and such closures could result in decreased customer traffic which could adversely affect the performance of the shopping mall concerned and, as a result, could have a material adverse effect on the business, financial condition, results of operations and prospects of Majid Al Futtaim Properties and the Group as a whole.

**Majid Al Futtaim Properties' hotels are all managed by independent third-party operators and Majid Al Futtaim Properties is, therefore, exposed to the performance of these operators**

Majid Al Futtaim Properties has entered into hotel management agreements with Accor Sàrl (**Accor**), Kempinski Hotels S.A. (**Kempinski**), Hilton International Manage LLC (**Hilton**) and Starwood EAME License and Services Company BVBA (**Sheraton, Westin, Le Meridien**). While Majid Al Futtaim Properties has close relationships with the operators of its hotels and a successful track record of working with them to make property and operational improvements, Majid Al Futtaim Properties does not have the means to compel any hotel to be operated in a particular manner or to govern any particular aspect of its operations. Therefore, even if Majid Al Futtaim Properties believes its properties are being operated inefficiently or in a manner that does not result in satisfactory revenues or operating profits, it will generally not have rights under the management agreements to change who operates the properties or how they are operated until the expiry of the term of the agreements unless there is a breach of specific contractual provisions permitting such termination. Majid Al Futtaim Properties can only seek redress if an operator breaches the terms of the management agreements or, in the case of the agreements with Kempinski, if the hotel does not reach certain prescribed levels of profitability for three consecutive years, and then only to the extent of the remedies provided for under the terms of that agreement. In the event that Majid Al Futtaim Properties were to seek to replace any of its current hotel operators, it would likely experience significant disruptions at the affected properties, which could have a material adverse effect on the business, results of operations, financial condition and prospects of Majid Al Futtaim Properties and the Group as a whole.

## **RISKS RELATING TO MAJID AL FUTTAIM RETAIL**

**Majid Al Futtaim Retail's results of operations and financial performance could be materially adversely affected by a change in consumer preferences, perception and/or spending**

Majid Al Futtaim Retail accounted for 82 per cent. of the Group's revenue and 32 per cent. of the Group's EBITDA for the year ended 31 December 2014. Majid Al Futtaim Retail's performance depends on factors which may affect the level and patterns of consumer spending in the UAE and the MENA region. Such factors include consumer preferences, confidence, incomes and perceptions of the quality of certain products. A general decline in purchases at Majid Al Futtaim Retail's Carrefour stores could

occur as a result of a change in consumer preferences, perceptions and spending habits at any time and Majid Al Futtaim Retail's future success will depend partly on its ability to anticipate or adapt to such changes and to offer, on a timely basis, new products that match consumer demand. Such changes, and a failure to adapt its offering to respond to them, may result in reduced demand for the products sold at Majid Al Futtaim Retail's Carrefour stores, a decline in the market share of its products and increased levels of selling and promotional expenses. Any changes in consumer preferences could result in lower sales of the products sold at Majid Al Futtaim Retail's Carrefour stores or put pressure on pricing, and could materially adversely affect the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole.

### **Majid Al Futtaim Retail is dependent on its relationship with Carrefour and the market perception of Carrefour**

All of Majid Al Futtaim Retail's revenue and EBITDA for the year ended 31 December 2014 was derived from the operations of its Carrefour stores. The business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole could be materially and adversely affected to the extent that Majid Al Futtaim Retail's franchise rights with Carrefour become compromised in any material respect.

In addition, the willingness of the public to shop at Carrefour, which is considered by many to be associated with France, is also subject to various factors outside Majid Al Futtaim Retail's control, including the public's perception of Carrefour and, more generally, of France. Should any of these factors be perceived in a negative manner, this would have a material adverse effect on the financial condition and results of operations of Majid Al Futtaim Retail and the Group as a whole.

### **The planned increase in the number of Carrefour stores may not be achieved**

Majid Al Futtaim Retail plans to open eight Carrefour hypermarkets (two stores in the UAE and one store in each of Oman, Armenia, Kazakhstan, Saudi Arabia, Pakistan and Georgia), 18 Carrefour supermarkets (five in the UAE, three in Jordan, two in Qatar and one each in Lebanon and Georgia) and six convenience stores in the UAE during 2015.

However, there can be no assurance that it will be able to expand its store network as planned or that all of such new stores will be profitable. While the Group's management believes that Majid Al Futtaim Retail has identified areas in the MENA region where Majid Al Futtaim Retail could increase the number of its stores, unforeseen factors could result in potential sites not becoming available on acceptable terms. This could adversely affect the business, reputation, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole. Furthermore, if competitors are able to secure high-quality sites, they may be able to gain market share and may effectively restrict Majid Al Futtaim Retail's ability to grow. In addition, Majid Al Futtaim Retail's ability to open new stores, convert or refurbish existing stores, change the use of part of an existing store or implement any of these activities without delay may be significantly restricted by regulatory obstacles associated with obtaining the approvals, permits, consents and/or registrations necessary to construct and/or operate its stores, which could have a material adverse effect on the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole.

### **Interruptions in the availability of products from suppliers or any changes in the costs to Majid Al Futtaim Retail of obtaining such products could adversely affect its business**

Majid Al Futtaim Retail's operations may be interrupted or otherwise adversely affected by delays or interruptions in the supply of its products or the termination of any product supplier arrangement where an alternative source of product supply is not readily available on substantially similar terms. Any breakdown or change in Majid Al Futtaim Retail's relationships with product suppliers could materially



adversely affect the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole. If Majid Al Futtaim Retail is forced to change a supplier of products, there is no guarantee that this would not interrupt supply continuity or result in additional cost. Further, Majid Al Futtaim Retail is currently able to secure significant rebates and other supplier benefits from its product suppliers. Should these benefits decline or become unavailable, this could have a material adverse effect on the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole.

In addition, the price of the products which Majid Al Futtaim Retail sells at its Carrefour stores may be significantly affected by the cost of the raw materials used to produce those products in the source markets of Majid Al Futtaim Retail's suppliers. Wherever practicable, Majid Al Futtaim Retail seeks to put in place supply contracts which ensure the supply of products for the period that they are anticipated to be offered by the Carrefour stores and in such quantities as its forecasts require. Failure to continue to source products at competitive cost from international markets or to forecast accurately the required quantities could result in Majid Al Futtaim Retail having to buy products from other suppliers on short-term contracts which could result in additional cost. Any increases in the prices of products where prices have not been fixed under contractual supply agreements could materially adversely affect the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole.

#### **Interruptions in or changes to the terms of Majid Al Futtaim Retail's shipping or distribution arrangements could adversely affect its business**

Majid Al Futtaim Retail is reliant on the services of third-party distribution, shipping and haulage companies for the movement and storage of its private label goods and the entire range of products for its Carrefour supermarkets within the regions in which it operates and the jurisdictions from which it sources its products. Although it has entered into management contracts with two third-party distribution, shipping and haulage companies, any change in the terms of, interruption or failure in the services of one or more of these service providers could affect Majid Al Futtaim Retail's ability to supply and distribute its products and consequently could materially adversely affect the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole. Such interruption or failure could potentially involve significant additional costs to Majid Al Futtaim Retail in obtaining an alternative source of supply or distribution.

#### **Majid Al Futtaim Retail faces the risk of product liability claims and associated adverse publicity**

The packaging, marketing, distribution and sale of food products purchased from others, as well as production of foods under Carrefour's private labels, entail an inherent risk of contamination or deterioration, which could potentially lead to product liability claims, product recalls and associated adverse publicity. Any contaminated products inadvertently distributed by Majid Al Futtaim Retail may, in certain cases, result in illness, injury or death, or lead to product liability claims asserted against Majid Al Futtaim Retail and/or require product recalls. There can be no assurance that such claims will not be asserted against it in the future, or that such recalls will not be necessary. While the Group has product liability insurance, such policy does not include insurance cover against product recall specifically and there is no certainty that any product liability insurance available to the Group will be sufficient to cover all claims, or any product recall claims, that may be asserted against it.

In addition, because Majid Al Futtaim Retail's success is linked to the reputation of Carrefour, any product liability claims or product recalls that cause adverse publicity involving Carrefour stores not owned by Majid Al Futtaim Retail may have an adverse effect on Majid Al Futtaim Retail, regardless of whether such claim or recall involves any products sold by Majid Al Futtaim Retail's Carrefour franchises. Further, even if a product liability claim is not successful or is not fully pursued, the negative

publicity surrounding any assertion that the products it sells caused illness or injury could adversely affect Carrefour's reputation with existing and potential customers, as well as the business, financial condition, results of operations and prospects of Majid Al Futtaim Retail and the Group as a whole. See "*Risks Relating to the Group—The Group may not be able to secure full insurance coverage for the risks associated with the operation of its businesses*".

## **RISKS RELATING TO MAJID AL FUTTAIM VENTURES**

### **Majid Al Futtaim Ventures' wholesale finance and credit card businesses may require higher costs of funding and expose it to credit risk**

Majid Al Futtaim Ventures issues credit cards through its wholly owned subsidiary Majid Al Futtaim Finance. As the Group does not have a consumer banking operation, which is considered to be one of the principal means of achieving inexpensive funding to support such business, such operations are funded through intra-Group and third party loans, which may be more costly than the funding to which certain of its competitors, particularly local and regional banking groups, have access to. A decrease in Majid Al Futtaim Ventures' access to external funding in particular, or a rise in the cost of intra-Group funding, could have an adverse effect on the results of operations and prospects of Majid Al Futtaim Ventures' credit card business.

In addition, the target customers of its credit card business are principally UAE residents. The UAE lacks a centralised credit bureau, and Majid Al Futtaim Ventures and its competitors do not share customer information. Therefore, this business is unable to confirm independently information provided by credit applicants regarding the extent of their credit exposure. As a result, customers may be overextended by virtue of other credit obligations about which Majid Al Futtaim Ventures is unaware. To some extent, Majid Al Futtaim Ventures is therefore exposed to credit risks which it may not be able to accurately assess or provide for and, in the case of expatriates, may be unable to enforce a judgment obtained against defaulting creditors who no longer live in the UAE. Such credit risks could have an adverse effect on the results of operations and prospects of Majid Al Futtaim Ventures.

## **FACTORS WHICH ARE MATERIAL FOR THE PURPOSE OF ASSESSING THE MARKET RISKS ASSOCIATED WITH NOTES ISSUED UNDER THE PROGRAMME**

### **Risks related to the structure of a particular issue of Notes**

A wide range of Notes may be issued under the Programme. A number of these Notes may have features which contain particular risks for potential investors. Set out below is a description of the most common such features:

#### ***The Notes may be subject to optional redemption by the Issuer***

An optional redemption feature of Notes is likely to limit their market value. During any period when the Issuer may elect to redeem Notes, the market value of those Notes generally will not rise substantially above the price at which they can be redeemed. This also may be true prior to any redemption period.

The Issuer may be expected to redeem Notes when its cost of borrowing is lower than the interest rate on the Notes. At those times, an investor generally would not be able to reinvest the redemption proceeds at an effective interest rate as high as the interest rate on the Notes being redeemed and may only be able to do so at a significantly lower rate. Potential investors should consider reinvestment risk in light of other investments available at that time.

### ***The Notes may be redeemed prior to their final maturity date for tax reasons***

If the Issuer becomes obliged to pay any additional amounts in respect of the Notes as provided or referred to in Condition 9 of the Notes or if either Guarantor is unable for reasons outside its control to procure payment by the Issuer and in making payment itself would be required to pay such additional amounts, in each case as a result of any change in, or amendment to, the laws or regulations of a Tax Jurisdiction (as defined in Condition 9) or any change in the application or official interpretation of such laws or regulations, which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes, the Issuer may redeem all but not some only of the outstanding Notes of such Tranche in accordance with Condition 8.2 of the Notes.

### ***Partly-paid Notes***

The Issuer may issue Notes where the issue price is payable in more than one instalment. Failure to pay any subsequent instalment could result in an investor losing all of his investment.

### ***Variable rate Notes with a multiplier or other leverage factor***

Notes with variable interest rates can be volatile investments. If they are structured to include multipliers or other leverage factors, or caps or floors, or any combination of those features or other similar related features, their market values may be even more volatile than those for securities that do not include those features.

### ***Inverse Floating Rate Notes***

Inverse Floating Rate Notes (as defined below) have an interest rate equal to a fixed rate minus a rate based upon a reference rate such as the London interbank offered rate (**LIBOR**). The market values of those Notes typically are more volatile than market values of other conventional floating rate debt securities based on the same reference rate (and with otherwise comparable terms). Inverse Floating Rate Notes are more volatile because an increase in the reference rate not only decreases the interest rate of the Notes, but may also reflect an increase in prevailing interest rates, which further adversely affects the market value of these Notes.

### ***Fixed/Floating Rate Notes***

Fixed/Floating Rate Notes (as defined below) may bear interest at a rate that converts from a fixed rate to a floating rate, or from a floating rate to a fixed rate. Where the Issuer has the right to effect such a conversion, this will affect the secondary market and the market value of the Notes since the Issuer may be expected to convert the rate when it is likely to produce a lower overall cost of borrowing. If the Issuer converts from a fixed rate to a floating rate in such circumstances, the spread on the Fixed/Floating Rate Notes may be less favourable than then prevailing spreads on comparable Floating Rate Notes tied to the same reference rate. In addition, the new floating rate at any time may be lower than the rates on other Notes. If the Issuer converts from a floating rate to a fixed rate in such circumstances, the fixed rate may be lower than then prevailing rates on its Notes.

### ***Notes issued at a substantial discount or premium***

The market values of securities issued at a substantial discount or premium from their principal amount tend to fluctuate more in relation to general changes in interest rates than do prices for conventional interest bearing securities. Generally, the longer the remaining term of the securities, the greater the price volatility as compared to conventional interest-bearing securities with comparable maturities.

### ***Notes denominated in RMB are subject to additional risks***

Set out below is a description of the principal risks which may be relevant to an investor in Notes denominated in Renminbi (**Renminbi Notes**):

*RMB is not freely convertible; there are significant restrictions on remittance of Renminbi into and outside the PRC and this may adversely affect the liquidity of the Notes*

RMB is not freely convertible at present. The PRC government continues to regulate conversion between RMB and foreign currencies, including the Hong Kong dollar, despite the significant reduction over the years by the PRC government of its control over routine foreign exchange transactions under current accounts. These transactions are known as current account trade transactions. Currently, participating banks in Hong Kong, Singapore and Taiwan have been permitted to engage in the settlement of current account trade transactions in Renminbi under certain pilot schemes. However, remittance of Renminbi by foreign investors into the PRC for purposes such as capital contributions, known as capital account items, is generally only permitted upon obtaining specific approvals from the relevant authorities on a case-by-case basis and subject to a strict monitoring system. Regulations in the PRC on the remittance of Renminbi into the PRC for settlement of capital account items are developing gradually.

On 7 April 2011, the State Administration of Foreign Exchange (**SAFE**) promulgated the Circular on Issues Concerning the Capital Account Items in connection with Cross-Border Renminbi (the **SAFE Circular**), which became effective on 1 May 2011. According to the SAFE Circular, in the event that foreign investors intend to use cross-border Renminbi (including offshore Renminbi and onshore Renminbi held in the capital accounts of non-PRC residents) to make contribution to an onshore enterprise or make payment for the transfer of equity interest of an onshore enterprise by a PRC resident, such onshore enterprise shall be required to submit the prior written consent from the relevant Ministry of Commerce (**MOFCOM**) to the relevant branch of SAFE of such onshore enterprise and register for a foreign invested enterprise status. Further, the SAFE Circular clarifies that foreign debts borrowed, and the foreign guarantee provided, by an onshore entity (including a financial institution) in Renminbi shall, in principle, be regulated under the current PRC foreign debt and foreign guarantee regime.

On 13 October 2011, Measures on Administration of Renminbi Settlement in relation to Foreign Direct Investment (the **PBOC RMB FDI Measures**) issued by the People's Bank of China (the **PBOC**) set out operating procedures for PRC banks to handle Renminbi settlement relating to Renminbi foreign direct investments (**FDI**) including offshore Renminbi loans. On 14 June 2012 the PBOC further issued the implementing rules for the PBOC RMB FDI Measures. Under the PBOC RMB FDI Measures, special approval for Renminbi FDI and shareholder loans from the PBOC, which was previously required, is no longer necessary. In some cases however, post-event filing with the PBOC is still necessary.

On 3 December 2013, the MOFCOM promulgated the "Circular on Issues in relation to Cross-border Renminbi Foreign Direct Investment" (the **MOFCOM Circular**), which became effective on 1 January 2014, to further facilitate FDI by simplifying and streamlining the applicable regulatory framework. The MOFCOM Circular replaced the "Notice on Issues in relation to Cross-border Renminbi Foreign Direct Investment" promulgated by MOFCOM on 12 October 2011 (the **2011 MOFCOM Notice**). Pursuant to the MOFCOM Circular, written approval from the appropriate office of MOFCOM and/or its local counterparts for each FDI specifying "Renminbi Foreign Direct Investment" and the amount of capital contribution is required for each FDI. The MOFCOM Circular no longer contains the requirements (which were provided under the 2011 MOFCOM Notice) for central level MOFCOM approvals for investments of RMB300 million or above, or in certain industries, such as financial guarantee, financial leasing, micro-credit, auction, foreign invested investment companies, venture capital and equity investment vehicles, cement, iron and steel, electrolyse aluminium, ship building and other industries under the state macro-regulation. Unlike the 2011 MOFCOM Notice, the MOFCOM Circular has also removed the approval requirement for foreign investors who intend to change the currency of their existing capital contribution from a foreign currency to Renminbi. In addition, the MOFCOM Circular also clearly prohibits the FDI funds from being used for any

investment in securities and financial derivatives (except for investment in the PRC listed companies as strategic investors) or for entrustment loans in the PRC.

As the above measures and circulars are still relatively new, how they will be applied in practice still remains subject to the interpretation by the relevant PRC authorities.

There is no assurance that the PRC government will continue to gradually liberalise control over cross-border Renminbi remittances in the future, that the pilot schemes will not be discontinued, or that new PRC regulations will not be promulgated in the future which have the effect of restricting or eliminating the remittance of Renminbi into or outside the PRC. In the event that the Group is not able to repatriate funds outside the PRC in Renminbi, the Issuer will need to source Renminbi offshore to finance its obligations under the Notes, and its ability to do so will be subject to the overall availability of Renminbi outside the PRC.

Investors may be required to provide certifications and other information (including Renminbi account information) in order to be allowed to receive payments in Renminbi in accordance with the Renminbi clearing and settlement system for participating banks in Hong Kong, Singapore and Taiwan. If Renminbi is not available in certain circumstances as described under "*Terms and Conditions of the Notes—Payments—RMB Currency Event*", the Issuer can make payments under the Renminbi Notes in a currency other than Renminbi. The applicable Final Terms will contain provisions dealing with the determination of the Relevant Currency in which such payments will be made.

*There is only limited availability of Renminbi outside the PRC, which may affect the liquidity of the Notes and the Group's ability to source Renminbi outside the PRC to service Renminbi Notes*

As a result of the restrictions by the PRC government on cross-border Renminbi fund flows, the availability of Renminbi outside the PRC is limited.

While the PBOC has established Renminbi clearing and settlement mechanisms for participating licensed banks in Hong Kong, Macau, Singapore, Taiwan, London, Frankfurt, Seoul, Paris, Luxembourg, Doha, Toronto and Bangkok through settlement agreements on the clearing of Renminbi business (the Settlement Agreements) with Bank of China (HongKong) Limited, Bank of China Limited, Macau Branch, Industrial and Commercial Bank of China, Singapore Branch, Bank of China, Taipei Branch, China Constructive Bank (London) Limited, Bank of China, Frankfurt Branch, Bank of Communications, Seoul Branch, Bank of China, Paris Branch, Industrial and Commercial Bank of China Limited, Luxembourg Branch, Industrial and Commercial Bank of China, Doha Branch, Industrial and Commercial Bank of China, Toronto Branch, Industrial and Commercial Bank of China, Bangkok Branch, as the case may be (each, a **RMB Clearing Bank**), the current size of Renminbi-denominated financial assets outside the PRC is limited.

There are restrictions imposed by the PBOC on Renminbi business participating banks in respect of cross-border Renminbi settlement, such as those relating to direct transactions with PRC enterprises. Furthermore, Renminbi business participating banks do not have direct Renminbi liquidity support from the PBOC. They are only allowed to square their open positions with the relevant RMB Clearing Bank after consolidating the Renminbi trade position of banks outside Singapore, Hong Kong, Taiwan, Frankfurt, London, Luxembourg and Seoul that are in the same bank group of the participating banks concerned with their own trade position. The RMB Clearing Banks only have access to onshore liquidity support from the PBOC for the purpose of squaring open positions of participating banks for limited types of transactions, including open positions resulting from conversion services for corporations relating to cross-border trade settlement and for individual customers of up to RMB20,000 per person per day and for the designated business customers relating to the Renminbi received in providing their services. The relevant RMB Clearing Bank is not obliged to square for participating banks any open positions resulting from other

foreign exchange transactions or conversion services. In such cases, the RMB Clearing Banks will need to source Renminbi from outside the PRC to square such open positions.

On 14 June 2012, the Hong Kong Monetary Authority (the **HKMA**) introduced a facility for providing Renminbi liquidity to authorised institutions participating in Renminbi business (the **Participating Als**) in Hong Kong. The facility will make use of the currency swap arrangement between the PBOC and the HKMA. With effect from 15 June 2012, the HKMA will, in response to requests from individual Participating Als, provide Renminbi term funds to the Participating Als against eligible collateral acceptable to the HKMA. This facility is intended to address short-term Renminbi liquidity tightness which may arise from time to time, for example due to capital market activities or a sudden need for Renminbi liquidity by the Participating Als' overseas bank customers.

On 28th March, 2014, the Deutsche Bundesbank and the PBOC signed an agreement to enable the clearing and settlement of Renminbi-denominated payments in Frankfurt. Within the framework of this agreement, the Deutsche Bundesbank is expected to appoint a branch of one of the Chinese banks in Frankfurt as a clearing bank to facilitate such Renminbi payments. On 31st March, 2014, a similar agreement for clearing of Renminbi transactions was signed in London between the Bank of England and the PBOC.

Although it is expected that the offshore Renminbi market will continue to grow in depth and size, its growth is subject to many constraints as a result of PRC laws and regulations on foreign exchange. There is no assurance that new PRC regulations will not be promulgated or the Settlement Agreements will not be terminated or amended in the future which will have the effect of restricting availability of Renminbi outside the PRC. The limited availability of Renminbi outside the PRC may affect the liquidity of Notes denominated in CNY. To the extent the Issuer is required to source Renminbi outside the PRC to service Renminbi Notes, there is no assurance that the Issuer will be able to source such Renminbi on satisfactory terms, if at all.

#### *RMB exchange rate risk*

The value of RMB against the U.S. dollar and other foreign currencies fluctuates and is affected by changes in the PRC and international political and economic conditions and by many other factors. The Issuer will make all RMB payments under the Notes in RMB unless otherwise specified. As a result, the value of such payments in RMB (in U.S. dollars or other applicable foreign currency terms) may vary with the prevailing exchange rates in the marketplace. If the value of RMB depreciates against the U.S. dollar or other foreign currencies, the value of a Noteholder's investment in U.S. dollars or other applicable foreign currency terms will decline.

#### *Gains on the transfer of Renminbi Notes may become subject to income taxes under PRC tax laws*

Under the new Enterprise Income Tax Law of the PRC (the **Enterprise Income Tax Law**) and its implementation rules, any gains realised on the transfer of Renminbi Notes by holders who are deemed under the Enterprise Income Tax Law as non-resident enterprises may be subject to PRC enterprise income tax if such gains are regarded as income derived from sources within the PRC. Under the Enterprise Income Tax Law, a **non-resident enterprise** means an enterprise established under the laws of a jurisdiction other than the PRC, which has established offices or premises in the PRC, or which has not established any offices or premises in the PRC but has obtained income derived from sources within the PRC. In addition, there is uncertainty as to whether gains realised on the transfer of Renminbi Notes by individual holders who are not PRC citizens or residents will be subject to PRC individual income tax. If such gains are subject to PRC income tax, the 10 per cent. enterprise income tax rate and 20 per cent. individual income tax rate will apply respectively unless there is an applicable tax treaty or arrangement that reduces or exempts such income tax. The taxable income will be the balance of the total income obtained from the transfer of the Renminbi Notes minus all costs and

expenses that are permitted under PRC tax laws to be deducted from the income. According to an arrangement between the PRC and Hong Kong for avoidance of double taxation, Noteholders who are Hong Kong residents, including both enterprise holders and individual holders, will be exempted from PRC income tax on capital gains derived from a sale or exchange of such Notes.

If a Noteholder, being a non-resident enterprise or non-resident individual, is required to pay any PRC income tax on gains on the transfer of Renminbi Notes, the value of the relevant Noteholder's investment in such Notes may be materially and adversely affected.

### **Risks related to the Notes generally**

Set out below is a brief description of certain risks relating to the Notes generally:

#### ***Modification, waivers and substitution***

The terms and conditions of the Notes contain provisions for calling meetings of Noteholders to consider matters affecting their interests generally. These provisions permit defined majorities to bind all Noteholders including Noteholders who did not attend and vote at the relevant meeting and Noteholders who voted in a manner contrary to the majority.

The terms and conditions of the Notes also provide that the Trustee may, without the consent of Noteholders, in the circumstances described in Condition 16 agree to (i) any modification of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of Notes or (ii) determine without the consent of the Noteholders that any Event of Default (as defined in Condition 11) or potential Event of Default shall not be treated as such or (iii) the substitution of another company as principal debtor under any Notes in place of the Issuer.

#### ***European Monetary Union may cause Notes denominated in certain currencies to be redenominated in euro***

If Notes are issued under the Programme which are denominated in the currency of a country which, at the time of issue, has not adopted the euro as its sole currency and, before the relevant Notes are redeemed, the euro becomes the sole currency of that country, a number of consequences may follow including, but not limited to: (i) all amounts payable in respect of the relevant Notes may become payable in euro, (ii) applicable law may allow or require such Notes to be redenominated into euro and additional measures to be taken in respect of such Notes and (iii) there may no longer be available published or displayed rates for deposits in such currency used to determine the rates of interest on such Notes. Any of these or any other consequences could adversely affect the holders of the relevant Notes.

#### ***The EU Savings Directive may give rise to withholding on certain Notes***

Under EC Council Directive 2003/48/EC on the taxation of savings income (the **Savings Directive**), Member States are required to provide to the tax authorities of other Member States details of certain payments of interest and similar income paid or secured by a person within its jurisdiction to or for the benefit of an individual resident in that other Member State or certain limited types of entities established in that other Member State.

On 24 March 2014, the Council of the European Union adopted a Council Directive, which will, when implemented, amend and broaden the scope of the requirements described above (the **Amending Directive**). Member States are required to apply these new requirements from 1 January 2016. The changes will expand the range of payments covered by the Savings Directive, in particular to include additional types of income payable on securities. The Amending Directive will also expand the circumstances in which payments that indirectly benefit an individual resident in a Member State must

be reported or paid subject to withholding. For example, payments made to (or for the benefit of) (i) an entity or legal arrangement effectively managed in a Member State that is not subject to effective taxation, or (ii) a person, entity or legal arrangement established or effectively managed outside of the EU (and outside any third country or territory that has adopted similar measures to the Savings Directive) which indirectly benefit an individual resident in an EU Member State, may fall within the scope of the Savings Directive, as amended.

For a transitional period, Austria is required (unless during that period it elects otherwise) to operate a withholding system in relation to such payments (subject to a procedure whereby, on meeting certain conditions, the beneficial owner of the interest or other income may request that no tax be withheld). The ending of this transitional period is dependent upon the conclusion of certain other agreements relating to information exchange with certain other countries. Luxembourg has abolished the withholding system with effect from 1 January 2015, in favour of automatic information exchange under the Directive

A number of non-EU countries and territories including Switzerland have adopted similar measures (a withholding system in the case of Switzerland).

If a payment were to be made or collected through a Member State which has opted for a withholding system and an amount of, or in respect of, tax were to be withheld from that payment pursuant to the Savings Directive or any other directive implementing the conclusions of the ECOFIN Council meeting of 26-27 November 2000 on the taxation of savings income or any law implementing or complying with, or introduced in order to conform to such Directive, neither the Issuer, Majid Al Futtaim Holding, Majid Al Futtaim Properties nor any Paying Agent nor any other person would be obliged to pay additional amounts with respect to any Notes as a result of the imposition of such withholding tax.

Furthermore, once the Amending Directive is implemented and takes effect in Member States, such withholding may occur in a wider range of circumstances than at present, as explained above.

The Issuer is required, as provided in Condition 13 of the Notes, to maintain a Paying Agent with a specified office in a Member State of the European Union that is not obliged to withhold or deduct tax pursuant to the Savings Directive or any law implementing or complying with, or introduced in order to conform to, the Savings Directive or any other directive implementing the conclusions of the ECOFIN Council meeting of 26-27 November 2000. However, investors should be aware that any custodians or intermediaries through which they hold their interest in Notes may nonetheless be obliged to withhold or deduct tax pursuant to such laws unless the investor meets certain conditions, including providing any information that may be necessary to enable such persons to make payments free from withholding and in compliance with the Savings Directive, as amended.

Investors who are in any doubt as to their position should consult their professional advisers.

### ***U.S. Foreign Account Tax Compliance Withholding***

Sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended (or **FATCA**) impose a new reporting regime and, potentially, a 30 per cent. withholding tax with respect to (i) certain payments from sources within the United States and payments of gross proceeds from the disposition of assets that can produce U.S. source interests and dividends, (ii) "foreign passthru payments" made to certain non-U.S. financial institutions that do not comply with this new reporting regime, and (iii) payments to certain investors that do not provide identification information with respect to interests issued by a participating non-U.S. financial institution. Whilst the Notes are in global form and held within Euroclear or Clearstream, Luxembourg (together the **ICSDs**), in all but the most remote circumstances, it is not expected that the new reporting regime and potential withholding tax imposed by FATCA will affect the amount of any payment received by the ICSDs. However, FATCA may affect



payments made to custodians or intermediaries in the subsequent payment chain leading to the ultimate investor if any such custodian or intermediary generally is unable to receive payments free of FATCA withholding. It also may affect payment to any ultimate investor that is a financial institution that is not entitled to receive payments free of withholding under FATCA, or an ultimate investor that fails to provide its broker (or other custodian or intermediary from which it receives payment) with any information, forms, other documentation or consents that may be necessary for the payments to be made free of FATCA withholding. Investors should choose the custodians or intermediaries with care (to ensure each is compliant with FATCA or other laws or agreements related to FATCA) and provide each custodian or intermediary with any information, forms, other documentation or consents that may be necessary for such custodian or intermediary to make a payment free of FATCA withholding. Investors should consult their own tax adviser to obtain a more detailed explanation of FATCA and how FATCA may affect them. The Issuer's obligations under the Notes (and the obligations of each Guarantor under the Guarantee) are discharged once it has made payment to, or to the order of, the common depository for the ICSDs (as holder of the Notes) and therefore, neither the Issuer nor the Guarantors have any responsibility for any amount thereafter transmitted through the ICSDs and custodians or intermediaries. Prospective investors should refer to the section "*Taxation—Foreign Account Tax Compliance Act*".

### ***Change of law***

The terms and conditions of the Notes are governed by English law in effect as at the date of this Base Prospectus. No assurance can be given as to the impact of any possible judicial decision or change of English law or administrative practice after the date of this Base Prospectus.

### ***Bearer Notes where denominations involve integral multiples: definitive Bearer Notes***

In relation to any issue of Bearer Notes which have denominations consisting of a minimum Specified Denomination plus one or more higher integral multiples of another smaller amount, it is possible that such Notes may be traded in amounts that are not integral multiples of such minimum Specified Denomination. In such a case a holder who, as a result of trading such amounts, holds an amount which is less than the minimum Specified Denomination in his account with the relevant clearing system at the relevant time may not receive a definitive Bearer Note in respect of such holding (should such Notes be printed) and would need to purchase a principal amount of Notes such that its holding amounts to a Specified Denomination.

If Bearer Notes are issued, holders should be aware that definitive Notes which have a denomination that is not an integral multiple of the minimum Specified Denomination may be illiquid and difficult to trade.

### ***Investors in the Notes must rely on DTC, Euroclear and Clearstream, Luxembourg procedures***

Notes issued under the Programme will be represented on issue by one or more Global Notes that may be deposited with a common depository for Euroclear and Clearstream, Luxembourg or may be deposited with a nominee for DTC (each as defined under "*Form of the Notes*"). Except in the circumstances described in each Global Note, investors will not be entitled to receive Notes in definitive form. Each of DTC, Euroclear and Clearstream, Luxembourg and their respective direct and indirect participants will maintain records of the beneficial interests in each Global Note held through it. While the Notes are represented by a Global Note, investors will be able to trade their beneficial interests only through the relevant clearing systems and their respective participants.

While the Notes are represented by Global Notes, the Issuer will discharge its payment obligations under the Notes by making payments through the relevant clearing systems. A holder of a beneficial interest in a Global Note must rely on the procedures of the relevant clearing system and its

participants to receive payments under the Notes. The Issuer has no responsibility or liability for the records relating to, or payments made in respect of, beneficial interests in any Global Note.

Holders of beneficial interests in a Global Note will not have a direct right to vote in respect of the Notes so represented. Instead, such holders will be permitted to act only to the extent that they are enabled by the relevant clearing system and its participants to appoint appropriate proxies.

## **Risks relating to enforcement**

### ***Investors may experience difficulties in enforcing arbitration awards and foreign judgments in Dubai***

The payments under the Notes are dependent upon the Issuer (failing which, the Guarantors) making payments to investors in the manner contemplated under the Notes or the Guarantee, as the case may be. If the Issuer and subsequently both of the Guarantors fail to do so, it may be necessary to bring an action against the Guarantors (or either of them) to enforce their (or its) obligations and/or to claim damages, as appropriate, which may be costly and time-consuming.

Furthermore, to the extent that enforcement of remedies must be pursued in the UAE, it should be borne in mind that there is limited scope for self-help remedies under UAE law and that generally enforcement of remedies in the UAE must be pursued through the courts.

Under current Dubai law, the Dubai courts are unlikely to enforce an English or United States court judgment without re-examining the merits of the claim and may not observe the choice by the parties of English law as the governing law of the transaction. In the UAE, foreign law is required to be established as a question of fact and the interpretation of English law, by a court in the UAE, may not accord with the interpretation of an English court. In principle, courts in the UAE recognise the choice of foreign law if they are satisfied that an appropriate connection exists between the relevant transaction agreement and the foreign law which has been chosen. They will not, however, honour any provision of foreign law which is contrary to public policy, order or morals in the UAE, or to any mandatory law of, or applicable in, the UAE.

The UAE is a civil law jurisdiction and judicial precedents in Dubai have no binding effect on subsequent decisions. In addition, there is no formal system of reporting court decisions in Dubai. These factors create greater judicial uncertainty than would be expected in other jurisdictions.

The Notes, the Trust Deed, the Agency Agreement (as defined in "*Terms and Conditions of the Notes*"), and the Programme Agreement (as defined in "*Subscription and Sale and Transfer and Selling Restrictions*") are governed by English law and the parties to such documents have agreed to refer any unresolved dispute in relation to such documents to arbitration under LCIA Rules.

The New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards 1958 (the **New York Convention**) entered into force in the UAE on 19 November 2006. Any arbitration award rendered in London should therefore be enforceable in Dubai in accordance with the terms of the New York Convention. Under the New York Convention, the UAE has an obligation to recognise and enforce foreign arbitration awards, unless the party opposing enforcement can prove one of the grounds under Article V of the New York Convention to refuse enforcement, or the Dubai courts find that the subject matter of the dispute is not capable of settlement by arbitration or enforcement would be contrary to the public policy of the UAE. There have been limited instances where the UAE courts, most notably the Fujairah Court of First Instance and the Dubai Court of Cassation, have ratified or ordered the recognition and enforcement of foreign arbitration awards under the New York Convention. It should be noted that only the Dubai Court of Cassation was a final decision. The uncertainty regarding the interpretation and application of the New York Convention provisions by the courts is further reinforced

by the lack of system of binding judicial precedent in the UAE and because of the independent existence of different Emirates within the UAE, some with their own court systems, whole rulings may have no more than persuasive force within other Emirates. There is therefore no guarantee that the Dubai courts will take the same approach in similar proceedings in the future. In practice, therefore, how the New York Convention provisions would be interpreted and applied by the Dubai courts, and whether the Dubai courts will enforce a foreign arbitration award in accordance with the New York Convention, remains largely untested.

### ***There are limitations on the effectiveness of guarantees in the UAE***

Under the laws of the UAE the obligation of a guarantor is incidental to the obligations of the principal debtor, and the obligations of a guarantor will only be valid to the extent of the continuing obligations of the principal debtor. The laws of the UAE do not contemplate a guarantee by way of indemnity of the obligations of the debtor by the guarantor and instead contemplate a guarantee by way of suretyship. Accordingly, it is not possible to state with any certainty whether a guarantor could be obliged by the Dubai courts to pay a greater sum than the debtor is obliged to pay or to perform an obligation that the debtor is not obligated to perform.

In order to enforce a guarantee under the laws of the UAE, the underlying debt obligation for which such guarantee has been granted may need to be proved before the Dubai courts.

### **Risks related to the market generally**

Set out below is a brief description of the principal market risks, including liquidity risk, exchange rate risk, interest rate risk and credit risk:

#### ***The secondary market generally***

Notes may have no established trading market when issued, and one may never develop. If a market does develop, it may not be very liquid. The liquidity of any market for the Notes that may develop depends on a number of factors, including:

- the method of calculating the principal and interest in respect of the Notes;
- the time remaining to the maturity of the Notes;
- the outstanding amount of the Notes;
- the redemption features of the Notes; and
- the level, direction and volatility of market interest rates generally.

Therefore, investors may not be able to sell their Notes easily or at prices that will provide them with a yield comparable to similar investments that have a developed secondary market. This is particularly the case for Notes that are especially sensitive to interest rate, currency or market risks, are designed for specific investment objectives or strategies or have been structured to meet the investment requirements of limited categories of investors. These types of Notes generally would have a more limited secondary market and more price volatility than conventional debt securities. Illiquidity may have a severely adverse effect on the market value of Notes.

### ***Exchange rate risks and exchange controls***

The Issuer will pay principal and interest on the Notes and the Guarantors will make any payments under the Guarantee in the Specified Currency. This presents certain risks relating to currency

conversions if an investor's financial activities are denominated principally in a currency or currency unit (the **Investor's Currency**) other than the Specified Currency. These include the risk that exchange rates may significantly change (including changes due to devaluation of the Specified Currency or revaluation of the Investor's Currency) and the risk that authorities with jurisdiction over the Investor's Currency may impose or modify exchange controls which could adversely affect an applicable exchange rate. The Issuer does not have any control over the factors that generally affect these risks, such as economic, financial and political events and the supply and demand for applicable currencies. In recent years, exchange rates between certain currencies have been volatile and volatility between such currencies or with other currencies may be expected in the future. An appreciation in the value of the Investor's Currency relative to the Specified Currency would decrease (1) the Investor's Currency-equivalent yield on the Notes, (2) the Investor's Currency equivalent value of the principal payable on the Notes and (3) the Investor's Currency equivalent market value of the Notes.

Government and monetary authorities may impose (as some have done in the past) exchange controls that could adversely affect an applicable exchange rate. As a result, investors may receive less interest or principal than expected, or no interest or principal. Even if there are no actual exchange controls, it is possible that the Specified Currency for any particular Note may not be available at such Note's maturity.

### ***Interest rate risks***

Investment in Fixed Rate Notes involves the risk that subsequent changes in market interest rates may adversely affect the value of the Fixed Rate Notes.

### ***Credit ratings may not reflect all risks***

One or more independent credit rating agencies may assign credit ratings to the Notes. The ratings may not reflect the potential impact of all risks related to structure, market, additional factors discussed above, and other factors that may affect the value of the Notes. A credit rating is not a recommendation to buy, sell or hold securities and may be revised or withdrawn by its assigning rating agency at any time.

In general, European regulated investors are restricted under the CRA Regulation from using credit ratings for regulatory purposes, unless such ratings are issued by a credit rating agency established in the EU and registered under the CRA Regulation (and such registration has not been withdrawn or suspended), subject to transitional provisions that apply in certain circumstances whilst the registration application is pending. Such general restriction will also apply in the case of credit ratings issued by non-EU credit rating agencies, unless the relevant credit ratings are endorsed by an EU-registered credit rating agency or the relevant non-EU rating agency is certified in accordance with the CRA Regulation (and such endorsement action or certification, as the case may be, has not been withdrawn or suspended). The list of registered and certified rating agencies published by the European Securities and Markets Authority (**ESMA**) on its website in accordance with the CRA Regulation is not conclusive evidence of the status of the relevant rating agency included in such list, as there may be delays between certain supervisory measures being taken against a relevant rating agency and the publication of the updated ESMA list. Certain information with respect to the credit rating agencies and ratings will be disclosed in the applicable Final Terms.

## DOCUMENTS INCORPORATED BY REFERENCE

The following documents which have previously been published and have been filed with the Central Bank and DFSA shall be incorporated in, and form part of, this Base Prospectus:

- 1 the 2013 Group Financial Statements (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/5439D\\_-2014-3-30.pdf](http://www.rns-pdf.londonstockexchange.com/rns/5439D_-2014-3-30.pdf));
- 2 the 2014 Group Financial Statements (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/9768l\\_-2015-3-31.pdf](http://www.rns-pdf.londonstockexchange.com/rns/9768l_-2015-3-31.pdf));
- 3 the auditors' report and the audited consolidated financial statements of Majid Al Futtaim Properties for the year ended 31 December 2013 (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/5439D\\_1-2014-3-30.pdf](http://www.rns-pdf.londonstockexchange.com/rns/5439D_1-2014-3-30.pdf));
- 4 the auditors' report and the audited consolidated financial statements of Majid Al Futtaim Properties for the year ended 31 December 2014 (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/9771l\\_-2015-3-31.pdf](http://www.rns-pdf.londonstockexchange.com/rns/9771l_-2015-3-31.pdf));
- 5 the auditors' report and the audited financial statements of the Issuer for the year ended 31 December 2013 (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/4026F\\_-2014-4-24.pdf](http://www.rns-pdf.londonstockexchange.com/rns/4026F_-2014-4-24.pdf));
- 6 the auditor's report and the audited financial statements of the Issuer for the year ended 31 December 2014 (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/9790l\\_-2015-3-31.pdf](http://www.rns-pdf.londonstockexchange.com/rns/9790l_-2015-3-31.pdf));
- 7 the Terms and Conditions of the Notes contained on pages 58-97 (inclusive) in the Base Prospectus dated 23 May 2012 prepared by the Issuer in connection with the Programme (the **2012 Terms and Conditions**) (an electronic copy of which is available at [http://www.rns-pdf.londonstockexchange.com/rns/2240E\\_1-2012-5-28.pdf](http://www.rns-pdf.londonstockexchange.com/rns/2240E_1-2012-5-28.pdf)); and
- 8 the Terms and Conditions of the Notes contained on pages 49-96 (inclusive) in the Base Prospectus dated 29 April 2014 prepared by the Issuer in connection with the Programme (the **2014 Terms and Conditions**) (an electronic copy of which is available at [http://www.ise.ie/debt\\_documents/Base%20Prospectus\\_6de628be-ad57-4ead-9441-a862ccf20ad7.PDF?v=3022015](http://www.ise.ie/debt_documents/Base%20Prospectus_6de628be-ad57-4ead-9441-a862ccf20ad7.PDF?v=3022015)).

Copies of the documents incorporated by reference in this Base Prospectus can be obtained from the specified offices of the Principal Paying Agent for the time being in London.

Any documents themselves incorporated by reference in the documents incorporated by reference in this Base Prospectus shall not form part of this Base Prospectus.

The parts of the above mentioned documents which are not incorporated by reference into this Base Prospectus are either not relevant for investors or covered elsewhere in this Base Prospectus.

Those parts of each of the 2013 Group Financial Statements, 2014 Group Financial Statements, Majid Al Futtaim Properties' audited financial statements for the years ended 31 December 2013 and 31 December 2014, the Issuer's audited financial statements for the years ended 31 December 2013, and 31 December 2014, the 2012 Terms and Conditions and the 2014 Terms and Conditions which are not specifically incorporated by reference in this Base Prospectus are either not relevant for the investor or are covered elsewhere in this Base Prospectus.

If at any time the Issuer shall be required to prepare a supplement to the Base Prospectus in accordance with Article 16(1) of the Prospectus Directive, the Issuer will prepare and make available an appropriate amendment or supplement to this Base Prospectus or a further base prospectus which, in respect of any subsequent issue of Notes to be listed on the Irish Official List and admitted to trading on the Main Securities Market of the Irish Stock Exchange, shall constitute a supplemental base prospectus in accordance with Article 16(1) of the Prospectus Directive. Statements contained in any such supplement (or any statement contained in a document, all or a portion of which is deemed to be incorporated by reference herein), shall be deemed to be modified or superseded for the purposes of this Base Prospectus to the extent that a statement contained herein modifies or supersedes such statement (whether expressly, by implication or otherwise). Any statement so modified or superseded shall not be deemed, except as so modified or superseded, to constitute a part of this Base Prospectus.

This Base Prospectus should be read and construed with any amendment or supplement hereto and with any other document incorporated by reference herein.

## FORM OF THE NOTES

The Notes of each Series will be in either bearer form, with or without interest coupons attached, or registered form, without interest coupons attached. Bearer Notes will be issued outside the United States in reliance on Regulation S and Registered Notes will be issued both outside the United States in reliance on the exemption from registration provided by Regulation S and within the United States to QIBs, in reliance on Rule 144A or otherwise in private transactions that are exempt from the registration requirements of the Securities Act.

### BEARER NOTES

Each Tranche of Bearer Notes will be initially issued in the form of a temporary global note (a **Temporary Bearer Global Note**) or, if so specified in the applicable Final Terms, a permanent global note (a **Permanent Bearer Global Note** and, together with a Temporary Bearer Global Note, each a **Bearer Global Note**) which, in either case, will be delivered on or prior to the original issue date of the Tranche to a common depository (the **Common Depository**) for, Euroclear Bank S.A./N.V. (**Euroclear**) and Clearstream Banking, *société anonyme* (**Clearstream, Luxembourg**).

Whilst any Bearer Note is represented by a Temporary Bearer Global Note, payments of principal, interest (if any) and any other amount payable in respect of the Notes due prior to the Exchange Date (as defined below) will be made against presentation of the Temporary Bearer Global Note only to the extent that certification (in a form to be provided) to the effect that the beneficial owners of interests in the Temporary Bearer Global Note are not U.S. persons or persons who have purchased for resale to any U.S. person, as required by U.S. Treasury regulations, has been received by Euroclear and/or Clearstream, Luxembourg and Euroclear and/or Clearstream, Luxembourg, as applicable, has given a like certification (based on the certifications it has received) to the Principal Paying Agent.

On and after the date (the **Exchange Date**) which is 40 days after a Temporary Bearer Global Note is issued, interests in such Temporary Bearer Global Note will be exchangeable (free of charge) upon a request as described therein either for (i) interests in a Permanent Bearer Global Note of the same Series or (ii) for definitive Bearer Notes of the same Series with, where applicable, receipts, interest coupons and talons attached (as indicated in the applicable Final Terms and subject, in the case of definitive Bearer Notes, to such notice period as is specified in the applicable Final Terms), in each case against certification of beneficial ownership as described above unless such certification has already been given, provided that purchasers in the United States and certain U.S. persons (as defined in Regulation S) will not be able to receive definitive Bearer Notes. The holder of a Temporary Bearer Global Note will not be entitled to collect any payment of interest, principal or other amount due on or after the Exchange Date unless, upon due certification, exchange of the Temporary Bearer Global Note for an interest in a Permanent Bearer Global Note or for definitive Bearer Notes is improperly withheld or refused.

Payments of principal, interest (if any) or any other amounts on a Permanent Bearer Global Note will be made through Euroclear and/or Clearstream, Luxembourg against presentation or surrender (as the case may be) of the Permanent Bearer Global Note without any requirement for certification.

The applicable Final Terms will specify that a Permanent Bearer Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Bearer Notes with, where applicable, receipts, interest coupons and talons attached upon either (a) not less than 60 days' written notice given at any time from Euroclear and/or Clearstream, Luxembourg (acting on the instructions of any holder of an interest in such Permanent Bearer Global Note) to the Principal Paying Agent as described therein or (b) only upon the occurrence of an Exchange Event. For these purposes, **Exchange Event** means that (i) an Event of Default (as defined in Condition 11) has occurred and is continuing, (ii) the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a

continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and no successor clearing system is available or (iii) the Issuer has or will become subject to adverse tax consequences which would not be suffered were the Notes represented by the Permanent Bearer Global Note in definitive form and a certificate to such effect signed by two Directors of the Issuer is given to the Trustee. The Issuer will promptly give notice to Noteholders in accordance with Condition 15 if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, Euroclear and/or Clearstream, Luxembourg or the Common Depositary on their behalf (acting on the instructions of any holder of an interest in such Permanent Bearer Global Note) or the Trustee may give notice to the Principal Paying Agent requesting exchange and, in the event of the occurrence of an Exchange Event as described in (iii) above, the Issuer may also give notice to the Principal Paying Agent requesting exchange. Any such exchange shall occur not later than 45 days after the date of receipt of the first relevant notice by the Principal Paying Agent. Where interests in a Bearer Global Note are exchanged to definitive Bearer Notes in circumstances other than in the limited circumstances specified in the relevant Bearer Global Note, such definitive Bearer Notes will be issued in and only be allowed to trade in the Specified Denomination.

The following legend will appear on all Bearer Notes which have an original maturity of more than 365 days and on all receipts and interest coupons relating to such Notes:

“ANY UNITED STATES PERSON WHO HOLDS THIS OBLIGATION WILL BE SUBJECT TO LIMITATIONS UNDER THE UNITED STATES INCOME TAX LAWS, INCLUDING THE LIMITATIONS PROVIDED IN SECTIONS 165(j) AND 1287(a) OF THE INTERNAL REVENUE CODE OF 1986, AS AMENDED.”

The sections referred to provide that United States holders, with certain exceptions, will not be entitled to deduct any loss on Bearer Notes, receipts or interest coupons and will not be entitled to capital gains treatment of any gain on any sale, disposition, redemption or payment of principal in respect of such Notes, receipts or interest coupons.

Notes which are represented by a Bearer Global Note will only be transferable in accordance with the rules and procedures for the time being of Euroclear or Clearstream, Luxembourg, as the case may be.

## REGISTERED NOTES

The Registered Notes of each Tranche offered and sold in reliance on Regulation S, which will be sold to non-U.S. persons outside the United States, will initially be represented by a global note in registered form (a **Regulation S Global Note**). Prior to expiry of the distribution compliance period (as defined in Regulation S) applicable to each Tranche of Notes, beneficial interests in a Regulation S Global Note may not be offered or sold to, or for the account or benefit of, a U.S. person save as otherwise provided in Condition 2 and may not be held otherwise than through Euroclear or Clearstream, Luxembourg and such Regulation S Global Note will bear a legend regarding such restrictions on transfer.

The Registered Notes of each Tranche offered and sold in the United States or to U.S. persons may only be offered and sold in private transactions (i) to **QIBs** or (ii) to “accredited investors” (as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act) that are institutions (**Institutional Accredited Investors**) and who execute and deliver an IAI Investment Letter (as defined in the “*Terms and Conditions of the Notes*”) in which they agree to purchase the Notes for their own account and not with a view to the distribution thereof. The Registered Notes of each Tranche sold to QIBs will be represented by a global note in registered form (a **Rule 144A Global Note** and, together with a Regulation S Global Note, each a **Registered Global Note**).



Registered Global Notes will either (i) be deposited with a custodian for, and registered in the name of a nominee of, the Depository Trust Company (**DTC**) or (ii) be deposited with a common depository for Euroclear and Clearstream, Luxembourg, and registered in the name of a common nominee of, Euroclear and Clearstream, Luxembourg, as specified in the applicable Final Terms. Persons holding beneficial interests in Registered Global Notes will be entitled or required, as the case may be, under the circumstances described below, to receive physical delivery of definitive Notes in fully registered form.

The Registered Notes of each Tranche sold to Institutional Accredited Investors will be in definitive form, registered in the name of the holder thereof (**Definitive IAI Registered Notes**). Unless otherwise set forth in the applicable Final Terms, Definitive IAI Registered Notes will be issued only in minimum denominations of U.S.\$500,000 and integral multiples of U.S.\$1,000 in excess thereof (or the approximate equivalents in the applicable Specified Currency). Definitive IAI Registered Notes will be subject to the restrictions on transfer set forth therein and will bear the restrictive legend described under "*Subscription and Sale and Transfer and Selling Restrictions*". Institutional Accredited Investors that hold Definitive IAI Registered Notes may not elect to hold such Notes through DTC, Euroclear or Clearstream, Luxembourg, but transferees acquiring such Notes in transactions exempt from Securities Act registration pursuant to Regulation S or Rule 144A under the Securities Act (if available) may do so upon satisfaction of the requirements applicable to such transfer as described under "*Subscription and Sale and Transfer and Selling Restrictions*". The Registered Global Notes and the Definitive IAI Registered Notes will be subject to certain restrictions on transfer set forth therein and will bear a legend regarding such restrictions.

Payments of principal, interest and any other amount in respect of the Registered Global Notes will, in the absence of provision to the contrary, be made to the person shown on the Register (as defined in Condition 7.4) as the registered holder of the Registered Global Notes. None of the Issuer, the Guarantors, any Paying Agent, the Trustee or the Registrar will have any responsibility or liability for any aspect of the records relating to or payments or deliveries made on account of beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

Payments of principal, interest or any other amount in respect of the Registered Notes in definitive form will, in the absence of provision to the contrary, be made to the persons shown on the Register on the relevant Record Date (as defined in Condition 7.4) immediately preceding the due date for payment in the manner provided in that Condition.

Interests in a Registered Global Note will be exchangeable (free of charge), in whole but not in part, for definitive Registered Notes without receipts, interest coupons or talons attached only upon the occurrence of an Exchange Event. For these purposes, **Exchange Event** means that (i) an Event of Default has occurred and is continuing, (ii) in the case of Notes registered in the name of a nominee for DTC, either DTC has notified the Issuer that it is unwilling or unable to continue to act as depository for the Notes and no alternative clearing system is available or DTC has ceased to constitute a clearing agency registered under the Exchange Act and, in any such case, no alternative clearing system is available, (iii) in the case of Notes registered in the name of a nominee for a common depository for Euroclear and Clearstream, Luxembourg, the Issuer has been notified that both Euroclear and Clearstream, Luxembourg have been closed for business for a continuous period of 14 days (other than by reason of holiday, statutory or otherwise) or have announced an intention permanently to cease business or have in fact done so and, in any such case, no successor clearing system is available or (iv) the Issuer has or will become subject to adverse tax consequences which would not be suffered were the Notes represented by the Registered Global Note in definitive form and a certificate to that effect signed by two Directors of the Issuer is given to the Trustee. The Issuer will promptly give notice to Noteholders in accordance with Condition 15 if an Exchange Event occurs. In the event of the occurrence of an Exchange Event, DTC, Euroclear and/or Clearstream, Luxembourg or any person acting on their behalf (acting on the instructions of any holder of an interest in such

Registered Global Note) or the Trustee may give notice to the Registrar requesting exchange and, in the event of the occurrence of an Exchange Event as described in (iv) above, the Issuer may also give notice to the Registrar requesting exchange. Any such exchange shall occur not later than 10 days after the date of receipt of the first relevant notice by the Registrar.

## **TRANSFER OF INTERESTS**

Interests in a Registered Global Note may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such interest in another Registered Global Note or in the form of a Definitive IAI Registered Note and Definitive IAI Registered Notes may, subject to compliance with all applicable restrictions, be transferred to a person who wishes to hold such Notes in the form of an interest in a Registered Global Note. No beneficial owner of an interest in a Registered Global Note will be able to transfer such interest, except in accordance with the applicable procedures of DTC, Euroclear and Clearstream, Luxembourg, in each case to the extent applicable. **Registered Notes are also subject to the restrictions on transfer set forth therein and will bear a legend regarding such restrictions, see “*Subscription and Sale and Transfer and Selling Restrictions*”.**

## **GENERAL**

Pursuant to the Agency Agreement, the Principal Paying Agent shall arrange that, where a further Tranche of Notes is issued which is intended to form a single Series with an existing Tranche of Notes, the Notes of such further Tranche shall be assigned a common code and ISIN and, where applicable, a CUSIP and CINS number which are different from the common code, ISIN, CUSIP and CINS assigned to Notes of any other Tranche of the same Series until at least the expiry of the distribution compliance period (as defined in Regulation S) applicable to the Notes of such Tranche.

Any reference herein to Euroclear and/or Clearstream, Luxembourg and/or DTC shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Final Terms or as may otherwise be approved by the Issuer, the Guarantors, the Principal Paying Agent and the Trustee.

No Noteholder, Receiptholder or Couponholder (each as defined under “*Terms and Conditions of the Notes*”) shall be entitled to proceed directly against the Issuer or either Guarantor unless the Trustee, having become bound so to proceed, fails so to do within a reasonable period and the failure shall be continuing. In addition, holders of interests in such Global Note credited to their accounts with DTC may require DTC to deliver definitive Notes in registered form in exchange for their interest in such Global Note in accordance with DTC’s standard operating procedures.

The Issuer and the Guarantors may agree with any Dealer that Notes may be issued in a form not contemplated by the Terms and Conditions of the Notes herein, in which event a new Base Prospectus or a supplement to the Base Prospectus, if appropriate, will be made available which will describe the effect of the agreement reached in relation to such Notes.

## APPLICABLE FINAL TERMS

[•]

### MAF GLOBAL SECURITIES LIMITED

Issue of [•] [•]

**unconditionally and irrevocably guaranteed, on a joint and several basis, by  
Majid Al Futtain Holding LLC and Majid Al Futtain Properties LLC  
under the U.S.\$3,000,000,000  
Global Medium Term Note Programme**

### PART A - CONTRACTUAL TERMS

Terms used herein shall be deemed to be defined as such for the purposes of the Conditions set forth in the base prospectus dated 7 April 2015 (the **Base Prospectus**) [and the supplementary prospectus dated [•]] [which [together] constitute[s] a base prospectus for the purposes of the Prospectus Directive (Directive 2003/71/EC), as amended (the **Prospectus Directive**)]. This document constitutes the applicable Final Terms of the Notes described herein [for the purposes of Article 5.4 of the Prospectus Directive] and must be read in conjunction with the Base Prospectus[, as so supplemented]. Full information on the Issuer, the Guarantors and the offer of the Notes is only available on the basis of the combination of these applicable Final Terms and the Base Prospectus[, as so supplemented]. The Base Prospectus [and the supplementary prospectus[es]] [is/are] available for viewing in accordance with Article 14 of the Prospectus Directive on the Irish Stock Exchange's website at [http://www.ise.ie/Debt-Securities/Individual-Debt-Securities-Data/?action=SEARCH&search\\_word](http://www.ise.ie/Debt-Securities/Individual-Debt-Securities-Data/?action=SEARCH&search_word) and during normal business hours at the registered office of the Issuer at c/o Maples Corporate Services Limited, PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands and copies may be obtained from the registered office of the Principal Paying Agent at Citigroup Centre, Canada Square, Canary Wharf, London E14 5LB, United Kingdom.

[Terms used herein shall be deemed to be defined as such for the purposes of, and shall be read in conjunction with, the Conditions (the **Conditions**) contained in the Agency Agreement dated [•] and set forth in the base prospectus dated [23 May 2012/29 April 2014] which are incorporated by reference into the base prospectus dated 7 April 2015 (the **Base Prospectus**). This document [constitutes the applicable Final Terms of the Notes described herein for the purposes of Article 5.4 of the Prospectus Directive (Directive 2003/71/EC), as amended (the **Prospectus Directive**) and] must be read in conjunction with the Base Prospectus [and the supplemental prospectus dated [•]] [which [together] constitute[s] a base prospectus for the purposes of the Prospectus Directive, save in respect of the Conditions]. Full information on the Issuer, the Guarantors and the offer of the Notes is only available on the basis of the combination of these Final Terms [and] the Base Prospectus [, and the supplemental prospectus dated [•]]. Copies of such Base Prospectuses are available for viewing in accordance with Article 14 of the Prospectus Directive on the London Stock Exchange's website at <http://www.londonstockexchange.com/exchange/news/market-news/market-news-home.html> and/or on the Irish Stock Exchange's website at [http://www.ise.ie/Debt-Securities/Individual-Debt-Securities-Data/?action=SEARCH&search\\_word](http://www.ise.ie/Debt-Securities/Individual-Debt-Securities-Data/?action=SEARCH&search_word) and during normal business hours at the registered office of the Issuer at c/o Maples Corporate Services Limited, PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands and copies may be obtained from the registered office of the Principal Paying Agent at Citigroup Centre, Canada Square, Canary Wharf, London E14 5LB, United Kingdom.]<sup>1</sup>

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<sup>1</sup> All references to the Prospectus Directive should be removed if an issuance is not Prospectus Directive compliant.

- 1 (a) Issuer: MAF Global Securities Limited
- (b) Guarantors: Majid Al Futtain Holding LLC  
Majid Al Futtain Properties LLC
- 2 (a) Series Number: [•]
- [(b) Tranche Number: [•]]
- [(c) Date on which the Notes became fungible: [•]]
- 3 Specified Currency or Currencies: [•]
- 4 Aggregate Nominal Amount:
- (a) Series: [•]
- [(b) Tranche [•]]
- 5 Issue Price: [•] per cent. of the Aggregate Nominal Amount [plus accrued interest from [insert date]]
- 6 (a) Specified Denominations: [•]
- (b) Calculation Amount: [•]
- 7 (a) Issue Date: [•]
- (b) Interest Commencement Date: [•] / [Issue Date] / [Not Applicable]
- 8 Maturity Date: [•] / [Interest Payment Date falling in or nearest to [•]]
- 9 Interest Basis: [[•] per cent. Fixed Rate]  
[[EURIBOR/ LIBOR]+/-[•] per cent. Floating Rate]  
[Zero Coupon]
- 10 Redemption/Payment Basis: [Redemption at par]  
[Subject to any purchase and cancellation or early redemption, the Notes will be redeemed on the Maturity Date at [100] per cent. of their nominal amount.]  
[Zero Coupon]  
  
[Partly Paid - Condition 8.6 applies]  
[Instalment - Condition 8.7 applies]

- 11 Change of Interest Basis or Redemption/Payment Basis: [[See paragraphs 14 an 15 below]/[Not Applicable].]
- 12 Put/Call Options: [Investor Put]  
[Change of Control Put]  
[Issuer Call]  
[[*further particulars specified below*]]
- 13 (a) Status of the Notes: Senior
- (b) Status of the Guarantee: Senior
- (c) Date Board approval for issuance of Notes obtained: [•]

#### PROVISIONS RELATING TO INTEREST (IF ANY) PAYABLE

- 14 Fixed Rate Note Provisions: [Applicable/Not Applicable]
- (a) Rate(s) of Interest: [•] per cent. per annum [payable [annually/semi annually/quarterly/[•]] in arrear]
- (b) Interest Payment Date(s): [[•] in each year up to and including the Maturity Date]/[•]
- (c) Fixed Coupon Amount(s): [•] per Calculation Amount
- (d) Broken Amount(s): [•] per Calculation Amount, payable on the Interest Payment Date falling [in/on] [•]
- (e) Day Count Fraction: [30/360 or Actual/Actual (ICMA)]
- (f) Determination Date(s): [[•] in each year] [Not Applicable]
- 15 Floating Rate Note Provisions [Applicable/Not Applicable]
- (a) Specified Period(s)/Specified Interest Payment Dates: [•]
- (b) Business Day Convention: [Floating Rate Convention/Following Business Day Convention/Modified Following Business Day Convention/Preceding Business Day Convention]

- (c) Additional Business Centre(s): [•]
- (d) Manner in which the Rate of Interest and Interest Amount is to be determined: [Screen Rate Determination/ISDA Determination]
- (e) Party responsible for calculating the Rate of Interest and Interest Amount (if not the Principal Paying Agent): [•]
- (f) Screen Rate Determination:
- Reference Rate: [[•] per cent., calculated in accordance with Condition 6.2(b)(ii)]
- Interest Determination Date(s): [•]
- Relevant Screen Page: [•]
- (g) ISDA Determination:
- Floating Rate Option [•]
- Designated Maturity: [•]
- Reset Date: [•]
- [ISDA Definitions: [2000/2006]
- (h) Linear Interpolation: [Not Applicable/Applicable - the Rate of interest for the [long/short] [first/last] Interest Period shall be calculated using Linear Interpolation]
- (i) Margin(s): [+/-] [•] per cent. per annum
- (j) Minimum Rate of Interest: [•] per cent. per annum
- (k) Maximum Rate of Interest: [•] per cent. per annum

	(l)	Day Count Fraction:	[Actual/Actual (ISDA) Actual/365 (Fixed) Actual/365 (Sterling) Actual/360 30/360 30E/360 30E/360 (ISDA)]
16		Zero Coupon Note Provisions	[Applicable/Not Applicable]
	(a)	Accrual Yield:	[•] per cent. per annum
	(b)	Reference Price:	[•]
	(d)	Day Count Fraction in relation to Early Redemption Amounts and late payment:	[Conditions 8.5(c) and 8.10 apply/[•]]

#### PROVISIONS RELATING TO REDEMPTION

17		Issuer Call:	[Applicable - Condition 8.3 applies][Not Applicable]
	(a)	Optional Redemption Date(s):	[•]
	(b)	Optional Redemption Amount:	[•] per Calculation Amount
	(c)	If redeemable in part:	
		(i) Minimum Redemption Amount:	[•]
		(ii) Maximum Redemption Amount:	[•]
	(d)	Notice period (if other than as set out in the Conditions):	[•]
18		Investor Put:	[Applicable - Condition 8.4 applies][Not Applicable]
	(a)	Optional Redemption	[•]

	Date(s):	
	(b) Optional Redemption Amount:	[•] per Calculation Amount
	(c) Notice period (if other than as set out in the Conditions):	[•]
19	Change of Control Put:	[Applicable/Not Applicable]
	(a) Change of Control Redemption Amount:	[[•] per Calculation Amount/[•]]
20	Final Redemption Amount:	[•] per Calculation Amount <sup>2</sup>
21	Early Redemption Amount payable on redemption for taxation reasons or on event of default and/or the method of calculating the same:	[[•] per Calculation Amount] [Final Redemption Amount] [Amortised Face Amount, calculated in accordance with Condition 8.5(c)]

#### GENERAL PROVISIONS APPLICABLE TO THE NOTES

22	Form of Notes:	[Bearer Notes:  [Temporary Global Note exchangeable for a Permanent Global Note which is exchangeable for Definitive Notes [on 60 days' notice given at any time/only upon an Exchange Event]]  [Temporary Global Note exchangeable for Definitive Notes on and after the Exchange Date]  [Permanent Global Note exchangeable for Definitive Notes [on 60 days' notice given at any time/only upon an Exchange Event]]  [Registered Notes:  [Regulation S Global Note (U.S.\$[•] nominal amount) registered in the name of a nominee for [DTC/a common depository for Euroclear and Clearstream, Luxembourg]]  [Rule 144A Global Note (U.S.\$[•] nominal amount) registered in the name of a nominee for [DTC/a common depository for Euroclear and Clearstream, Luxembourg]]  [Definitive IAI Registered Notes]
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<sup>2</sup> If an issuance is Prospectus Directive compliant, final redemption will always be at par.



23	Additional Financial Centre(s) or other special provisions relating to Payment Days:	[Not Applicable/[•]]
24	Talons for future Coupons or Receipts to be attached to Definitive Notes in bearer form (and dates on which such Talons mature):	[Yes [•]/No.]
25	Details relating to Partly Paid Notes: amount of each payment comprising the Issue Price and date on which each payment is to be:	[Not Applicable] [[•] payable on Issue Date]] / [[•] payable on <i>[insert date(s)]</i> ]]
26	Details relating to Instalment Notes:	
	(a) Instalment Amount(s):	[Not Applicable/[•]]
	(b) Instalment Date(s):	[Not Applicable/[•]]
27	Redenomination applicable:	Redenomination [not] applicable
28	RMB Currency Event:	[Not Applicable/[RMB Illiquidity][RMB Non-Transferability][RMB Inconvertibility], as determined in accordance with Condition 7.9]
29	Financial covenants:	
	(a) Total Net Indebtedness to Total Equity Ratio:	[Does not exceed 1:1, as set out in Condition 4]/[Not Applicable]
	(b) EBITDA to Net Finance Costs Ratio:	[Not less than 1.5:1, as set out in Condition 4]/[Not Applicable]
	(c) Secured Assets to Total Assets Percentage:	[Not to exceed an amount equal to 49 per cent. of the Total Assets of the Group, as set out in Condition 4]/[Not Applicable]
31	U.S. Selling Restrictions:	[Reg. S Category 2; [Rule 144A/Section 4(2)] TEFRA D/TEFRA C/TEFRA not applicable]

**[RESPONSIBILITY**

[*Relevant third party information*] has been extracted from [*specify source*]. Each of MAF Global Securities Limited, Majid Al Futtain Holding LLC and Majid Al Futtain Properties LLC confirms that such information has been accurately reproduced and that, so far as it is aware, and is able to ascertain from information published by [*specify source*], no facts have been omitted which would render the reproduced information inaccurate or misleading.]

Signed on behalf of

**MAF GLOBAL SECURITIES LIMITED:**

By: .....

*Duly authorised*

Signed on behalf of

**MAJID AL FUTTAIM HOLDING LLC:**

By: .....

*Duly authorised*

By: .....

*Duly authorised*

By: .....

*Duly authorised*

Signed on behalf of

**MAJID AL FUTTAIM PROPERTIES LLC:**

By: .....

*Duly authorised*

By: .....

*Duly authorised*

## PART B - OTHER INFORMATION

### 1 LISTING AND ADMISSION TO TRADING

- (a) Listing and Admission to trading:

[Application [has been/is expected to be] made by the Issuer (or on its behalf) for the Notes to be admitted to trading on [specify relevant market (for example, the Irish Stock Exchange's regulated market or NASDAQ Dubai and, if relevant, admission to an official list (for example, the Official List of the Irish Stock Exchange or the Official List maintained by the Dubai Financial Services Authority))] with effect from [•].]<sup>3</sup>

[Not Applicable]

- (b) [Estimate of total expenses related to admission to trading:

[•] / [Not Applicable]]

### 2 RATINGS

- (a) Ratings:

[S & P: [•]]

[Fitch: [•]]

[Other: [•]]

[The Notes to be issued [[have been]/[are expected to be]] rated [•] by [•].]

[[•] is established in the European Union and is registered under Regulation (EC) No. 1060/2009 (as amended).]

[[•] is not established in the European Union and is not registered in accordance with Regulation (EC) No. 1060/2009 (as amended).]

[[•] is not established in the European Union and has not applied for registration under Regulation (EC) No. 1060/2009 (as amended). The ratings [[have been]/[are expected to be]] endorsed by [•] in accordance with Regulation (EC) No. 1060/2009 (as amended). [•] is established in the European Union and is registered under Regulation (EC) No. 1060/2009 (as amended).]

[[•] is not established in the European Union and has not applied for registration under Regulation (EC) No. 1060/2009 (as amended), but it is certified in accordance with such Regulation.]

### 3 INTERESTS OF NATURAL AND LEGAL PERSONS INVOLVED IN THE ISSUE

[Save for any fees payable to the [Managers/Dealers], so far as the Issuer and the Guarantors are aware, no person involved in the issue of the Notes has an interest material to the offer. The [Manager/Dealers] and their affiliates have engaged, any may in the future engage, in investment

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<sup>3</sup> Note that NASDAQ Dubai is a non-regulated market for the purposes of the Prospectus Directive.

banking and/or commercial banking transactions with, and may perform other services for the Issuer or the Guarantors or their affiliates in the ordinary course of business for which they may receive fees.]

**4 YIELD** (*Fixed Rate Notes only*)

Indication of yield: [•]

**5 OPERATIONAL INFORMATION**

- (a) ISIN Code: [•]
- (b) Common Code: [•]
- (c) CUSIP: [•]
- (d) CINS: [•]
- (e) Any clearing system(s) other than DTC, Euroclear and Clearstream, Luxembourg and the relevant identification number(s): [Not Applicable/[•]]
- (f) Delivery: Delivery [against/free of] payment
- (g) Names and addresses of additional Paying Agent(s) (if any): [•] / [Not Applicable]

## TERMS AND CONDITIONS OF THE NOTES

*The following are the Terms and Conditions of the Notes which will be incorporated by reference into each Global Note (as defined below) and each definitive Note, in the latter case only if permitted by the relevant stock exchange or other relevant authority (if any) and agreed by the Issuer and the relevant Dealer at the time of issue but, if not so permitted and agreed, such definitive Note will have endorsed thereon or attached thereto such Terms and Conditions. The applicable Final Terms in relation to any Tranche of Notes may specify terms and conditions which complete the following Terms and Conditions for the purpose of such Notes. The applicable Final Terms (or the relevant provisions thereof) will be endorsed upon, or attached to, each Global Note and definitive Note. Reference should be made to "Form of the Notes" for a description of the content of the Final Terms which will specify which of such terms are to apply in relation to the relevant Notes.*

This Note is one of a Series (as defined below) of Notes issued by MAF Global Securities Limited (the **Issuer**) constituted by an amended and restated trust deed dated 7 April 2015 (such trust deed as modified and/or supplemented and/or restated from time to time, the **Trust Deed**) made between the Issuer, Majid Al Futtaim Holding LLC (**Majid Al Futtaim Holding**), Majid Al Futtaim Properties LLC (together with Majid Al Futtaim Holding, the **Guarantors** and each a **Guarantor**) and Citibank, N.A., London Branch (the **Trustee**, which expression shall include all persons for the time being trustee or trustees appointed under the Trust Deed).

References herein to the **Notes** shall be references to the Notes of this Series and shall mean:

- (a) in relation to any Notes represented by a global Note (a **Global Note**), units of each Specified Denomination in the Specified Currency;
- (b) any Global Note;
- (c) any definitive Notes in bearer form (**Bearer Notes**) issued in exchange for a Global Note in bearer form; and
- (d) any definitive Notes in registered form (**Registered Notes**) (whether or not issued in exchange for a Global Note in registered form).

The Notes, the Receipts (as defined below) and the Coupons (as defined below) have the benefit of an amended and restated agency agreement dated 7 April 2015 (such agency agreement as amended and/or supplemented and/or restated from time to time, the **Agency Agreement**) and made between the Issuer, the Guarantors, the Trustee, Citibank, N.A. as issuing and principal paying agent and agent bank (the **Principal Paying Agent**, which expression shall include any successor principal paying agent appointed from time to time in connection with the Notes) and the other paying agents named therein (together with the Principal Paying Agent, the **Paying Agents**, which expression shall include any additional or successor paying agents appointed from time to time in connection with the Notes) and as exchange agent (the **Exchange Agent**, which expression shall include any successor exchange agent appointed from time to time in connection with the Notes) and Citigroup Global Markets Deutschland AG as registrar (the **Registrar**, which expression shall include any successor registrar appointed from time to time in connection with the Notes) and a transfer agent and the other transfer agents named therein (together with the Registrar, the **Transfer Agents**, which expression shall include any additional or successor transfer agents appointed from time to time in connection with the Notes).

Interest bearing definitive Bearer Notes have interest coupons (**Coupons**) and, if indicated in the applicable Final Terms, talons for further Coupons (**Talons**) attached on issue. Any reference herein to Coupons or coupons shall, unless the context otherwise requires, be deemed to include a reference to Talons or talons. Definitive Bearer Notes repayable in instalments have receipts (**Receipts**) for the

payment of the instalments of principal (other than the final instalment) attached on issue. Registered Notes and Global Notes do not have Receipts, Coupons or Talons attached on issue.

The final terms for this Note (or the relevant provisions thereof) are set out in Part A of the Final Terms attached to or endorsed on this Note and complete these Terms and Conditions (the **Conditions**) for the purposes of this Note. References to the **applicable Final Terms** are to Part A of the Final Terms (or the relevant provisions thereof) attached to or endorsed on this Note.

The Trustee acts for the benefit of the Noteholders (which expression shall mean (in the case of Bearer Notes) the bearer of the Notes and (in the case of Registered Notes) the persons in whose name the Notes are registered and shall, in relation to any Notes represented by a Global Note, be construed as provided below), the holders of the Receipts (the **Receiptholders**) and the holders of the Coupons (the **Couponholders**, which expression shall, unless the context otherwise requires, include the holders of the Talons), in accordance with the provisions of the Trust Deed.

As used herein, **Tranche** means Notes which are identical in all respects (including as to listing and admission to trading) and **Series** means a Tranche of Notes together with any further Tranche or Tranches of Notes which are (a) expressed to be consolidated and form a single series and (b) identical in all respects (including as to listing and admission to trading) except for their respective Issue Dates, (unless this is a Zero Coupon Note) Interest Commencement Dates and/or Issue Prices.

Copies of the Trust Deed and the Agency Agreement are available for inspection during normal business hours at the registered office for the time being of the Principal Paying Agent being at Citigroup Centre, Canada Square, Canary Wharf, London E14 5LB, United Kingdom and at the specified office of each of the Registrar and the other Paying Agents, the Exchange Agent and the other Transfer Agents (such Agents and the Registrar being together referred to as the **Agents**). Copies of the applicable Final Terms are available for viewing at the registered office of the Issuer and of the Principal Paying Agent and copies may be obtained from those offices save that, if this Note is neither admitted to trading on a regulated market in the European Economic Area nor offered in the European Economic Area in circumstances where a prospectus is required to be published under the Prospectus Directive (Directive 2003/71/EC) as amended, the applicable Final Terms will only be obtainable by a Noteholder holding one or more Notes and such Noteholder must produce evidence satisfactory to the Issuer, the Trustee and the relevant Agent as to its holding of such Notes and identity. The Noteholders, the Receiptholders and the Couponholders are deemed to have notice of, and are entitled to the benefit of, all the provisions of the Trust Deed, the Agency Agreement and the applicable Final Terms which are applicable to them. The statements in the Conditions include summaries of, and are subject to, the detailed provisions of the Trust Deed and the Agency Agreement.

Words and expressions defined in the Trust Deed, the Agency Agreement or used in the applicable Final Terms shall have the same meanings where used in the Conditions unless the context otherwise requires or unless otherwise stated and provided that, in the event of inconsistency between the Trust Deed and the Agency Agreement, the Trust Deed will prevail and, in the event of inconsistency between the Trust Deed or the Agency Agreement and the applicable Final Terms, the applicable Final Terms will prevail.

## **1 FORM, DENOMINATION AND TITLE**

The Notes are in bearer form or in registered form as specified in the applicable Final Terms and, in the case of definitive Notes, serially numbered, in the Specified Currency and the Specified Denomination(s). Notes of one Specified Denomination may not be exchanged for Notes of another Specified Denomination and Bearer Notes may not be exchanged for Registered Notes and *vice versa*.

This Note may be a Fixed Rate Note, a Floating Rate Note or a Zero Coupon Note depending upon the Interest Basis shown in the applicable Final Terms.

This Note may be an Instalment Note, a Partly Paid Note or a combination of any of the foregoing, depending upon the Redemption/Payment Basis shown in the applicable Final Terms.

Definitive Bearer Notes are issued with Coupons attached, unless they are Zero Coupon Notes in which case references to Coupons and Couponholders in the Conditions are not applicable.

Subject as set out below, title to the Bearer Notes, Receipts and Coupons will pass by delivery and title to the Registered Notes will pass upon registration of transfers in accordance with the provisions of the Agency Agreement. The Issuer, each Guarantor, the Trustee and any Agent will (except as otherwise required by law) deem and treat the bearer of any Bearer Note, Receipt or Coupon and the registered holder of any Registered Note as the absolute owner thereof (whether or not overdue and notwithstanding any notice of ownership or writing thereon or notice of any previous loss or theft thereof) for all purposes but, in the case of any Global Note, without prejudice to the provisions set out in the next succeeding paragraph.

For so long as any of the Notes is represented by a Global Note held on behalf of Euroclear Bank S.A./N.V. (**Euroclear**) and/or Clearstream Banking, *société anonyme* (**Clearstream, Luxembourg**), each person (other than Euroclear or Clearstream, Luxembourg) who is for the time being shown in the records of Euroclear or of Clearstream, Luxembourg as the holder of a particular nominal amount of such Notes (in which regard any certificate or other document issued by Euroclear or Clearstream, Luxembourg as to the nominal amount of such Notes standing to the account of any person shall be conclusive and binding for all purposes save in the case of manifest error) shall be treated by the Issuer, the Guarantors, the Trustee and the Agents as the holder of such nominal amount of such Notes for all purposes other than with respect to the payment of principal or interest on such nominal amount of such Notes, for which purpose the bearer of the relevant Bearer Global Note or the registered holder of the relevant Registered Global Note shall be treated by the Issuer, each Guarantor, the Trustee and any Agent as the holder of such nominal amount of such Notes in accordance with and subject to the terms of the relevant Global Note and the expressions **Noteholder** and **holder of Notes** and related expressions shall be construed accordingly.

For so long as the Depository Trust Company (**DTC**) or its nominee is the registered owner or holder of a Registered Global Note, DTC or such nominee, as the case may be, will be considered the sole owner or holder of the Notes represented by such Registered Global Note for all purposes under the Trust Deed and the Agency Agreement and the Notes except to the extent that in accordance with DTC's published rules and procedures any ownership rights may be exercised by its participants or beneficial owners through participants.

In determining whether a particular person is entitled to a particular nominal amount of Notes as aforesaid, the Trustee may rely on such evidence and/or information and/or certification as it shall, in its absolute discretion, think fit and, if it does so rely, such evidence and/or information and/or certification shall, in the absence of manifest error, be conclusive and binding on all concerned.

Notes which are represented by a Global Note will be transferable only in accordance with the rules and procedures for the time being of DTC, Euroclear and Clearstream, Luxembourg, as the case may be. References to DTC, Euroclear and/or Clearstream, Luxembourg shall, whenever the context so permits, be deemed to include a reference to any additional or alternative clearing system specified in the applicable Final Terms or as may otherwise be approved by the Issuer, the Guarantors, the Principal Paying Agent and the Trustee.

## **2 TRANSFERS OF REGISTERED NOTES**

### **2.1 Transfers of interests in Registered Global Notes**

Transfers of beneficial interests in Registered Global Notes will be effected by DTC, Euroclear or Clearstream, Luxembourg, as the case may be, and, in turn, by other participants and, if appropriate, indirect participants in such clearing systems acting on behalf of transferors and transferees of such interests. A beneficial interest in a Registered Global Note will, subject to compliance with all applicable legal and regulatory restrictions, be transferable for Notes in definitive form or for a beneficial interest in another Registered Global Note only in the Specified Denominations set out in the applicable Final Terms and only in accordance with the rules and operating procedures for the time being of DTC, Euroclear or Clearstream, Luxembourg, as the case may be, and in accordance with the terms and conditions specified in the Trust Deed and the Agency Agreement. Transfers of a Registered Global Note registered in the name of a nominee for DTC shall be limited to transfers of such Registered Global Note, in whole but not in part, to another nominee of DTC or to a successor of DTC or such successor's nominee.

### **2.2 Transfers of Registered Notes in definitive form**

Subject as provided in Conditions 2.5, 2.6 and 2.7 below, upon the terms and subject to the conditions set forth in the Trust Deed and the Agency Agreement, a Registered Note in definitive form may be transferred in whole or in part (in the Specified Denominations set out in the applicable Final Terms). In order to effect any such transfer (a) the holder or holders must (i) surrender the Registered Note for registration of the transfer of the Registered Note (or the relevant part of the Registered Note) at the specified office of any Transfer Agent, with the form of transfer thereon duly executed by the holder or holders thereof or his or their attorney or attorneys duly authorised in writing and (ii) complete and deposit such other certifications as may be required by the relevant Transfer Agent and (b) the relevant Transfer Agent must, after due and careful enquiry, be satisfied with the documents of title and the identity of the person making the request. Any such transfer will be subject to such reasonable regulations as the Issuer and the Registrar may from time to time prescribe (the initial such regulations being set out in Schedule 5 to the Agency Agreement). Subject as provided above, the relevant Transfer Agent will, within three business days (being for this purpose a day on which banks are open for business in the city where the specified office of the relevant Transfer Agent is located) of the request (or such longer period as may be required to comply with any applicable fiscal or other laws or regulations), authenticate and deliver, or procure the delivery of, at its specified office to the transferee or (at the risk of the transferee) send by uninsured mail, to such address as the transferee may request, a new Registered Note in definitive form of a like aggregate nominal amount to the Registered Note (or the relevant part of the Registered Note) transferred. In the case of the transfer of part only of a Registered Note in definitive form, a new Registered Note in definitive form in respect of the balance of the Registered Note not transferred will be so delivered or (at the risk of the transferor) sent to the transferor.

### **2.3 Registration of transfer upon partial redemption**

In the event of a partial redemption of Notes under Condition 8, the Issuer shall not be required to register the transfer of any Registered Note, or part of a Registered Note, called for partial redemption.

### **2.4 Costs of registration**



Noteholders will not be required to bear the costs and expenses of effecting any registration of transfer as provided above, except for any costs or expenses of delivery other than by regular uninsured mail and except that the Issuer may require the payment of a sum sufficient to cover any stamp duty, tax or other governmental charge that may be imposed in relation to the registration.

## 2.5 Transfers of interests in Regulation S Global Notes

Prior to expiry of the applicable Distribution Compliance Period, transfers by the holder of, or of a beneficial interest in, a Regulation S Global Note to a transferee in the United States or who is a U.S. person will only be made:

- (a) upon receipt by the Registrar of a written certification substantially in the form set out in the Agency Agreement, amended as appropriate (a **Transfer Certificate**), copies of which are available from the specified office of any Transfer Agent, from the transferor of the Note or beneficial interest therein to the effect that such transfer is being made:
  - (i) to a person whom the transferor reasonably believes is a QIB in a transaction meeting the requirements of Rule 144A; or
  - (ii) to a person who is an Institutional Accredited Investor, together with, in the case of (ii), a duly executed investment letter from the relevant transferee substantially in the form set out in the Agency Agreement (an **IAI Investment Letter**); or
- (b) otherwise pursuant to the Securities Act or an exemption therefrom, subject to receipt by the Issuer of such satisfactory evidence as the Issuer may reasonably require, which may include an opinion of U.S. counsel, that such transfer is in compliance with any applicable securities laws of any state of the United States, and, in each case, in accordance with any applicable securities laws of any State of the United States or any other jurisdiction.

In the case of (a)(i) above, such transferee may take delivery through a Legended Note in global or definitive form and, in the case of (a)(ii) above, such transferee may take delivery only through a Legended Note in definitive form. After expiry of the applicable Distribution Compliance Period (A) beneficial interests in Regulation S Global Notes registered in the name of a nominee for DTC may be held through DTC directly, by a participant in DTC, or indirectly through a participant in DTC and (B) such certification requirements will no longer apply to such transfers.

## 2.6 Transfers of interests in Legended Notes

Transfers of Legended Notes or beneficial interests therein may be made:

- (a) to a transferee who takes delivery of such interest through a Regulation S Global Note, upon receipt by the Registrar of a duly completed Transfer Certificate from the transferor to the effect that such transfer is being made in accordance with Regulation S and that in the case of a Regulation S Global Note registered in the name of a nominee for DTC, if such transfer is being made prior to expiry of the applicable Distribution Compliance Period, the interests in the Notes being transferred will be held immediately thereafter through Euroclear and/or Clearstream, Luxembourg; or
- (b) to a transferee who takes delivery of such interest through a Legended Note:

- (i) where the transferee is a person whom the transferor reasonably believes is a QIB in a transaction meeting the requirements of Rule 144A, without certification; or
- (ii) where the transferee is an Institutional Accredited Investor, subject to delivery to the Registrar of a Transfer Certificate from the transferor to the effect that such transfer is being made to an Institutional Accredited Investor, together with a duly executed IAI Investment Letter from the relevant transferee; or
- (c) otherwise pursuant to the Securities Act or an exemption therefrom, subject to receipt by the Issuer of such satisfactory evidence as the Issuer may reasonably require, which may include an opinion of U.S. counsel, that such transfer is in compliance with any applicable securities laws of any State of the United States, and, in each case, in accordance with any applicable securities laws of any State of the United States or any other jurisdiction.

Notes transferred by Institutional Accredited Investors to QIBs pursuant to Rule 144A or outside the United States pursuant to Regulation S will be eligible to be held by such QIBs or non-U.S. investors through DTC, Euroclear or Clearstream, Luxembourg, as appropriate, and the Registrar will arrange for any Notes which are the subject of such a transfer to be represented by the appropriate Registered Global Note, where applicable.

Upon the transfer, exchange or replacement of Legended Notes, or upon specific request for removal of the Legend, the Registrar shall deliver only Legended Notes or refuse to remove the Legend, as the case may be, unless there is delivered to the Issuer such satisfactory evidence as may reasonably be required by the Issuer, which may include an opinion of U.S. counsel, that neither the Legend nor the restrictions on transfer set forth therein are required to ensure compliance with the provisions of the Securities Act.

## 2.7 Exchanges and transfers of Registered Notes generally

Holders of Registered Notes in definitive form, other than Institutional Accredited Investors, may exchange such Notes for interests in a Registered Global Note of the same type at any time.

## 2.8 Definitions

In this Condition 2, the following expressions shall have the following meanings:

**Distribution Compliance Period** means the period that ends 40 days after the completion of the distribution of each Tranche of Notes, as certified by the relevant Dealer (in the case of a non-syndicated issue) or the relevant lead manager (in the case of a syndicated issue);

**Institutional Accredited Investor** means **accredited investors** (as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act) that are institutions;

**Legended Note** means Registered Notes in definitive form that are issued to Institutional Accredited Investors and Registered Notes (whether in definitive form or represented by a Registered Global Note) sold in private transactions to QIBs in accordance with the requirements of Rule 144A which bear a legend specifying certain restrictions on transfer (a **Legend**);

**QIB** means a **qualified institutional buyer** within the meaning of Rule 144A;

**Regulation S** means Regulation S under the Securities Act;

**Regulation S Global Note** means a Registered Global Note representing Notes sold outside the United States in reliance on Regulation S;

**Rule 144A** means Rule 144A under the Securities Act;

**Rule 144A Global Note** means a Registered Global Note representing Notes sold in the United States or to QIBs; and

**Securities Act** means the United States Securities Act of 1933, as amended.

### **3 STATUS OF THE NOTES AND THE GUARANTEE**

#### **3.1 Status of the Notes**

The Notes and any relative Receipts and Coupons are direct, unconditional, unsubordinated and (subject to the provisions of Condition 4) unsecured obligations of the Issuer and rank *pari passu* among themselves and (save for certain obligations required to be preferred by law) equally with all other unsecured obligations (other than subordinated obligations, if any) of the Issuer, from time to time outstanding.

#### **3.2 Status of the Guarantee**

The payment of principal and interest in respect of the Notes and all other moneys payable by the Issuer under or pursuant to the Trust Deed has been unconditionally and irrevocably guaranteed, on a joint and several basis, by the Guarantors in the Trust Deed (the **Guarantee**). The obligations of each Guarantor under the Guarantee are direct, unconditional, unsubordinated and (subject to the provisions of Condition 4) unsecured obligations of the relevant Guarantor and (save for certain obligations required to be preferred by law) rank equally with all other unsecured obligations (other than subordinated obligations, if any) of such Guarantor, from time to time outstanding.

### **4 NEGATIVE PLEDGES AND OTHER COVENANTS**

#### **4.1 Negative pledges**

So long as any Note remains outstanding (as defined in the Trust Deed):

- (a) the Issuer will not create, or have outstanding, any mortgage, charge, lien, pledge or other security interest (each a **Security Interest**), other than a Permitted Security Interest, upon the whole or any part of its present or future undertaking, assets or revenues to secure any Relevant Indebtedness or Relevant Sukuk Obligation, or any guarantee or indemnity in respect of any Relevant Indebtedness or Relevant Sukuk Obligation, given by it without at the same time or prior thereto according to the Notes the same security as is created or subsisting to secure any such Relevant Indebtedness, Relevant Sukuk Obligation, guarantee or indemnity or such other security is provided either (i) as the Trustee shall in its absolute discretion deem not materially less beneficial to the interests of the Noteholders; or (ii) as shall be approved by an Extraordinary Resolution (as defined in the Trust Deed) of the Noteholders; and
- (b) pursuant to the terms of the Trust Deed, each Guarantor has covenanted that it will not, and Majid Al Futtaim Holding has covenanted that it will ensure that no Principal Subsidiary (as defined in Condition 11) will, create, or have outstanding, any Security

Interest, other than a Permitted Security Interest, upon the whole or any part of its present or future undertaking, assets or revenues to secure any Relevant Indebtedness or Relevant Sukuk Obligation, or any guarantee or indemnity in respect of any Relevant Indebtedness or Relevant Sukuk Obligation, given by it without at the same time or prior thereto according to the Notes the same security as is created or subsisting to secure any such Relevant Indebtedness, Relevant Sukuk Obligation, guarantee or indemnity or such other security is provided either (i) as the Trustee shall in its absolute discretion deem not materially less beneficial to the interests of the Noteholders; or (ii) as shall be approved by an Extraordinary Resolution of the Noteholders.

#### 4.2 Other Covenants

If specified as being applicable in the applicable Final Terms, so long as any Note remains outstanding, Majid Al Futtaim Holding undertakes that unless otherwise specified in the applicable Final Terms:

- (a) it will not, and will not permit any of its Subsidiaries (as defined in Condition 11) to, create, issue, incur, assume, guarantee or in any manner become directly or indirectly liable with respect to or otherwise become responsible for, contingently or otherwise, the payment of (individually and collectively, to **Incur** or, as appropriate, an **Incurrence**) any Financial Indebtedness (other than Permitted Financial Indebtedness); provided that Majid Al Futtaim Holding and its Subsidiaries will be permitted to Incur additional Financial Indebtedness if:
  - (i) no potential Event of Default or Event of Default would occur and be continuing; and
  - (ii) the ratio of Consolidated Total Net Indebtedness to Total Equity (the **Total Net Indebtedness to Total Equity Ratio**) does not exceed a ratio of 1:1; and
  - (iii) on the date of such Incurrence the ratio of Consolidated EBITDA to Consolidated Net Finance Costs (the **EBITDA to Net Finance Costs Ratio**) is not less than 1.5:1; and
- (b) it will not, and will not permit any of its Subsidiaries to, grant any Security Interest over assets the value (calculated in the manner set out in the definition of Total Assets below) of which (when aggregated with the value of any other asset that is subject to a Security Interest which is not a Permitted Lien) exceeds an amount equal to 49 per cent. of the Total Assets of the Group at the time (the **Secured Assets to Total Assets Percentage**).

#### 4.3 Definitions

In these Conditions:

**Borrowings** means, at any time, the outstanding principal, capital or nominal amount and any fixed or minimum premium payable on prepayment or redemption of any indebtedness for or in respect of Financial Indebtedness determined by reference to the most recent consolidated audited financial statements of the Group and, for the purposes of the definition of "Consolidated Total Net Indebtedness" only, taking account of the Incurrence or repayment of any Borrowings since that date;

**Consolidated Cash and Cash Equivalents** means, at any time:

- (a) cash in hand or on deposit with any acceptable bank;
- (b) certificates of deposit, maturing within one year after the relevant date of calculation, issued by an acceptable bank;
- (c) any investment in marketable obligations issued or guaranteed by the government of the United States of America or the United Kingdom or any other government of a state having an equivalent credit rating (an **Acceptable Government**) or by an instrumentality or agency of an Acceptable Government having an equivalent credit rating;
- (d) open market commercial paper:
  - (i) for which a recognised trading market exists;
  - (ii) issued in the United States of America or the United Kingdom;
  - (iii) which matures within one (1) year after the relevant date of calculation; and
  - (iv) which has a credit rating of either A-1 by Standard & Poor's or Fitch or P-1 by Moody's, or, if no rating is available in respect of the commercial paper, the issuer of which has, in respect of its long-term debt obligations, an equivalent rating; or
- (e) Sterling bills of exchange eligible for rediscount at the Bank of England and accepted by an acceptable bank or any dematerialised equivalent, in each case, to which any member of the Group is beneficially entitled at that time. An **acceptable bank** for this purpose is a commercial bank or trust company which has a rating of BBB minus or higher by Standard & Poor's or Fitch or Baa3 or higher by Moody's or a comparable rating from a nationally recognised credit rating agency for its long-term obligations;

**Consolidated EBIT** means, in relation to any period, the consolidated operating profit of the Group before taxation:

- (a) before deducting any Consolidated Finance Costs;
- (b) not including any accrued interest owing to any member of the Group;
- (c) before taking into account any Exceptional Items;
- (d) after deducting the amount of any profit of any Non-Group Entity to the extent that the amount of the profit included in the most recently available audited consolidated financial statements of Majid Al Futtaim Holding exceeds the amount actually received in cash by members of the Group through distributions by the Non-Group Entity; and
- (e) before taking into account any unrealised gains or losses on any financial instrument (other than any derivative instrument which is accounted for on a hedge accounting basis),

in each case, to the extent added, deducted or taken into account, as the case may be, for the purposes of determining operating profits of the Group before taxation;

**Consolidated EBITDA** means, in relation to any period, Consolidated EBIT for the immediately preceding Measurement Period after adding back any amount attributable to the amortisation, depreciation or impairment of assets of members of the Group (and taking no account of the reversal of any previous impairment charge made in that period);

**Consolidated Finance Costs** means, for any period, the aggregate amount of the accrued interest, commission, fees, discounts, prepayment fees, premiums or charges and other finance payments in respect of Borrowings whether such amounts were paid or payable (but excluding any such amounts which were capitalised) by any member of the Group (calculated on a consolidated basis) during the immediately preceding Measurement Period:

- (a) including any amortised upfront management or arrangement fees or costs;
- (b) including the interest (but not the capital) element of payments in respect of Finance Leases;
- (c) including any commission, fees, discounts and other finance payments payable by (and deducting any such amounts payable to) any member of the Group under any interest rate hedging arrangement (other than an amount payable on the termination of any interest rate hedging agreement); and
- (d) excluding any dividends on preference shares,

so that no amount shall be added (or deducted or excluded) more than once;

**Consolidated Interest Receivable** means, in respect of any period, all interest and other financing charges received or receivable by the Group during the immediately preceding a Measurement Period calculated on a consolidated basis;

**Consolidated Net Finance Costs** means, in respect of any period, Consolidated Finance Costs for the immediately preceding Measurement Period less Consolidated Interest Receivable for the immediately preceding Measurement Period calculated on a consolidated basis;

**Consolidated Total Net Indebtedness** means at any time the aggregate amount of all obligations of the Group for or in respect of Borrowings but deducting the aggregate amount of Consolidated Cash and Cash Equivalents held by the Group at such time, and so that no amount shall be included or excluded more than once;

**Exceptional Items** means any material items of an unusual or non-recurring nature which represent gains or losses including those arising on:

- (a) the restructuring of the activities of an entity and reversals of any provisions for the cost of restructuring;
- (b) disposals, revaluations or impairments of non-current assets (other than disposals of Investment Properties, to the extent they are classified as non-current assets); and
- (c) disposals of assets associated with discontinued operations;

**Finance Lease** means any lease or hire purchase contract which would, in accordance with IFRS, be treated as a finance or capital lease;

**Financial Indebtedness** means any indebtedness for or in respect of:

- (a) moneys borrowed;
- (b) any amount raised by acceptance under any acceptance credit facility or dematerialised equivalent;
- (c) any amount raised pursuant to any note purchase facility or the issue of bonds, notes, debentures, loan stock or any similar instrument;
- (d) the amount of any liability in respect of any lease or hire purchase contract which would, in accordance with IFRS, be treated as a finance or capital lease;
- (e) receivables sold or discounted (other than any receivables to the extent they are sold on a non- recourse basis);
- (f) any amount raised under any other transaction (including any Non-recourse Project Financing, Securitisation and any forward sale or purchase agreement) having the commercial effect of a borrowing;
- (g) any derivative transaction entered into in connection with protection against or benefit from fluctuation in any rate or price (and, when calculating the value of any derivative transaction, only the marked to market value shall be taken into account);
- (h) any counter-indemnity obligation in respect of a guarantee, indemnity, bond, standby or documentary letter of credit or any other instrument issued by a bank or financial institution; and
- (i) the amount of any liability in respect of any guarantee or indemnity for any of the items referred to in paragraphs (a) to (h) (inclusive) above (but without double counting where Financial Indebtedness is both borrowed and guaranteed (or indemnified against) by different Group companies);

**Fitch** means Fitch Ratings Ltd.;

**Group** means Majid Al Futtaim Holding and its Subsidiaries taken as a whole;

**IFRS** means International Financial Reporting Standards;

**Investment Properties** means those assets designated as “Investment Properties” in the most recently available audited consolidated financial statements of Majid Al Futtaim Holding;

**Measurement Period** means a period of 12 months ending on the last day of a financial year of Majid Al Futtaim Holding for which consolidated audited financial statements are prepared;

**Moody’s** means Moody’s Investor Service, Inc.;

**Non-Group Entity** means any investment or entity (which is not itself a member of the Group (including associates and joint ventures)) in which any member of the Group has an ownership interest;

**Non-recourse Project Financing** means any financing of all or part of the costs of the acquisition, construction or development or any project, provided that (i) any Security Interest given by the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, is limited solely to assets of the project; (ii) the person providing such financing expressly agrees to limit its recourse to the project financed and the revenues derived from such project as

the principal source of repayment for the moneys advanced; and (iii) there is no other recourse to the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, in respect of any default by any person under the financing;

**Permitted Financial Indebtedness** means:

- (a) any Financial Indebtedness outstanding on the Issue Date of the first Tranche of the Notes;
- (b) Financial Indebtedness owed by Majid Al Futtaim Holding or any Subsidiary of Majid Al Futtaim Holding to Majid Al Futtaim Holding or any other Subsidiary of Majid Al Futtaim Holding; provided, however, that any subsequent disposition, pledge or transfer of such Financial Indebtedness (other than to Majid Al Futtaim Holding or a Subsidiary of Majid Al Futtaim Holding) shall be deemed, in each case, to constitute the Incurrence of such Financial Indebtedness by the obligor thereof;
- (c) Financial Indebtedness of Majid Al Futtaim Holding or a Subsidiary of Majid Al Futtaim Holding Incurred and outstanding on or prior to the date on which such Subsidiary became a Subsidiary of Majid Al Futtaim Holding (other than Financial Indebtedness Incurred in connection with, or to provide all or any portion of the funds or credit support utilised to consummate, the transaction or series of related transactions pursuant to which the Subsidiary became a Subsidiary of Majid Al Futtaim Holding);
- (d) Refinancing Financial Indebtedness Incurred by Majid Al Futtaim Holding or a Subsidiary of Majid Al Futtaim Holding in respect of Financial Indebtedness Incurred by Majid Al Futtaim Holding or a Subsidiary of Majid Al Futtaim Holding pursuant to Condition 4.2(a) or pursuant to paragraphs (a), (b) or (c) above;
- (e) any amounts owed to suppliers in respect of goods supplied in the ordinary course of business; and
- (f) any amounts owed in respect of transactions entered into (including, without limitation, letters of credit) to facilitate trade finance in the ordinary course of business;

**Permitted Lien** means:

- (a) any Security Interest comprising a netting or set-off arrangement entered into by a member of the Group in the ordinary course of its banking arrangements for the purpose of netting debit and credit balances; and
- (b) any lien arising by operation of law and in the ordinary course of business;

**Permitted Security Interest** means:

- (a) any Security Interest existing on the date on which agreement is reached to issue the first Tranche of the Notes;
- (b) any Security Interest securing the Relevant Indebtedness or Relevant Sukuk Obligation of a person existing at the time that such person is merged into, or consolidated with, the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, provided that such Security Interest was not created in contemplation of such merger or consolidation and does not extend to any other assets or property of the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be;



- (c) any Security Interest existing on any property or assets prior to the acquisition thereof by the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, and not created in contemplation of such acquisition; or
- (d) any renewal of or substitution for any Security Interest permitted by any of paragraphs (a) to (c) (inclusive) of this definition, provided that with respect to any such Security Interest the principal amount secured has not increased and the Security Interest has not been extended to any additional assets (other than the proceeds of such assets);

**Refinancing** means, in respect of any Financial Indebtedness, to refinance, extend, renew, refund, repay, prepay, purchase, redeem, defease or retire, or to issue other Financial Indebtedness in exchange or replacement for, such Financial Indebtedness;

**Relevant Indebtedness** means any Indebtedness (as defined in Condition 11), other than Indebtedness incurred in connection with a Non-recourse Project Financing or a Securitisation, which is in the form of, or represented or evidenced by, bonds, notes, debentures, loan stock, certificates or other securities which for the time being are, or are intended to be or are capable of being, quoted, listed, dealt in or traded on any stock exchange, over-the-counter or other securities market;

**Relevant Sukuk Obligation** means any Sukuk Obligation (as defined in Condition 11), other than a Sukuk Obligation incurred in connection with a Non-recourse Project Financing or a Securitisation, where the trust certificates or instruments, as the case may be, concerned for the time being are, or are intended to be or are capable of being, quoted, listed, dealt in or traded on any stock exchange, over-the-counter or other securities market;

**Securitisation** means any securitisation of existing or future assets and/or revenues, provided that (i) any Security Interest given by the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, in connection therewith is limited solely to the assets and/or revenues which are the subject of the securitisation; (ii) each person participating in such securitisation expressly agrees to limit its recourse to the assets and/or revenues so securitised as the principal source of repayment for the money advanced or payment of any other liability; and (iii) there is no other recourse to the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be, in respect of any default by any person under the securitisation;

**Standard & Poor's** means Standard & Poor's Credit Market Services France SAS ;

**Total Assets** means the aggregate value (less depreciation computed in accordance with international accounting standards) of all assets of the Group which are treated as assets determined in accordance with IFRS, as shown in the most recently available audited consolidated financial statements of Majid Al Futtaim Holding or, if no such value is specified in those most recently available financial statements, the fair market value of such assets; and

**Total Equity** means at any time the aggregate of the amounts paid up or credited as paid up on the issued ordinary share capital of the Group including minority interests (on a consolidated basis) and the aggregate of the amounts standing to the credit of the reserves of each member of the Group, including any amount credited to the share premium account and revaluation reserves, determined by reference to the most recent consolidated audited financial statements of the Group, but adding or deducting (as the case may be):

- (a) (to the extent included) any amount shown in respect of goodwill or other intangible assets of each member of the Group;

- (b) (to the extent included) any provision or credit for deferred taxation which relates to the revaluation of any item which is excluded from the calculation of Total Equity;
- (c) any amount in respect of any dividend or distribution declared, recommended or made by any member of the Group and to the extent such distribution is not provided for in the most recently available audited consolidated financial statements of Majid Al Futtaim Holding; and
- (d) the amount raised in respect of any issue of ordinary share capital, including amounts credited to share premium account,

and so that no amount shall be included or excluded more than once.

## 5 REDENOMINATION

### 5.1 Redenomination

Where redenomination is specified in the applicable Final Terms as being applicable, the Issuer may, without the consent of the Noteholders, the Receiptholders and the Couponholders, on giving prior notice to the Principal Paying Agent, Euroclear and Clearstream, Luxembourg and at least 30 days' prior notice to the Noteholders in accordance with Condition 15, elect that, with effect from the Redenomination Date specified in the notice, the Notes shall be redenominated in euro.

The election will have effect as follows:

- (a) the Notes and the Receipts shall be deemed to be redenominated in euro in the denomination of euro 0.01 with a nominal amount for each Note and Receipt equal to the nominal amount of that Note or Receipt in the Specified Currency, converted into euro at the Established Rate, provided that, if the Issuer determines, with the agreement of the Principal Paying Agent and the Trustee, that the then market practice in respect of the redenomination in euro of internationally offered securities is different from the provisions specified above, such provisions shall be deemed to be amended so as to comply with such market practice and the Issuer shall promptly notify the Noteholders, each listing authority (if any), the stock exchange (if any) on which the Notes may be listed and the Agents of such deemed amendments;
- (b) save to the extent that an Exchange Notice has been given in accordance with paragraph (d) below, the amount of interest due in respect of the Notes will be calculated by reference to the aggregate nominal amount of Notes held (or, as the case may be, in respect of which Coupons are presented for payment) by the relevant holder and the amount of such payment shall be rounded down to the nearest euro 0.01;
- (c) if definitive Notes are required to be issued after the Redenomination Date, they shall be issued at the expense of the Issuer (i) in the case of Relevant Notes in the denomination of euro 100,000 and/or such higher amounts as the Principal Paying Agent may determine and notify to the Noteholders and any remaining amounts less than euro 100,000 shall be redeemed by the Issuer and paid to the Noteholders in euro in accordance with Condition 7; and (ii) in the case of Notes which are not Relevant Notes, in the denominations of euro 1,000, euro 10,000, euro 100,000 and (but only to the extent of any remaining amounts less than euro 1,000 or such smaller denominations as the Principal Paying Agent and the Trustee may approve) euro 0.01

and such other denominations as the Principal Paying Agent shall determine and notify to the Noteholders;

- (d) if issued prior to the Redenomination Date, all unmatured Coupons denominated in the Specified Currency (whether or not attached to the Notes) will become void with effect from the date on which the Issuer gives notice (the **Exchange Notice**) that replacement euro-denominated Notes, Receipts and Coupons are available for exchange (provided that such securities are so available) and no payments will be made in respect of them. The payment obligations contained in any Notes and Receipts so issued will also become void on that date although those Notes and Receipts will continue to constitute valid exchange obligations of the Issuer. New euro-denominated Notes, Receipts and Coupons will be issued in exchange for Notes, Receipts and Coupons denominated in the Specified Currency in such manner as the Principal Paying Agent may specify and as shall be notified to the Noteholders in the Exchange Notice. No Exchange Notice may be given less than 15 days prior to any date for payment of principal or interest on the Notes;
- (e) after the Redenomination Date, all payments in respect of the Notes, the Receipts and the Coupons, other than payments of interest in respect of periods commencing before the Redenomination Date, will be made solely in euro as though references in the Notes to the Specified Currency were to euro. Payments will be made in euro by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee or, at the option of the payee, by a euro cheque;
- (f) if the Notes are Fixed Rate Notes and interest for any period ending on or after the Redenomination Date is required to be calculated for a period ending other than on an Interest Payment Date, it will be calculated:
  - (i) in the case of the Notes represented by a Global Note, by applying the Rate of Interest to the aggregate outstanding nominal amount of the Notes represented by such Global Note; and
  - (ii) in the case of definitive Notes, by applying the Rate of Interest to the Calculation Amount;

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Fixed Rate Note in definitive form is a multiple of the Calculation Amount, the amount of interest payable in respect of such Fixed Rate Note shall be the product of the amount (determined in the manner provided above) for the Calculation Amount and the amount by which the Calculation Amount is multiplied to reach the Specified Denomination without any further rounding; and

- (g) if the Notes are Floating Rate Notes, the applicable Final Terms will specify any relevant changes to the provisions relating to interest.

## 5.2 Definitions

In these Conditions, the following expressions have the following meanings:

**Established Rate** means the rate for the conversion of the Specified Currency (including compliance with rules relating to roundings in accordance with applicable European Union regulations) into euro established by the Council of the European Union pursuant to Article 140 of the Treaty;

**euro** means the currency introduced at the start of the third stage of European economic and monetary union pursuant to the Treaty;

**Redenomination Date** means (in the case of interest bearing Notes) any date for payment of interest under the Notes or (in the case of Zero Coupon Notes) any date, in each case specified by the Issuer in the notice given to the Noteholders pursuant to Condition 5.1 above and which falls on or after the date on which the country of the Specified Currency first participates in the third stage of European economic and monetary union;

**Relevant Notes** means all Notes where the applicable Final Terms provide for a minimum Specified Denomination in the Specified Currency which is equivalent to at least euro 100,000 and which are admitted to trading on a regulated market in the European Economic Area; and

**Treaty** means the Treaty on the Functioning of the European Union, as amended.

## 6 INTEREST

### 6.1 Interest on Fixed Rate Notes

Each Fixed Rate Note bears interest from (and including) the Interest Commencement Date at the rate(s) per annum equal to the Rate(s) of Interest. Interest will be payable in arrear on the Interest Payment Date(s) in each year up to (and including) the Maturity Date.

If the Notes are in definitive form, the amount of interest payable on each Interest Payment Date in respect of the Fixed Interest Period ending on (but excluding) such date will amount to the Fixed Coupon Amount. Payments of interest on any Interest Payment Date will, if so specified in the applicable Final Terms, amount to the Broken Amount so specified.

As used in the Conditions, **Fixed Interest Period** means the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date.

Except in the case of Notes in definitive form where an applicable Fixed Coupon Amount or Broken Amount is specified in the applicable Final Terms, interest shall be calculated in respect of any period by applying the Rate of Interest to:

- (a) in the case of Fixed Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Fixed Rate Notes represented by such Global Note (or, if they are Partly Paid Notes, the aggregate amount paid up); or
- (b) in the case of Fixed Rate Notes in definitive form, the Calculation Amount;

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Fixed Rate Note in definitive form is a multiple of the Calculation Amount, the amount of interest payable in respect of such Fixed Rate Note shall be the product of the amount (determined in the manner provided above) for the

Calculation Amount and the amount by which the Calculation Amount is multiplied to reach the Specified Denomination, without any further rounding.

**Day Count Fraction** means, in respect of the calculation of an amount of interest, in accordance with this Condition 6.1:

- (i) if “Actual/Actual (ICMA)” is specified in the applicable Final Terms:
  - (A) in the case of Notes where the number of days in the relevant period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (the **Accrual Period**) is equal to or shorter than the Determination Period during which the Accrual Period ends, the number of days in such Accrual Period divided by the product of (1) the number of days in such Determination Period and (2) the number of Determination Dates (as specified in the applicable Final Terms) that would occur in one calendar year; or
  - (B) in the case of Notes where the Accrual Period is longer than the Determination Period during which the Accrual Period ends, the sum of:
    - (1) the number of days in such Accrual Period falling in the Determination Period in which the Accrual Period begins divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Dates that would occur in one calendar year; and
    - (2) the number of days in such Accrual Period falling in the next Determination Period divided by the product of (x) the number of days in such Determination Period and (y) the number of Determination Dates that would occur in one calendar year; and
- (ii) if “30/360” is specified in the applicable Final Terms, the number of days in the period from (and including) the most recent Interest Payment Date (or, if none, the Interest Commencement Date) to (but excluding) the relevant payment date (such number of days being calculated on the basis of a year of 360 days with 12 30-day months) divided by 360.

In these Conditions:

**Determination Period** means each period from (and including) a Determination Date to but excluding the next Determination Date (including, where either the Interest Commencement Date or the final Interest Payment Date is not a Determination Date, the period commencing on the first Determination Date prior to, and ending on the first Determination Date falling after, such date); and

**sub-unit** means, with respect to any currency other than euro, the lowest amount of such currency that is available as legal tender in the country of such currency and, with respect to euro, one cent.

## 6.2 Interest on Floating Rate Notes

(a) Interest Payment Dates

Each Floating Rate Note bears interest from (and including) the Interest Commencement Date and such interest will be payable in arrear on either:

- (i) the Specified Interest Payment Date(s) in each year specified in the applicable Final Terms; or
- (ii) if no Specified Interest Payment Date(s) is/are specified in the applicable Final Terms, each date (each such date, together with each Specified Interest Payment Date, an **Interest Payment Date**) which falls the number of months or other period specified as the Specified Period in the applicable Final Terms after the preceding Interest Payment Date or, in the case of the first Interest Payment Date, after the Interest Commencement Date.

Such interest will be payable in respect of each Interest Period (which expression shall, in these Conditions, mean the period from (and including) an Interest Payment Date (or the Interest Commencement Date) to (but excluding) the next (or first) Interest Payment Date).

If a Business Day Convention is specified in the applicable Final Terms and (x) if there is no numerically corresponding day on the calendar month in which an Interest Payment Date should occur or (y) if any Interest Payment Date would otherwise fall on a day which is not a Business Day, then, if the Business Day Convention specified is:

- (A) in any case where Specified Periods are specified in accordance with Condition 6.2(a)(ii) above, the Floating Rate Convention, such Interest Payment Date (i) in the case of (x) above, shall be the last day that is a Business Day in the relevant month and the provisions of (b) below shall apply *mutatis mutandis* or (ii) in the case of (y) above, shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event (1) such Interest Payment Date shall be brought forward to the immediately preceding Business Day and (2) each subsequent Interest Payment Date shall be the last Business Day in the month which falls the Specified Period after the preceding applicable Interest Payment Date occurred; or
- (B) the Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day; or
- (C) the Modified Following Business Day Convention, such Interest Payment Date shall be postponed to the next day which is a Business Day unless it would thereby fall into the next calendar month, in which event such Interest Payment Date shall be brought forward to the immediately preceding Business Day; or
- (D) the Preceding Business Day Convention, such Interest Payment Date shall be brought forward to the immediately preceding Business Day.

In these Conditions, **Business Day** means a day which is both:

- (i) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in London and any Additional Business Centre specified in the applicable Final Terms; and
  - (ii) either (1) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (which if the Specified Currency is Australian dollars or New Zealand dollars shall be Sydney and Auckland, respectively), (2) in relation to any sum payable in euro, a day on which the Trans-European Automated Real-Time Gross Settlement Express Transfer (TARGET 2) System (the TARGET 2 System) is open or (3) in relation to any sum payable in Renminbi, a day (other than a Saturday, Sunday or public holiday) on which commercial banks in Hong Kong are generally open for business and settlement of Renminbi payments in Hong Kong.
- (b) Rate of Interest

The Rate of Interest payable from time to time in respect of Floating Rate Notes will be specified in the applicable Final Terms.

- (i) ISDA Determination for Floating Rate Notes

Where ISDA Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will be the relevant ISDA Rate plus or minus (as indicated in the applicable Final Terms) the Margin (if any). For the purposes of this subparagraph (i), **ISDA Rate** for an Interest Period means a rate equal to the Floating Rate that would be determined by the Principal Paying Agent under an interest rate swap transaction if the Principal Paying Agent were acting as Calculation Agent

for that swap transaction under the terms of an agreement incorporating the 2006 ISDA Definitions, as published by the International Swaps and Derivatives Association, Inc. and as amended and updated as at the Issue Date of the first Tranche of the Notes (the **ISDA Definitions**) and under which:

- (A) the Floating Rate Option is as specified in the applicable Final Terms;
- (B) the Designated Maturity is a period specified in the applicable Final Terms; and
- (C) the relevant Reset Date is either (1) if the applicable Floating Rate Option is based on the London interbank offered rate (**LIBOR**) or on the Euro-zone interbank offered rate (**EURIBOR**), the first day of that Interest Period or (2) in any other case, as specified in the applicable Final Terms.

For the purposes of this subparagraph (i), **Floating Rate**, **Calculation Agent**, **Floating Rate Option**, **Designated Maturity** and **Reset Date** have the meanings given to those terms in the ISDA Definitions.

Unless otherwise stated in the applicable Final Terms the Minimum Rate of Interest shall be deemed to be zero.

(ii) Screen Rate Determination for Floating Rate Notes

Where Screen Rate Determination is specified in the applicable Final Terms as the manner in which the Rate of Interest is to be determined, the Rate of Interest for each Interest Period will, subject as provided below, be either:

- (A) the offered quotation; or
- (B) the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the offered quotations,

(expressed as a percentage rate per annum) for the Reference Rate which appears or appear, as the case may be, on the Relevant Screen Page as at 11.00 a.m. (London time, in the case of LIBOR, or Brussels time, in the case of EURIBOR) (the **Specified Time**) on the Interest Determination Date in question plus or minus (as indicated in the applicable Final Terms) the Margin (if any), all as determined by the Principal Paying Agent. If five or more of such offered quotations are available on the Relevant Screen Page, the highest (or, if there is more than one such highest quotation, one only of such quotations) and the lowest (or, if there is more than one such lowest quotation, one only of such quotations) shall be disregarded by the Principal Paying Agent for the purpose of determining the arithmetic mean (rounded as provided above) of such offered quotations.

If the Relevant Screen Page is not available or if, in the case of (A) above, no offered quotation appears or if, in the case of (B), fewer than three offered quotations appear, in each case as at the Specified Time, the Principal Paying Agent shall request each of the Reference Banks to provide the Principal Paying Agent with its offered quotation (expressed as a percentage rate per annum) for the Reference Rate at approximately the Specified Time on the Interest Determination Date in question. If two or more of the Reference Banks provide the Principal Paying Agent with offered quotations, the Rate of Interest for the Interest Period shall be the arithmetic mean (rounded if necessary to the fifth decimal place with 0.000005 being rounded upwards) of the offered quotations plus or minus (as appropriate) the Margin (if any), all as determined by the Principal Paying Agent.

If on any Interest Determination Date one only or none of the Reference Banks provides the Principal Paying Agent with an offered quotation as provided in the preceding paragraph, the Rate of Interest for the relevant Interest Period shall be the rate per annum which the Principal Paying Agent determines as being the arithmetic mean (rounded if necessary to the fifth decimal place, with 0.000005 being rounded upwards) of the rates, as communicated to (and at the request of) the Principal Paying Agent by the Reference Banks or any two or more of them, at which such banks were offered, at approximately the Specified Time on the relevant Interest Determination Date, deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate by leading banks in the London inter-bank market (if the Reference Rate is LIBOR) or the



Euro-zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any) or, if fewer than two of the Reference Banks provide the Principal Paying Agent with offered rates, the offered rate for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, or the arithmetic mean (rounded as provided above) of the offered rates for deposits in the Specified Currency for a period equal to that which would have been used for the Reference Rate, at which, at approximately the Specified Time on the relevant Interest Determination Date, any one or more banks (which bank or banks is or are in the opinion of the Issuer suitable for the purpose) informs the Principal Paying Agent it is quoting to leading banks in the London inter-bank market (if the Reference Rate is LIBOR) or the Euro-zone inter-bank market (if the Reference Rate is EURIBOR) plus or minus (as appropriate) the Margin (if any), provided that, if the Rate of Interest cannot be determined in accordance with the foregoing provisions of this paragraph, the Rate of Interest shall be determined as at the last preceding Interest Determination Date (though substituting, where a different Margin is to be applied to the relevant Interest Period from that which applied to the last preceding Interest Period, the Margin relating to the relevant Interest Period in place of the Margin relating to that last preceding Interest Period).

If the Reference Rate from time to time in respect of Floating Rate Notes is specified in the applicable Final Terms as being other than LIBOR or EURIBOR, the Rate of Interest in respect of such Notes will be determined as provided in the applicable Final Terms.

(c) Minimum Rate of Interest and/or Maximum Rate of Interest

If the applicable Final Terms specifies a Minimum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is less than such Minimum Rate of Interest, the Rate of Interest for such Interest Period shall be such Minimum Rate of Interest.

If the applicable Final Terms specifies a Maximum Rate of Interest for any Interest Period, then, in the event that the Rate of Interest in respect of such Interest Period determined in accordance with the provisions of paragraph (b) above is greater than such Maximum Rate of Interest, the Rate of Interest for such Interest Period shall be such Maximum Rate of Interest.

(d) Determination of Rate of Interest and calculation of Interest Amounts

The Principal Paying Agent will at or as soon as practicable after each time at which the Rate of Interest is to be determined in relation to each Interest Period, determine the Rate of Interest for such Interest Period.

The Principal Paying Agent will calculate the amount of interest (the **Interest Amount**) payable on the Floating Rate Notes for the relevant Interest Period by applying the Rate of Interest to:

- (i) in the case of Floating Rate Notes which are represented by a Global Note, the aggregate outstanding nominal amount of the Notes represented by

such Global Note (or, if they are Partly Paid Notes, the aggregate amount paid up); or

- (ii) in the case of Floating Rate Notes in definitive form, the Calculation Amount;

and, in each case, multiplying such sum by the applicable Day Count Fraction, and rounding the resultant figure to the nearest sub-unit of the relevant Specified Currency, half of any such sub-unit being rounded upwards or otherwise in accordance with applicable market convention. Where the Specified Denomination of a Floating Rate Note in definitive form is a multiple of the Calculation Amount, the Interest Amount payable in respect of such Note shall be the product of the amount (determined in the manner provided above) for the Calculation Amount and the amount by which the Calculation Amount is multiplied to reach the Specified Denomination without any further rounding.

**Day Count Fraction** means, in respect of the calculation of an amount of interest in accordance with this Condition 6.2:

- (i) if “Actual/Actual (ISDA)” or “Actual/Actual” is specified in the applicable Final Terms, the actual number of days in the Interest Period divided by 365 (or, if any portion of that Interest Period falls in a leap year, the sum of (I) the actual number of days in that portion of the Interest Period falling in a leap year divided by 366 and (II) the actual number of days in that portion of the Interest Period falling in a non-leap year divided by 365);
- (ii) if “Actual/365 (Fixed)” is specified in the applicable Final Terms, the actual number of days in the Interest Period divided by 365;
- (iii) if “Actual/365 (Sterling)” is specified in the applicable Final Terms, the actual number of days in the Interest Period divided by 365 or, in the case of an Interest Payment Date falling in a leap year, 366;
- (iv) if “Actual/360” is specified in the applicable Final Terms, the actual number of days in the Interest Period divided by 360;
- (v) if “30/360”, “360/360” or “Bond Basis” is specified in the applicable Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

$$\frac{[360 \times (Y2 - Y1)] + [30 \times (M2 - M1)] + (D2 - D1)}{360}$$

where:

**Y1** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y2** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M1** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M2** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D1** is the first calendar day, expressed as a number, of the Interest Period, unless such number is 31, in which case  $D_1$  will be 30; and

**D2** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31 and  $D_1$  is greater than 29, in which case  $D_2$  will be 30;

- (vi) if “30E/360” or “Eurobond Basis” is specified in the applicable Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

$$\frac{360 \times (Y2 - Y1) + [30 \times (M2 - M1)] + (D2 - D1)}{360}$$

where:

**Y1** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y2** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M1** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M2** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D1** is the first calendar day, expressed as a number, of the Interest Period, unless such number would be 31, in which case  $D_1$  will be 30; and

**D2** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless such number would be 31, in which case  $D_2$  will be 30;

- (vii) if “30E/360 (ISDA)” is specified in the applicable Final Terms, the number of days in the Interest Period divided by 360, calculated on a formula basis as follows:

$$\frac{360 \times (Y2 - Y1) + [30 \times (M2 - M1)] + (D2 - D1)}{360}$$

where:

**Y1** is the year, expressed as a number, in which the first day of the Interest Period falls;

**Y2** is the year, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**M1** is the calendar month, expressed as a number, in which the first day of the Interest Period falls;

**M2** is the calendar month, expressed as a number, in which the day immediately following the last day of the Interest Period falls;

**D1** is the first calendar day, expressed as a number, of the Interest Period, unless (i) that day is the last day of February or (ii) such number would be 31, in which case  $D_1$  will be 30; and

**D2** is the calendar day, expressed as a number, immediately following the last day included in the Interest Period, unless (i) that day is the last day of February but not the Maturity Date or (ii) such number would be 31, in which case  $D_2$  will be 30.

(e) Linear Interpolation

Where Linear Interpolation is specified as applicable in respect of an Interest Period in the applicable Final Terms, the Rate of Interest for such Interest Period shall be calculated by the Agent by straight line linear interpolation by reference to two rates based on the relevant Reference Rate (where Screen Rate Determination is specified as applicable in the applicable Final Terms) or the relevant Floating Rate Option (where ISDA Determination is specified as applicable in the applicable Final Terms), one of which shall be determined as if the Designated Maturity were the period of time for which rates are available next shorter than the length of the relevant Interest Period and the other of which shall be determined as if the Designated Maturity were the period of time for which rates are available next longer than the length of the relevant Interest Period however that if there is no rate available for a period of time next shorter or, as the case may be, next longer, then the Agent shall determine such rate at such time and by reference to such sources as it determines appropriate.

**Designated Maturity** means: (a) in relation to Screen Rate Determination, the period of time designated in the Reference Rate; and (b) in relation to ISDA Determination, the Designated Maturity.

(f) Notification of Rate of Interest and Interest Amounts

The Principal Paying Agent will cause the Rate of Interest and each Interest Amount for each Interest Period and the relevant Interest Payment Date to be notified to the Issuer, the Trustee, the other Paying Agents and any stock exchange on which the relevant Floating Rate Notes are for the time being listed and notice thereof to be published in accordance with Condition 15 as soon as possible after their determination but in no event later than the fourth London Business Day thereafter. Each Interest Amount and Interest Payment Date so notified may subsequently be amended (or appropriate alternative arrangements made by way of adjustment) without prior notice in the event of an extension or shortening of the Interest Period. Any such amendment will be promptly notified to each stock exchange on which the relevant Floating Rate Notes are for the time being listed and to the Noteholders in accordance with Condition 15. If the Calculation Amount is less than the minimum Specified Denomination, the Principal Paying Agent shall not be obliged to publish each Interest Amount but instead may publish only the Calculation Amount and the Interest Amount in respect of a Note having the minimum Specified Denomination. For the purposes of this paragraph, the expression **London Business Day** means a day (other than a Saturday or a Sunday)

on which banks and foreign exchange markets are open for general business in London.

(g) Determination or Calculation by Trustee

If for any reason at any relevant time the Principal Paying Agent or, as the case may be, the Calculation Agent defaults in its obligation to determine the Rate of Interest or the Principal Paying Agent defaults in its obligation to calculate any Interest Amount in accordance with subparagraph (b)(i) or subparagraph (b)(ii) above or as otherwise specified in the applicable Final Terms, as the case may be, and in each case in accordance with paragraph (d) above, the Trustee shall determine the Rate of Interest at such rate as, in its discretion (having such regard as it shall think fit to the foregoing provisions of this Condition, but subject always to any Minimum Rate of Interest or Maximum Rate of Interest specified in the applicable Final Terms), it shall deem fair and reasonable in all the circumstances (having such regard as it thinks fit to paragraph (b) above) or, as the case may be, the Trustee shall calculate the Interest Amount(s) in accordance with paragraph (d) above and each such determination or calculation shall be deemed to have been made by the Principal Paying Agent or the Calculation Agent, as applicable.

(h) Certificates to be final

All certificates, communications, opinions, determinations, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 6.2, whether by the Principal Paying Agent or, if applicable, the Calculation Agent, shall (in the absence of wilful default, bad faith or manifest error) be binding on the Issuer, the Guarantors, the Principal Paying Agent, the Calculation Agent (if applicable), the other Agents and all Noteholders, Receiptholders and Couponholders and (in the absence of wilful default or bad faith) no liability to the Issuer, the Guarantors, the Noteholders, the Receiptholders or the Couponholders shall attach to the Principal Paying Agent, if applicable, the Calculation Agent or the Trustee in connection with the exercise or non-exercise by it of its powers, duties and discretions pursuant to such provisions.

### **6.3 Interest on Partly Paid Notes**

In the case of Partly Paid Notes (other than Partly Paid Notes which are Zero Coupon Notes), interest will accrue as aforesaid on the paid up nominal amount of such Notes and otherwise as specified in the applicable Final Terms.

### **6.4 Accrual of interest**

Each Note (or in the case of the redemption of part only of a Note, that part only of such Note) will cease to bear interest (if any) from the date for its redemption unless, upon due presentation thereof, payment of principal is improperly withheld or refused. In such event, interest will continue to accrue until whichever is the earlier of:

- (a) the date on which all amounts due in respect of such Note have been paid; and
- (b) as provided in the Trust Deed.

## **7 PAYMENTS**

### **7.1 Method of payment**

Subject as provided below:

- (a) payments in a Specified Currency other than euro will be made by credit or transfer to an account in the relevant Specified Currency maintained by the payee with, or, at the option of the payee, by a cheque in such Specified Currency drawn on, a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland, respectively);
- (b) payments in euro will be made by credit or transfer to a euro account (or any other account to which euro may be credited or transferred) specified by the payee or, at the option of the payee, by a euro cheque; and
- (c) payments in Renminbi will be made by transfer to a Renminbi account maintained by or on behalf of the Noteholder with a bank in Hong Kong.

Payments will be subject in all cases to any fiscal or other laws and regulations applicable thereto in the place of payment, but without prejudice to the provisions of Condition 9.

### **7.2 Presentation of definitive Bearer Notes, Receipts and Coupons**

Payments of principal in respect of definitive Bearer Notes will (subject as provided below) be made in the manner provided in Condition 7.1 above only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of definitive Bearer Notes, and payments of interest in respect of definitive Bearer Notes will (subject as provided below) be made as aforesaid only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of Coupons, in each case at the specified office of any Paying Agent outside the United States (which expression, as used herein, means the United States of America (including the States and the District of Columbia, its territories, its possessions and other areas subject to its jurisdiction)).

Payments of instalments of principal (if any) in respect of definitive Bearer Notes, other than the final instalment, will (subject as provided below) be made in the manner provided in Condition 7.1 above only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the relevant Receipt in accordance with the preceding paragraph. Payment of the final instalment will be made in the manner provided in Condition 7.1 above only against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the relevant Bearer Note in accordance with the preceding paragraph. Each Receipt must be presented for payment of the relevant instalment together with the definitive Bearer Note to which it appertains. Receipts presented without the definitive Bearer Note to which they appertain do not constitute valid obligations of the Issuer. Upon the date on which any definitive Bearer Note becomes due and repayable, unmatured Receipts (if any) relating thereto (whether or not attached) shall become void and no payment shall be made in respect thereof.

Fixed Rate Notes in definitive bearer form (other than Long Maturity Notes (as defined below)) should be presented for payment together with all unmatured Coupons appertaining thereto (which expression shall for this purpose include Coupons falling to be issued on exchange of matured Talons), failing which the amount of any missing

unmatured Coupon (or, in the case of payment not being made in full, the same proportion of the amount of such missing unmaturing Coupon as the sum so paid bears to the sum due) will be deducted from the sum due for payment. Each amount of principal so deducted will be paid in the manner mentioned above against surrender of the relative missing Coupon at any time before the expiry of 10 years after the Relevant Date (as defined in Condition 9) in respect of such principal (whether or not such Coupon would otherwise have become void under Condition 10) or, if later, five years from the date on which such Coupon would otherwise have become due, but in no event thereafter.

Upon any Fixed Rate Note in definitive bearer form becoming due and repayable prior to its Maturity Date, all unmaturing Talons (if any) appertaining thereto will become void and no further Coupons will be issued in respect thereof.

Upon the date on which any Floating Rate Note or Long Maturity Note in definitive bearer form becomes due and repayable, unmaturing Coupons and Talons (if any) relating thereto (whether or not attached) shall become void and no payment or, as the case may be, exchange for further Coupons shall be made in respect thereof. A **Long Maturity Note** is a Fixed Rate Note (other than a Fixed Rate Note which on issue had a Talon attached) whose nominal amount on issue is less than the aggregate interest payable thereon provided that such Note shall cease to be a Long Maturity Note on the Interest Payment Date on which the aggregate amount of interest remaining to be paid after that date is less than the nominal amount of such Note.

If the due date for redemption of any definitive Bearer Note is not an Interest Payment Date, interest (if any) accrued in respect of such Note from (and including) the preceding Interest Payment Date or, as the case may be, the Interest Commencement Date shall be payable only against surrender of the relevant definitive Bearer Note.

### **7.3 Payments in respect of Bearer Global Notes**

Payments of principal and interest (if any) in respect of Notes represented by any Global Note in bearer form will (subject as provided below) be made in the manner specified above in relation to definitive Bearer Notes or otherwise in the manner specified in the relevant Global Note against presentation or surrender, as the case may be, of such Global Note at the specified office of any Paying Agent outside the United States. A record of each payment made against presentation or surrender of any Global Note in bearer form, distinguishing between any payment of principal and any payment of interest, will be made on such Global Note by the Paying Agent to which it was presented and such record shall be *prima facie* evidence that the payment in question has been made.

### **7.4 Payments in respect of Registered Notes**

Payments of principal (other than instalments of principal prior to the final instalment) in respect of each Registered Note (whether or not in global form) will be made against presentation and surrender (or, in the case of part payment of any sum due, endorsement) of the Registered Note at the specified office of the Registrar or any of the Paying Agents. Such payments will be made by transfer to the Designated Account (as defined below) of the holder (or the first named of joint holders) of the Registered Note appearing in the register of holders of the Registered Notes maintained by the Registrar (the **Register**) (i) where in global form, at the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) before the relevant due date, and (ii) where in definitive form, at the close of business on the third business day (being for this purpose a day on which banks are open for business in the city where the specified office of the Registrar is located) before the relevant due date. Notwithstanding the previous sentence, if (a) a holder does not have a Designated

Account or (b) the principal amount of the Notes held by a holder is less than U.S.\$250,000 (or its approximate equivalent in any other Specified Currency), payment (in the case of a Specified Currency other than Renminbi) will instead be made by a cheque in the Specified Currency drawn on a Designated Bank (as defined below). For these purposes, **Designated Account** means the account (which, in the case of a payment in Japanese yen to a non resident of Japan, shall be a non resident account and, in the case of a payment in Renminbi, means the Renminbi account maintained by or on behalf of the Noteholder with a bank in Hong Kong, details of which appear on the Register at the close of business on the fifth business day before the due date for payment) maintained by a holder with a Designated Bank and identified as such in the Register and **Designated Bank** means (in the case of payment in a Specified Currency other than euro or Renminbi) a bank in the principal financial centre of the country of such Specified Currency (which, if the Specified Currency is Australian dollars or New Zealand dollars, shall be Sydney and Auckland, respectively) and (in the case of a payment in euro) any bank which processes payments in euro and (in the case of payment in Renminbi) a bank of Hong Kong.

Payments of interest and payments of instalments of principal (other than the final instalment) in respect of each Registered Note (whether or not in global form) will be made by a cheque in the Specified Currency drawn on a Designated Bank and mailed by uninsured mail on the business day in the city where the specified office of the Registrar is located immediately preceding the relevant due date to the holder (or the first named of joint holders) of the Registered Note appearing in the Register (i) where in global form, at the close of the business day (being for this purpose a day on which Euroclear and Clearstream, Luxembourg are open for business) before the relevant due date, and (ii) where in definitive form, at the close of business on the fifth day (in the case of Renminbi) and the fifteenth day (in the case of a Specified Currency other than Renminbi, whether or not such fifteenth day is a business day) before the relevant due date (the **Record Date**) at his address shown in the Register on the Record Date and at his risk. Payments of interest and payments of principal (other than the final instalment) in Renminbi shall be made by transfer to the registered account of the Noteholder. Upon application of the holder to the specified office of the Registrar not less than three business days in the city where the specified office of the Registrar is located before the due date for any payment of interest in respect of a Registered Note, the payment may be made by transfer on the due date in the manner provided in the preceding paragraph. Any such application for transfer shall be deemed to relate to all future payments of interest (other than interest due on redemption) and instalments of principal (other than the final instalment) in respect of the Registered Notes which become payable to the holder who has made the initial application until such time as the Registrar is notified in writing to the contrary by such holder. Payment of the interest due in respect of each Registered Note on redemption and the final instalment of principal will be made in the same manner as payment of the principal amount of such Registered Note.

Holders of Registered Notes will not be entitled to any interest or other payment for any delay in receiving any amount due in respect of any Registered Note as a result of a cheque posted in accordance with this Condition 7.4 arriving after the due date for payment or being lost in the post. No commissions or expenses shall be charged to such holders by the Registrar in respect of any payments of principal or interest in respect of the Registered Notes.

All amounts payable to DTC or its nominee as registered holder of a Registered Global Note in respect of Notes denominated in a Specified Currency other than U.S. dollars shall be paid by transfer by the Registrar to an account in the relevant Specified Currency of the Exchange Agent on behalf of DTC or its nominee for conversion into and payment in U.S. dollars in accordance with the provisions of the Agency Agreement.



None of the Issuer, the Guarantors, the Trustee or the Agents will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.

## 7.5 General provisions applicable to payments

The holder of a Global Note shall be the only person entitled to receive payments in respect of Notes represented by such Global Note and the Issuer or, as the case may be, each Guarantor will be discharged by payment to, or to the order of, the holder of such Global Note in respect of each amount so paid. Each of the persons shown in the records of Euroclear, Clearstream, Luxembourg or DTC as the beneficial holder of a particular nominal amount of Notes represented by such Global Note must look solely to Euroclear, Clearstream, Luxembourg or DTC, as the case may be, for his share of each payment so made by the Issuer or, as the case may be, each Guarantor to, or to the order of, the holder of such Global Note.

Notwithstanding the foregoing provisions of this Condition 7, if any amount of principal and/or interest in respect of Bearer Notes is payable in U.S. dollars, such U.S. dollar payment of principal and/or interest in respect of such Notes will be made at the specified office of a Paying Agent in the United States if:

- (a) the Issuer has appointed Paying Agents with specified offices outside the United States with the reasonable expectation that such Paying Agents would be able to make payment in U.S. dollars at such specified offices outside the United States of the full amount of principal and interest on the Bearer Notes in the manner provided above when due;
- (b) payment of the full amount of such principal and interest at all such specified offices outside the United States is illegal or effectively precluded by exchange controls or other similar restrictions on the full payment or receipt of principal and interest in U.S. dollars; and
- (c) such payment is then permitted under United States law without involving, in the opinion of the Issuer and each Guarantor, adverse tax consequences to the Issuer or either Guarantor.

All payments made pursuant to this Condition 7 are subject in all cases to any applicable fiscal laws and regulations in the place of payment, but without prejudice to the provisions of Condition 9 and any withholding or deduction required pursuant to an agreement described in Section 1471(b) of the U.S. Internal Revenue Code of 1986, as amended (the **Code**) or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, official interpretations thereof, or an intergovernmental agreement between the United States and another jurisdiction facilitating the implementation thereof or any law in any jurisdiction implementing such an intergovernmental agreement. No commissions or expenses will be charged to the Noteholders in respect of such payments.

## 7.6 Payment Day

If the date for payment of any amount in respect of any Note, Receipt or Coupon is not a Payment Day, the holder thereof shall not be entitled to payment until the next following Payment Day in the relevant place and shall not be entitled to further interest or other payment in respect of such delay. For these purposes, **Payment Day** means any day which (subject to Condition 10) is:

- (a) a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in:
  - (i) in the case of Notes in definitive form only, the relevant place of presentation;
  - (ii) each Additional Financial Centre specified in the applicable Final Terms;
- (b) either (1) in relation to any sum payable in a Specified Currency other than euro, a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in the principal financial centre of the country of the relevant Specified Currency (which if the Specified Currency is Australian dollars or New Zealand dollars shall be Sydney and Auckland, respectively), (2) in relation to any sum payable in euro, a day on which the TARGET 2 System is open or (3) in relation to any sum payable in Renminbi, a day on which banks and foreign exchange markets are open for business and settlement of Renminbi payments in Hong Kong; and
- (c) in the case of any payment in respect of a Registered Global Note denominated in a Specified Currency other than U.S. dollars and registered in the name of DTC or its nominee and in respect of which an accountholder of DTC (with an interest in such Registered Global Note) has elected to receive any part of such payment in U.S. dollars, a day on which commercial banks are not authorised or required by law or regulation to be closed in New York City.

## **7.7 Interpretation of principal and interest**

Any reference in the Conditions to principal in respect of the Notes shall be deemed to include, as applicable:

- (a) any additional amounts which may be payable with respect to principal under Condition 9 or under any undertaking or covenant given in addition thereto, or in substitution therefor, pursuant to the Trust Deed;
- (b) the Final Redemption Amount of the Notes;
- (c) the Early Redemption Amount of the Notes;
- (d) the Optional Redemption Amount(s) (if any) of the Notes;
- (e) in relation to Notes redeemable in instalments, the Instalment Amounts;
- (f) in relation to Zero Coupon Notes, the Amortised Face Amount (as defined in Condition 8.5); and
- (g) any premium and any other amounts (other than interest) which may be payable by the Issuer under or in respect of the Notes.

Any reference in the Conditions to interest in respect of the Notes shall be deemed to include, as applicable, any additional amounts which may be payable with respect to interest under Condition 9 or under any undertaking or covenant given in addition thereto, or in substitution therefor, pursuant to the Trust Deed.

## **7.8 RMB account**

All payments in respect of any Note, Receipt or Coupon in RMB will be made solely by credit to a registered RMB account maintained by or on behalf of the payee at a bank in Hong Kong in accordance with applicable laws, rules, regulations and guidelines issued from time to time (including all applicable laws and regulations with respect to the settlement of RMB in Hong Kong).

## 7.9 RMB Currency Event

If the Specified Currency of the Notes is RMB and an RMB Currency Event, as determined by the Issuer acting in good faith, exists on a date for payment of any principal or interest (in whole or in part) in respect of any Note, Receipt or Coupon, the Issuer's obligation to make a payment in RMB under the terms of the Notes may be replaced by an obligation to pay such amount (in whole or in part) in the Relevant Currency and converted using the Spot Rate for the relevant Determination Date as promptly notified to the Issuer and the Paying Agents.

Upon the occurrence of an RMB Currency Event, the Issuer shall give notice as soon as practicable to the Noteholders in accordance with Condition 15 stating the occurrence of the RMB Currency Event, giving details thereof and the action proposed to be taken in relation thereto.

In such event, any payment of U.S. dollars will be made by transfer to a U.S. dollar denominated account maintained by the payee with, or by a U.S. dollar denominated cheque drawn on, a bank in New York City; and the definition of "Payment Day" in Condition 7.6 shall mean any day which (subject to Condition 10) is a day on which commercial banks and foreign exchange markets settle payments and are open for general business (including dealing in foreign exchange and foreign currency deposits) in: (A) in the case of Notes in definitive form only, the relevant place of presentation; and (B) London and New York City.

For the purpose of this Condition 7:

**Determination Business Day** means a day (other than a Saturday or Sunday) on which commercial banks are open for general business (including dealings in foreign exchange) in Hong Kong, London and New York City;

**Determination Date** means the day which is two Determination Business Days before the due date of the relevant payment under the Notes, other than where the Issuer properly determines that a RMB Currency Event has occurred at any time during the period from and including 10:01 a.m. (Hong Kong time) on the second Determination Business Day preceding the original due date to and including 11:59 p.m. (Hong Kong time) on the original due date, in which case the **Determination Date** will be the Determination Business Day immediately following the date on which the determination of the occurrence of a RMB Currency Event has been made;

**Governmental Authority** means any *de facto* or *de jure* government (or any agency or instrumentality thereof), court, tribunal, administrative or other governmental authority or any other entity (private or public) charged with the regulation of the financial markets (including the central bank) of Hong Kong;

**Relevant Currency** means United States dollars;

**RMB Currency Events** means any one of RMB Illiquidity, RMB Non-Transferability and RMB Inconvertibility;

**RMB Illiquidity** means the general RMB exchange market in Hong Kong becomes illiquid as a result of which the Issuer cannot obtain sufficient RMB in order to satisfy its obligation to pay interest or principal (in whole or in part) in respect of the Notes, as determined by the Issuer acting in good faith and in a commercially reasonable manner following consultation with two independent foreign exchange dealers of international repute active in the RMB exchange market in Hong Kong;

**RMB Inconvertibility** means the occurrence of any event that makes it impossible for the Issuer to convert any amount due in respect of the Notes into RMB on any payment date in the general RMB exchange market in Hong Kong, other than where such impossibility is due solely to the failure of the Issuer to comply with any law, rule or regulation enacted by any Governmental Authority (unless such law, rule or regulation is enacted after the Issue Date of the first Tranche of the relevant Series and it is impossible for the Issuer, due to an event beyond its control, to comply with such law, rule or regulation);

**RMB Non-Transferability** means the occurrence of any event that makes it impossible for the Issuer to deliver RMB between accounts inside Hong Kong or from an account inside Hong Kong to an account outside Hong Kong (including where the RMB clearing and settlement system for participating banks in Hong Kong is disrupted or suspended), other than where such impossibility is due solely to the failure of the Issuer to comply with any law, rule or regulation enacted by any Governmental Authority (unless such law, rule or regulation is enacted after the Issue Date of the first Tranche of the relevant Series and it is impossible for the Issuer, due to an event beyond its control, to comply with such law, rule or regulation); and

**Spot Rate** means the spot CNY/U.S.\$ exchange rate for the purchase of U.S. dollars with Renminbi in the over-the-counter Renminbi exchange market in Hong Kong for settlement in two Determination Business Days, as determined by the Calculation Agent at or around 11.00 a.m. (Hong Kong time) on the Determination Date, on a deliverable basis by reference to Reuters Screen Page TRADCNY3, or if no such rate is available, on a non-deliverable basis by reference to Reuters Screen Page TRADNDF. If neither rate is available, the Calculation Agent shall determine the Spot Rate at or around 11:00 a.m. (Hong Kong time) on the Determination Date as the most recently available CNY/U.S. dollar official fixing rate for settlement in two Determination Business Days reported by the State Administration of Foreign Exchange of the PRC, which is reported on the Reuters Screen Page CNY=SAEC. Reference to a page on the Reuters Screen means the display page so designated on the Reuter Monitor Money Rates Service (or any successor service) or such other page as may replace that page for the purpose of displaying a comparable currency exchange rate.

All notifications, opinions, determinations, certificates, calculations, quotations and decisions given, expressed, made or obtained for the purposes of the provisions of this Condition 7.9 by the Calculation Agent, will (in the absence of wilful default, bad faith or manifest error) be binding on the Issuer, the Agents and all CNY Noteholders.

## **8 REDEMPTION AND PURCHASE**

### **8.1 Redemption at maturity**

Unless previously redeemed or purchased and cancelled as specified below, each Note will be redeemed by the Issuer at its Final Redemption Amount specified in the applicable Final Terms in the relevant Specified Currency on the Maturity Date, subject as provided in Condition 7.

### **8.2 Redemption for tax reasons**

The Notes may be redeemed at the option of the Issuer in whole, but not in part, at any time (if this Note is not a Floating Rate Note) or on any Interest Payment Date (if this Note is a Floating Rate Note), on giving not less than 30 nor more than 60 days' notice to the Trustee and the Principal Paying Agent and, in accordance with Condition 15, the Noteholders (which notice shall be irrevocable), if the Issuer satisfies the Trustee immediately before the giving of such notice that:

- (a) on the occasion of the next payment due under the Notes, the Issuer has or will become obliged to pay additional amounts as provided or referred to in Condition 9 or either Guarantor would be unable for reasons outside its control to procure payment by the Issuer and in making payment itself would be required to pay such additional amounts, in each case as a result of any change in, or amendment to, the laws or regulations of a Tax Jurisdiction (as defined in Condition 9) or any change in the application or official interpretation of such laws or regulations (including a holding by a court of competent jurisdiction), which change or amendment becomes effective on or after the date on which agreement is reached to issue the first Tranche of the Notes; and
- (b) such obligation cannot be avoided by the Issuer or, as the case may be, the relevant Guarantor taking reasonable measures available to it,

provided that no such notice of redemption shall be given earlier than 90 days prior to the earliest date on which the Issuer or, as the case may be, the relevant Guarantor would be obliged to pay such additional amounts were a payment in respect of the Notes then due.

Prior to the publication of any notice of redemption pursuant to this Condition, the Issuer shall deliver to the Trustee a certificate signed by two Directors of the Issuer or, as the case may be, two Authorised Signatories (as defined in the Trust Deed) of the relevant Guarantor stating that the Issuer is entitled to effect such redemption and setting forth a statement of facts showing that the conditions precedent to the right of the Issuer so to redeem have occurred, and an opinion of independent legal advisers of recognised standing to the effect that the Issuer or, as the case may be, the relevant Guarantor has or will become obliged to pay such additional amounts as a result of such change or amendment and the Trustee shall be entitled to accept the certificate and opinion as sufficient evidence of the satisfaction of the conditions precedent set out above, in which event they shall be conclusive and binding on the Noteholders, the Receiptholders and the Couponholders.

Notes redeemed pursuant to this Condition 8.2 will be redeemed at their Early Redemption Amount referred to in Condition 8.5 below together (if appropriate) with interest accrued to (but excluding) the date of redemption.

Upon the expiry of any such notice as is referred to in this Condition 8.2, the Issuer shall be bound to redeem the Notes in accordance with this Condition 8.2.

### **8.3 Redemption at the option of the Issuer (Issuer Call)**

If Issuer Call is specified in the applicable Final Terms, the Issuer may, having given:

- (a) not less than 15 nor more than 30 days' notice to the Noteholders in accordance with Condition 15; and

- (b) not less than 15 days before the giving of the notice referred to in (a) above, notice to the Trustee and the Principal Paying Agent and, in the case of a redemption of Registered Notes, the Registrar;

(which notices shall be irrevocable and shall specify the date fixed for redemption), redeem all or some only of the Notes then outstanding on any Optional Redemption Date and at the Optional Redemption Amount(s) specified in the applicable Final Terms together, if appropriate, with interest accrued to (but excluding) the relevant Optional Redemption Date. Any such redemption must be of a nominal amount not less than the Minimum Redemption Amount and not more than the Maximum Redemption Amount in each case as may be specified in the applicable Final Terms. In the case of a partial redemption of Notes, the Notes to be redeemed (**Redeemed Notes**) will be selected individually by lot, in the case of Redeemed Notes represented by definitive Notes, and in accordance with the rules of Euroclear and/or Clearstream, Luxembourg and/or DTC, in the case of Redeemed Notes represented by a Global Note, not more than 30 days prior to the date fixed for redemption (such date of selection being hereinafter called the **Selection Date**, in each case, subject to compliance with applicable law, the rules of each competent authority, stock exchange and/or quotation system (if any) by which the Notes have been admitted to listing, trading and/or quotation). In the case of Redeemed Notes represented by definitive Notes, a list of the serial numbers of such Redeemed Notes will be published in accordance with Condition 15 not less than 15 days prior to the date fixed for redemption. No exchange of the relevant Global Note will be permitted during the period from (and including) the Selection Date to (and including) the date fixed for redemption pursuant to this Condition 8.3 and notice to that effect shall be given by the Issuer to the Noteholders in accordance with Condition 15 at least five days prior to the Selection Date.

#### **8.4 Redemption at the option of the Noteholders (Investor Put)**

- (a) If Investor Put is specified in the applicable Final Terms, upon the holder of any Note giving to the Issuer in accordance with Condition 15 not less than 15 nor more than 30 days' notice the Issuer will, upon the expiry of such notice, redeem, or, at the Issuer's option, purchase (or procure the purchase of), subject to, and in accordance with, the terms specified in the applicable Final Terms, such Note on the Optional Redemption Date and at the Optional Redemption Amount together, if appropriate, with interest accrued to (but excluding) the Optional Redemption Date. Registered Notes may be redeemed or, as the case may be, purchased under this Condition 8.4 in any multiple of their lowest Specified Denomination. It may be that before an Investor Put can be exercised, certain conditions and/or circumstances will need to be satisfied. Where relevant, the provisions will be set out in the applicable Final Terms.
- (b) If Change of Control Put is specified in the applicable Final Terms and if a Change of Control Event occurs, the Issuer will, upon the holder of any Note giving notice within the Change of Control Put Period to the Issuer in accordance with Condition 15 (unless prior to the giving of the relevant Change of Control Notice (as defined below) the Issuer has given notice of redemption under Condition 8.2 or Condition 8.3), redeem or, at the Issuer's option, purchase (or procure the purchase of) such Note on the Change of Control Put Date at the Change of Control Redemption Amount together (if applicable) with interest accrued to but excluding the Change of Control Put Date.

Promptly upon the Issuer or Majid Al Futtaim Holding becoming aware that a Change of Control Event has occurred, the Issuer shall give notice (a **Change of Control Notice**) to the Noteholders in accordance with Condition 15 to that effect.

If 75 per cent. or more in nominal amount of the Notes then outstanding have been redeemed or, as the case may be, purchased, pursuant to this Condition 8.4(b), the Issuer may, on giving not less than 30 nor more than 60 days' notice to the Noteholders in accordance with Condition 15 (such notice to be given within 30 days of the Change of Control Put Date), redeem or, at the Issuer's option, purchase (or procure the purchase of) all but not some only of the remaining outstanding Notes at their Change of Control Redemption Amount together (if applicable) with interest accrued to but excluding the date fixed for redemption or purchase, as the case may be.

- (c) To exercise the right to require redemption of this Note the holder of this Note must, if this Note is in definitive form and held outside Euroclear and Clearstream, Luxembourg, deliver, at the specified office of any Paying Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes) at any time during normal business hours of such Paying Agent or, as the case may be, the Registrar falling within the notice period, a duly completed and signed notice of exercise in the form (for the time being current) obtainable from any specified office of any Paying Agent or, as the case may be, the Registrar (a **Put Notice**) and in which the holder must specify a bank account (or, if payment is required to be made by cheque, an address) to which payment is to be made under this Condition 8.4 and, in the case of Registered Notes, the nominal amount thereof to be redeemed and, if less than the full nominal amount of the Registered Notes so surrendered is to be redeemed, an address to which a new Registered Note in respect of the balance of such Registered Notes is to be sent subject to and in accordance with the provisions of Condition 2.2. If this Note is in definitive bearer form, the Put Notice must be accompanied by this Note or evidence satisfactory to the Paying Agent concerned that this Note will, following delivery of the Put Notice, be held to its order or under its control.

If this Note is represented by a Global Note or is in definitive form and held through Euroclear, Clearstream, Luxembourg or DTC, to exercise the right to require redemption of this Note the holder of this Note must, within the notice period, give notice to the Principal Paying Agent of such exercise in accordance with the standard procedures of Euroclear, Clearstream, Luxembourg and DTC (which may include notice being given on such Noteholder's instruction by Euroclear, Clearstream, Luxembourg, DTC or any depository for them to the Principal Paying Agent by electronic means) in a form acceptable to Euroclear, Clearstream, Luxembourg and DTC from time to time and if this Note is represented by a Global Note, at the same time present or procure the presentation of the relevant Global Note to the Principal Paying Agent for notation accordingly.

Any Put Notice or other notice given in accordance with the standard procedures of Euroclear, Clearstream, Luxembourg and DTC given by a holder of any Note pursuant to this Condition

8.4 shall be irrevocable except where, prior to the due date of redemption, an Event of Default has occurred and the Trustee has declared the Notes to be due and payable pursuant to Condition 11, in which event such holder, at its option, may elect by notice to the Issuer to withdraw the notice given pursuant to this Condition 8.4.

- (d) For the purpose of these Conditions:

a **Change of Control Event** shall occur each time Majid Al Futtaim Capital LLC ceases to be the ultimate owner (either directly or indirectly) of more than 50 per cent. of the share capital of Majid Al Futtaim Holding;

**Change of Control Redemption Amount** shall mean, in relation to each Note to be redeemed or purchased pursuant to Condition 8.4(b), an amount equal to the nominal amount of such Note or such other amount as may be specified in the applicable Final Terms;

**Change of Control Put Date** shall be the tenth day after the expiry of the Change of Control Put Period provided that, if such day is not a day on which banks are open for general business in both London and the principal financial centre of the Specified Currency, the Change of Control Put Date shall be the next following day on which banks are open for general business in both London and the principal financial centre of the Specified Currency; and

**Change of Control Put Period** shall be the period of 30 days commencing on the date that a Change of Control Notice is given.

## 8.5 Early Redemption Amounts

For the purpose of Condition 8.2 above and Condition 11, each Note will be redeemed at its Early Redemption Amount calculated as follows:

- (a) in the case of a Note with a Final Redemption Amount equal to the Issue Price, at the Final Redemption Amount thereof;
- (b) in the case of a Note (other than a Zero Coupon Note but including an Instalment Note and a Partly Paid Note) with a Final Redemption Amount which is or may be less or greater than the Issue Price at the amount specified in the applicable Final Terms or, if no such amount or manner is so specified in the applicable Final Terms, at its nominal amount; or
- (c) in the case of a Zero Coupon Note, at an amount (the **Amortised Face Amount**) calculated in accordance with the following formula:

Early Redemption Amount =  $RP \times (1 + AY)^y$  where:

**RP** means the Reference Price;

**AY** means the Accrual Yield expressed as a decimal; and

**Y** is a fraction the numerator of which is equal to the number of days (calculated on the basis of a 360-day year consisting of 12 months of 30 days each) from (and including) the Issue Date of the first Tranche of the Notes to (but excluding) the date fixed for redemption or (as the case may be) the date upon which such Note becomes due and repayable and the denominator of which is 360,

or on such other calculation basis as may be specified in the applicable Final Terms.

## 8.6 Instalments

Instalment Notes will be redeemed in the Instalment Amounts and on the Instalment Dates. In the case of early redemption, the Early Redemption Amount will be determined pursuant to Condition 8.5 above.

## 8.7 Partly Paid Notes



Partly Paid Notes will be redeemed, whether at maturity, early redemption or otherwise, in accordance with the provisions of this Condition and the applicable Final Terms.

## **8.8 Purchases**

The Issuer, each Guarantor or any Subsidiary of a Guarantor may at any time purchase Notes (provided that, in the case of definitive Bearer Notes, all unmatured Receipts, Coupons and Talons appertaining thereto are purchased therewith) at any price in the open market or otherwise. Such Notes may be held, reissued, resold or, at the option of the Issuer or the relevant Guarantor, surrendered to any Paying Agent and/or the Registrar for cancellation.

## **8.9 Cancellation**

All Notes which are redeemed will forthwith be cancelled (together with all unmatured Receipts, Coupons and Talons attached thereto or surrendered therewith at the time of redemption). All Notes so cancelled and any Notes purchased and cancelled pursuant to Condition 8.8 above (together with all unmatured Receipts, Coupons and Talons cancelled therewith) shall be forwarded to the Principal Paying Agent and cannot be reissued or resold.

## **8.10 Late payment on Zero Coupon Notes**

If the amount payable in respect of any Zero Coupon Note upon redemption of such Zero Coupon Note pursuant to Conditions 8.1, 8.2, 8.3 or 8.4 above or upon its becoming due and repayable as provided in Condition 11 is improperly withheld or refused, the amount due and repayable in respect of such Zero Coupon Note shall be the amount calculated as provided in Condition 8.5(c) above as though the references therein to the date fixed for the redemption or the date upon which such Zero Coupon Note becomes due and payable were replaced by references to the date which is the earlier of:

- (a) the date on which all amounts due in respect of such Zero Coupon Note have been paid; and
- (b) five days after the date on which the full amount of the moneys payable in respect of such Zero Coupon Notes has been received by the Principal Paying Agent or the Registrar or the Trustee and notice to that effect has been given to the Noteholders in accordance with Condition 15.

## **9 TAXATION**

All payments of principal and interest in respect of the Notes, Receipts and Coupons by the Issuer or either Guarantor will be made free and clear of and without withholding or deduction for or on account of any present or future taxes, duties, assessments and governmental charges of whatever nature imposed, levied, collected, withheld or assessed by or on behalf of any Tax Jurisdiction unless such withholding or deduction is required by law. In such event, the Issuer or, as the case may be, each Guarantor will pay such additional amounts as shall be necessary in order that the net amounts received by the holders of the Notes, Receipts or Coupons after such withholding or deduction shall equal the respective amounts of principal and interest which would otherwise have been receivable in respect of the Notes, Receipts or Coupons, as the case may be, in the absence of such withholding or deduction; except that no such additional amounts shall be payable with respect to any Note, Receipt or Coupon:

- (a) the holder of which is liable for such taxes, duties, assessments and governmental charges in respect of such Note, Receipt or Coupon by reason of his having some connection with a Tax Jurisdiction other than the mere holding of such Note, Receipt or Coupon; or
- (b) presented or surrendered for payment more than 30 days after the Relevant Date (as defined below) except to the extent that the holder thereof would have been entitled to an additional amount on presenting or surrendering the same for payment on such thirtieth day assuming that day to have been a Payment Day (as defined in Condition 7.6); or
- (c) where such withholding or deduction is imposed on a payment to an individual and is required to be made pursuant to European Council Directive 2003/48/EC on the taxation of savings income or any other directive implementing the conclusions of the ECOFIN Council meeting of 26-27 November 2000 on the taxation of savings income or any law implementing or complying with, or introduced in order to conform to, such Directive; or
- (d) presented for payment by or on behalf of a holder who would have been able to avoid such withholding or deduction by presenting the relevant Note, Receipt or Coupon to another Paying Agent in a Member State of the European Union; or
- (e) for or on account of any withholding or deduction arising under or in connection with any agreement described in Section 1471(b) of the Code or otherwise imposed pursuant to Sections 1471 through 1474 of the Code, any regulations or agreements thereunder, official interpretations thereof or an intergovernmental agreement between the United States and another jurisdiction facilitating the implementation thereof or any law in any jurisdiction implementing such an intergovernmental agreement.

As used herein:

- (i) **Tax Jurisdiction** means the Cayman Islands or any political subdivision or any authority thereof or therein having power to tax (in the case of payments by the Issuer) or the United Arab Emirates or any Emirate therein or any political subdivision or any authority thereof or therein having power to tax (in the case of payments by either Guarantor); and
- (ii) the **Relevant Date** means the date on which such payment first becomes due, except that, if the full amount of the moneys payable has not been duly received by the Trustee or the Principal Paying Agent or the Registrar, as the case may be, on or prior to such due date, it means the date on which, the full amount of such moneys having been so received, notice to that effect is duly given to the Noteholders in accordance with Condition 15.

## 10 PRESCRIPTION

The Notes (whether in bearer or registered form), Receipts and Coupons will become void unless claims in respect of principal and/or interest are made within a period of 10 years (in the case of principal) and five years (in the case of interest) after the Relevant Date (as defined in Condition 9) therefor.

There shall not be included in any Coupon sheet issued on exchange of a Talon any Coupon the claim for payment in respect of which would be void pursuant to this Condition 10 or Condition 7.2 or any Talon which would be void pursuant to Condition 7.2.

## 11 EVENTS OF DEFAULT AND ENFORCEMENT

### 11.1 Events of Default

The Trustee at its discretion may, and if so requested in writing by the holders of at least one-fifth in aggregate nominal amount of the Notes then outstanding or if so directed by an Extraordinary Resolution shall (subject in each case to being indemnified and/or pre-funded and/or secured to its satisfaction), (but in the case of the happening of any of the events described in paragraphs (b) or (d) (other than the winding up or dissolution of the Issuer or either Guarantor) or (e) to (h) inclusive below (other than the happening of any such event in relation to the Issuer or either Guarantor), only if the Trustee shall have certified in writing to the Issuer and the Guarantors that such event is, in its opinion, materially prejudicial to the interests of the Noteholders), give notice in writing to the Issuer that each Note is, and each Note shall thereupon immediately become, due and repayable at its Early Redemption Amount together with accrued interest as provided in the Trust Deed if any of the following events (each an **Event of Default**) shall occur:

- (a) if default is made in the payment of any principal or interest due in respect of the Notes or any of them and the default continues for a period of seven Business Days in the case of principal and 14 Business Days in the case of interest; or
- (b) if the Issuer or either Guarantor fails to perform or observe any of its other obligations under these Conditions or the Trust Deed and (except in any case where, in the opinion of the Trustee, the failure is incapable of remedy when no such continuation or notice as is hereinafter mentioned will be required) the failure continues for the period of 30 days next following the service by the Trustee on the Issuer or the relevant Guarantor (as the case may be) of notice requiring the same to be remedied; or
- (c) if the holders of any Indebtedness or Sukuk Obligation of the Issuer, either Guarantor or any Principal Subsidiary accelerate such Indebtedness or Sukuk Obligation or declare such Indebtedness or Sukuk Obligation to be due and payable or required to be prepaid (other than by a regularly scheduled required prepayment or pursuant to an option granted to the holders by the terms of such Indebtedness or Sukuk Obligation), prior to the stated maturity thereof or (ii) the Issuer, either Guarantor or any Principal Subsidiary fails to pay in full any principal of, or interest or profit, as the case may be, on, any of its Indebtedness or Sukuk Obligations when due (after expiration of any applicable grace period) or any guarantee of any Indebtedness or Sukuk Obligation of others given by the Issuer, either Guarantor or any Principal Subsidiary shall not be honoured when due and called upon; provided that the aggregate amount of the relevant Indebtedness, Sukuk Obligation or guarantee in respect of which one or more of the events mentioned above in this paragraph (c) shall have occurred equals or exceeds U.S.\$40,000,000 (or its equivalent in any other currency or currencies; or
- (d) if any order is made by any competent court or resolution passed for the winding up or dissolution of the Issuer, either Guarantor or any Principal Subsidiary, save in connection with a Permitted Reorganisation; or
- (e) if the Issuer, either Guarantor or any Principal Subsidiary ceases or threatens to cease to carry on all or substantially all of its business, save in connection with a Permitted

Reorganisation, or the Issuer, either Guarantor or any Principal Subsidiary stops or threatens to stop payment of, or is unable to, or admits inability to, pay, its debts (or any class of its debts) as they fall due, or is deemed unable to pay its debts pursuant to or for the purposes of any applicable law, or is adjudicated or found bankrupt or insolvent; or

- (f) if (i) proceedings are initiated against the Issuer, either Guarantor or any Principal Subsidiary under any applicable liquidation, insolvency, composition, reorganisation or other similar laws, or an application is made (or documents filed with a court) for the appointment of an administrative or other receiver, manager, administrator or other similar official (and such proceedings are not being actively contested in good faith by the Issuer, the relevant Guarantor or the relevant Principal Subsidiary, as the case may be), or an administrative or other receiver, manager, administrator or other similar official is appointed, in relation to the Issuer, either Guarantor or any Principal Subsidiary or, as the case may be, in relation to all or substantially all of the undertaking, assets or revenues of any of them and (ii) in any case (other than the appointment of an administrator) is not discharged within 30 days; or
- (g) if the Issuer, either Guarantor or any Principal Subsidiary initiates or consents to judicial proceedings relating to itself under any applicable liquidation, insolvency, composition, reorganisation or other similar laws (including the obtaining of a moratorium) or makes a conveyance or assignment for the benefit of, or enters into any composition or other arrangement with, its creditors generally (or any class of its creditors) or any meeting is convened to consider a proposal for an arrangement or composition with its creditors generally (or any class of its creditors) save, in all cases, in connection with a Permitted Reorganisation; or
- (h) if any event occurs which under the laws of the Cayman Islands (in the case of the Issuer) or the United Arab Emirates or any Emirate therein (in the case of the Guarantors) has an analogous effect to any of the events referred to in paragraphs (d) to (g) (inclusive) above, or any event occurs which under the laws of the jurisdiction under which the relevant Principal Subsidiary is incorporated or constituted has an analogous effect to any of the events referred to in paragraphs (d) to (g) (inclusive) above; or
- (i) if any Security Interest, present or future, created or assumed by the Issuer, either Guarantor or any Principal Subsidiary and securing an amount which equals or exceeds U.S.\$40,000,000 (or its equivalent in any other currency or currencies) becomes enforceable and any step is taken to enforce the Security Interest (including the taking of possession or the appointment of a receiver, manager or other similar person, but excluding the issue of any notification to the Issuer, either Guarantor or any Principal Subsidiary, as the case may be, that such Security Interest has become enforceable) unless the full amount of the debt which is secured by the relevant Security Interest is discharged within 60 days of the later of the first date on which: (a) a step is taken to enforce the relevant Security Interest; or (b) the Issuer, either Guarantor or the relevant Principal Subsidiary, as the case may be, is notified that a step has been taken to enforce the relevant Security Interest; or
- (j) if the Guarantee ceases to be, or is claimed by the Issuer or by either Guarantor not to be, in full force and effect.

## 11.2 Enforcement

The Trustee may at any time, at its discretion and without notice, take such proceedings against the Issuer and/or either Guarantor as it may think fit to enforce the provisions of the Trust Deed, the Notes, the Receipts and the Coupons, but it shall not be bound to take any such proceedings or any other action in relation to the Trust Deed, the Notes, the Receipts or the Coupons unless (a) it shall have been so directed by an Extraordinary Resolution or so requested in writing by the holders of at least one-fifth in aggregate nominal amount of the Notes then outstanding and (b) it shall have been indemnified and/or pre-funded and/or secured to its satisfaction.

No Noteholder, Receiptholder or Couponholder shall be entitled to proceed directly against the Issuer or either Guarantor unless the Trustee, having become bound so to proceed, fails so to do within a reasonable period and the failure shall be continuing.

### 11.3 Definitions

For the purposes of the Conditions:

**EBIT** shall have the same meaning as Consolidated EBIT save that (i) all references in the definition of Consolidated EBIT to: (a) “consolidated” (and similar expressions) shall be deemed to be deleted; and (b) “Group” shall be construed as a reference to the “relevant Subsidiary”; and (ii) the definition of “Consolidated Finance Costs” used therein shall be construed to refer only to the relevant Subsidiary;

**EBITDA** shall have the same meaning as Consolidated EBITDA save that references in the definition of Consolidated EBITDA to “Consolidated EBIT” and “member of the Group” (and similar expressions) shall be deemed to be references to “EBIT” and the “relevant Subsidiary”, respectively;

**Indebtedness** means all obligations, and guarantees or indemnities in respect of obligations, for moneys borrowed or raised (whether or not evidenced by bonds, debentures, notes or other similar instruments) other than any such obligations, guarantees or indemnities owing or given by one member of the Group to another member of the Group;

**Non-Recourse Indebtedness** means any present or future Indebtedness or Sukuk Obligation, as the case may be, of any Subsidiary with respect to which there is no contractual recourse against Majid Al Futtaim Holding or any other Subsidiary of Majid Al Futtaim Holding other than (i) recourse resulting from a pledge of shares of such Subsidiary held by Majid Al Futtaim Holding or any of its Subsidiaries in order to secure such Indebtedness or Sukuk Obligation, (ii) recourse resulting from commitments entered into by Majid Al Futtaim Holding prior to 31 December 2013 or (iii) recourse against any Subsidiary of such Subsidiary to secure such Indebtedness or Sukuk Obligation, as the case may be;

**Non-Recourse Subsidiary** means any Subsidiary whose Non-Recourse Indebtedness represents at any relevant time more than 50 per cent. of its aggregate Indebtedness or Sukuk Obligations, as the case may be;

**Permitted Reorganisation** means:

- (a) any winding-up or dissolution of a Principal Subsidiary or any Guarantor whereby the undertaking or assets of that Principal Subsidiary are transferred to or otherwise vested in a Guarantor and/or any of its other Subsidiaries provided that, in the case of any Guarantor and such transfer to or vesting in another Subsidiary, at the same time or prior to any such transfer or vesting the payment of principal and interest on the Notes

and all other amounts payable by the Issuer under or pursuant to the Trust Deed has been guaranteed by such other Subsidiary by its assumption of the Guarantor's obligations under the Guarantee it has entered into; or

- (b) any composition or other similar arrangement on terms previously approved in writing by the Trustee or by an Extraordinary Resolution;

**Principal Subsidiary** means at any time a Subsidiary, other than a Non-Recourse Subsidiary, of Majid Al Futtaim Holding:

- (a) whose EBITDA (consolidated in the case of a Subsidiary which itself has Subsidiaries) or whose total assets (consolidated in the case of a Subsidiary which itself has Subsidiaries) represent in each case (or, in the case of a Subsidiary acquired after the end of the financial period to which the then latest audited consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries relate, are equal to) not less than 10 per cent. of Consolidated EBITDA or, as the case may be, consolidated total assets of Majid Al Futtaim Holding and its Subsidiaries taken as a whole, all as calculated respectively by reference to the then latest audited accounts (consolidated or, as the case may be, unconsolidated) of such Subsidiary and the then latest audited consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries, provided that in the case of a Subsidiary of Majid Al Futtaim Holding acquired after the end of the financial period to which the then latest audited consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries relate, the reference to the then latest audited consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries for the purposes of the calculation above shall, until consolidated accounts for the financial period in which the acquisition is made have been prepared and audited as aforesaid, be deemed to be a reference to such first-mentioned accounts as if such Subsidiary had been shown in such accounts by reference to its then latest relevant audited accounts, adjusted as deemed appropriate by Majid Al Futtaim Holding;
- (b) to which is transferred the whole or substantially the whole of the undertaking and assets of a Subsidiary of Majid Al Futtaim Holding which immediately prior to such transfer is a Principal Subsidiary, provided that the transferor Subsidiary shall upon such transfer forthwith cease to be a Principal Subsidiary and the transferee Subsidiary shall cease to be a Principal Subsidiary pursuant to this subparagraph (b) on the date on which the consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries for the financial period current at the date of such transfer have been prepared and audited as aforesaid but so that such transferor Subsidiary or such transferee Subsidiary may be a Principal Subsidiary on or at any time after the date on which such consolidated accounts have been prepared and audited as aforesaid by virtue of the provisions of subparagraph (a) above or, prior to or after such date, by virtue of any other applicable provision of this definition; or
- (c) to which is transferred an undertaking or assets which, taken together with the undertaking or assets of the transferee Subsidiary, generated (or, in the case of the transferee Subsidiary being acquired after the end of the financial period to which the then latest audited consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries relate, generate EBITDA equal to) not less than 10 per cent. of Consolidated EBITDA, or represent (or, in the case aforesaid, are equal to) not less than 10 per cent. of the consolidated total assets of Majid Al Futtaim Holding and its Subsidiaries taken as a whole, all as calculated as referred to in subparagraph (a) above, provided that the transferor Subsidiary (if a Principal Subsidiary) shall upon such transfer forthwith cease to be a Principal Subsidiary unless immediately following

such transfer its undertaking and assets generate (or, in the case aforesaid, generate EBITDA equal to) not less than 10 per cent. of Consolidated EBITDA, or its assets represent (or, in the case aforesaid, are equal to) not less than 10 per cent. of the consolidated total assets of Majid Al Futtaim Holding and its Subsidiaries taken as a whole, all as calculated as referred to in subparagraph (a) above, and the transferee Subsidiary shall cease to be a Principal Subsidiary pursuant to this subparagraph (c) on the date on which the consolidated accounts of Majid Al Futtaim Holding and its Subsidiaries for the financial period current at the date of such transfer have been prepared and audited but so that such transferor Subsidiary or such transferee Subsidiary may be a Principal Subsidiary on or at any time after the date on which such consolidated accounts have been prepared and audited as aforesaid by virtue of the provisions of subparagraph (a) above or, prior to or after such date, by virtue of any other applicable provision of this definition, all as more particularly defined in the Trust Deed.

A report by two Authorised Signatories of Majid Al Futtaim Holding (whether or not addressed to the Trustee) that in their opinion a Subsidiary of Majid Al Futtaim Holding is or is not or was or was not at any particular time or throughout any specified period a Principal Subsidiary may be relied upon by the Trustee without further enquiry or evidence and, if relied upon by the Trustee, shall, in the absence of manifest error, be conclusive and binding on all parties;

**Subsidiary** means in relation to any person (the first person), at any particular time, any person (the second person):

- (a) which is then directly or indirectly controlled by the first person; or
- (b) more than 50 per cent. of whose issued equity share capital (or equivalent) is then beneficially owned by the first person.

For the second person to be **controlled** by the first person means that the first person (whether directly or indirectly and whether by the ownership of share capital, the possession of voting power, contract, trust or otherwise) has the power to appoint and/or remove all or the majority of the members of the board of directors or other governing body of that second person or otherwise controls, or has the power to control, the affairs and policies of the second person; and

**Sukuk Obligation** means any undertaking or other obligation to pay any money given in connection with the issue of trust certificates or other instruments intended to be issued in compliance with the principles of Shari'ah, whether or not in return for consideration of any kind.

## 12 REPLACEMENT OF NOTES, RECEIPTS, COUPONS AND TALONS

Should any Note, Receipt, Coupon or Talon be lost, stolen, mutilated, defaced or destroyed, it may be replaced at the specified office of the Principal Paying Agent (in the case of Bearer Notes, Receipts or Coupons) or the Registrar (in the case of Registered Notes) (and, if the Notes are then admitted to listing, trading and/or quotation by any competent authority, stock exchange and/or quotation system which requires the appointment of a Paying Agent or Transfer Agent in any particular place, the Paying Agent or Transfer Agent having its specified office in the place required by such competent authority, stock exchange and/or quotation system), subject to all applicable laws and competent authority, stock exchange and/or quotation system requirements, upon payment by the claimant of such costs and expenses as may be incurred in connection therewith and on such terms as to evidence and indemnity as

the Issuer may reasonably require. Mutilated or defaced Notes, Receipts, Coupons or Talons must be surrendered before replacements will be issued.

### **13 AGENTS**

The names of the initial Agents and their initial specified offices are set out below.

The Issuer is entitled, with the prior written approval of the Trustee, to vary or terminate the appointment of any Agent and/or appoint additional or other Agents and/or approve any change in the specified office through which any Agent acts, provided that:

- (a) there will at all times be a Principal Paying Agent and a Registrar;
- (b) so long as the Notes are listed on any stock exchange or admitted to trading and/or quotation by any other relevant authority, there will at all times be a Paying Agent (in the case of Bearer Notes) and a Transfer Agent (in the case of Registered Notes) with a specified office in such place as may be required by the rules and regulations of the relevant stock exchange or other relevant authority;
- (c) so long as any of the Registered Global Notes payable in a Specified Currency other than U.S. dollars are held through DTC or its nominee, there will at all times be an Exchange Agent with a specified office in New York City; and
- (d) there will at all times be a Paying Agent in a Member State of the European Union that will not be obliged to withhold or deduct tax pursuant to European Council Directive 2003/48/EC or any other directive implementing the conclusions of the ECOFIN Council meeting of 26-27 November 2000 on the taxation of savings income or any law implementing or complying with, or introduced in order to conform to, such Directive.

In addition, the Issuer shall forthwith appoint a Paying Agent having a specified office in New York City in the circumstances described in Condition 7.5. Any variation, termination, appointment or change shall only take effect (other than in the case of insolvency, when it shall be of immediate effect) after not less than 30 nor more than 45 days' prior notice thereof shall have been given to the Noteholders in accordance with Condition 15.

In acting under the Agency Agreement, the Agents act solely as agents of the Issuer and the Guarantors and, in certain circumstances specified therein, of the Trustee and do not assume any obligation to, or relationship of agency or trust with, any Noteholder, Receiptholder or Couponholder. The Agency Agreement contains provisions permitting any entity into which any Agent is merged or converted or with which it is consolidated or to which it transfers all or substantially all of its assets to become the successor agent.

### **14 EXCHANGE OF TALONS**

On and after the Interest Payment Date on which the final Coupon comprised in any Coupon sheet matures, the Talon (if any) forming part of such Coupon sheet may be surrendered at the specified office of any Paying Agent in exchange for a further Coupon sheet including (if such further Coupon sheet does not include Coupons to (and including) the final date for the payment of interest due in respect of the Note to which it appertains) a further Talon, subject to the provisions of Condition 10.



## 15 NOTICES

All notices regarding the Bearer Notes will be deemed to be validly given if published in a leading English language daily newspaper of general circulation in London. It is expected that any such publication in a newspaper will be made in the *Financial Times* in London. The Issuer shall also ensure that notices are duly published in a manner which complies with the rules of any stock exchange or other relevant authority on which the Bearer Notes are for the time being listed or by which they have been admitted to trading. Any such notice will be deemed to have been given on the date of the first publication or, where required to be published in more than one newspaper, on the date of the first publication in all required newspapers. If publication as provided above is not practicable, a notice will be given in such other manner, and will be deemed to have been given on such date, as the Trustee shall approve.

All notices regarding the Registered Notes will be deemed to be validly given if sent by first class mail or (if posted to an address overseas) by airmail to the holders (or the first named of joint holders) at their respective addresses recorded in the Register and will be deemed to have been given on the fourth day after mailing and, in addition, for so long as any Registered Notes are listed on a stock exchange or are admitted to trading by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules.

Until such time as any definitive Notes are issued, there may, so long as any Global Notes representing the Notes are held in their entirety on behalf of Euroclear and/or Clearstream, Luxembourg and/or DTC, be substituted for such publication in such newspaper(s) the delivery of the relevant notice to Euroclear and/or Clearstream, Luxembourg and/or DTC for communication by them to the holders of the Notes and, in addition, for so long as any Notes are listed on a stock exchange or are admitted to trading and/or quotation by another relevant authority and the rules of that stock exchange or relevant authority so require, such notice will be published in a daily newspaper of general circulation in the place or places required by those rules. Any such notice shall be deemed to have been given to the holders of the Notes on the day on which the said notice was given to Euroclear and/or Clearstream, Luxembourg and/or DTC.

Notices to be given by any Noteholder shall be in writing and given by lodging the same, together (in the case of any Note in definitive form) with the relative Note or Notes, with the Principal Paying Agent (in the case of Bearer Notes) or the Registrar (in the case of Registered Notes). Whilst any of the Notes are represented by a Global Note, such notice may be given by any holder of a Note to the Principal Paying Agent or the Registrar through Euroclear and/or Clearstream, Luxembourg and/or DTC, as the case may be, in such manner as the Principal Paying Agent, the Registrar and Euroclear and/or Clearstream, Luxembourg and/or DTC, as the case may be, may approve for this purpose.

## 16 MEETINGS OF NOTEHOLDERS, MODIFICATION, WAIVER AND SUBSTITUTION

The Trust Deed contains provisions for convening meetings of the Noteholders to consider any matter affecting their interests, including the sanctioning by Extraordinary Resolution of a modification of the Notes, the Receipts, the Coupons or any of the provisions of the Trust Deed. Such a meeting may be convened by the Issuer, either Guarantor or the Trustee and shall be convened by the Issuer if required in writing by Noteholders holding not less than one-twentieth in nominal amount of the Notes for the time being remaining outstanding. The quorum at any such meeting for passing an Extraordinary Resolution is one or more persons

holding or representing a clear majority in nominal amount of the Notes for the time being outstanding, or at any adjourned meeting one or more persons being or representing Noteholders whatever the nominal amount of the Notes so held or represented, except that at any meeting the business of which includes the modification of certain provisions of the Notes, the Receipts or the Coupons or the Trust Deed (including modifying the date of maturity of the Notes or any date for payment of interest thereon, reducing or cancelling the amount of principal or the rate of interest payable in respect of the Notes, altering the currency of payment of the Notes, the Receipts or the Coupons or amending the Guarantee in certain respects), the quorum shall be one or more persons holding or representing not less than two-thirds in nominal amount of the Notes for the time being outstanding, or at any adjourned such meeting one or more persons holding or representing not less than one-third in nominal amount of the Notes for the time being outstanding. An Extraordinary Resolution passed at any meeting of the Noteholders shall be binding on all the Noteholders, whether or not they are present at the meeting, and on all Receiptholders and

Couponholders. The expression **Extraordinary Resolution** is defined in the Trust Deed to mean either (i) a resolution passed at a meeting duly convened and held by a majority consisting of not less than three-fourths of the votes cast or (ii) a resolution in writing signed by or on behalf of the holders of not less than three-fourths in nominal amount of the Notes.

The Trustee may agree, without the consent of the Noteholders, Receiptholders or Couponholders, to any modification of, or to the waiver or authorisation of any breach or proposed breach of, any of the provisions of the Notes or the Trust Deed, or determine, without any such consent as aforesaid, that any Event of Default or potential Event of Default shall not be treated as such, where, in any such case, it is not, in the opinion of the Trustee, materially prejudicial to the interests of the Noteholders so to do or may agree, without any such consent as aforesaid, to any modification, waiver, authorisation or determination which is of a formal, minor or technical nature or to correct a manifest error. Any such modification, waiver, authorisation or determination shall be binding on the Noteholders, the Receiptholders and the Couponholders and any such modification, waiver, authorisation or determination shall be notified by the Issuer to the Noteholders in accordance with Condition 15 as soon as practicable thereafter.

In connection with the exercise by it of any of its trusts, powers, authorities and discretions (including, without limitation, any modification, waiver, authorisation or determination under these Conditions and the Trust Deed), the Trustee shall have regard to the general interests of the Noteholders as a class (but shall not have regard to any interests arising from circumstances particular to individual Noteholders, Receiptholders or Couponholders whatever their number) and, in particular but without limitation, shall not have regard to the consequences of any such exercise for individual Noteholders, Receiptholders or Couponholders (whatever their number) resulting from their being for any purpose domiciled or resident in, or otherwise connected with, or subject to the jurisdiction of, any particular territory or any political sub-division thereof and the Trustee shall not be entitled to require, nor shall any Noteholder, Receiptholder or Couponholder be entitled to claim, from the Issuer, the Guarantors, the Trustee or any other person any indemnification or payment in respect of any tax consequences of any such exercise upon individual Noteholders, Receiptholders or Couponholders except to the extent already provided for in Condition 9 and/or any undertaking or covenant given in addition to, or in substitution for, Condition 9 pursuant to the Trust Deed.

The Trustee may, without the consent of the Noteholders, agree with the Issuer to the substitution in place of the Issuer (or of any previous substitute under this Condition) as the principal debtor under the Notes, the Receipts, the Coupons and the Trust Deed of another company, being a Subsidiary of either Guarantor, subject to (i) the Notes being unconditionally

and irrevocably guaranteed, on a joint and several basis, by the Guarantors, (ii) the Trustee being satisfied that the interests of the Noteholders will not be materially prejudiced by the substitution and (iii) certain other conditions set out in the Trust Deed being complied with.

## **17 INDEMNIFICATION OF THE TRUSTEE AND TRUSTEE CONTRACTING WITH THE ISSUER AND/OR THE GUARANTORS**

The Trust Deed contains provisions for the indemnification of the Trustee and for its relief from responsibility, including provisions relieving it from taking action unless indemnified and/or prefunded and/or secured to its satisfaction, as well as provisions entitling the Trustee to be paid its costs and expenses in priority to the claims of the Noteholders.

The Trust Deed also contains provisions pursuant to which the Trustee is entitled, inter alia, (a) to enter into business transactions with the Issuer, the Guarantors and/or any of their respective Subsidiaries and to act as trustee for the holders of any other securities issued or guaranteed by, or relating to, the Issuer, the Guarantors and/or any of their respective Subsidiaries, (b) to exercise and enforce its rights, comply with its obligations and perform its duties under or in relation to any such transactions or, as the case may be, any such trusteeship without regard to the interests of, or consequences for, the Noteholders, Receiptholders or Couponholders and (c) to retain and not be liable to account for any profit made or any other amount or benefit received thereby or in connection therewith.

## **18 FURTHER ISSUES**

The Issuer shall be at liberty from time to time without the consent of the Noteholders, the Receiptholders or the Couponholders, and in accordance with the Trust Deed, to create and issue further notes having terms and conditions the same as the Notes or the same in all respects save for the amount and date of the first payment of interest thereon and so that the same shall be consolidated and form a single Series with the outstanding Notes.

## **19 CURRENCY INDEMNITY**

The Specified Currency is the sole currency of account and payment for all sums payable by the Issuer under or in connection with the Notes, the Receipts and the Coupons, including damages. Any amount received or recovered in a currency other than the Specified Currency (whether as a result of, or of the enforcement of, a judgment or order of a court of any jurisdiction or otherwise) by any Noteholder, Receiptholder or Couponholder, as the case may be, in respect of any sum expressed to be due to it from the Issuer shall only constitute a discharge to the Issuer to the extent of the amount of the Specified Currency which the recipient is able to purchase with the amount so received or recovered in that other currency on the date of that receipt or recovery (or, if it is not practicable to make that purchase on that date, on the first date on which it is practicable to do so). If that amount of Specified Currency is less than the amount of Specified Currency expressed to be due to the recipient under any Note, Receipt or Coupon, the Issuer shall indemnify it against any loss sustained by it as a result. In any event, the Issuer shall indemnify the recipient against the cost of making any such purchase. For the purposes of this Condition, it will be sufficient for the Noteholder, Receiptholder or Couponholder, as the case may be, to demonstrate that it would have suffered a loss had an actual purchase been made. These indemnities constitute a separate and independent obligation from the Issuer's other obligations, shall give rise to a separate and independent cause of action, shall apply irrespective of any indulgence granted by any Noteholder, Receiptholder or Couponholder and shall continue in full force and effect despite any other judgment, order, claim or proof for a liquidated amount in respect of any sum due under any Note, Receipt or Coupon, as the case may be, or any other judgment or order.

## **20 CONTRACTS (RIGHTS OF THIRD PARTIES) ACT 1999**

No person shall have any right to enforce any term or condition of this Note under the Contracts (Rights of Third Parties) Act 1999, but this does not affect any right or remedy of any person which exists or is available apart from that Act.

## **21 GOVERNING LAW AND SUBMISSION TO JURISDICTION**

### **21.1 Governing Law**

The Trust Deed, the Agency Agreement, the Notes, the Receipts and the Coupons and any non-contractual obligations arising out of or in connection with the Trust Deed, the Agency Agreement, the Notes, the Receipts and the Coupons (including the remaining provisions of this Condition 21), are and shall be governed by, and construed in accordance with, English law.

### **21.2 Agreement to arbitrate**

Subject to Condition 21.3, any dispute, claim, difference or controversy arising out of, relating to or having any connection with the Notes (including any dispute as to their existence, validity, interpretation, performance, breach or termination or the consequences of their nullity and any dispute relating to any non-contractual obligations arising out of or in connection with them) (a **Dispute**) shall be referred to and finally resolved by arbitration under the LCIA Arbitration Rules (the **Rules**), which Rules (as amended from time to time) are incorporated by reference into this Condition. For these purposes:

- (a) the seat of arbitration shall be London;
- (b) there shall be three arbitrators, each of whom shall be disinterested in the arbitration, shall have no connection with any party thereto and shall be an attorney experienced in international securities transactions. The parties to the Dispute shall each nominate one arbitrator and both arbitrators in turn shall appoint a further arbitrator who shall be the chairman of the tribunal. In cases where there are multiple claimants and/or multiple respondents, the class of claimants jointly, and the class of respondents jointly shall each nominate one arbitrator. If one party or both fails to nominate an arbitrator within the time limits specified by the Rules, such arbitrator(s) shall be appointed by the LCIA. If the party nominated arbitrators fail to nominate the third arbitrator within 15 days of the appointment of the second arbitrator, such arbitrator shall be appointed by the LCIA; and
- (c) the language of the arbitration shall be English.

### **21.3 Option to litigate**

Notwithstanding Condition 21.2 above, the Trustee (or, but only where it is permitted to take action in accordance with the Trust Deed, any Noteholder) may, in the alternative, and at its sole discretion, by notice in writing to the Issuer:

- (a) within 28 days of service of a Request for Arbitration (as defined in the Rules); or
- (b) in the event no arbitration is commenced, require that a Dispute be heard by a court of law. If the Trustee (or, but only where it is permitted to take action in accordance with the Trust Deed, any Noteholder) gives such notice, the Dispute to which such notice

refers shall be determined in accordance with Condition 21.4 and, subject as provided below, any arbitration commenced under Condition 21.2 in respect of that Dispute will be terminated. Each person who gives such notice and the recipient of that notice will bear its own costs in relation to the terminated arbitration.

If any notice to terminate is given after service of any Request for Arbitration in respect of any Dispute, the Trustee (or, but only where it is permitted to take action in accordance with the Trust Deed, the relevant Noteholder) must also promptly give notice to the LCIA Court and to any Tribunal (each as defined in the Rules) already appointed in relation to the Dispute that such Dispute will be settled by the courts. Upon receipt of such notice by the LCIA Court, the arbitration and any appointment of any arbitrator in relation to such Dispute will immediately terminate. Any such arbitrator will be deemed to be *functus officio*. The termination is without prejudice to:

- (i) the validity of any act done or order made by that arbitrator or by the court in support of that arbitration before his appointment is terminated;
- (ii) his entitlement to be paid his proper fees and disbursements; and
- (iii) the date when any claim or defence was raised for the purpose of applying any limitation bar or any similar rule or provision.

#### **21.4 Effect of exercise of an option to litigate**

In the event that a notice pursuant to Condition 21.3 is issued, the following provisions shall apply:

- (a) subject to paragraph (c) below, the courts of England shall have exclusive jurisdiction to settle any Dispute and the Issuer submits to the exclusive jurisdiction of such courts;
- (b) the Issuer agrees that the courts of England are the most appropriate and convenient courts to settle any Dispute and, accordingly, that it will not argue to the contrary; and
- (c) this Condition 21.4 is for the benefit of the Trustee, the Noteholders, the Receiptholders and the Couponholders only. As a result, and notwithstanding paragraph (a) above, the Trustee (or, but only where it is permitted to take action in accordance with the Trust Deed, any Noteholder) may take proceedings relating to a Dispute (**Proceedings**) in any other courts with jurisdiction. To the extent allowed by law, the Trustee (or, but only where it is permitted to take action in accordance with the Trust Deed, any Noteholder) may take concurrent Proceedings in any number of jurisdictions.

#### **21.5 Appointment of Process Agent**

Each of the Issuer and each Guarantor appoints Maples and Calder at its registered office at 11th Floor, 200 Aldersgate Street, London, EC1A 4HD, United Kingdom as its agent for service of process, and undertakes that, in the event of Maples and Calder ceasing so to act or ceasing to be registered in England, it will appoint another person approved by the Trustee as its agent for service of process in England in respect of any Proceedings or Disputes. Nothing herein shall affect the right to serve proceedings in any other manner permitted by law.

#### **21.6 Waiver of immunity**

The Issuer and each of the Guarantors hereby irrevocably and unconditionally waives with respect to the Notes, the Receipts and the Coupons any right to claim sovereign or other immunity from jurisdiction or execution and any similar defence and irrevocably and unconditionally consents to the giving of any relief or the issue of any process, including without limitation, the making, enforcement or execution against any property whatsoever (irrespective of its use or intended use) of any order or judgment made or given in connection with any Proceedings or Disputes.

#### **21.7 Other documents and the Guarantors**

The Issuer and the Guarantors have in the Trust Deed and the Agency Agreement, made provision for arbitration and appointed an agent for service of process in terms substantially similar to those set out above. The Issuer and the Guarantors have in the Trust Deed and the Agency Agreement irrevocably and unconditionally waived with respect to those documents any right to claim sovereign or other immunity from jurisdiction or execution and any similar defence and irrevocably and unconditionally consent to the giving of any relief or the issue of any process, including without limitation, the making, enforcement or execution against any property whatsoever (irrespective of its use or intended use) of any order or judgment made or given in connection with any Proceedings or Disputes.

## **USE OF PROCEEDS**

The net proceeds from each issue of Notes will be lent by the Issuer to one or both of the Guarantors or any other company controlled by the Guarantors and will be applied by the relevant Guarantor or such Group company for its general corporate purposes, which include making a profit.

## DESCRIPTION OF THE ISSUER

MAF Global Securities Limited, a Cayman Islands exempted company with limited liability, was incorporated on 12 May 2011 under the Companies Law (2013 Revision) of the Cayman Islands with company registration number 256282. The Issuer has been established as a special purpose borrowing vehicle. The registered office of the Issuer is at c/o Maples Corporate Services Limited, PO Box 309, Ugland House, Grand Cayman, KY1-1104, Cayman Islands, and its telephone number is +1 345 949 8066.

The issued share capital of the Issuer is comprised of 100 ordinary shares of par value U.S.\$1.00 each. The Issuer is a wholly-owned subsidiary of Majid Al Futtaim Holding.

## BUSINESS OF THE ISSUER

The Issuer will issue Notes under the Programme and may enter into other borrowing arrangements from time to time, may make loans to one or both of the Guarantors or other companies controlled by the Guarantors and may conduct other activities incidental or related to the foregoing. The Issuer is not expected to undertake any other business or to incur any substantial liabilities other than in connection with the Notes issued and to be issued under the Programme and as a result of conducting other financing activities as described above. The Notes are the obligations of the Issuer alone.

The objects for which the Issuer is established are set out in clause 3 of its Articles of Association (as adopted on 1 June 2011). The objects of the Issuer are unrestricted and thus the Issuer has full power and authority to carry out any object not prohibited by the laws of the Cayman Islands including raising funds (including through the issuance of Notes), granting loans and granting security over its assets.

## FINANCIAL STATEMENTS

The Issuer has prepared audited financial statements for the year ended 31 December 2013 and for the year ended 31 December 2014 which have been incorporated by reference into this document.

## DIRECTORS OF THE ISSUER

The Directors of the Issuer are:

<b>Name:</b>	<b>Principal Occupation outside of the Issuer:</b>
Alain Bejjani	Chief Executive Officer, Majid Al Futtaim Holding LLC
Robertapatria Calarese	General Counsel, Majid Al Futtaim Holding LLC
Ravindran Sukumaran	Senior Vice-President, Finance, Majid Al Futtaim Holding LLC
Andrew Sharp	Company Secretary, Majid Al Futtaim Holding LLC
Shrimati Damal	Vice-President and Deputy Treasurer, Majid Al Futtaim Holding LLC

The business address of each Director of the Issuer is c/o Majid Al Futtaim Holding LLC, MAF Tower 1, Deira City Centre, PO Box 91100, Dubai, United Arab Emirates.

There are no conflicts of interest between the private interests or other duties of the Directors of the Issuer listed above and their respective duties to the Issuer.

The Issuer has no employees and is not expected to have any employees in the future.



## SUMMARY OF GROUP FINANCIAL INFORMATION

The following summary of consolidated historical financial information as at and for the years ended 31 December 2014 and 2013 has been extracted from the Group Financial Statements, which have been incorporated by reference into this document. Certain reclassifications have been made in the 2014 Group Financial Statements and, as a result, these statements are not comparable in all respects to the 2013 Group Financial Statements. See "*Presentation of Financial and Other Information—Presentation of Group Financial Information*".

Prospective investors should read the following summary consolidated financial information in conjunction with the information contained in "*Presentation of Financial and Other Information*", "*Risk Factors*", "*Group Financial Review*", "*Description of the Group*" and the Group Financial Statements (including the related notes thereto) appearing elsewhere in this document.

## STATEMENT OF COMPREHENSIVE INCOME

The following table shows the Group's consolidated statements of comprehensive income for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Revenue .....	25,224	22,696
Cost of sales .....	(17,170)	(15,436)
Operating expenses .....	(5,466)	(4,947)
Net valuation gain/(loss) on land and buildings .....	767	217
Finance costs.....	(597)	(636)
Finance income .....	183	106
Other expenses - net.....	(130)	(44)
Impairment reversal/(loss) - net.....	(201)	17
Share of gain/(loss) in joint ventures & associate - net.....	59	35
<b>Profit before tax .....</b>	<b>2,669</b>	<b>2,008</b>
Income tax (charge) - net .....	(101)	(71)
<b>Profit / (loss) from Discontinued operation.....</b>	<b>—</b>	<b>34</b>
<b>Profit for the year.....</b>	<b>2,568</b>	<b>1,971</b>
<b>Profit for the year attributable to:</b>		
Owners of the Group .....	2,549	1,899
Non-controlling interest.....	18	72
<b>Profit for the year.....</b>	<b>2,568</b>	<b>1,971</b>
<b>Other comprehensive income</b>		
Foreign currency translation differences from foreign operations .....	(29)	(103)
Foreign currency translation reserve transferred to profit or loss on disposal of subsidiaries.....	—	(11)
Net change in fair value of cash flow hedges transferred to profit or loss .....	47	105
Net gain on valuation of land and buildings .....	1,308	1,405
Deferred tax liability (charged) / reversed on revaluation of lands and buildings.....	(4)	2
<b>Total other comprehensive income for the year .....</b>	<b>1,322</b>	<b>1,398</b>
<b>Total comprehensive income for the year.....</b>	<b>3,890</b>	<b>3,370</b>
<b>Attributable to:</b>		
Owners of the Group .....	3,871	3,297
Non-controlling interest.....	19	73
<b>Total comprehensive income for the year.....</b>	<b>3,890</b>	<b>3,370</b>

## STATEMENT OF FINANCIAL POSITION

The following table shows the Group's consolidated statement of financial position as at 31 December in each of 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
<b>Tangible fixed assets</b>		
Property, plant and equipment .....	23,526	21,601
Investment property .....	14,280	12,098
	<b>37,806</b>	<b>33,699</b>
<b>Other non-current assets</b>		
Investments .....	1,248	1,192
Net investments in finance leases - long term portion .....	—	—
Long term receivable from related parties .....	80	71
Intangible assets .....	104	119
Deferred tax asset .....	32	26
Other non-current assets .....	478	533
<b>Total non-current assets</b> .....	<b>39,748</b>	<b>35,640</b>
<b>Current assets</b>		
Short term loans to related parties .....	—	—
Development property .....	798	76
Inventories .....	1,503	1,262
Trade and other receivables .....	1,384	1,078
Due from related parties .....	140	98
Net investment in finance leases - current portion .....	—	—
Cash in hand and at bank .....	1,050	1,300
	<b>4,875</b>	<b>3,814</b>
<b>Current liabilities</b>		
Short term loan from related parties .....	1	119
Trade and other payables .....	6,953	6,325
Due to related parties .....	37	49
Bank overdraft .....	35	33
Current maturity of long term loans .....	2,681	1,530
	<b>9,707</b>	<b>8,056</b>
<b>Net current liabilities</b> .....	<b>(4,832)</b>	<b>(4,242)</b>
<b>Non-current liabilities</b>		
Long term loans .....	6,333	6,685
Long term loan from a related party .....	7	7
Deferred tax liabilities .....	97	97
Other long-term liabilities and provisions .....	556	445
<b>Total non-current liabilities</b> .....	<b>6,993</b>	<b>7,234</b>
<b>Net assets</b> .....	<b>27,923</b>	<b>24,164</b>
<b>Equity</b>		
Share capital .....	2,487	2,487
Statutory reserve .....	1,729	1,522
Revaluation reserve .....	16,762	15,458
Other reserve .....	4,810	2,797
<b>Total equity attributable to the owners of the Group</b> .....	<b>25,788</b>	<b>22,264</b>
Hybrid equity instrument .....	1,826	1,826

Non-controlling interest.....	309	74
<b>Total equity.....</b>	<b>27,923</b>	<b>24,164</b>

## CASH FLOW STATEMENT

The following table summarises the Group's cash flows for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Cash inflow from operating activities.....	3,818	3,164
Cash (used in) investing activities.....	(3,699)	(3,363)
Cash flow used in financing activities.....	(293)	(91)
<b>Decrease in cash and cash equivalents.....</b>	<b>(174)</b>	<b>(290)</b>
Cash and cash equivalents at the beginning of the year.....	1,180	1,470
<b>Cash and cash equivalents at end of the year.....</b>	<b>1,006</b>	<b>1,180</b>

## EBITDA

The following table shows the Group's EBITDA and certain ratios as at and for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
EBITDA <sup>(1)</sup> <i>(AED millions)</i> .....	3,586	3,275
EBITDA margin <sup>(2)</sup> <i>(per cent.)</i> .....	14.2	14.4
EBITDA/interest <sup>(3)</sup> <i>(times)</i> .....	8.7	6.2
LTV <sup>(4)</sup> <i>(per cent.)</i> .....	21.2	20.9
Net debt/EBITDA <sup>(5)</sup> <i>(times)</i> .....	2.2	2.1
Debt/capital <sup>(6)</sup> <i>(per cent.)</i> .....	32.4	34.6

- (1) Calculated as profit for the year after adding back extraordinary items, interest, tax, depreciation and amortisation, see reconciliation below.
- (2) Calculated as EBITDA divided by total revenue.
- (3) Calculated as EBITDA divided by net interest, which is calculated as interest costs (excluding capitalised interest costs) less interest earned.
- (4) Calculated as net debt divided by tangible fixed assets. Net debt comprises long-term loans (including current maturity) and bank overdrafts less cash in hand and at bank.
- (5) Calculated as net debt divided by EBITDA.
- (6) Calculated as debt divided by capital. Debt comprises long-term loans (including current maturity), short-term loans and bank overdrafts. Capital is total shareholders' equity.

The following table shows a reconciliation of the Group's EBITDA to profit/(loss) as shown in the consolidated income statement for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
EBITDA.....	3,586	3,275
Depreciation.....	(1,056)	(956)
Amortisation of lease premiums and intangible assets.....	(26)	(23)
Share of (loss)/gain in joint ventures and associates.....	59	35
Net finance cost.....	(414)	(530)
Net valuation gains/(loss) on land and buildings.....	767	217
Taxation.....	(101)	(71)
Project costs written off.....	(4)	(9)
Impairment reversal - net.....	(201)	17

Forex loss .....	(35)	(20)
Currency translation adjustment (CTA).....	—	11
Net profit from discontinued operations .....	—	23
Others .....	(7)	(2)
<b>Profit for the year.....</b>	<b>2,568</b>	<b>1,971</b>

## GROUP FINANCIAL REVIEW

The following review of the Group's financial position and results of operations is based upon and should be read in conjunction with the Group Financial Statements which have been incorporated by reference into this document and which are available for inspection at the registered office of the Issuer and at the specified office of the Paying Agent for the time being in London (see "*General Information—Documents Available*"). As a result of certain reclassifications made in 2014, adjustments have been made to the Group's statement of comprehensive income for the year ended 31 December 2013 and its statement of financial position as at 31 December 2013, in each case as included in the 2014 Group Financial Statements. As a result, these statements are not comparable in all respects to those in the 2013 Group Financial Statements.

This discussion contains forward-looking statements that involve risks and uncertainties, see "*Cautionary Statement Regarding Forward-Looking Statements*". Actual results for the Group could differ materially from those indicated in any forward-looking statements as a result of various factors, including those discussed below and in "*Risk Factors*".

### OVERVIEW

The Group is one of the largest developers and operators of shopping malls and hypermarkets in the MENA region. Founded in Dubai in 1992 to bring the first regional shopping mall to the Middle East, the Group's activities have since grown to include hotel development and the provision of complementary leisure and entertainment products and services. The Group currently has operations in 12 countries predominantly in the MENA region.

The Group's operations are carried out by three complementary operating companies: Majid Al Futtaim Properties, Majid Al Futtaim Retail and Majid Al Futtaim Ventures, in each of which Majid Al Futtaim Holding holds a 99 per cent. ownership interest:

- **Majid Al Futtaim Properties** develops and manages shopping malls, which is the Group's core business. Majid Al Futtaim Properties currently operates 13 shopping malls in the UAE, Egypt, Oman, Bahrain and Lebanon and is currently constructing or master planning an additional five malls, located in the UAE, the Kingdom of Saudi Arabia and Egypt as well as the redevelopment of Mall of the Emirates in the UAE. Majid Al Futtaim Properties also develops hotels adjacent to or in close proximity to shopping mall destinations and, on a selective basis, undertakes mixed-use developments, in each case where this adds value to its core mall development business. Majid Al Futtaim Properties currently owns 11 hotels, of which nine are located in the UAE and two are located in Bahrain with two additional hotels in Dubai under development. Majid Al Futtaim Properties operates through its three business units: Shopping Malls, Hotels and Communities. For the year ended 31 December 2014, Majid Al Futtaim Properties had revenue of AED3,819 million and EBITDA of AED2,369 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Properties had revenue of AED3,547 million and EBITDA of AED2,220 million.
- **Majid Al Futtaim Retail** first introduced the hypermarket model to the Middle East in 1995 through Majid Al Futtaim Hypermarkets, originally established as a joint venture company with Carrefour in which Majid Al Futtaim Retail had a 75 per cent. interest. Since June 2013, Majid Al Futtaim Hypermarkets has been a wholly owned subsidiary of the Group, managed by Majid Al Futtaim Retail in which Majid Al Futtaim Retail has a 99.9 per cent. interest and Majid Al Futtaim Holding has a 0.1 per cent. interest. For further detail on the history of Majid Al Futtaim Hypermarkets please see "*Description of the Group—Majid Al Futtaim Retail*". Carrefour stores are a key anchor tenant in each of the Group's shopping malls and the Group has also opened Carrefour stores outside its shopping malls. Majid Al Futtaim Retail has expanded the Carrefour

concept across the UAE and into Bahrain, Egypt, Iraq, Jordan, Kuwait, Oman, Pakistan, Qatar, Saudi Arabia, Georgia and Lebanon. As at 31 December 2014, Majid Al Futtaim Retail operated 58 Carrefour hypermarkets, 69 Carrefour supermarkets and one convenience store in 12 countries predominantly in the MENA region. For the year ended 31 December 2014, Majid Al Futtaim Retail had revenue of AED20,578 million and EBITDA of AED1,147 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Retail had revenue of AED18,482 million and EBITDA of AED984 million.

- Majid Al Futtaim Ventures** operates the Group's leisure and entertainment services, including a unique leisure offering in each of its three super-regional shopping malls, for example Ski Dubai which is located in the Group's flagship shopping mall, Mall of the Emirates. Majid Al Futtaim Ventures also operates 17 Magic Planet entertainment centres located in twelve of the Group's shopping malls and elsewhere and twelve cinemas located in eight of the Group's shopping malls and elsewhere. Majid Al Futtaim Ventures also offers Najm Visa credit cards via its Majid Al Futtaim Finance consumer finance business, operates a fashion retail business operating as a licensee of a number of international brands and has a small portfolio of other investments in the food and beverages, mobile payments, healthcare and facilities management sectors. For the year ended 31 December 2014, Majid Al Futtaim Ventures had revenue of AED1,074 million and EBITDA of AED152 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Ventures had revenue of AED892 million and EBITDA of AED127 million.

## SIGNIFICANT ACCOUNTING POLICIES AND CRITICAL ACCOUNTING JUDGMENTS

The preparation of the Group Financial Statements requires management to make certain estimates and judgments, some of which are subjective and complex, often as a result of the need to make estimations of future events. The Group's significant accounting policies are set out in note 3 to the 2014 Group Financial Statements and a summary of the critical accounting estimates and judgments that are made in preparing the consolidated financial statements is set out in note 38 to the 2014 Group Financial Statements.

## RESULTS OF OPERATIONS FOR THE TWO YEARS ENDED 31 DECEMBER 2014

### Revenue

The Group's principal source of revenue is the sales that it makes in its Carrefour stores. In addition, the Group earns rental income (principally from the tenants in its shopping malls), fees and commissions (from a range of sources), leisure and entertainment revenue (from its leisure and entertainment facilities, including its cinemas, Magic Planet entertainment centres and Ski Dubai among others), hospitality revenue (from its hotels) and fashion goods revenue (from its fashion outlets owned by Majid Al Futtaim Ventures).

The table below shows a breakdown of the Group's revenue for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December			
	2014		2013	
	(AED millions)	(%)	(AED millions)	(%)
Sale of goods .....	19,356	76.7	17,276	76.1
Rental income .....	2,601	10.3	2,402	10.6
Fees and commissions .....	1,385	5.5	1,374	6.1
Leisure and entertainment .....	931	3.7	776	3.4
Hospitality revenue.....	695	2.8	665	2.9



Others.....	255	1.0	202	0.9
<b>Total revenue.....</b>	<b>25,224</b>	<b>100.0</b>	<b>22,696</b>	<b>100.0</b>

The Group's total revenue increased by AED2,528 million, or 11 per cent., in 2014 (from AED22,696 million in 2013 to AED25,224 million in 2014). The majority of the increase resulted from a 12 per cent. increase in revenue from the sale of goods but all other revenue sources also increased.

In geographical terms, in 2014, 53 per cent. of the Group's revenue was derived from the UAE, 11 per cent. was derived from Egypt, 8 per cent. was derived from Saudi Arabia, 8 per cent. was derived from Qatar, 6 per cent. was derived from Oman and the remaining 14 per cent. was derived from other countries in the MENA region.

A more detailed analysis of the Group's three principal sources of revenue is set out below. Together, these revenue streams comprised 92.5 per cent. and 92.8 per cent. of the Group's total revenue in 2014 and 2013, respectively.

### ***Sale of goods***

The Group's revenue from the sale of goods increased by AED2,080 million, or 12 per cent., in 2014 (from AED17,276 million in 2013 to AED19,356 million in 2014). This principally reflected higher sales during 2014 as well as a 4 per cent. growth in like-for-like stores, particularly in the UAE and Qatar.

### ***Rental income***

The Group's rental income increased by AED199 million, or 8 per cent., in 2014 (from AED2,402 million in 2013 to AED2,601 million in 2014). This principally reflected better performance of its comparable like-for-like assets mainly driven by Mall of the Emirates, Bahrain City Center and Mirdiff City Center (see "*Description of the Group—Majid Al Futtaim Properties—Shopping Malls Business Unit—Lease arrangements*" for detail on how rent is charged).

### ***Fees and commissions***

The Group earns fees and commissions from listing fees, which are fees paid by suppliers of new items in the Carrefour range, from fees paid by the producers of goods sold in the Group's Carrefour stores to display their goods on the prominent shelves at the end of aisles (known as gondola-ends) and from commissions paid to the Group in respect of sales where it acts as an agent in the transaction. Accordingly, the Group's fee and commission income is related to the number of its Carrefour stores.

The Group's fees and commissions increased by AED11 million, or 0.8 per cent., in 2014 (from AED1,374 million in 2013 to AED1,385 million in 2014).

### ***Cost of sales***

The Group's cost of sales almost entirely consists of the cost to it of acquiring the goods sold by it in its Carrefour stores. Cost of sales is presented net of any rebates which the Group is able to secure from its suppliers. The Group's cost of sales increased by AED1,733 million, or 11 per cent., in 2014 (from AED15,437 million in 2013 to AED17,170 million in 2014). The Group's sales margin was 31.9 per cent. in 2014 which was in line with 2013.

### ***Operating expenses***

The table below shows the Group's operating expenses for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December			
	2014		2013	
	(AED millions)	(%)	(AED millions)	(%)
Staff costs.....	(2,224)	40.7	(2,029)	41.0
Rent.....	(479)	8.8	(399)	8.1
Depreciation .....	(1,056)	19.3	(956)	19.3
Amortisation .....	(26)	0.5	(23)	0.5
Legal and consultancy expenses.....	(156)	2.8	(94)	1.9
Selling and marketing expenses .....	(202)	3.7	(196)	3.9
Utilities.....	(318)	5.8	(294)	5.9
Repair and maintenance .....	(202)	3.7	(198)	4.0
Franchise and management fees .....	(157)	2.9	(132)	2.7
Other general and administrative expenses .....	(646)	11.8	(626)	12.7
<b>Total operating expenses.....</b>	<b>(5,466)</b>	<b>100.0</b>	<b>(4,947)</b>	<b>100.0</b>

The Group's principal operating expenses are staff costs and depreciation, which together comprised 60.0 per cent. and 60.3 per cent. of its total operating expenses in 2014 and 2013, respectively. Each of these items is analysed in more detail below.

The Group's total operating expenses increased by AED519 million, or 10.5 per cent., in 2014 (from AED4,947 million in 2013 to AED5,466 million in 2014). The principal contributors to this increase were increased staff costs, rent, legal and consultancy expenses, and depreciation which, together, increased by AED437 million.

### **Staff costs**

The Group's staff costs (which exclude staff costs capitalised as part of projects under construction) increased by AED195 million, or 10 per cent., in 2014 (from AED2,029 million in 2013 to AED2,224 million in 2014), principally reflecting increased employee numbers. The number of employees increased by 12 per cent. in 2014 from 23,778 at the start of the year to 26,663 at the end of 2014, although the majority of the new employees were employed in Majid Al Futtaim Retail's Carrefour stores and Majid Al Futtaim Ventures' leisure and entertainment venues at the lower end of the Group's salary scale.

### **Depreciation**

The Group's depreciation charge increased by AED100 million, or 11 per cent., in 2014 (from AED956 million in 2013 to AED1,056 million in 2014).

### **Net valuation change on land and buildings**

Land and buildings classified as property, plant and equipment in accordance with IAS 16 are revalued on each reporting date.

Any increase in value arising on the revaluation of developed properties is credited to the revaluation reserve in equity, except to the extent that it reverses a revaluation decrease for the same property previously recognised in profit or loss, in which case the increase is credited to profit or loss to the extent of the decrease previously charged.

A decrease in carrying amount arising on the revaluation of properties is charged to profit or loss except to the extent that it reverses a previously recognised revaluation gain on the property in which case it is debited to the revaluation reserve in equity.

Investment properties are properties held either to earn rental income, for capital appreciation or both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Following initial recognition at cost, investment property, principally comprising land with undetermined use, shopping malls and properties being construed for future use as investment property, is stated at fair value at each reporting date.

The net valuation change on land and buildings comprises the sum of: (i) any losses incurred on the revaluation of developed properties classified as property, plant and equipment; (ii) any increases arising on the revaluation of developed properties classified as property, plant and equipment to the extent they reverse losses previously charged to profit and loss; and (iii) the fair value gains or losses on investment property.

In 2014, the Group recorded an AED1,308 million fair value gain on the revaluation of certain property, plant and equipment (principally Mall of Emirates and its adjacent hotels Kempinski and Sheraton) and a net fair value gain of AED767 million on its various investment properties, through profit or loss.

### Net finance cost

The table below shows the Group's net finance cost recognised in profit or loss for the two years ended 31 December 2014 and 2013, respectively.

	<b>Year ended 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Arrangement and participation fee .....	(70)	(93)
Interest charges (less capitalised interest).....	(418)	(364)
Changes in the fair value/settlement of derivatives held as FVPL.....	(24)	(50)
Cash flow hedges reclassified from hedging reserve .....	(79)	(94)
Discounting of long term receivable from a related party .....	—	(26)
Bond programme cost written off .....	(6)	(9)
<b>Finance costs</b> .....	<b>(597)</b>	<b>(636)</b>
Interest income.....	56	51
Realised gain on currency forward contracts.....	—	44
Gain on disposal of derivatives .....	—	2
Cash flow hedges reclassified from equity - net .....	5	1
Changes in the fair value/settlement of derivatives held as FVPL.....	122	8
<b>Finance income</b> .....	<b>183</b>	<b>106</b>
<b>Net finance costs</b> .....	<b>(414)</b>	<b>(530)</b>

The Group's net finance cost charged to profit and loss decreased by AED116 million, or 22 per cent., in 2014 (from AED530 million in 2013 to AED414 million in 2014). This principally reflected the net effect of a reduction in hedging cost of approximately AED158 million (being AED24 million in 2014 compared to negative AED135 million in 2013). This was in line with the Group's strategy to shift the debt portfolio from fixed to floating (via) fair value hedges to benefit from declining interest rates. A portion of higher interest expense recorded in 2013 was caused by a temporary spike in net debt between June and October of the same year to fund the minority acquisition of Carrefour which was substituted with the issuance of the hybrid equity instrument in October 2013

### Other expenses, net

The Group's other income and expenses comprise the net gain or loss made on the disposal of non-current assets, project costs written off, development expenses written off, land, any net foreign

exchange gain or loss, a provision for other receivables and other income. The Group's other expenses, net increased by AED87million, or 198 per cent., in 2014 (from AED44 million in 2013 to AED130 million in 2014).

### **Impairment losses, net**

The Group believes that its policy for taking impairments is conservative. The Group recognised a net impairment charge of AED201 million in 2014 and a net impairment reversal of AED17 million in 2013. In 2014, the impairment charge represents the erosion of the carrying value of certain assets (mainly in Lebanon), relating to their design and construction costs and impairment loss on hypermarkets and supermarkets, as the recoverable amount was lower than the carrying amount of the assets. In 2013, the impairment reversal represents the balance after utilizing an impairment provision amounting to AED 3.2 million during the year on disposal and/or write off of assets.

### **Share of gain in joint ventures and associates, net**

A list of the Group's joint ventures and associates is set out in note 37 to the 2014 Group Financial Statements. Joint ventures and associates are accounted for using the equity method and, as a result, the Group's proportionate share of the profit or loss made by each joint venture or associate is included under this line item.

The table below shows the Group's share of the profit or loss of its joint ventures and associates for the two years ended 31 December 2014 and 2013, respectively.

	<b>Year ended 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Share of (loss)/profit of associates.....	1	(4)
Share of (loss) of joint ventures .....	58	39
<b>Total.....</b>	<b>59</b>	<b>35</b>

The Group's share of the net profit in joint ventures and associates was AED59 million in 2014 compared to net profit of AED35 million in 2013.

### **Profit before tax**

Reflecting the above factors, the Group's profit before tax was AED2,668 million in 2014 compared to a profit before tax of AED2,008 million in 2013.

### **Income tax**

The Group is subject to tax on the income earned by it in certain of the jurisdictions in which it operates.

The Group's operations in these jurisdictions gave rise to an AED101 million net tax charge in 2014 compared to an AED71 million charge in 2013.

In 2014, a deferred tax charge of AED3.5 million was made compared to a deferred tax reversal of AED2.0 million in 2013.

### **Profit for the year**

Reflecting the above factors, the Group's profit for the year was AED2,567 million in 2014 compared to a profit of AED1,971 million in 2013.

### **Other comprehensive income**

In 2014, the Group's other comprehensive income was AED1,322 million compared to other comprehensive income of AED1,399 million in 2013. The principal factor affecting other comprehensive income is the valuation gain on land and buildings. In 2014, the Group's net fair value gain on land and buildings classified as property, plant and equipment was AED1,308 million compared to net fair valuation gain of AED1,405 million in 2013.

### **Total comprehensive income**

Together with the Group's profit for each year, this resulted in total comprehensive income for the Group amounting to AED3,890 million in 2014 and total comprehensive income for the Group of AED3,370 million in 2013.

### **Segments**

The Group has four reporting segments as follows:

- Properties: which principally corresponds to Majid Al Futtaim Properties and its consolidated companies;
- Retail: which principally corresponds to Majid Al Futtaim Retail and its consolidated companies;
- Ventures: which principally corresponds to Majid Al Futtaim Ventures and its consolidated companies; and
- Head Office: which principally corresponds to the activities carried out in Majid Al Futtaim Holding.

Note 5 to the 2014 Group Financial Statements presents certain financial information for each segment. In revenue terms, Retail is the most significant segment, accounting for 82 per cent. of Group revenue in 2014. In terms of profit before tax, all segments were profitable in 2014 and 2013. In terms of assets, Properties is the most significant segment, with 88 per cent. of Group assets at 31 December 2014.

## CASH FLOWS FOR THE TWO YEARS ENDED 31 DECEMBER 2014

The table below summarises the Group's cash flows for the two years ended 31 December 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Net cash from operating activities .....	3,818	3,164
Net cash used in investing activities .....	(3,699)	(3,363)
Net cash used in financing activities .....	(293)	(91)
<b>Decrease in cash and cash equivalents .....</b>	<b>(174)</b>	<b>(290)</b>
Cash and cash equivalents at start of period.....	1,180	1,470
<b>Cash and cash equivalents at end of period.....</b>	<b>1,006</b>	<b>1,180</b>

In 2014, the Group's net cash from operating activities was AED3,818 million. The Group's net cash used in investing activities in the same year was AED3,699 million, principally reflecting acquisition of property, plant and equipment, investment property and development property, which was AED 3,875 million. Of this amount, AED1,715 million was invested in property, plant and equipment and AED1,703 million was spent on the construction of investment property mostly relating to Mall of Egypt. The net cash used by the Group in financing activities in 2014 was AED293 million. Although the Group borrowed AED7,344 million in new long term debt in 2014, it also repaid AED6,622 million of such debt in 2014. In 2014, the Group paid interest of AED552 million, and also paid dividends of AED215 million to shareholders and coupon payments on its hybrid equity instrument of AED131 million.

In 2013, the Group's net cash from operating activities was AED3,164 million. The Group's net cash used in investing activities in the same year was AED3,363 million, principally reflecting the cost of acquiring property, plant and equipment (including investment property and capital work in progress), which was AED2,191 million. Of this amount, AED1,191 million was invested in property, plant and equipment and AED991 million was spent on the construction of investment property mostly relating to Beirut City Centre and Mall of Egypt. The net cash used by the Group in financing activities in 2013 was AED91 million. Although the Group borrowed AED3,502 million in new long term debt in 2013, it also repaid AED4,568 million of such debt in 2013. In 2013, the Group paid interest of AED560 million, and also paid dividends of AED333 million to shareholders.

## LIQUIDITY AND BORROWINGS

The Group's long-term financing needs are established based on five-year plans from each operating subsidiary. The Group targets available liquidity (defined as cash in hand and committed facilities available for drawing) sufficient to cover at least 18 months of financing requirements. As at 31 December 2014, the Group had undrawn facilities of AED10,063 million, cash in hand and at bank of AED1,050 million. This is sufficient to cover the Group's liquidity needs for a period of 30 to 36 months. In addition, as a matter of practice, the Group ensures it is flexible in its capital expenditure plans.

The table below summarises the Group's borrowings as at 31 December in each of 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Long-term loans .....	9,015	8,215
Less current portion .....	(2,681)	(1,530)

Total non current portion .....	6,333	6,685
Short term loans from a related party .....	1	119
Long term loan from a related party (non-interest bearing) .....	7	7
Bank overdrafts .....	35	33
<b>Total borrowings .....</b>	<b>9,058</b>	<b>8,374</b>

Details of the Group's 12 outstanding long term loans at 31 December 2014 are set out in note 19.2 to the 2014 Group Financial Statements. The loans have maturity dates extending to April 2026. The loans are denominated in U.A.E. dirhams, U.S. dollars, Egyptian pounds and Lebanese pounds (see "*Financial Risk Management—Foreign Currency Risk*" below). The floating rate loans carry margins ranging from 1.2 per cent. to 3.5 per cent. per annum over the base lending rate, whilst fixed rates on loans range from 4.75 per cent. to 5.85 per cent. Certain of the loans (as identified in note 19 to the 2014 Group Financial Statements) are secured against assets of the Group or guaranteed by Majid Al Futtaim Properties. The principal amount outstanding of secured loans at 31 December 2014 was AED1,176 million.

The Group's borrowings comprise long term loans from commercial banks and overdraft facilities. The Group has to date incurred debt at three levels:

- project financing, typically through special purpose vehicles on a non-recourse or limited recourse to other Group companies basis;
- senior secured or unsecured debt where Majid Al Futtaim Properties or one of its subsidiaries is the borrower; and
- senior unsecured debt where Majid Al Futtaim Holding is the borrower and a Majid Al Futtaim Properties guarantee is given.

The table below shows the Group's borrowings (excluding bank overdrafts) at 31 December 2014 by debtor:

	<b>At 31 December 2014</b>
	<i>(AED millions)</i>
<b>Majid Al Futtaim Holding</b>	
Unsecured but with Majid Al Futtaim Properties guarantee.....	6,371
Unsecured but with Majid Al Futtaim Cinemas guarantee.....	—
Unsecured and unguaranteed .....	8
<b>Total Majid Al Futtaim Holding .....</b>	<b>6,379</b>
<b>Majid Al Futtaim Properties</b>	
Secured.....	—
Unsecured but with Majid Al Futtaim Holding guarantee.....	1,467
Unsecured and unguaranteed .....	—
<b>Total Majid Al Futtaim Properties .....</b>	<b>1,467</b>
<b>Other</b>	
Secured and/or guaranteed by banks <sup>(1)</sup> .....	1,176
Unsecured.....	—
<b>Total other.....</b>	<b>1,176</b>
<b>Total borrowings (excluding bank overdrafts)<sup>(2)</sup>.....</b>	<b>9,023</b>
(1) Borrowings by subsidiaries of Majid Al Futtaim Holding or Majid Al Futtaim Properties, in certain cases on a limited recourse basis to the borrower. Certain of these borrowings are also guaranteed by Majid Al Futtaim Holding or Majid Al Futtaim Properties.	
(2) Unamortised bank arrangement fees of AED65 million have been deducted from total borrowings in the 2014 Group Financials Statements.	

The Group typically aims to match the cash flow profile of its borrowings (excluding bank overdrafts) with the underlying assets to the extent practicable in the circumstances and to fund in local currencies for offshore businesses where possible.

The table below shows the maturity profile of the Group's outstanding borrowings (excluding bank overdrafts) as at 31 December 2014:

	<b>At 31 December 2014</b>
	<i>(AED millions)</i>
Principal amount of borrowings maturing in:	
2015 .....	2,707
2016 .....	65
2017 .....	1,599
2018 .....	151
2019 .....	2,031
2020 onwards.....	2,470
<b>Total borrowings (excluding bank overdrafts) .....</b>	<b>9,023</b>



## SHAREHOLDERS' EQUITY

The table below shows the Group's shareholders' equity as at 31 December in each of 2014 and 2013, respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Share capital .....	2,487	2,487
Statutory reserve .....	1,729	1,522
Revaluation reserve .....	16,763	15,458
Other reserves .....	4,810	2,797
Total equity attributable to the owners of Majid Al Futtaim Holding .....	25,789	22,264
Non-controlling interest .....	309	74
Hybrid equity instrument .....	1,826	1,826
Total equity .....	<b>27,924</b>	<b>24,164</b>

### Share capital

Majid Al Futtaim Holding's share capital comprises 2,486,729 shares of AED 1,000 each, all of which are fully paid and owned by Majid Al Futtaim Capital LLC which, in turn, is owned as to 99.6 per cent. by Mr Majid Al Futtaim, the founder of the Group.

### Revaluation reserve

Any increase in value arising on the revaluation of developed properties is credited to the revaluation reserve in equity, except to the extent that it reverses a revaluation decrease for the same property previously recognised in profit or loss, in which case the increase is credited to profit or loss to the extent of the decrease previously charged.

A decrease in carrying amount arising on the revaluation of properties is charged to profit or loss except to the extent that it reverses a previously recognised revaluation gain on the property in which case it is debited to the revaluation reserve in equity.

### Other reserves

Group companies maintain a statutory reserve as required by applicable law. Typically a percentage of profit of the relevant company is transferred to the statutory reserve each year until the reserve equals the limit prescribed by applicable law. Under UAE law, a company is required to set aside ten per cent. of its net profit to maintain this statutory reserve until the reserve reaches half of the company's capital. In addition, the Group maintains fair value reserves in respect of hedging instruments as well as a currency translation reserve in respect of foreign currency differences arising from the translation of the financial statements of Group companies whose functional currency is other than the UAE dirham.

## RELATED PARTIES

The Group's related party transactions are described in note 17 to the 2014 Group Financial Statements and principally comprise transactions with other Group companies, Majid Al Futtaim Holding's parent company and its shareholders, companies under common control with Majid Al Futtaim Holding and key management personnel and/or their close family members.

## OFF-BALANCE SHEET LIABILITIES

The Group has significant off-balance sheet liabilities in the form of capital commitments, letters of credit granted by banks in the normal course of business, forward contracts and guarantees given by Group companies.

The table below shows the Group's off-balance sheet liabilities as at 31 December in each of 2014 and 2013, respectively.

	At 31 December	
	2014	2013
	<i>(AED millions)</i>	
Capital commitments.....	2,650	2,557
Group's share of capital commitments in relation to its equity accounted investees .....	754	661
Letters of credit .....	0.8	0.6
Bank Guarantees .....	191	138
<b>Total.....</b>	<b>3,596</b>	<b>3,357</b>

## FINANCIAL RISK MANAGEMENT

Note 33 to the 2014 Group Financial Statements describes the principal financial risks faced by the Group and the principal procedures used by the Group to manage these risks. The principal financial risks faced by the Group are credit risk, liquidity risk and interest rate risk as further described below.

### Credit risk

Credit risk is the risk of financial loss to the Group if a customer or a counterparty to a financial instrument fails to meet its contractual obligations and arises principally from the Group's receivables and net investment in finance leases. Management has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis. The majority of the Group's income is by way of cash and advance receipts and is supported by a deposit equivalent to one month's advance rental. Credit evaluations are performed on all customers requiring credit over a certain amount and there is no concentration of credit risk. Cash is placed with a diversified portfolio of reputable banks and the risk of default is considered remote. Management has assessed the recoverability of its trade receivables as at the reporting date and considers them to be recoverable. Amounts due from related parties are considered by management to be fully recoverable.

### Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group's approach to managing liquidity is to ensure that it will always have sufficient liquidity to meet its liabilities when they become due without incurring unacceptable losses or risking damage to the Group's reputation. The Group manages liquidity risk through the use of bank overdrafts, bank loans and credit facilities, see "*Liquidity and Borrowings*".

### Market risk

Market risk is the risk of changes in market prices, such as foreign exchange rates, interest rates and equity prices, which will affect the Group's income or the value of its holdings of financial instruments. The Group seeks to apply hedge accounting to manage volatility in its profit or loss in relation to its exposure to interest rate risk.

## Foreign currency risk

The Group is exposed to foreign currency risk on its net investments in foreign subsidiaries and operations. The Group is also exposed to foreign currency risk on purchases denominated in foreign currencies.

The Group hedges the risk by obtaining foreign exchange forward contracts on all material foreign currency purchases. All of the forward exchange contracts have maturities of less than one year after the reporting date. Where necessary, foreign exchange contracts are rolled over at maturity.

## Interest rate risk

Interest rate risk is managed within the framework of the interest rate risk management policy. In the past, the Group adopted a policy of maintaining target duration on its liability portfolio of about four years with a deviation of plus or minus one year. Since the Acquisition (see "*Description of the Group—Majid Al Futtaim Retail—Agreements with Carrefour*") and in view of its ownership of the entire Majid Al Futtaim Retail business, the policy has been updated to maintain target duration on its liability portfolio of about half a year to three years. This is achieved through cash and/or by using derivative financial instruments which are eligible for hedge accounting.

## Capital management

The Group uses a gearing ratio to monitor its capital. This is calculated as net debt divided by total equity. Debt comprises long-term interest bearing loans and borrowings whilst capital comprises all equity attributable to the shareholder, including reserves. As at 31 December 2014, the Group's net debt to equity ratio was 29 per cent.

Majid Al Futtaim Finance, in which Majid Al Futtaim Ventures owns 100 per cent. of the share capital, is involved in credit card operations and is required by the UAE Central Bank to maintain its capital at a minimum of 15 per cent. of its total available funds.

The Group has various borrowing arrangements which require it to comply with net worth, interest cover and debt/equity ratios. The Group was in compliance with all such requirements at 31 December 2014 and remains in compliance with all such requirements as at the date of this Base Prospectus.

## DIVIDEND POLICY

Majid Al Futtaim Holding is the only company within the Group to have a set dividend policy, the conditions for which are as follows:

- a) Majid Al Futtaim Holding intends to distribute approximately 10 per cent. of its annual consolidated net income to its shareholders (the **distribution**), which distribution shall be made no later than 6 months after the end of the financial year to which the distribution relates or at such other intervals as the board of directors may determine from time to time;
- b) the terms of any distribution (including the final amount and timing of such distribution) will at all times remain at the sole and absolute discretion of the board of directors, who will be required to approve every distribution by separate resolution in advance of declaring such distribution. Final payment of any declared distribution will be subject to the final approval by the company's shareholders; and
- c) the Majid Al Futtaim Holding board of directors shall take into consideration a number of factors before declaring or making such distribution, including (without limitation):

- i. general economic and business conditions, Majid Al Futtaim Holding's and the Group's strategic plans, Majid Al Futtaim Holding's financial results and conditions, its cash requirements and the benefits of investing any future earnings in the development and growth of the Group's business;
- ii. any legal requirements and any contractual obligations or limitations, whether currently applicable or which may become relevant in the future, which affect, or may affect, the ability of Majid Al Futtaim Holding to approve or make such distribution;
- iii. the requirements of any future financing agreements to which Majid Al Futtaim Holding may be a party; and
- iv. any other factors which the board of directors may deem relevant in respect of the distribution in question.

## **SUMMARY OF MAJID AL FUTTAIM PROPERTIES FINANCIAL INFORMATION**

The following summary of consolidated historical financial information as at and for the years ended 31 December 2014 and 2013 has been extracted from the 2014 Majid Al Futtaim Properties Financial Statements, which have been incorporated by reference into this document. Certain reclassifications have been made in the 2014 Majid Al Futtaim Properties Financial Statements and, as a result, these statements are not comparable in all respects to the 2013 Majid Al Futtaim Properties Financial Statements. See "*Presentation of Financial and Other Information—Presentation of Majid Al Futtaim Properties Financial Information*".

Prospective investors should read the following summary consolidated financial information in conjunction with the information contained in "*Presentation of Financial and Other Information*", "*Risk Factors*", "*Majid Al Futtaim Properties Financial Review*", "*Description of the Group—Majid Al Futtaim Properties*" and the Majid Al Futtaim Properties Financial Statements (including the related notes thereto) appearing elsewhere in this document.

## STATEMENT OF COMPREHENSIVE INCOME

The following table shows Majid Al Futtaim Properties' consolidated statements of comprehensive income for the two years ended 31 December 2014 and 2013 respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Revenue .....	3,819	3,547
Operating expenses .....	(1,728)	(1,655)
Net valuation gain/(loss) on land and buildings .....	1,229	969
Other (expenses)/income - net.....	(78)	(25)
Impairment provision - net.....	(135)	—
Share of profit/(loss) in joint ventures and associate - net.....	42	8
Finance income .....	15	9
Finance costs.....	(338)	(350)
<b>Profit before tax .....</b>	<b>2,826</b>	<b>2,503</b>
Income tax (charge)/credit - net .....	(51)	(13)
<b>Profit for the year from continuing operations.....</b>	<b>2,775</b>	<b>2,490</b>
Loss on discontinued operations – net of tax.....	-	-
<b>Profit for the year.....</b>	<b>2,775</b>	<b>2,490</b>
<b>Profit / (loss) attributable to:</b>		
Owners of Majid Al Futtaim Properties.....	2,756	2,491
Non-controlling interest .....	19	(1)
<b>Profit for the year.....</b>	<b>2,775</b>	<b>2,490</b>
<b>Other comprehensive income</b>		
Net valuation gain on land and building .....	540	352
Foreign currency translation differences from foreign operations .....	(40)	(111)
<b>Other comprehensive income for the year, net of income tax.....</b>	<b>500</b>	<b>241</b>
<b>Total comprehensive income for the year.....</b>	<b>3,275</b>	<b>2,731</b>
<b>Attributable to:</b>		
Owners of Majid Al Futtaim Properties.....	3,256	2,732
Non-controlling interest.....	19	(1)
<b>Total comprehensive income for the year.....</b>	<b>3,275</b>	<b>2,731</b>

## STATEMENT OF FINANCIAL POSITION

The following table shows Majid Al Futtain Properties' consolidated statement of financial position as at 31 December in each of 2014 and 2013 respectively.

	At 31 December	
	2014	2013
	<i>(AED millions)</i>	
<b>Non-current assets</b>		
Property, plant and equipment.....	4,264	3,550
Investment property.....	31,344	28,024
	<b>35,608</b>	<b>31,574</b>
<b>Other non-current assets</b>		
Investment in joint ventures and associate .....	1,132	1,093
Intangible assets.....	93	113
Long term receivables .....	552	600
Deferred tax asset .....	4	4
	<b>1,781</b>	<b>1,810</b>
<b>Current assets</b>		
Development property .....	798	76
Inventories .....	21	21
Receivables and prepayments.....	359	367
Due from related parties.....	124	90
Cash in hand and at bank .....	475	409
	<b>1,777</b>	<b>963</b>
<b>Current liabilities</b>		
Payables and accruals .....	2,314	1,912
Provisions .....	117	113
Due to related parties .....	91	83
Current maturity of long term loans.....	5,602	4,418
	<b>8,124</b>	<b>6,526</b>
<b>Net current liabilities</b> .....	<b>(6,347)</b>	<b>(5,563)</b>
<b>Non-current liabilities</b>		
Long term loans.....	2,621	2,726
Other long term liabilities .....	119	60
Deferred tax liabilities .....	92	95
Long term portion of provision for employment benefits.....	1	6
Provision for staff terminal benefits .....	63	59
	<b>2,896</b>	<b>2,946</b>
<b>Net assets</b> .....	<b>28,146</b>	<b>24,875</b>
<b>Equity:</b>		
Share capital.....	3,500	3,500
Shareholder contribution. ....	2,938	2,938
Revaluation reserve.....	13,988	13,448
Other reserves.....	7,408	4,912
<b>Total equity attributable to the owners of Majid Al Futtain Properties</b> .....	<b>27,834</b>	<b>24,798</b>
Non-controlling interest.....	312	77
<b>Total equity</b> .....	<b>28,146</b>	<b>24,875</b>

## CASH FLOW STATEMENT

The following table summarises Majid Al Futtaim Properties' cash flows for the two years ended 31 December 2014 and 2013 respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
Cash from operating activities .....	2,856	1,812
Cash (used in) investing activities .....	(3,485)	(1,393)
Cashflows from/(used in) financing activities .....	700	(546)
<b>Net (decrease)/increase in cash and cash equivalents.....</b>	<b>71</b>	<b>(127)</b>
Cash and cash equivalents at the beginning of the year .....	359	484
Currency translation effect on cash held .....	—	2
<b>Cash and cash equivalents at end of year .....</b>	<b>430</b>	<b>359</b>

## EBITDA

The following table shows a reconciliation of Majid Al Futtaim Properties' EBITDA to profit/(loss) as shown in the consolidated income statement for the two years ended 31 December 2014 and 2013 respectively.

	Year ended 31 December	
	2014	2013
	<i>(AED millions)</i>	
EBITDA <sup>(1)</sup> .....	2,385	2,195
Depreciation.....	(326)	(301)
Amortisation of intangible asset .....	(20)	(20)
Impairment provision .....	(135)	—
Net finance cost.....	(323)	(341)
Net valuation gain / (loss) on land and buildings .....	1,229	969
Taxation .....	(51)	(13)
Fixed assets/project costs written off .....	(4)	(9)
Share of gain / loss in joint ventures and associates, net.....	42	8
Others .....	4	8
Forex.....	(11)	(8)
IAS - 17 Adjustments.....	(15)	2
<b>Profit for the year after tax .....</b>	<b>2,775</b>	<b>2,490</b>

(1) Calculated as profit for the year after adding back extraordinary items, interest, provisions, share of gain/(loss) in joint ventures and associates, tax, depreciation and amortisation.



## MAJID AL FUTTAIM PROPERTIES FINANCIAL REVIEW

The following review of Majid Al Futtaim Properties' financial position and results of operations is based upon and should be read in conjunction with the Majid Al Futtaim Properties Financial Statements which have been incorporated by reference into this document and which are available for inspection at the registered office of the Issuer and at the specified office of the Paying Agent for the time being in London (see "*General Information—Documents Available*"). As a result of certain reclassifications made in 2014, adjustments have been made to Majid Al Futtaim Properties' statement of comprehensive income for the year ended 31 December 2013 and its statement of financial position as at 31 December 2013, in each case as included in the 2014 Majid Al Futtaim Properties Financial Statements. As a result, these statements are not comparable in all respects to those in the 2013 Majid Al Futtaim Properties Financial Statements.

This discussion contains forward-looking statements that involve risks and uncertainties, see "*Cautionary Statement Regarding Forward Looking Statements*". Actual results for Majid Al Futtaim Properties could differ materially from those indicated in any forward-looking statements as a result of various factors, including those discussed below and in "*Risk Factors*".

### SIGNIFICANT ACCOUNTING POLICIES AND CRITICAL ACCOUNTING JUDGMENTS

The preparation of the Majid Al Futtaim Properties' Financial Statements requires management to make certain estimates and judgments, some of which are subjective and complex, often as a result of the need to make estimations of future events. The Group's significant accounting policies are set out in note 3 to the 2014 Majid Al Futtaim Properties Financial Statements and a summary of the critical accounting estimates and judgments that are made in preparing the financial statements is set out in note 2(d) to the 2014 Majid Al Futtaim Properties Financial Statements.

### RESULTS OF OPERATIONS FOR THE TWO YEARS ENDED 31 DECEMBER 2014

#### Revenue

Majid Al Futtaim Properties' principal source of revenue is the rental income that it earns from the tenants in its shopping malls and other properties. Majid Al Futtaim Properties also earns revenue from the hotels which it owns and limited leisure and entertainment revenue from the unique leisure offerings owned by it and managed by Majid Al Futtaim Ventures, including Ski Dubai, the Wahoo Water Park in Bahrain and certain facilities at Mirdif City Centre shopping mall (together referred to as unique leisure offerings), see "*Description of the Group—Majid Al Futtaim Ventures—Strategic businesses—Majid Al Futtaim Leisure and Entertainment*".

The table below shows a breakdown of Majid Al Futtaim Properties' revenue for the two years ended 31 December 2014, and 2013, respectively.

	Year ended 31 December			
	2014		2013	
	(AED millions)	(%)	(AED millions)	(%)
Rental income .....	2,829	74.0	2,607	73.5
Hotel revenue .....	695	18.2	665	18.7
Leisure and entertainment revenue .....	281	7.4	262	7.4
Others .....	14	0.4	13	0.4
<b>Total revenue .....</b>	<b>3,819</b>	<b>100.0</b>	<b>3,547</b>	<b>100.0</b>

Majid Al Futtaim Properties' total revenue increased by AED272 million, or 8 per cent., in 2014 (from AED3,547 million in 2013 to AED3,819 million in 2014). The increase reflected a 8.5 per cent. increase in rental income and 5 per cent. increase in hotel revenue, primarily driven by the performance of its comparable like-for-like assets and reflect the partial results of the rebranded Westin and Le Meridien hotels in Bahrain.

In geographical terms, in 2014, 77 per cent. of Majid Al Futtaim Properties' revenue was derived from the UAE, 11 per cent. was derived from Bahrain, 4 per cent. was derived from Oman, 4 per cent. was derived from Egypt and 4 per cent. was derived from Lebanon.

### **Rental income**

Majid Al Futtaim Properties derives almost all of its rental income from renting units in its shopping malls and a very small proportion from renting offices in three office buildings (of which two are partially occupied by Group companies). Rental income increased by AED222 million, or 8.5 per cent., in 2014 (from AED2,607 million in 2013 to AED2,829 million in 2014).

The increase principally reflected better performance of its comparable like-for-like assets mainly driven by Mall of the Emirates, Bahrain City Center and Mirdiff City Center.

### **Hotel revenue**

Majid Al Futtaim Properties earns hotel revenue from the rooms, food and beverages and other services provided at its hotels. All hotel revenue is stated as gross, with the fees paid to the hotel management companies and the costs incurred by Majid Al Futtaim Properties in providing services at its hotels being included in operating expenses.

Majid Al Futtaim Properties' hotel revenue increased by AED30 million, or 5 per cent. in 2014 (from AED665 million in 2013 to AED695 million in 2014). The increase principally reflected the partial results of the rebranded Westin and Le Meridien hotels in Bahrain and better performance of the Sheraton Hotel Mall of Emirates.

### **Leisure and entertainment revenue**

Leisure and entertainment revenue increased by AED19 million, or 7 per cent. in 2014 (from AED262 million in 2013 to AED281 million in 2014) principally due to an increase in revenue from Ski Dubai amounting to AED12 million.

### **Operating expenses**

The table below shows Majid Al Futtaim Properties' operating expenses for the two years ended 31 December 2014 and 2013 respectively.

	<b>Year ended 31 December</b>			
	<b>2014</b>		<b>2013</b>	
	<i>(AED</i>		<i>(AED</i>	
	<i>millions)</i>	<i>(%)</i>	<i>millions)</i>	<i>(%)</i>
Staff costs.....	(500)	28.9	(469)	28.3
Depreciation .....	(326)	18.9	(301)	18.2
Legal, professional and consultancy fees .....	(97)	5.6	(47)	2.8
Selling and marketing expenses .....	(107)	6.2	(119)	7.2
Other operating expenses.....	(698)	40.4	(719)	43.5
<b>Total operating expenses.....</b>	<b>(1,728)</b>	<b>100.0</b>	<b>(1,655)</b>	<b>100.0</b>

Majid Al Futtaim Properties' principal operating expenses are staff costs and depreciation, which together comprised 47.8 per cent. and 46.5 per cent. of its total operating expenses in 2014 and 2013, respectively. Each of these items is analysed in more detail below.

Majid Al Futtaim Properties' total operating expenses increased by AED73 million, or 4 per cent., in 2014 (from AED1,655 million in 2013 to AED1,728 million in 2014). This increase principally reflected increase in staff costs of AED 31 million, increase in legal, professional and consultancy fees of AED50 million, offset by decrease in selling and marketing expenses of AED12 million.

### **Staff costs**

Majid Al Futtaim Properties' staff costs (which exclude staff costs capitalised as part of projects under construction) increased by AED31 million, or 6.6 per cent., in 2014 (from AED 469 million in 2013 to AED 500million in 2014), reflecting both increased costs in relation to increase in number of employees and salary increases. The number of employees increased by 2.8 per cent. in 2014, from 2,655 at the start of the year to 2,729 principally due to an increase in staffing requirements of Majid Al Futtaim Properties' business.

### **Depreciation**

Majid Al Futtaim Properties' depreciation charge increased by AED25 million, or 8 per cent. in 2014 (from AED301 million in 2013 to AED326 million in 2014).

### **Net valuation change on land and buildings**

Developed properties classified as property, plant and equipment in accordance with IAS 16 are revalued on each reporting date. Any increase arising on the revaluation of developed properties is credited to the revaluation reserve in equity, except to the extent that it reverses a revaluation decrease for the same property previously recognised in profit or loss, in which case the increase is credited to profit or loss to the extent of the decrease previously charged. A decrease in carrying amount arising from the revaluation of properties is charged to profit and loss, except to the extent that it reverses a previously recognised revaluation gain on the property in which case it is debited to revaluation reserve in equity.

Investment properties are properties held either to earn rental income, for capital appreciation or for both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Following initial recognition at cost, investment property, principally comprising land with undetermined use, certain shopping malls and property being constructed for future use as investment property, is stated at fair value at the reporting date.

The net valuation change on land and buildings comprises the sum of: (i) any losses incurred on the revaluation of properties classified as property, plant and equipment; (ii) any increases arising on the revaluation of properties classified as property, plant and equipment to the extent they reverse losses previously charged to the profit and loss; and (iii) the fair value gains or losses on investment property.

In 2014, Majid Al Futtaim Properties recognised a net valuation gain of AED658 million on property, plant and equipment of which a valuation gain of AED540 million (mainly on the Sheraton Hotel Mall of the Emirates, Kempinski Hotel and Pullman City Centre Residence) was credited to other comprehensive income and a valuation gain of AED118 million (principally on the Le Meridien and Westin Hotels Bahrain) was charged to the profit and loss account. A gain on valuation of investment property of AED1,111 million (principally on Mall of the Emirates, Bahrain City Centre and Mirdif City Centre ) was also charged to the profit and loss account in 2014.

In 2013, Majid Al Futtaim Properties recognised a net valuation gain of AED480 million on property, plant and equipment of which a valuation gain of AED352 million (mainly on the Sheraton Hotel Mall of the Emirates, Ibis Hotel Deira City Centre and Kempinski Hotel, Mall of the Emirates) was credited to other comprehensive income and a valuation gain of AED128 million (principally on Kempinski and IXIR Hotels Bahrain and Suite Hotel Mall of the Emirates) was charged to the profit and loss account. A gain on valuation of investment property of AED841 million (principally on Mall of the Emirates, Mirdif City Centre and Bahrain City Centre offset by Beirut City Centre) was also charged to the profit and loss account in 2013.

#### **Other income and expenses, net**

Majid Al Futtaim Properties' other income and expenses comprise the net gain or loss made on the disposal of property, plant and equipment, investment property and assets held for sale, fixed assets and project costs written off once the Group determines not to proceed with a particular project, development expenses written off that cannot be capitalized to a project per IFRS, any net foreign exchange gain or loss, service charges levied on related parties, a provision for a related party balance and other income. Majid Al Futtaim Properties' other income and expenses, comprised net expenses of AED78 million in 2014 and net expenses of AED25 million in 2013. In 2014, Majid Al Futtaim Properties provided an expected fee of AED 40 million for transferring and registering assets in Oman to the new legal entities which were incorporated as part of the re-organization of Majid Al Futtaim Properties' corporate legal structure.

#### **Impairment provision**

Majid Al Futtaim Properties has performed impairment tests and analysis of its carrying value of capital work in progress and advances. The management of Majid Al Futtaim Properties was of the view that the carrying value of these assets, mainly representing design and construction costs, had been eroded based on the revised business plan of Majid Al Futtaim Properties. Accordingly, an impairment provision of AED135 million was recognized in 2014.

#### **Share of gain in joint ventures and associate, net**

A list of Majid Al Futtaim Properties' joint ventures and associates is set out in notes 30 and 32 to the 2014 Majid Al Futtaim Properties Financial Statements. Joint ventures and associates are accounted for using the equity method, which means that Majid Al Futtaim Properties' proportionate share of the profit or loss made by each joint venture or associate is included under this line item.

The table below shows Majid Al Futtaim Properties' share of the profit or loss of its joint ventures and associate for the two years ended 31 December 2014 and 2013, respectively.

	<b>At 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Share of (loss) of joint ventures .....	54	24
Share of (loss) of associates.....	(12)	(16)
<b>Total.....</b>	<b>42</b>	<b>8</b>

Majid Al Futtaim Properties' share of gain in joint ventures and associates was AED42 million in 2014 and AED8 million in 2013. This increase is mainly due to the better performance of The Wave Muscat S.A.O.C offset by a decrease in share of profit from Sharjah Holding Company JSC and increase in share of loss from Waterfront City SARL.

## Net finance cost

The table below shows Majid Al Futtaim Properties' net finance cost recognised in profit or loss for the two years ended 31 December 2014 and 2013, respectively.

	At 31 December	
	2014	2013
	<i>(AED millions)</i>	
Arrangement and participation fee .....	(20)	(18)
Interest charges (less capitalised interest) .....	(318)	(306)
Discounting of long term receivable from a joint venture .....	-	(26)
<b>Finance costs</b> .....	<b>(338)</b>	<b>(350)</b>
Finance income .....	15	9
<b>Net finance costs</b> .....	<b>(323)</b>	<b>(341)</b>

Majid Al Futtaim Properties' net finance cost charged to profit and loss decreased by AED18 million, or 5 per cent., in 2014 (from AED341 million in 2013 to AED323 million in 2014).

## Profit before tax

Reflecting the above factors, Majid Al Futtaim Properties' profit before tax was AED2,826 million in 2014 and AED2,503 million in 2013.

## Income tax

Majid Al Futtaim Properties' is subject to tax on the income earned by it in certain of the jurisdictions in which it operates.

Majid Al Futtaim Properties' operations in these jurisdictions gave rise to an income tax charge of AED51 million in 2014 and income tax charge of AED13 million in 2013. Majid Al Futtaim Properties recognises deferred tax on the temporary differences arising between the tax base and asset base on fair valuation of properties in Egypt and Lebanon.

## Profit / (loss) for the year

Reflecting the above factors, Majid Al Futtaim Properties' profit before tax was AED2,775 million in 2014 and AED2,490 million in 2013.

## Other comprehensive income/(loss)

In 2014, Majid Al Futtaim Properties' other comprehensive income was AED500 million compared to the other comprehensive income of AED241 million in 2013.

The principal factor affecting other comprehensive income and loss is the fair value gains and losses made on the valuation of land and buildings each year, see "*Net valuation change on land and buildings*".

Majid Al Futtaim Properties' loss or profit for each year, the items above and other less significant changes in other comprehensive income line items, resulted in total comprehensive income for Majid Al Futtaim Properties of AED3,275 million in 2014 and AED2,731 million in 2013.

## Segments

Majid Al Futtaim Properties is organised to achieve its objectives through three business units: the Shopping Mall Business Unit, the Hotels Business Unit and the Communities Business Unit and is sustained by corporate centre functions such as business development, finance, information technology, human resources, project management, legal, valuation and risk management. Geographic segments are divided into the UAE, Oman, Bahrain, the Kingdom of Saudi Arabia ((**KSA**)) and together, the **GCC**), Egypt and Lebanon.

Majid Al Futtaim Properties' three business units are responsible for managing owned assets, as well as strategic equity investments or joint ventures which are defined as those in relation to which Majid Al Futtaim Properties has management agreements such as asset management agreements or development management agreements.

Equity investments or joint ventures without such agreements are considered as non-strategic and are managed by corporate centre functions.

## Management Reporting

In conjunction with IFRS financial and other financial indicators, Majid Al Futtaim Properties relies on non-GAAP profitability measures together with statistical and operating key performance indicators to achieve its business unit and corporate goals. These non-GAAP financial measures are used to supplement IFRS reporting in order to align business reporting with operating performance:

- **Management Revenue:** Statutory reported revenues are adjusted to exclude the impacts of non-cash IAS17 lease accounting impacts, and include the consolidated revenues of managed equity investments or joint ventures revenues.
- **Business unit EBITDA:** This key reporting measure includes the consolidated results of managed equity investments or joint ventures, and is defined as all business unit revenues and operating expenses before finance charges, taxes, depreciation, amortisation, impairment charges and fair value charges.
- **Majid Al Futtaim Properties EBITDA:** This is considered to be the key measure of the Group's operating performance and cash generation. It is defined as the aggregate of business unit EBITDA less corporate centre expenses before finance charges, taxes, depreciation, amortisation, impairment charges and fair value changes.
- **Business unit Operating Profit:** This business unit financial measure is defined as business unit EBITDA after impacts of gross asset fair value changes (irrespective of IAS16 or IAS40 classification); non-cash charges such as depreciation, amortisation, impairment and asset write-offs; the Group's share in non-managed equity investments' or joint ventures' net profit or loss; minority share of managed equity investments' or joint ventures' net profit or loss; and any gains or losses on asset disposals.
- **Management Net Profit:** This corporate measure is defined as the aggregate of the business unit's operating profit after finance charges, foreign exchange gains or losses and taxes.

## Shopping Mall Business Unit

This business unit leads and manages all aspects of the retail development and management of shopping malls, ranging from regional shopping malls to smaller community centres. The Shopping Mall Business Unit undertakes various functions in this respect such as development, design, leasing,

marketing and property management. In addition, the Shopping Mall Business Unit owns a number of leisure and entertainment operations located within its shopping malls.

Revenues from this business unit principally comprise of base minimum rents, percentage rents based on tenant sales volume, mall promotions and media, recovery of common area charges, leisure and entertainment assets, and management fees.

### Hotels Business Unit

This business unit is responsible for the development of hotel assets and the management of these assets in association with third-party hotel operators.

Revenues from this business unit principally comprise of room revenues, food and beverage revenues and management fees (in cases where the Hotels Business Unit is responsible for the management of the hotel).

### Communities Business Unit

This business unit is responsible for master development of larger master planned lifestyle developments that comprise multiple asset classes (such as residential units, hotels and leisure and entertainment facilities), and is responsible for infrastructure, residential and commercial assets within these developments. The Communities Business Unit is also responsible for managing the Group's portfolio of office buildings.

Revenues from this business unit principally comprise of sale proceeds upon recognition of leasing revenues from commercial, residential, serviced land or other mixed use assets as well as management fees where the Communities Business Unit has agreed with its joint venture partner to provide management services in respect of the relevant development.

The table below shows each business unit's EBITDA, operating profit and management net profit for the years ended 31 December 2014 and 2013.

	Year ended 31 December					
	EBITDA		Operating profit		Management net profit	
	2014	2013	2014	2013	2014	2013
	<i>(AED millions)</i>		<i>(AED millions)</i>		<i>(AED millions)</i>	
Shopping Malls Business Unit....	2,329	2,174	3,336	3,027	3,288	2,996
Hotels Business Unit .....	290	267	632	469	632	468
Communities Business Unit .....	(61)	(51)	142	(60)	141	(57)
Total Business Units .....	2,558	2,390	4,110	3,436	4,061	3,407
Corporate Support.....	(173)	(195)	(188)	(164)	(737)	(715)
<b>Total.....</b>	<b>2,385</b>	<b>2,195</b>	<b>3,922</b>	<b>3,272</b>	<b>3,324</b>	<b>2,692</b>

The table below shows the geographical breakdown of EBITDA, operating profit and management net profit for the years ended 31 December 2014 and 2013.

**Year ended 31 December**

	<b>EBITDA</b>		<b>Operating profit</b>		<b>Management net profit</b>	
	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>		<i>(AED millions)</i>		<i>(AED millions)</i>	
UAE .....	1,824	1,710	3,089	2,799	2,562	2,252
Oman.....	125	126	188	120	188	119
Bahrain.....	277	235	433	310	433	310
Kingdom of Saudi Arabia .....	(8)	(5)	(8)	(5)	(8)	(5)
<b>GCC Total.....</b>	<b>2,218</b>	<b>2,066</b>	<b>3,702</b>	<b>3,224</b>	<b>3,175</b>	<b>2,676</b>
Egypt .....	130	103	194	110	143	89
Lebanon .....	37	26	26	(62)	6	(73)
<b>Total Non-GCC Countries.....</b>	<b>167</b>	<b>129</b>	<b>220</b>	<b>48</b>	<b>149</b>	<b>16</b>
<b>Total.....</b>	<b>2,385</b>	<b>2,195</b>	<b>3,922</b>	<b>3,272</b>	<b>3,324</b>	<b>2,692</b>

*Reconciliation of Statutory net profit / (loss) with management net profit*

	<b>Year ended 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Statutory net profit - attributable to the owners of the company .....	2,756	2,491
<i>Reconciling items:</i>		
Fair value adjustments <sup>(1)</sup> .....	(26)	(164)
IAS-16 Fair value changes recognised in income statement <sup>(1)</sup> .....	540	353
Depreciation on strategic assets <sup>(2)</sup> .....	261	244
Coupons declared to Majid Al Futtaim Holding <sup>(3)</sup> .....	(220)	(220)
Non-cash IAS-17 lease adjustments <sup>(4)</sup> .....	15	(2)
Minority interest adjustment .....	(1)	(5)
Other adjustments.....	(2)	(4)
Total reconciling items .....	568	201
Management net profit / (loss) .....	3,324	2,692

(1) For the calculation of Management net profit, gross changes in fair value from one reporting date to another are reported in the income statement as compared to the net accounting valuation change computed as per the requirements of IAS 16 or IAS 40 for statutory purposes. Also, for the calculation of management net fair value changes, the proportionate equity share of strategic equity investments or joint ventures are considered as part of the respective business unit.

(2) For management net profit calculation, depreciation is not charged on strategic assets which are subject to fair valuation. Gross changes in fair value are reported in the income statement. For statutory purposes all assets which are classified under IAS 16 are depreciated and any accumulated depreciation at the date of revaluation is eliminated against the gross carrying amount of the asset and the net amount is restated to the revalued amount.

(3) For management net profit calculation, coupons declared during the year on the subordinated capital loan instruments are shown as a deduction from net profit. For financial reporting purposes, coupons are shown as an appropriation of distributable profit and are adjusted in equity.

(4) For management net profit calculation, IAS 17 lease adjustments are not considered.

Note 5 to the 2014 Majid Al Futtaim Properties Financial Statements presents certain financial information for each segment. In revenue and assets terms, the Shopping Malls Business Unit is the most significant segment, accounting for 78 per cent. of Majid Al Futtaim Properties' revenue in 2014 and for 78 per cent. of its assets as at 31 December 2014. In terms of EBITDA, the Shopping Mall Business Unit and the Hotels Business Unit each generated positive EBITDA in 2014 and 2013. The Communities Business Unit generated a negative EBITDA in 2014 and 2013.



## CASH FLOWS FOR THE TWO YEARS ENDED 31 DECEMBER 2014

The table below summarises Majid Al Futtaim Properties' cash flows for the two years ended 31 December 2014 and 2013, respectively.

	<b>Year ended 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Net cash from operating activities.....	2,856	1,812
Net cash (used in) investing activities.....	(3,485)	(1,393)
Net cash (used in) financing activities.....	700	(546)
<b>Increase / (decrease) in cash and cash equivalents .....</b>	<b>71</b>	<b>(127)</b>
Cash and cash equivalents at start of year.....	359	484
Currency translation effect on cash held.....	—	2
<b>Cash and cash equivalents at end of year .....</b>	<b>430</b>	<b>359</b>

In 2014, Majid Al Futtaim Properties' net cash from operating activities was AED2,856 million and net cash used in investing activities was AED3,485 million, principally reflecting the cost of acquiring property, plant and equipment, which was AED416 million, investment property, which was AED2,419 million and development property, which was AED722 million. The majority of these amounts reflected capital work in progress and related to: (a) the construction of Mall of Egypt, Al Maza City Centre, Mei'aisem City Centre, Al Zahia City Centre; (b) the expansion of Muscat City Center; (c) the redevelopment of Mall of the Emirates; and (d) one land purchase in Saudi Arabia. Majid Al Futtaim Properties also invested AED8 million in fixed deposits with maturity of more than 3 months in 2014. During 2014, Majid Al Futtaim Properties entered into an usufruct contract which gave it usufruct rights over two plots of land in Oman for a period of fifty years and Majid Al Futtaim Properties accounted for the lease as a finance lease resulting in the recognition of a finance lease liability of AED83 million. The net cash generated by Majid Al Futtaim Properties in financing activities in 2014 was AED700 million. Majid Al Futtaim Properties received loans of AED768 million (net) and paid interest of AED283 million. In addition, Majid Al Futtaim Properties' non-controlling interest made a land contribution of AED215 million in 2014.

In 2013, Majid Al Futtaim Properties' net cash from operating activities was AED1,812 million and net cash used in investing activities was AED1,393 million, principally reflecting the cost of acquiring property, plant and equipment, which was AED196 million, and investment property, which was AED1,272 million. The majority of these amounts reflected capital work in progress and two land purchases in Saudi Arabia and the UAE, the construction of Beirut City Centre and Mall of Egypt and the redevelopment of Mall of the Emirates and Deira City Centre. Majid Al Futtaim Properties also invested AED99 million in fixed deposits with maturity of more than 3 months in 2013. The net cash used by Majid Al Futtaim Properties in financing activities in 2013 was AED546 million. Majid Al Futtaim Properties paid a net AED232 million in 2013 against its borrowings and paid interest of AED273 million.

## LAND AND BUILDINGS

Majid Al Futtaim Properties' land and buildings are categorised either as investment property or as property, plant and equipment. Investment properties are properties held either to earn rental income, for capital appreciation or both, but not for sale in the ordinary course of business, use in the production or supply of goods and services or for administrative purposes.

Certain of Majid Al Futtaim Properties' properties include a portion that is held to generate rental income or capital appreciation and another portion that is held for own use in the supply of services or for administrative purposes. These properties may be split between the two categories where applicable

law provides that separate title could be granted to each portion. Due to legal restrictions in Oman, and in the UAE in respect of properties which are built on land gifted by the Ruler of Dubai, these properties cannot currently be sold or finance-leased separately (in the case of the UAE, without the prior consent of the Ruler). As a result, these properties are classified as investment properties only if an insignificant portion is held for own use. Majid Al Futtaim Properties determines the fair value of undeveloped land and other developed properties twice a year on 31 December and 30 June using valuations made by an independent firm of RICS Chartered Surveyors and Valuers. The valuation has been prepared in accordance with the RICS Valuation - Professional Standards (2014) (the "Red Book"). Internal valuations are carried out quarterly, based on the methods and assumptions used by the external valuer, to ensure that the fair value of a revalued asset does not differ materially from its carrying amount.. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an ordinary transaction between market participants at the measurement date.

Fair market value is determined using the discounted cash flow (**DCF**) methodology which is benchmarked against yield methodology. The DCF approach determines the present value of the estimated future net cash flows for each property adopting an asset specific discount rate. An exit yield that reflects the specific risks inherent in the asset is then applied to the final cash flow to arrive at the property valuation. Investment Properties Under Construction (**IPUC**) are measured at fair value once the valuer determines a substantial part of the project's uncertainty has been eliminated, such that a reliable value can be determined. IPUC are valued by estimating the fair value of the completed investment property and deducting the estimated costs to complete the construction. When the value is deemed not to be reliably determinable, the IPUC is carried at cost of the land plus work in progress until the earlier of the date that construction is completed or the date at which fair value becomes reliably measurable. Properties held for future development (land bank) are valued using comparable methodology which involves analysing other relevant market transactions. Comparable methodology can involve a parcelisation approach where it is assumed a larger plot is subdivided and sold in smaller lots sizes over a period of time.

The fair value of properties constructed on gifted land reflects the external valuer's interpretation of the relevant decree and assumes that the titles are transferable to Majid Al Futtaim Properties within a reasonable time scale.

The table below shows the value of Majid Al Futtaim Properties' land and buildings as at 31 December in each of 2014 and 2013, respectively.

	<b>At 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Classified as property, plant and equipment.....	3,816	3,196
Classified as investment property .....	27,539	25,793
<b>Total</b> .....	<b>31,355</b>	<b>28,989</b>

In addition, Majid Al Futtaim Properties had undeveloped land classified as investment property and valued at AED911 million at 31 December 2014.

## **BORROWINGS**

Majid Al Futtaim Properties' external borrowings comprise long-term loans from commercial banks. In addition, as at 31 December 2014 Majid Al Futtaim Properties has loans outstanding from Majid Al Futtaim Holding totalling AED5,543 million, see "*Related Parties*".

The table below summarises Majid Al Futtaim Properties' borrowings as at 31 December in each of 2014 and 2013, respectively.

	<b>At 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Long-term loans .....	8,223	7,144
Of which current portion .....	5,602	4,418

Details of Majid al Futtain Properties' four outstanding external loans and facilities at 31 December 2014 are set out in note 21 to the 2014 Majid al Futtain Properties Financial Statements. The loans have maturity dates ranging from February 2017 to April 2026. The loans are denominated in dirham, U.S. dollars, Egyptian pound and Lebanese pound. The majority of the loans bear interest at floating rates with margins ranging from 1.5 per cent. to 3.5 per cent. above a reference rate. Certain of the loans (as identified in note 21) are secured against assets of Majid al Futtain Properties. The principal amount outstanding of secured loans at 31 December 2014 was AED1,199 million.

### SHAREHOLDERS' EQUITY

The table below shows Majid Al Futtain Properties' shareholders' equity as at 31 December in each of 2014 and 2013, respectively.

	<b>At 31 December</b>	
	<b>2014</b>	<b>2013</b>
	<i>(AED millions)</i>	
Share capital .....	3,500	3,500
Shareholder contribution.....	2,938	2,938
Retained earnings .....	6,841	4,436
Revaluation reserve.....	13,988	13,448
Other reserves .....	567	476
<b>Total equity attributable to the owners of Majid Al Futtain Properties.....</b>	<b>27,834</b>	<b>24,798</b>

#### Share capital

Majid Al Futtain Properties' share capital as at 31 December 2014 comprised 3,500,000 shares of AED 1,000 each, all of which are fully paid and owned by Majid Al Futtain Holding.

#### Shareholder contribution

In October 2009, Majid Al Futtain Properties issued perpetual subordinated loan instruments of AED2,500 million to Majid Al Futtain Holding. During 2010, a further AED250 million of these instruments were issued. The instruments bear interest at 8 per cent. to 7 October 2019 at which point they can be called for redemption. If not redeemed, they will bear interest at a floating rate equal to a margin of 5 per cent. over a defined benchmark. The coupon is not cumulative and can be deferred at Majid Al Futtain Properties' discretion. Should Majid Al Futtain Holding cease to control Majid Al Futtain Properties, the coupon will increase by 5 per cent. and become cumulative. All of the instruments were issued against cancellation of an equivalent amount of debt owed to Majid Al Futtain Holding by Majid Al Futtain Properties and the first coupon declared in 2010 was similarly set-off.

In 2012 Majid Al Futtain Properties novated derivative instruments with a negative fair value of AED188 million to Majid Al Futtain Holding. Majid Al Futtain Holding waived its contractual obligation of recovering the liability from Majid Al Futtain Properties and accordingly this balance was classified within shareholder contribution.

## Revaluation reserve

The revaluation reserve principally reflects changes in the fair value of Majid Al Futtaim Properties' land and buildings classified as property, plant and equipment as required by IAS 16. Any increase in value arising on each revaluation of such assets is credited to the revaluation reserve unless and to the extent it reverses a decrease in the value of the same asset previously recognised in profit and loss, in which case the increase in value is recognised in profit and loss instead. Any decrease in value arising on each revaluation of such assets is debited from the revaluation reserve to the extent that the revaluation reserve contains a credit balance in respect of the asset concerned. If and to the extent there is no such credit balance, the decrease is charged to profit and loss.

## Other reserves

Majid Al Futtaim Properties and its subsidiaries maintain a statutory reserve as required by applicable law. Typically a percentage of profit of the relevant company is transferred to the statutory reserve each year until the reserve equals the limit prescribed by applicable law. In addition, Majid Al Futtaim Properties maintains a currency translation reserve in respect of foreign currency differences arising from the translation of the financial statements of Majid Al Futtaim Properties' group companies whose functional currency is not the dirham.

## RELATED PARTIES

Majid Al Futtaim Properties' related party transactions are described in note 17 to the 2014 Majid Al Futtaim Properties Financial Statements and principally comprise transactions with other Group companies and key management personnel and/or their close family members. The shareholder contributions described under "*Shareholders' Equity—Shareholder contribution*", the guarantees given by and to Majid Al Futtaim Properties in respect of borrowings by it and other Group companies as referred to under "*Group Financial Review—Liquidity and Borrowings*" and the additional transactions described in note 17 to the 2014 Majid Al Futtaim Properties Financial Statements and note 18 to the 2013 Majid Al Futtaim Properties Financial Statements, comprise the principal related party transactions in the two years under review.

## OFF-BALANCE SHEET LIABILITIES

Majid Al Futtaim Properties has significant off-balance sheet liabilities in the form of capital commitments and guarantees given by it.

The table below shows Majid Al Futtaim Properties' off-balance sheet liabilities as at 31 December in each of 2014 and 2013, respectively.

	At 31 December	
	2014	2013
	<i>(AED millions)</i>	
Capital commitments.....	3,031	2,988
Financial guarantees .....	8,193	8,732
Other operational guarantees .....	5	4
<b>Total.....</b>	<b>11,229</b>	<b>11,724</b>

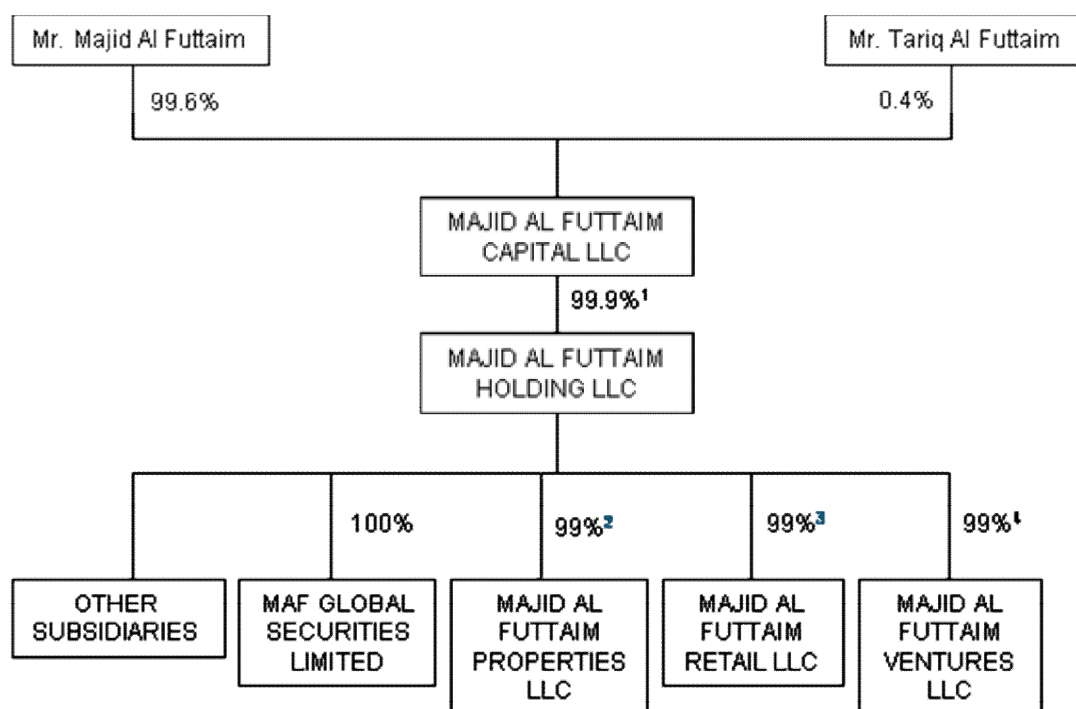
## DESCRIPTION OF THE GROUP

### OVERVIEW

The Group is one of the largest developers and operators of shopping malls and hypermarkets in the MENA region. Founded in Dubai in 1992 to bring the first regional shopping mall to the Middle East, the Group's activities have since grown to include hotel development and the provision of synergistic leisure and entertainment products and services. The Group currently has operations in 12 countries predominantly in the MENA region.

In 2014, driven by annual footfall of approximately 167 million people through its shopping mall destinations, Majid Al Futtaim Holding had consolidated revenue of AED25,224 million and consolidated EBITDA of AED3,586 million, as well as consolidated assets of AED44,624 million at 31 December 2014. Majid Al Futtaim Holding had consolidated revenue of AED22,696 million and consolidated EBITDA of AED3,275 million, as well as consolidated assets of AED39,454 million at 31 December 2013.

The following chart sets out the structure of the Group as at the date of this Base Prospectus.



1: 0.1% held by MAJID AL FUTTAIM TRUST LLC

2: 1% held by Tariq Al Futtaim

3: 1% held by MAJID AL FUTTAIM VENTURES LLC

4: 1% held by MAJID AL FUTTAIM TRUST LLC

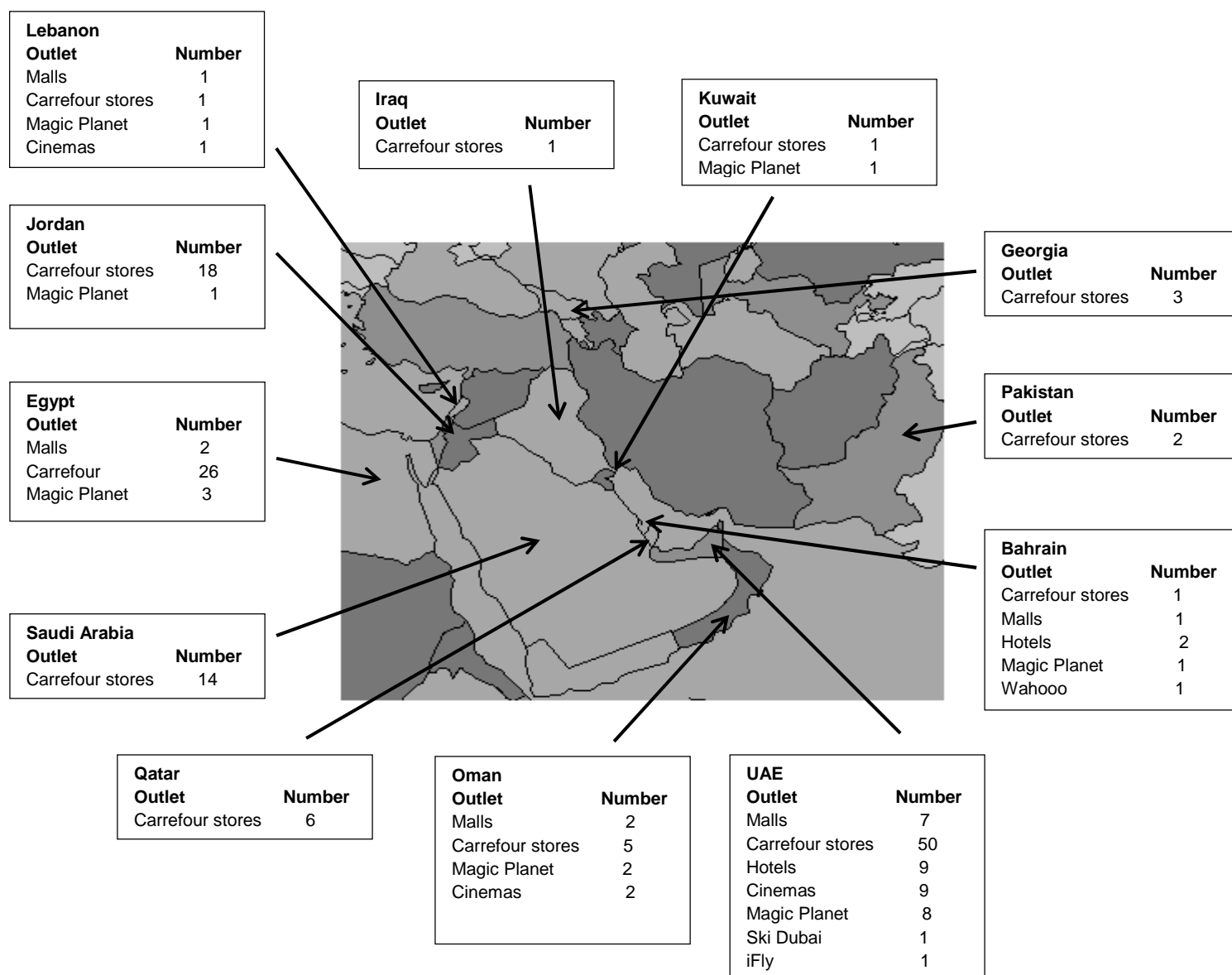
The Group's operations are carried out by three complementary operating companies: Majid Al Futtaim Properties, Majid Al Futtaim Retail and Majid Al Futtaim Ventures, in each of which Majid Al Futtaim Holding holds a 99 per cent. ownership interest:

- Majid Al Futtaim Properties** develops and manages shopping malls, which is the Group's core business. Majid Al Futtaim Properties currently operates 13 shopping malls in the UAE, Egypt, Oman, Bahrain and Lebanon and is currently constructing or master planning an additional five malls, located in the UAE, the Kingdom of Saudi Arabia and Egypt as well as the redevelopment

of Mall of the Emirates in the UAE. Majid Al Futtaim Properties also develops hotels adjacent to or in close proximity to shopping mall destinations and, on a selective basis, undertakes mixed-use developments, in each case where this adds value to its core mall development business. Majid Al Futtaim Properties currently owns 11 hotels, of which nine are located in the UAE and two are located in Bahrain with two additional hotels in Dubai under development. Majid Al Futtaim Properties operates through its three business units: Shopping Malls, Hotels and Communities. For the year ended 31 December 2014, Majid Al Futtaim Properties had revenue of AED3,819 million and EBITDA of AED2,369 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Properties had revenue of AED3,547 million and EBITDA of AED2,220 million.

- **Majid Al Futtaim Retail** first introduced the hypermarket model to the Middle East in 1995 through Majid Al Futtaim Hypermarkets, originally established as a joint venture company with Carrefour in which Majid Al Futtaim Retail had a 75 per cent. interest. Since June 2013, Majid Al Futtaim Hypermarkets has been a wholly owned subsidiary of the Group, managed by Majid Al Futtaim Retail in which Majid Al Futtaim Retail has a 99.9 per cent. interest and Majid Al Futtaim Holding has a 0.1 per cent. interest. For further detail on the history of Majid Al Futtaim Hypermarkets please see “*Description of the Group—Majid Al Futtaim Retail*”. Carrefour stores are a key anchor tenant in each of the Group’s shopping malls and the Group has also opened Carrefour stores outside its shopping malls. Majid Al Futtaim Retail has expanded the Carrefour concept across the UAE and into Bahrain, Egypt, Iraq, Jordan, Kuwait, Oman, Pakistan, Qatar, Saudi Arabia, Georgia and Lebanon. As at 31 December 2014, Majid Al Futtaim Retail operated 58 Carrefour hypermarkets, 69 Carrefour supermarkets and one convenience store in 12 countries predominantly in the MENA region. For the year ended 31 December 2014, Majid Al Futtaim Retail had revenue of AED20,578 million and EBITDA of AED1,147 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Retail had revenue of AED18,482 million and EBITDA of AED984 million.
- **Majid Al Futtaim Ventures** operates the Group’s leisure and entertainment services, including a unique leisure offering in each of its three super-regional shopping malls, for example Ski Dubai which is located in the Group’s flagship shopping mall, Mall of the Emirates. Majid Al Futtaim Ventures also operates 17 Magic Planet entertainment centres located in twelve of the Group’s shopping malls and elsewhere and twelve cinemas located in eight of the Group’s shopping malls and elsewhere. Majid Al Futtaim Ventures also offers Najm Visa credit cards via its Majid Al Futtaim Finance consumer finance business, operates a fashion retail business operating as a licensee of a number of international brands and has a small portfolio of other investments in the food and beverages, mobile payments, healthcare and facilities management sectors. For the year ended 31 December 2014, Majid Al Futtaim Ventures had revenue of AED1,074 million and EBITDA of AED152 million, whereas for the year ended 31 December 2013, Majid Al Futtaim Ventures had revenue of AED892 million and EBITDA of AED127 million.

The following map sets out details of the Group's principal operations in each of the countries in which it currently operated as at 31 December 2014.



In geographical terms, during the year ended 31 December 2014, 53 per cent. of the Group's revenue was derived from the UAE, 11 per cent. was derived from Egypt, 8 per cent. was derived from Saudi Arabia, 8 per cent. was derived from Qatar, 6 per cent. was derived from Oman, and the remaining 14 per cent. was derived from other countries predominantly in the MENA region.

## HISTORY

Founded in 1992 in Dubai, the Group operated solely in Dubai until 1999. During that period, the joint venture with Carrefour was established, and the Group operated shopping malls, hypermarkets, hotels and cinemas. Between 1999 and 2001, the Group expanded across the UAE and into Oman. Between 2001 and 2003, the Group expanded into Egypt. Between 2003 and 2005, the Group expanded into Saudi Arabia. Between 2005 and 2008, the Group expanded into Kuwait, Bahrain, Jordan and Qatar and invested in a mixed-use development in Oman. Between 2008 and 2010, the Group expanded into Pakistan. The Group's geographic expansion has principally been driven by its retail business with five

Carrefour hypermarkets operating by the end of 2000, 18 by the end of 2005, 48 by the end of 2012 and 58 by the end of 2014.

As at the date of this Base Prospectus, the franchise agreement between Majid Al Futtain Hypermarkets and Carrefour covers 38 countries in the Middle East, Africa and Central Asia.

## STRENGTHS

Management believes that the Group's credit strength is bolstered by the following factors:

- **Low volatility in operating income:** Reflecting the fact that a significant majority of its revenue is derived from food retailing (which is relatively unaffected by economic cycles) and, to a lesser extent, from rental income from tenants in its shopping malls (which is also generally a stable source of income), the Group experiences low levels of volatility in its operating income. The Group's operating income in each of 2012, 2013 and 2014 was AED6,605 million, AED7,259 million and AED8,054 million, respectively, and its operating margins were 31.6 per cent., 31.9 per cent. and 31.9 per cent. respectively;
- **Leadership in markets where the Group competes:** The Group's principal market is the UAE and Dubai in particular. The Group believes that it has a leading position as a shopping mall developer in Dubai as it owns three of the leading shopping malls currently operating in Dubai. The Group also believes that it has a leading position as a shopping mall developer in the MENA region as no other company operating in the region has a geographic spread of shopping malls to match the Group's and that its experience of operating in a wide range of markets within the MENA region will help the Group as it seeks to expand into new markets such as Armenia and Kazakhstan;
- **Steady cash flows and balanced financial profile:** The Group benefits both from a sound asset base in Majid Al Futtain Properties, which accounted for 87.1 per cent. and 87.8 per cent. of the Group's assets as at 31 December 2013 and 31 December 2014, respectively, and also from a stable source of operating cash flow from the retailing business carried on by Majid Al Futtain Retail, which accounted for 81.6 per cent. and 81.6 per cent. of the Group's revenue in the years ended 31 December 2013 and 2014, respectively; and rentals generated by its shopping malls and certain other properties. The Group believes that this combination of sound asset base and stable cash flow is a significant differentiator from other property development companies in the region;
- **Complementary businesses:** The Group has a focused strategy aimed to ensure that it delivers outstanding shopping destinations, in significant part, through creating and exploiting a range of synergies in its businesses. For example, having Carrefour as an anchor tenant helps to drive significant footfall in the Group's shopping malls which makes the malls more attractive to prospective tenants. In addition, the Group's hotels and leisure businesses help to differentiate its shopping malls and provide additional attractions to shoppers, particularly tourist shoppers in Dubai and Bahrain. The Group's credit cards help to build customer loyalty and to differentiate the Group whilst the Group's significant customer base is a large potential target market for its credit card offering. Management of Majid Al Futtain Holding believes that these synergies were a major factor in insulating the Group against the worst effects of the global financial crisis during 2008 and 2009;
- **Strong corporate governance:** Management of Majid Al Futtain Holding believes that the Group has robust corporate governance procedures in place. In particular, the Group has voluntarily adopted the principles of the Combined Code on Corporate Governance for listed companies in the UK across all areas of its business and has established principles of corporate



governance and defined their application across each of the Group's operating companies. In addition, the Group has established strong operating company board structures reporting to the Board of Majid Al Futtain Holding, has segregated shareholdings in and management of the Group's operating companies and ensures that all applicable laws and regulations in the countries in which it operates are complied with. Although the Chief Executive Officer (**CEO**) and Chairman of Majid Al Futtain Holding are in regular contact with Mr. Majid Al Futtain, the Majid Al Futtain family does not actively participate in the day-to-day operations of the Group;

- **Presence in locations with strong business potential:** When considering a new shopping mall or stand alone Carrefour store project, the Group conducts extensive due diligence and market research in order to identify the best sites. In particular, factors such as current and anticipated population, catchment areas, accessibility to the proposed shopping mall or store, potential rate of urbanisation and known or planned competing facilities are all considered and, in the case of additional shopping malls or stores in a single city, enhanced market research is conducted into relevant catchment areas to ensure that competition between the Group's facilities is minimised. The Group believes that it has been able to secure prime locations for many of its assets. In addition, particularly in Dubai (where it has three shopping malls) and Bahrain, the Group is not solely reliant on the local population and benefits from significant tourist footfall in its shopping malls. In all of the countries in which the Group operates, it also benefits from factors such as the generally high temperatures which encourage indoor shopping and the fact that shopping malls are perceived as family-friendly places to socialise and engage in wider activities other than just shopping;
- **Low leverage:** The Group's net debt to EBITDA ratios in each of 2012, 2013 and 2014 were 2.3, 2.1 and 2.2 respectively. For these purposes, the Group's net debt is defined as long-term loans (including current maturity), short-term loans and bank overdrafts less cash in hand and at banks;
- **Operating in markets with long-term macro-economic potential:** The Group's principal market is the UAE but other markets which are significant to the Group are Egypt, Qatar, Saudi Arabia, Oman and Bahrain. Between 2006 and 2014, each of these markets experienced significant increases in nominal GDP, had growing populations and experienced an average annual growth in private consumption in excess of 5 per cent. Reflecting these factors, retail sales grew significantly in each market over the 2010 to 2014 period, with Majid Al Futtain Retail reporting compound annual growth rates in retail sales of 6.0 per cent. in Bahrain, 8.0 per cent. in the UAE, 9.0 per cent. in Saudi Arabia, 13.6 per cent. in Oman, 7.6 per cent. in Egypt, 8.8 per cent. in Qatar, 6.8 per cent. in Kuwait, 19.3 per cent. in Jordan and 27.8 per cent. in Pakistan in 2014; and
- **Prudent financial management and track record:** The Group believes that it has implemented strong risk management policies, particularly as regards managing its liquidity and credit risks, see "*Group Financial Review—Financial Risk Management*". The Group has experienced steady revenue and EBITDA growth. The Group's revenue grew by 11.2 per cent. in 2012, 10.3 per cent. in 2013 and 11.1 per cent. in 2014 whilst its EBITDA grew by 7.2 per cent. in 2012, 10.7 per cent. in 2013 and 9.5 per cent. in 2014. In addition, the Group follows a conservative investment capital expenditure policy, typically entering new markets with lower cost hypermarket developments before committing to capital intensive shopping mall developments, adhering to a defined and rigorous process for making investment decisions, seeking to pre-fund its capital expenditure, entering into joint ventures where appropriate and by retaining the flexibility to scale back its developments in adverse market conditions.

## STRATEGY

The Group's corporate strategy is focussed on achieving outstanding shopping destinations. The Group intends to focus on core sectors and markets where it has existing market leadership or where it sees an opportunity to establish itself as a leader in an under-developed market and to continue to create and exploit the synergies between its different businesses. In particular, the Group intends to:

- **Enhance and grow its shopping destination business:** The Group intends to continue to undertake shopping mall developments on a regional basis both within the UAE and, outside the UAE, in markets which it believes are currently under-developed and offer a combination of increasing consumer spending power, increasing openness to international markets and low levels of international competitiveness. The Group intends, over time, to continue to diversify away from Dubai, where its revenues are currently concentrated;
- **Control and grow its retail businesses:** The Group expects to continue to develop its Carrefour hypermarket and supermarket business, both as anchor tenants for its new shopping mall developments and also on a stand alone basis. In particular, the Group expects to continue to expand its portfolio of Carrefour supermarkets to meet customer preferences for more convenient food retail outlets and to exploit other synergies within its business, such as the loyalty rewards it can offer through the credit cards issued by Majid Al Futtaim Finance (see "*—Development pipeline*"); and
- **Strengthen its core capabilities to compete in the future:** The Group intends to strengthen certain aspects of its individual businesses to further support its retail-focused corporate strategy. One of the Group's core capabilities is its ability to identify retail potential in specific catchment areas within a city, which is critical to the decision regarding location of a new shopping mall, Carrefour store or other relevant asset. To this end, the Group continues to invest in proprietary research methods based on primary ground research and its accumulated experience gained in relation to the Carrefour stores and shopping malls which are already operational. The Group is further strengthening its core capability in accumulation and integration of customer data which allows it to better serve the needs of its final consumers. During 2012, Carrefour developed a personalised loyalty programme in the UAE which allows Carrefour to capture data in relation to individual shoppers.

## MAJID AL FUTTAIM PROPERTIES

### Overview

Majid Al Futtaim Properties' vision is to be recognised as the market leader in the development, ownership and management of shopping malls in the MENA region. Majid Al Futtaim Properties' goal is to create long-term sustainable wealth for the Group through:

- the entrepreneurial development and management of a diversified portfolio of shopping centres; and
- the development of hotels and, on a selective basis, mixed-use projects where they add synergistic value to its shopping centres.

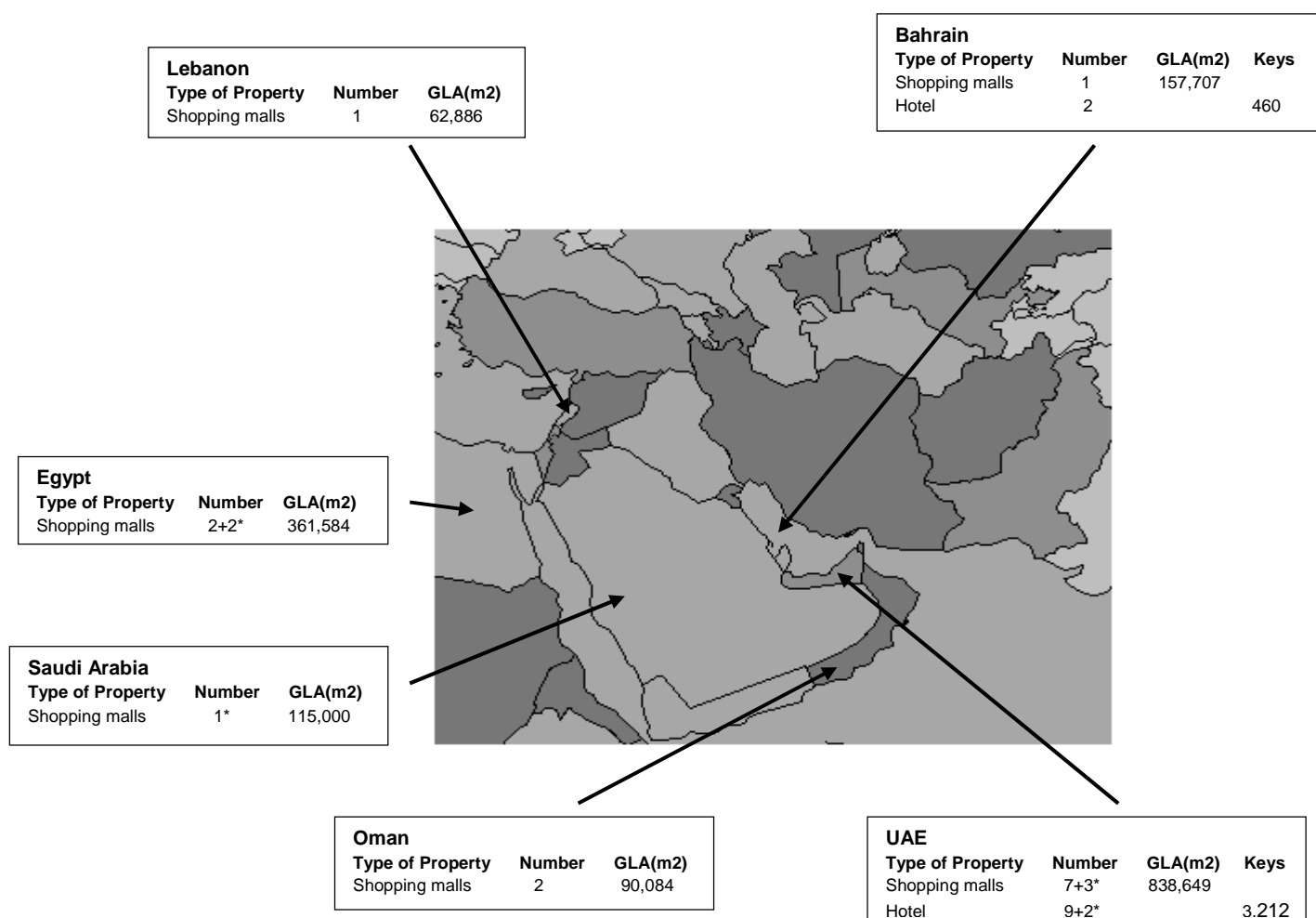
Majid Al Futtaim Properties operates through three independent business units as follows:

- **Shopping Malls:** At 31 December 2014, the Shopping Malls Business Unit owned and operated 13 shopping malls with a gross leasable area of approximately 1,060,910 square metres . As at 31 December 2014, Majid Al Futtaim Properties was constructing or planning an additional five

shopping malls as well as being engaged in the expansion of Mall of the Emirates, with a combined planned gross leasable area in excess of 565,000 square metres in the UAE, the Kingdom of Saudi Arabia and Egypt. One new neighbourhood mall, My City Centre Nasseriya in Sharjah was opened in February 2014 with a gross leasable area of 5,300 square metres. Combined, the Group's malls attracted approximately 167 million visitors in 2014. The Shopping Malls Business Unit's revenue and EBITDA were AED3,085 million and AED2,329 million, respectively, in 2014 and its assets were AED32.4 billion at 31 December 2014, representing 12.2 per cent., 64.9 per cent. and 72.6 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2014. By comparison, the Shopping Malls Business Unit's revenue and EBITDA were AED2,857 million and AED2,174 million, respectively, in 2013 and its assets were AED29 billion at 31 December 2013, representing 12.6 per cent., 66.3 per cent. and 73.5 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2013;

- **Hotels:** The Hotels Business Unit primarily focuses on developing hotels adjacent to, or in close proximity to, the Majid Al Futtaim Properties shopping malls. The Hotels Business Unit currently owns 11 hotels, nine of which are in the UAE and two in Bahrain with two hotels in Dubai in development. The operating hotels offer a total of 3,000 keys, with revenue and EBITDA of AED695 million and AED290 million in 2014 and assets as at 31 December 2013 of AED3,977 million, representing 2.7 per cent., 8.1 per cent. and 8.9 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 2014. By comparison, the Hotels Business Unit's revenue and EBITDA were AED 665 million and AED267 million, respectively, in 2013 and its assets were AED3,433 million, at 31 December 2013, representing 2.9 per cent., 8.2 per cent. and 8.6 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2013; and
- **Communities:** The Communities Business Unit focuses on selective community developments principally covering land, residential and office developments and also provides access to Majid Al Futtaim Properties' core shopping mall business. Currently, this is achieved primarily through limited- or non-recourse joint ventures accounted for under the equity method. The Communities Business Unit is also responsible for managing three office buildings in Dubai. The Communities Business Unit's revenue in 2014 was AED39 million and it had assets of AED2,345 million at 31 December 2014 representing 0.2 per cent. and 5.3 per cent., respectively, of the Group's revenue and assets as of and for the year ended 31 December 2014. The Communities Business Unit's EBITDA for the year ended 31 December 2014 was negative AED61 million compared to an EBITDA of negative AED51 million for the year ended 31 December 2013.

The following map sets out details of Majid Al Futtaim Properties' operating properties, properties under construction, properties under master planning and design and land bank in each of the countries in which it was present as at 31 December 2014.



\* Denotes properties being master planned or under construction

Two of Majid Al Futtaim Properties' shopping malls along with adjacent hotels and offices in Dubai (being Mall of the Emirates and Deira City Centre), which were together valued at AED17,032 million as at 31 December 2014, which represented approximately 38.2 per cent. of the Group's total assets as at 31 December 2014 are built on land gifted by the Ruler of Dubai to Mr. Majid Al Futtaim and title to both of Majid Al Futtaim Properties' shopping malls in Oman and the land on which they are built which were together valued at AED1,229 million as at 31 December 2014, which represented approximately 2.8 per cent. of the Group's total assets as at 31 December 2014 are also registered in the name of Mr. Majid Al Futtaim in his personal capacity. This legal ownership status imposes certain restrictions on Majid Al Futtaim Properties' ability to dispose freely of the properties, see "*Majid Al Futtaim Properties Financial Review—Land and Buildings*" and "*Risk Factors—Risks relating to Majid Al Futtaim Properties—Majid Al Futtaim Properties does not have unrestricted title to all of its land parcels*". Majid Al Futtaim Properties owns land of approximately 1.5 million square metres on which it has development plans in place with a carrying value of AED2,982 million (including work-in-progress) as at 31 December 2014. It also owns land, with no immediate construction plan or planned sales to third parties, of 620,000 square metres with a carrying value of AED911 million as at 31 December 2014 which is designated as investment property, and of 5,800 square meters of land with a carrying value of AED 15 million as at 31

December 2014 which is designated as property, plant and equipment. Furthermore, Majid Al Futtaim Properties owns a land bank of 455,000 square meters of land with carrying value of AED798 million as at 31 December 2014 which has been classified as development property. In accordance with Group policy, land exceeding a valuation threshold of AED50 million is valued on an annual basis by an external firm of chartered surveyors and valuers.

Majid Al Futtaim Properties had revenue of AED3,819 million and EBITDA of AED2,369 million in 2014 as well as assets of AED39.2 billion at 31 December 2014, equal to 15.1 per cent., 66.1 per cent. and 87.8 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2014.

Majid Al Futtaim Properties had revenue of AED3,547 million and EBITDA of AED2,220 million in 2013 as well as assets of AED34.3 billion at 31 December 2013, equal to 15.5 per cent., 67.8 per cent. and 86.9 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2013.

## Strategy

Majid Al Futtaim Properties' strategy is to focus on the development and operation of shopping malls within the MENA region. This is done as its core business through developing different product types: (i) super-regional shopping malls (malls with in excess of 120,000 square metres of gross leasable area); (ii) regional shopping malls (malls with between 60,000 and 120,000 square metres of gross leasable area); (iii) community malls (malls with between 15,000 and 60,000 square metres of gross leasable area); and (iv) neighbourhood community malls (malls with less than 15,000 square metres of gross leasable area). Majid Al Futtaim Properties expects to continue to build a network of malls covering differing catchment areas in selected cities in which it believes it can achieve a dominant position and/or capture unique market opportunities and aims to continue to develop hotels and undertake mixed-use projects preferably where there are clear synergistic benefits to the Group's core shopping mall business. In relation to its hotel developments, Majid Al Futtaim Properties' strategy is to outsource the day-to-day operational management of the hotels to specialist hotel management companies, such as Kempinski, Accor and Starwood (Sheraton).

Majid Al Futtaim Properties intends to prioritise its future capital expenditures on existing and new markets, utilising existing land owned by it, new land acquisition where practicable and through joint ventures where it can secure development and asset management agreements. It also expects to realise value through the sale of non-strategic properties within its land bank and to provide development, management and other shopping centre related services to third parties where this generates knowledge or other benefits to its existing shopping malls and provided it can ensure that reputational and conflict risks are properly controlled. Wherever possible, Majid Al Futtaim Properties intends to add value to its non-strategic land, for example through planning approvals, prior to its sale.

## Competitive advantages

Majid Al Futtaim Properties believes that its competitive advantages include:

- **Established track record and reputation:** Majid Al Futtaim Properties owns and manages 13 shopping malls in five countries, including its flagship mall, the Mall of the Emirates in Dubai, which was opened in 2005 and had an annual footfall of approximately 40 million in 2014. Majid Al Futtaim Properties' first mall, Deira City Centre, was opened in November 1995. As at 31 December 2014, the average occupancy rates of its shopping mall portfolio was around 97 per cent. Majid Al Futtaim Properties believes that this track record, along with its established reputation, give it a significant competitive advantage in attracting consumers and customers (tenants) both to its existing and future shopping malls;

- **Locations:** In many of the countries and markets in which it operates, Majid Al Futtaim Properties has been able to secure prime locations for its shopping malls. In addition, Majid Al Futtaim Properties seeks to ensure that malls are located in all prime catchment areas within its target markets;
- **In-house expertise:** Majid Al Futtaim Properties benefits from having integrated development, project management and asset management teams. Majid Al Futtaim Properties outsources on-site project management and construction activities to reputable firms and construction contractors with which it has established relationships;
- **Alliances and partnerships:** Through its alliance with Majid Al Futtaim Retail (i.e. the Carrefour franchisee) and its established relationships with a number of regional retail franchise groups, Majid Al Futtaim Properties is able to secure a strong tenant base for each of its shopping malls. In addition, Majid Al Futtaim Properties is able to leverage these relationships and the demand for prime space in certain of its malls (such as the Mall of the Emirates) to help achieve an optimal tenant mix in its shopping malls. See *“Risk Factors—Risks Relating to Majid Al Futtaim Properties—Majid Al Futtaim Properties rental revenues depend upon its ability to find tenants for its shopping malls and offices and the ability of such tenants to fulfil their lease obligations as well as on Majid Al Futtaim Properties achieving an optimal tenant mix for its shopping malls. In addition, Majid Al Futtaim Properties is exposed to tenant concentration”*; and
- **Unique leisure offers:** Through its collaboration with Majid Al Futtaim Ventures, Majid Al Futtaim Properties’ super-regional shopping malls are each able to provide a unique leisure offering to their customers. These offerings include Ski Dubai (at Mall of the Emirates), Wahoo water park (at Bahrain City Centre) and iFly (a simulated sky diving experience at Mirdif City Centre). Majid Al Futtaim Properties’ regional and community shopping malls benefit from other leisure and entertainment facilities such as cinemas and family entertainment centres, in each case where appropriate to the shopping mall concerned.

### **Project development model**

Majid Al Futtaim Properties has three asset creation functions: business development, project development and project management, which are responsible for conceptualising, sourcing, developing and delivering projects for each of the three business units: Shopping Malls, Hotels and Communities. The business development function pursues project opportunities and assesses their feasibility prior to acquisition. The project development function is responsible for producing business plans, detailed master plans and concept designs for each project. The project management function manages project construction with the goal of delivering projects on time, in scope and within budget.

All development projects undertaken by Majid Al Futtaim Properties follow a rigorous standard operating process designed to ensure consistent oversight and that all development projects are executed in line with overall Group strategy, represent economically sound investments which add shareholder value and are able to be funded. Majid Al Futtaim Properties’ project development model is a nine-stage process which is followed for all asset classes. The expertise of Majid Al Futtaim Properties’ business development, and project development functions is utilised at each step of the process. The nine-stage process is set out in more detail below.

#### **Stage 1: Sourcing, due diligence & land acquisition**

The first of the nine stages principally involves potential site identification and the preparation and approval of a due diligence scope and budget for each potential development site. Target markets and geographies are identified within Majid Al Futtaim Properties’ strategic priorities which are approved by senior management in line with Majid Al Futtaim Properties’ strategic plan.

### **Stage 2: Land purchase and outline master plan**

During this stage, a high level feasibility study is undertaken. This seeks to identify the potential options for the project and key success criteria. Additional due diligence is undertaken, including background market research by internal and external research providers (including current and projected population and household numbers in the catchment area, any current and potential future competitors, potential tenant interest and any environmental or other material factors affecting the site concerned), traffic assessment (including ease of accessibility) and financial criteria such as indicative land, construction and other development costs, as well as possible financing strategies. This research is updated at each later stage of the project. Exit options are also identified for any non-strategic assets and approval by both senior management and the Board of Majid Al Futtaim Properties is required before the identified land is purchased and the next stage can commence. Majid Al Futtaim Properties prefers to acquire 100 per cent. ownership of its properties and to develop its assets itself, but will enter into joint ventures where appropriate, for example as a result of legal restrictions on foreign ownership in some of the countries in which it operates. Key considerations for entering into a joint venture agreement include property location, identity of the joint venture partner and clarity of land ownership as well as control over development and operations. Although it has not done so to date, Majid Al Futtaim Properties will also consider acquiring existing companies or properties where economically attractive to do so. When constructing a new shopping mall, Majid Al Futtaim Properties seeks to purchase sufficient land to allow for future expansion projects and may also seek to plan the development in stages. See *“Risk Factors—Risks Relating to Majid Al Futtaim Properties—The success of Majid Al Futtaim Properties’ business strategy and profitability depends upon its ability to locate and acquire or lease land suitable for development at attractive terms”*.

### **Stage 3: Master plan approval and development budget**

During this stage, the proposed structure of the project is identified and the high level feasibility study is developed into an indicative business and financial plan and more detailed success criteria (such as cash yield, internal rates of return, payback and net present value) are developed and analysed together with benchmarking and sensitivities, with a view to establishing a clear understanding of the financial, resourcing and risk implications of the proposed project. A financing strategy is also formulated at this stage. In the case of a new shopping mall project, the proposed merchandising mix is identified and for all new projects any necessary statutory approvals are applied for and obtained. Approval by the project control group is required for the key elements of this stage. The project control group is comprised of:

- the CEO and CFO of Majid Al Futtaim Properties (the CEO chairs the meetings);
- the head of development and project management divisions;
- the projects specific developments directors, project manager and asset manager;
- the country head and country representative; and
- the representatives of specialists functions (such as leasing, marketing and finance) (the **Project Control Group**).

### **Stage 4: Concept design**

During this stage, a detailed business plan is prepared. Financial assumptions (including revenues, costs, financing, taxation and discount rates as well as revenue assumptions) are clearly identified and updated at each later stage of the project. Based on the approved financing strategy (approved in the previous stage), funding proposals are sought from third parties, a preliminary leasing (or mixed-use

sales) plan is prepared and a project development brief containing all relevant data in relation to the proposed project is presented to the Project Control Group for approval.

#### ***Stage 5: Schematic design***

During this stage, a scheme design and planning report is prepared with a view to achieving a high level of confidence that the proposed project can meet or exceed its objectives. The purpose of the scheme design and planning report is to allow a commitment to be made on detailed design and procurement, and to secure lease commitments from anchor tenants in the case of shopping malls. The detailed business plan is revised in the light of any new information and the financing strategy and preliminary leasing or sales plans are also finalised and approved. In the case of a new shopping mall project, commitments from anchor tenants are sought at this stage and in the case of a new hotel project, management agreements (both for technical services and hotel management) are entered into at this stage, whilst in the case of residential and office projects, off-plan sales reservations are commenced. Qualified contractors are identified and pre-qualification activity is undertaken. Approval by the Project Control Group is required for the key elements of this stage.

#### ***Stage 6: Detailed design***

During this stage, a detailed design, procurement and construction report is prepared and any required funding is negotiated and secured in accordance with the approved financing strategy and further pre-leasing and off-plan sales reservations are undertaken. Typically projects are funded with a combination of debt and equity financing. Additionally the project development team seeks to ensure flexibility in the construction costs and commitments to minimise potential exit costs in the event of a significant adverse change in the feasibility of a project. Detailed designs are finalised, tenders are undertaken and any required building permits are obtained at this stage. The business plan is finalised and investment indicators are further revised in the light of any new information. Approval by the Project Control Group is required for the key elements of this stage.

#### ***Stage 7: Main construction contract award***

During this stage, the business plan is finalised. A tender report is prepared summarising the outcome of the tender process and recommending proposed contractors. The main construction contractor is appointed and enabling works and any necessary site preparation commence, although, in the case of a new shopping mall project, historically this has taken place once tenants have been secured for about 50 per cent. of the gross leasable area (or in the case of residential or office developments, a 50 per cent. off-plan sales reservation target is achieved). Approval by the Project Control Group is required for the key elements of this stage.

#### ***Stage 8: Construction***

During this stage, construction is undertaken in accordance with the detailed designs prepared. The costs, time and associated construction risks are closely monitored throughout this stage with a view to achieving handover on time, within scope and budget. During this stage, in the case of a new shopping mall project the leasing process continues and space is allocated within the shopping mall to committed tenants. In the case of residential and office developments, further sales reservations are undertaken and staged payments are collected from clients under contracted agreements. Approval by the Project Control Group is required for the key elements of this stage and any adverse construction or project results such as cost overruns are referred to the Board of Majid Al Futtaim Properties.



### **Stage 9: Project completion**

During this stage, post-completion evaluations are conducted for each project at the first and third year following delivery.

The development of a new project, from concept to completion, typically averages between four and seven years depending on asset class. In the case of shopping malls, the first three stages set out above typically take between one to two years and account for around 15 to 20 per cent. of the total project investment. Each of the fourth and fifth stages and the sixth and seventh stages described above typically takes between six months and one year to complete and accounts for around 5 per cent. of the total project investment. The final two stages typically take between two and three years to complete and account for approximately 70 to 75 per cent. of the total project investment.

### **Shopping Malls Business Unit**

The Shopping Malls Business Unit's 13 shopping malls as at 31 December 2014, seven in the UAE, two each in Egypt and Oman, one in Bahrain and one in Lebanon, enjoyed a combined total footfall of approximately 167 million visitors in 2014, an increase of 6 per cent. As at 31 December 2014, the Shopping Malls Business Unit's 13 shopping malls had a gross leasable area of 1,060,910 square metres and a combined average occupancy rate of around 97 per cent. One new neighbourhood community mall, My City Centre Nasseriya in Sharjah was opened in February 2014 with a gross leasable area of 5,300 square metres. Five additional shopping malls as well as the redevelopment of Mall of the Emirates, were being planned or under development in the UAE, the Kingdom of Saudi Arabia and Egypt as at 31 December 2014, with a combined planned gross leasable area in excess of 565,000 square metres.

Shopping malls are classified in terms of their size and type. Three of the Shopping Malls Business Unit's malls are currently classified as super-regional malls and the remaining ten are regional and community malls. Each shopping mall is designed to have large anchor stores and various leisure amenities, including entertainment facilities and food and beverage facilities (such as food courts, fast food and speciality restaurants). Where feasible, Majid Al Futtaim Properties seeks to maximise the synergies across Group businesses in new shopping mall developments. For example: Carrefour hypermarkets operated by Majid Al Futtaim Retail as the food retail anchor store; entertainment facilities such as cinemas or Magic Planet centres operated by Majid Al Futtaim Ventures; and facilities management services of the Group's joint venture with Dalkia for certain facilities.

The Shopping Malls Business Unit seeks to maintain a balanced portfolio of shopping malls, ensuring that it has the right mix of super-regional, regional, community and neighbourhood malls and that the format it chooses to develop in a particular location will be attractive to its potential customer and consumer base. The Shopping Malls Business Unit strategically locates its shopping mall destinations close to residential areas to attract local residents with the convenience of shopping close to home. The potential customer base is expanded when, in line with the Group's overall strategy, the Hotels Business Unit and, where relevant, the Communities Business Unit develop hotels or residential properties close to the shopping malls.

The design and type of shopping malls are based on the profile of the relevant catchment area. For example, the Shopping Malls Business Unit has to date focused on super-regional malls in growing urban communities or tourism markets such as Dubai and Bahrain, and plans to focus on developing community and regional malls in other markets. In addition, the mix of retail outlets is based on the Shopping Malls Business Unit's understanding of the consumer preferences of local shoppers and, where appropriate, regional and international tourists within the particular area. This is done with the aim of ensuring an attractive mix of international brands, national retailers and leading local retailers.

Market research is performed to evaluate trends, to segment the market and to benchmark against competitors.

The Shopping Malls Business Unit has strong relationships with key retail franchise groups which control a number of major brands in different countries. Depending on the size and consumer profile of a particular shopping mall, the Shopping Malls Business Unit will contract with one or more of these retail franchise groups as well as local retailers to establish a selection of retail brands within the shopping mall. In addition, the Shopping Malls Business Unit endeavours to cater to the expansion strategies of its tenants by offering them retail space in a variety of preferred locations in a number of its developments. At the same time, the Shopping Malls Business Unit seeks to increase its footfall across the region by leveraging the increased recognition and popularity of its tenants.

### Shopping malls in operation as at 31 December 2014

The following table shows the year opened, occupancy rate (for 2014), footfall (for 2014 and 2013), gross leasable area (for 2014) tenant sales per square metre (for 2014 and 2013) and the mall valuation (for 2014 and 2013) for each of the 13 shopping malls in operation as at 31 December 2014.

	Year Opened	Occupancy (%)	Footfall (31 December 2014)	Footfall (31 December 2013)	Gross Leasable Area	Tenant Sales/m <sup>2</sup> (31 December 2014)	Tenant Sales/m <sup>2</sup> (31 December 2013)	Mall Valuation (31 December 2014)	Mall Valuation (31 December 2013)
<b>Super-Regional Malls</b>			<i>(millions)</i>		<i>(sq m)</i>			<i>(AED millions)</i>	
Mall of the Emirates, Dubai, UAE .....	2005	98	39	39	233,541	40,403	37,078	10,620	9,710
City Centre Mirdif, Dubai, UAE .....	2010	95	23	20	199,045	20,880	18,828	5,411	5,104
City Centre Bahrain, Bahrain .....	2008	98	14	12	157,707	15,865	13,867	2,474	2,321
<b>Regional &amp; Community Malls</b>									
City Centre Deira, Dubai, UAE .....	1995	94	23	22	116,912	32,069	31,297	4,100	4,039
City Centre Alexandria, Alexandria, Egypt .....	2003	8	13	14	63,059	13,449	14,248	631	588
City Centre Muscat, Muscat, Oman .....	2001	99	10	10	61,663	23,313	23,284	930	856
City Centre Sharjah, Sharjah, UAE .....	2001	100	12	12	37,235	29,357	27,679	656	640
City Centre Maadi, Cairo, Egypt .....	2002	100	10	10	31,525	28,958	30,116	405	386
City Centre Ajman, Ajman, UAE .....	1998	99	9	8	30,182	27,781	25,036	428	417
City Centre Qurum, Qurum, Oman .....	2008	99	4	3	28,421	16,504	20,567	299	248
City Centre Fujairah, Fujairah, UAE .....	2012	99	3	2	34,684	13,240	11,979	364	348
City Centre Beirut, Lebanon .....	2013	94	6	5	62,886	11,977	9,475*	923	926
My City Centre Nasseriya* .....	2014	100	1	-	5,365	10,606	-	98	-
<b>Total .....</b>		<b>97</b>	<b>167</b>	<b>157</b>	<b>1,062,225</b>	<b>25,147</b>	<b>23,758</b>	<b>27,339</b>	<b>25,585</b>

\* Partial period

- *Mall of the Emirates, Dubai, UAE:* This three-level shopping and leisure centre had 610 tenants, including 29 stores with a gross leasable area in excess of 1,000 square metres, located in 233,541 square metres of gross leasable area as at 31 December 2014. The Mall of the Emirates features the largest Carrefour hypermarket in the Middle East. Please see "*Shopping Malls under development*" in relation to the expansion of the Mall of the Emirates.

Its family leisure and entertainment offerings include an 8,000 square metre Magic Planet entertainment centre, a Majid Al Futtaim Ventures' cinema, Ski Dubai, a five-star Kempinski hotel with 393 keys and a five-star Sheraton hotel with 481 keys. The mall is located next to a metro station, named Mall of the Emirates. In 2005, its first year of operation, the Mall of the Emirates welcomed more than 23 million visitors. In 2014, the Mall of the Emirates had 39.5 million visitors.

- *City Centre Mirdif, Dubai, UAE:* City Centre Mirdif opened on 16 March 2010. The mall had 517 tenants, including a Carrefour hypermarket and 34 other stores with a gross leasable area in excess of 1,000 square metres, located in 199,045 square metres of gross leasable area as at 31 December 2014.

The mall's unique leisure offerings include iFly, a simulated sky diving experience, a soccer academy and Little Explorer, an educational establishment for children. The City Centre Mirdif shopping mall was the first shopping centre in the Middle East to achieve a Gold Rating for Leadership in Energy and Environmental Design (LEED), the sustainability rating system developed by the U.S. Green Building Council. In 2014, City Centre Mirdif had 22.8 million visitors.

- *City Centre Bahrain, Bahrain:* City Centre Bahrain is Majid Al Futtaim Properties' third super-regional mall and is its landmark project in Bahrain. The City Centre Bahrain shopping mall started operations in September 2008. The three-level mall, with 157,707 square metres of gross leasable area and 397 tenants as at 31 December 2014, is the first integrated entertainment, shopping and leisure complex in Bahrain, the largest shopping mall in Bahrain and one of the largest in the GCC region. It features 22 stores with a gross leasable area in excess of 1,000 square metres (including a Carrefour hypermarket), Wahoo, the region's largest indoor-outdoor water park, the largest cinema complex in the Middle East and a Magic Planet entertainment centre. In 2014, City Centre Bahrain had 13.5 million visitors.

- *City Centre Deira, Dubai, UAE:* City Centre Deira, with 380 tenants and 116,912 square metres of gross leasable area as at 31 December 2014, was Majid Al Futtaim Properties' first mall development. Opened in November 1995, the City Centre Deira shopping mall underwent various expansions and refurbishment and is currently undertaking further redevelopments. City Centre Deira has 22 stores with a gross leasable area in excess of 1,000 square metres (including a Carrefour hypermarket) and includes a 12-screen cinema complex. The mall is located next to a metro station, named Deira City Centre. City Centre Deira shopping mall had 23 million visitors in 2014.

- *City Centre Alexandria, Alexandria, Egypt:* City Centre Alexandria opened in January 2003 and is currently Alexandria's largest shopping centre, with nine stores with a gross leasable area in excess of 1,000 square metres, 266 tenants and 63,059 square metres of gross leasable area as at 31 December 2014. City Centre Alexandria shopping mall had 13.2 million visitors in 2014.

- *City Centre Muscat, Muscat, Oman:* City Centre Muscat, which opened in October 2001, is the largest mall in Oman in terms of gross leasable area. The original 33,036 square metres of gross leasable area was expanded in 2007 to a total of 61,663 square metres of gross leasable area, almost doubling the size of the mall. City Centre Muscat had 184 tenants and 13 stores with a

gross leasable area in excess of 1,000 square metres as at 31 December 2014. City Centre Muscat shopping mall had 10.2 million visitors in 2014.

- *City Centre Sharjah, Sharjah, UAE:* City Centre Sharjah, encompassing 37,235 square metres of gross leasable area, had seven stores with a gross leasable area in excess of 1,000 square metres and 175 tenants as at 31 December 2014. The mall opened in September 2001 and is located in central Sharjah. City Centre Sharjah shopping mall had 11.5 million visitors in 2014.
- *City Centre Maadi, Cairo, Egypt:* City Centre Maadi opened in December 2002 and had 31,525 square metres of gross leasable area as at 31 December 2014. The mall had six stores with a gross leasable area in excess of 1,000 square metres and a total of 106 tenants as at 31 December 2014. City Centre Maadi shopping mall had 9.6 million visitors in 2014.
- *City Centre Ajman, Ajman, UAE:* City Centre Ajman opened in December 1998 with 46 stores. It had a gross leasable area of 30,182 square metres, five stores with a gross leasable area in excess of 1,000 square metres and 77 tenants as at 31 December 2014, as well as a 6-screen cinema complex making City Centre Ajman the largest shopping mall in Ajman. City Centre Ajman shopping mall had 9.2 million visitors in 2014.
- *City Centre Qurum, Qurum, Oman:* City Centre Qurum opened in November 2008 and comprised 28,421 square metres of gross leasable area as at 31 December 2014. The City Centre Qurum shopping mall had two stores with a gross leasable area in excess of 1,000 square metres and 95 tenants as at 31 December 2014 and had 3.6 million visitors in 2014.
- *City Centre Fujairah, Fujairah, UAE:* The City Centre Fujairah shopping mall opened in April 2012 and is located west of the City of Fujairah. The mall has a gross leasable area of over 34,684 square metres and includes a Carrefour hypermarket, a cinema opened in February 2013, a Magic Planet entertainment centre and five stores with a gross leasable area in excess of 1,000 square metres and 126 tenants as at 31 December 2014. The City Centre Fujairah shopping mall had 3.3 million visitors in 2014.
- *City Centre Beirut, Beirut, Lebanon:* This regional mall opened in April 2013. The mall has a total gross leasable area of 66,507 square metres with nine stores in excess of 1,000 square metres. The mall also has a Carrefour hypermarket and a 15 screen Vox Cinema and Magic Planet entertainment centre. The City Centre Beirut shopping mall had 6.3 million visitors in 2014.
- *My City Centre Nasseriya, Sharjah, UAE:* My City Centre Nasseriya is a neighbourhood mall which opened in February 2014. The mall has a gross leasable area of 5,635 square metres, and offers a balanced mix of practical and lifestyle-oriented stores for residents in local communities. My City Centre Nasseriya had 1.0 million visitors in 2014.

### **Shopping Malls under development**

In addition to the 13 existing shopping malls currently in operation, five additional shopping malls as well as the redevelopment of Mall of the Emirates were being planned or under development in the UAE, the Kingdom of Saudi Arabia and Egypt as at 31 December 2014, with a combined planned gross leasable area in excess of 565,000 square metres.

- *Mall of Egypt:* This super-regional mall located in the west of Cairo, Egypt is under construction and is planned to open in 2016 with a total gross leasable area of approximately 165,000 square metres. The mall includes a unique leisure offering themed around snow and ice. The mall is also expected to include a Majid Al Futtaim Ventures' cinema and a Magic Planet entertainment centre.

- *City Centre Almaza:* This shopping mall located in east Cairo, Egypt is at final design stage and works are currently planned to commence on site during the first half of 2015. The mall will have a gross leasable area of approximately 102,000 square metres and is planned for opening in 2018. It will include a Vox Cinemas complex and a Magic Planet in addition to a Carrefour Hypermarket.
- *City Centre Me'aisem:* This community mall with an approximate total gross leasable area of 23,400 square metres (Phase 1) located in International Media Production Zone, Dubai is planned to open in the third quarter of 2015.
- *Mall of the Emirates Redevelopment:* Majid Al Futtaim's flagship asset is undergoing a redevelopment program designed to add a AED 1 billion extension across two phases to increase the mall's gross leasable area by approximately 25,000 square metres. Phase 1, the new "Fashion District", opened in early 2014 and phase 2 is planned to open by the second quarter of 2016. It is expected that 25 per cent. of the retailers will be new to the UAE and/or the region and are a mix of new fashion brands and new dining concepts.
- *City Centre Ashbiliah:* This super-regional mall in Riyadh is at an advanced design stage with construction starting in early 2016 and with a planned opening date in 2018 and will have a total gross leasable area of approximately 115,000 sqm. It will include a Magic Planet in addition to a Carrefour Hypermarket.
- *City Centre Al Zahia:* This super-regional mall is at an advanced stage of design with a planned opening date in 2018 and will have a total gross leasable area of approximately 130,000 sqm. This mall will be located in Sharjah on Sheikh Mohamed bin Zayed Road, the main artery connecting all the Emirates. Majid Al Futtaim Ventures' VOX Cinema and Family Entertainment centre (Magic Planet) and a Carrefour Hypermarket are planned to be part of this development.

## **Marketing**

The Shopping Malls Business Unit has a centralised marketing structure within the GCC and acts as a central marketing hub for non-GCC markets ensuring consistent marketing across assets and geographies and aimed at enhancing the value of the Group's brands. Marketing is targeted at both retailers (as potential tenants) and end-consumers. The principal marketing activities include branding, external communication, advertising, media buying, sales promotions, loyalty programmes, digital marketing and CSR (corporate social responsibility and community relations). The Group's shopping malls have won numerous awards, including 51 international and regional awards, which most recently included:

- Gold award from the International Council of Shopping Centres (ICSC) Sales Promotion and Events for Mall of the Emirates, City Centre Deira and Mirdif for the Monopoly Campaign, 2014;
- Gold award from the International Council of Shopping Centres (ICSC) New Media for Mall of the Emirates, City Centre Deira and Mirdif for the Monopoly Campaign, 2014;
- Gold award from the International Council of Shopping Centres (ICSC) Public Relation for City Centre Deira and Mirdif for the Dubai Shopping Festival Campaign "City Centre Wonderland" Campaign, 2014;
- Silver award from the International Council of Shopping Centres (ICSC) New Media for City Centre Deira and Mirdif for the Dubai Shopping Festival Campaign "City Centre Wonderland" Campaign, 2014;

- MENA / ICSC Gold award for City Centre Bahrain for their Winter Wonderland promotion 2014;
- MENA/ ICSC Silver Award for City Centre Sharjah for their Spring Fashion campaign 2014; and
- Middle East and North Africa Community Support Award from the International Council of Shopping Centres (the ICSC) for its “It’s a woman’s world at Mall of the Emirates” campaign in 2012.

### **Lease arrangements**

Majid Al Futtaim Properties enters into lease agreements with its retail tenants, the duration of which varies by tenant, and typically commences negotiations regarding the renewal of lease agreements approximately six months prior to the expiration of a lease agreement. The lease term for anchor tenants typically varies from 10 to 20 years, for major tenants from between five to 10 years and for line stores from between one to five years. The average lease terms across the Group’s malls as at 31 December 2014 ranged from six to seven years. Maximum lease terms are 20 years. Majid Al Futtaim Properties also enters into leases of one year or less for tenants operating counters, carts, kiosks and mall media in each mall. Under the terms of the lease agreements, some major tenants have a restrictive clause preventing them from opening a competing store within a defined radius. In addition, tenants typically do not have the right to rescind their lease agreements except in limited cases and Majid Al Futtaim Properties has the right to rescind certain line tenants’ lease agreements in the event they do not achieve certain sales thresholds.

The fit-out of individual stores is the responsibility of the tenant subject to approval by Majid Al Futtaim Properties. Tenants are also responsible for all repairs and maintenance to their leased area over the lease period and must vacate the premises at the end of the lease period as found prior to fit-out.

Lease rental fees contain a number of fixed elements linked to the area of floor space under lease, along with a variable rent element calculated based on the tenant’s gross sales. This variable rent element is automatically converted to base rent at the start of a new lease year. Each lease is negotiated separately and there is no set formula for rents applied across all tenants.

Some jurisdictions in which Majid Al Futtaim Properties has shopping malls (notably the UAE) have passed laws which limit Majid Al Futtaim Properties’ flexibility to increase the rentals paid in those jurisdictions (see "*Risk Factors—Risk Factors Relating to the Group—The countries in which the Group operates may introduce new laws and regulations that adversely affect the way in which the Group is able to conduct its businesses*").

### **Competition**

Majid Al Futtaim Properties is one of the largest shopping mall destination developers in the MENA region. However, it still faces competition from a number of real estate developers in each of the markets in which it operates. The principal competitor in the UAE, the Group’s main market, is Emaar Malls Group PJSC, 32 per cent. owned by the Dubai government, which opened its first shopping mall in Dubai (the Dubai Mall with approximately 350,000 square metres of gross leasable area as at 31 December 2014 excluding the expansion scheduled to start operations in 2015 which would increase the gross leasable area to approximately 450,000 square metres) in November 2008. Other competing malls include the Ibn Battuta shopping mall and the Dubai Festival City shopping mall, both in Dubai with gross leasable areas of approximately 110,000 square metres and approximately 178,000 square metres, respectively, as at 31 December 2014.

## Hotels Business Unit

The Hotels Business Unit focuses on the maximisation of the value of existing hotels and the development of new hotels located on or adjacent to Majid Al Futtaim Properties' shopping malls. The Hotels Business Unit currently owns 11 hotels, 9 of which are located in the UAE and 2 in Bahrain. Two new hotels in Dubai are currently under development.

The Hotel Business Unit's current business model is to asset manage third party international hotel management companies and not to self-manage the hotels. The Hotel Business Unit currently uses four international hotel management companies: Kempinski, Accor, Hilton and Starwood. The Hotels Business Unit enters into management agreements with the Hotel Management Companies to provide its hotels with a brand, experienced international management and access to global distribution systems and customer networks.

### Hotels in operation

As at 31 December 2014, 10 of the 11 hotels are either on or adjacent to Majid Al Futtaim Properties shopping malls. The co-located hotels are the five-star Pullman City Centre Hotel and Pullman City Centre Residence in Deira, the five-star Kempinski Hotel Mall of the Emirates, the five-star Sheraton Mall of the Emirates Hotel, the five star Westin (formally Kempinski Grand Hotel, Bahrain) and the five-star Le Meridien (formally Kempinski Ixir Hotel) in Bahrain. These hotels have a combined capacity of 1,784 keys. The four-star Novotel and the three-star IBIS hotels in Port Saeed which have a combined capacity of 553 keys, are located behind and adjacent to the Deira City Centre shopping mall. The four-star Suite Novotel and the three-star IBIS hotels in Barsha which have a combined capacity of 384 keys, are located behind the Mall of the Emirates. The eleventh hotel, the IBIS Hotel in Rigga which has 280 keys, stands alone and is the only hotel not attached or adjacent to a Majid Al Futtaim mall.

The table below sets out certain information as at 31 December 2014 on the Hotels Business Unit's 11 hotels

Property	Location	Total Keys	Average Daily Rate <sup>1</sup> (AED)	Occupancy <sup>2</sup> (%)	RevPar <sup>3</sup> (AED)
Pullman City Centre Hotel.....	Dubai	317	681	83.4	568
Pullman City Centre Residence .....	Dubai	133	1,116	27.3	305
Kempinski, Mall of the Emirates .....	Dubai	393	1,403	71.0	996
Novotel, Port Saeed .....	Dubai	188	541	83.9	454
IBIS, Port Saeed .....	Dubai	365	343	86.3	296
IBIS, Barsha .....	Dubai	204	383	88.7	339
Suite Novotel, Barsha .....	Dubai	180	564	82.1	464
Sheraton, Mall of the Emirates .....	Dubai	481	973	79.3	771
IBIS, Rigga .....	Dubai	280	323	80.3	259
Westin, Bahrain.....	Bahrain	200	1,289	44.0	567
Le Meridien, Bahrain .....	Bahrain	260	1,116	27.3	305

Notes:

- (1) Average daily rate refers to the average room rate charged by a hotel over a given period.
- (2) Occupancy refers to the percentage of a hotel's rooms that are occupied over a given period.
- (3) RevPAR (revenue per available room) is calculated by multiplying the average daily rate by the occupancy rate over a given period.

### *Pullman City Centre Hotel and Residence, Dubai*

The Pullman City Centre Hotel and Residence offers two distinct types of accommodation: hotel rooms and fully furnished apartments. The 317 key 5-star hotel has been operating since March 1998 and is managed by Accor. A major refurbishment and renovation programme of the Pullman City Centre Hotel



was substantially completed in 2012. The Pullman City Centre Hotel includes a lounge, outdoor pool, food and beverage venues, gym and spa. The Pullman City Centre Residence, which opened in April 1998, just completed a major refurbishment, offers 133 fully-furnished and serviced studios, one and two bedroom apartments.

#### *Kempinski Hotel Mall of the Emirates, Dubai*

The Kempinski Mall of the Emirates, Kempinski's first hotel in Dubai, is located on Sheikh Zayed Road, at the front of the Mall of the Emirates. The hotel, which covers an area of 48,000 square metres, began operating in April 2006. Since January 2008, the hotel has been operating with a full inventory of 393 keys, including deluxe rooms, suites, ski chalets and business suites with private board rooms, some of which enjoy views over Ski Dubai. The Kempinski Mall of the Emirates includes a wellness spa, fitness centre, swimming pool and tennis court. The hotel features a number of restaurants and bars, including a 1,000 seat dining and lounge area occupying 2,900 square metres. The hotel attracts leisure and business clientele in a ratio of approximately two to one.

#### *Novotel Port Saeed and IBIS Port Saeed, Dubai*

The Novotel and IBIS Port Saeed both opened for business in November 2008 and are managed by Accor. These properties are both located in close proximity to the Deira City Centre shopping mall. This hotel cluster comprises the Hotels Business Unit's first budget/midscale hotels. The Novotel Port Saeed offers 188 keys as well as international and regional restaurants, fully licensed bars and an outdoor temperature controlled swimming pool. The IBIS Port Saeed offers 365 keys, a bistro restaurant and a bar.

#### *IBIS Barsha and Suite Novotel Barsha, Dubai*

The IBIS and Suite Novotel Barsha both opened for business in June 2009 and are managed by Accor. These properties are both located in close proximity to the Mall of the Emirates. The hotel has 204 keys, a restaurant, a café, two bars and a gym. The Suite Novotel has 180 residence keys, a restaurant, bar, 24 hour Deli Boutique, a swimming pool and a fully-equipped gym.

#### *Sheraton Mall of the Emirates, Dubai*

The Sheraton Mall of the Emirates Hotel (formerly Pullman Mall of the Emirates) was constructed adjacent to the extension of the Mall of the Emirates and opened for business in September 2010. Since 1 February 2013, this hotel has been managed by Sheraton and offers 481 keys and features two restaurants, two bars and extensive meeting facilities. Majid Al Futtaim Properties changed the operator of the former Pullman Mall of the Emirates to Sheraton Mall of the Emirates Hotel under a management agreement with Starwood Hotels & Resorts Worldwide at the beginning of 2013.

#### *IBIS Rigga, Dubai*

The IBIS Rigga opened for business in March 2010. This stand-alone budget hotel, which is managed by Accor, offers 280 keys, a café, bar and a fitness centre.

#### *Westin, Bahrain*

The Westin Bahrain is a five star hotel constructed adjacent to the Bahrain City Centre shopping mall and opened for business in September 2011. Since July 2014 this hotel is managed by Westin and offers 200 keys and features three restaurants, a bar, spa and extensive meeting facilities.

#### *Le Meridien, Bahrain*

The Le Meridien Bahrain, opened for business in March 2013. This five star hotel is adjacent to the Bahrain City Centre shopping mall, offering a total of 260 keys.

In July 2014, Majid Al Futtain Properties have converted these two hotels to the Westin and Le Méridien Bahrain managed by Starwood Hotels & Resorts Worldwide replacing the Kempinski Grand and Kempinski Ixir hotels.

### **Hotels under development**

In addition to the 11 existing hotels currently in operation two additional hotels with a total of 672 keys are under development in Dubai.

- **Aloft Deira City Centre:** This 300 key 4 star hotel is in design development, will begin construction in October 2015 and is planned to open in 2018. The hotel will be directly connected to the Deira City Centre.
- **Hilton Garden Inn Mall of the Emirates:** This 372 key 4-star hotel is under construction, is located adjacent to Mall of the Emirates, and is planned to open in 2016.

Majid Al Futtain Properties has entered into the following agreements for the management of its hotels:

- **Management agreements with Kempinski.** Under the terms of a management agreement dated 23 December 2003, Kempinski was appointed as the exclusive operator and manager of the Kempinski Hotel at Mall of the Emirates. Kempinski is entitled to receive the following fees in accordance with the terms of this management agreement: (i) incentive fee; (ii) central services fee; (iii) marketing cost contribution; and (iv) royalty.
- **Management agreements with Accor S.A.** Under individual management agreements, Majid Al Futtain Properties has appointed Accor S.A. to operate and manage some of its hotels located in Dubai. The dates of such management agreements are as follows: Novotel Port Saeed and IBIS Port Saeed, 20 December 2006; IBIS Rigga, 25 January 2007; IBIS Barsha and Suite Novotel Barsha, 20 December 2006; Pullman City Centre Hotel and Residence, 1 March 2009. Accor S.A. is entitled to receive the following fees in accordance with the terms of these management agreements: (i) basic management fee; (ii) license fee; (iii) incentive management fee; and (iv) reservation fee.
- **Management agreements with Starwood.** Under individual management agreements, Majid Al Futtain Properties has appointed Starwood to operate and manage some of its hotels located in Dubai and Bahrain. Under a management agreement dated 29 November 2012 Starwood was appointed to manage and operate the Sheraton Mall of the Emirates and is entitled to receive the following fees in accordance with the terms of the above agreement: (i) base fee; (ii) incentive fee; (iii) license fee; and (iv) centralised service charges. Under a management agreement dated 24 March 2014 Starwood was appointed to manage and operate two hotels in Bahrain, the Westin and Le Meridien and is entitled to receive the following fees in accordance with the terms of the above agreement: (i) base fee; (ii) incentive fee; (iii) license fee; and (iv) centralised services charge. Majid Al Futtain Properties intends to appoint Starwood to manage and operate Aloft Deira City Centre, a new hotel under development, under the 'Aloft' brand owned by Starwood.
- **Management agreements with Hilton International Manage LLC.** Under a management agreement dated 4 May 2014 Hilton was appointed to manage and operate the Hilton Garden Inn Mall of the Emirates, a new hotel under development. Hilton is entitled to receive the following fees in accordance with the terms of this management agreement: (i) development services fee,

for the services provided by Hilton during the development stage of the hotel; (ii) reservation fee; (iii) license fee; (iv) management fee; and (iv) group services and benefits charge.

### **Marketing**

Pursuant to the terms of the management agreements with Kempinski, Accor and Starwood Hotels & Resorts Worldwide and Hilton Worldwide, each relevant manager is responsible for all marketing activities related to the hotels they manage. See “—Hotel management agreements”.

### **Competition**

The hotels managed by the Hotels Business Unit face competition from a number of existing hotel operators and developers in the region as well as new market entrants. Dubai continues to be the most desirable destination in Middle East and the preferred choice for hotel operators, which is demonstrated by an influx of new hotel openings during 2014. Over the next three years, the hotel supply is expected to increase at 2.1 per cent. compound annual growth rate (**CAGR**) increasing the supply from 69,900 to 77,900 keys. Due to strong market fundamentals as the hotel markets mature in Dubai, the demand is expected to also continue to grow at approximately 3.5 per cent. CAGR. According to STR Global, hotel occupancy rates in Dubai decreased to 77.4 per cent. in 2014 from 80.0 per cent. in 2013 and average hotel room rates increased by approximately 2.0 per cent. in 2014 from 2013.

### **Communities Business Unit**

The Communities Business Unit was established to develop sites containing a mix of residential and commercial properties throughout the MENA region. The Communities Business Unit is also responsible for managing Majid Al Futtaim Properties’ portfolio of three office buildings in Dubai. The Communities Business Unit is currently involved in developing a mixed-use joint venture in Lebanon, and is the joint venture partner with the Governments of Oman and Sharjah for two further master-planned communities as described below.

#### ***Waterfront City, Beirut, Lebanon***

The Group has invested in a 50/50 joint venture with a Lebanese company, Joseph G. Khoury Holdings & Fils S.A.L. The joint venture owns around 193,700 square metres of reclaimed land surrounding a marina located in Dbayyeh, 15 kilometres north of central Beirut in Lebanon. The mixed-use development, called Waterfront City, will be completed by the joint venture in a number of phases. The first phase includes the development of 348 residential units along with food and beverage outlets and other retail outlets directly overlooking the marina. Phase 1 was launched in July 2011 and construction started in 2012. The next phase was launched in May 2013 and consists of 282 residential units aimed at broadening the depth of the products on offer. Construction is planned to start in March 2015. All the phases are expected to be funded by off-plan strata sales executed by a local Majid Al Futtaim team. Other offerings consist of a hotel and a business park with 12 low rise buildings. The business park was launched in February 2014 and has been well received by the market with 84 per cent. of the first two sold to date.

#### ***The Wave Muscat, Oman***

Located close to Muscat, the capital city of Oman, The Wave Muscat is a mixed-use development project occupying a total area of 2.5 million square metres along over six kilometres of natural beach. The Wave Muscat is being developed as a joint venture between the Oman-based Waterfront Investments, National Investment Funds Company, representing the Omani pension funds, and Majid Al Futtaim Properties, which holds 50 per cent. of the joint venture entity called The Wave - Muscat SAOC (**The Wave JV**). The Wave JV has been established as an independent joint venture that has its

own employees and operations, with Majid Al Futtaim Properties having 50 per cent. voting powers and representation on the board. The Wave Muscat have launched and sold over 2,000 units to date out of a total of 4,400 units planned for the project. The Wave JV does not require funding from Majid Al Futtaim Properties and is financed independently, including through the receipt of advance cash payments for the sale of units which are currently being used to finance construction of further development work.

### ***Al Zahia and Matajer, Sharjah Holding, UAE***

Located close to Sharjah University City, Sharjah International Airport, SAIF Zone and the major road links to Dubai and the Northern Emirates, Al Zahia is an integrated mixed-use community, featuring a range of villas, apartments and commercial units. The Al Zahia is being developed under Sharjah Holding, a 50/50 joint venture between the Government of Sharjah and Majid Al Futtaim Properties. Phase 1 of the development was completed and handed over in 2014.

Currently Phase 2 comprising of 197 villas is under construction and expected to be completed by the third quarter of 2016. Additionally, Phase 3 comprising of 233 villas and over 300 garden apartments are expected to be launched in the first quarter of 2015.

In addition to Al Zahia, Sharjah Holding is developing a range of Matajer community shopping malls in the Emirate of Sharjah. As at 31 December 2014, Sharjah Holding owned and operated 4 Matajer malls with a gross leasable area of over 15,600 square metres.

### **Other property**

In addition to the properties described above, the Communities Business Unit is responsible for the development of land, which is designated as investment property with no immediate construction plan or planned sales to third parties. Majid Al Futtaim Properties has not yet initiated the project development phase for these properties, and therefore, appropriate Board approvals have not yet been received and financing has not yet been secured for the development of these projects.

In addition to its land bank held for development, the Communities Business Unit is responsible for managing Majid Al Futtaim Properties' portfolio of three office buildings in Dubai, which are fully or partially occupied by the Group and the remainder is leased to third parties.

## **MAJID AL FUTTAIM RETAIL**

### **Overview**

The Group first introduced the hypermarket model to the Middle East in 1995 under a partnership with Promodes S.A. (**Promodes**) using the brand "Continent". A joint venture agreement with Promodes established Majid Al Futtaim Hypermarkets, a joint venture company 75 per cent. owned by the Group and 25 per cent. owned by Promodes. In 2000, Promodes merged with Carrefour and the joint venture agreement was updated and amended. Over the past 40 years, France's Carrefour group has grown to become one of the world's leading distribution groups. As the world's second-largest retailer and the largest in Europe (according to the Carrefour website), the Carrefour group currently operates four main grocery store formats: hypermarkets, supermarkets, hard discount and convenience stores. In May 2013, Majid Al Futtaim Holding entered into an agreement with Carrefour France SA whereby Majid Al Futtaim Holding acquired Carrefour France SA's 25 per cent. interest in Majid Al Futtaim Hypermarkets and further agreed to extend the franchise agreement in place between the two parties until 2025 (see "*Agreements with Carrefour*" for more detail).

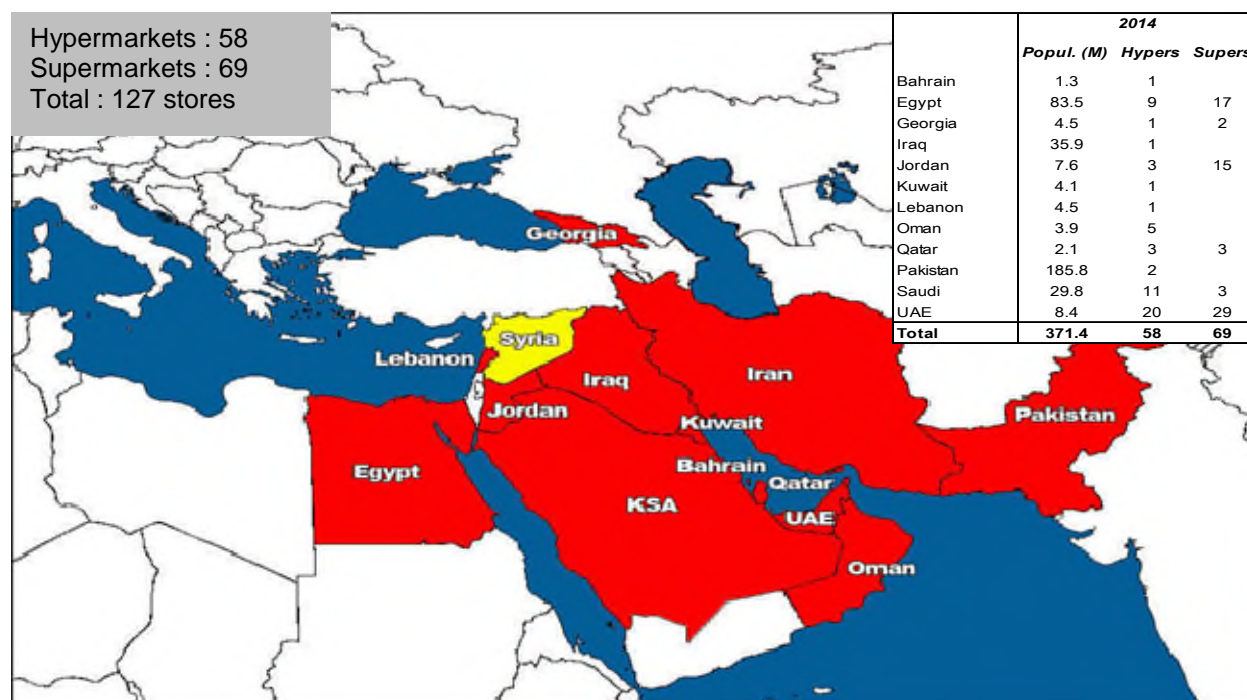
Pursuant to the franchise agreement with Carrefour, Majid Al Futtaim Hypermarkets currently has the exclusive right to establish Carrefour stores in 38 countries predominantly in the Middle East, Africa and Commonwealth of Independent States (the **CIS**) regions. The franchise agreement was recently extended to expand Majid Al Futtaim Hypermarket's use of the Carrefour brand into new jurisdictions and in new formats (see "*—Agreements with Carrefour*"). As at 31 December 2014, Majid Al Futtaim Retail had expanded the Carrefour concept across the UAE and into Bahrain, Egypt, Jordan, Kuwait, Oman, Pakistan, Qatar, Saudi Arabia, Iraq, Georgia and Lebanon. Following the extension of the franchise agreement in May 2013, Majid Al Futtaim Retail has the ability to expand the Carrefour concept into new jurisdictions, predominantly across Africa and the CIS. As at 31 December 2014, Majid Al Futtaim Retail operated 58 Carrefour hypermarkets, 69 Carrefour supermarkets and one convenience store across the MENA region and also operates an online store ([www.carrefouruae.com](http://www.carrefouruae.com)), principally selling light and heavy household goods for delivery within the UAE.

Majid Al Futtaim Retail initially opened Carrefour supermarkets in 2007 on a trial basis in the UAE in an attempt to take advantage of its large store network and the regional suburban demand for smaller stores allowing easier access to the local population. Majid Al Futtaim Retail has rolled out the new format in three sizes, ranging from approximately 500 square metres to 2,500 square metres, depending on factors including target product range, population density and catchment area. The Carrefour supermarkets focus mainly on food products, with food sales contributing approximately 90.5 per cent. of total sales per year.

Majid Al Futtaim Retail's workforce of more than 21,630 employees processed almost 154 million transactions at its Carrefour stores in 2014, resulting in sales of AED19,111 million for the year (excluding fees and commissions which amounted to AED1,467 million).

The following map shows the location of Majid Al Futtaim Retail's Carrefour hypermarkets and supermarkets as at 31 December 2014.

The territory population: 371 million inhabitants



Majid Al Futtaim Retail had revenue of AED20,578 million and EBITDA of AED1,148 million in 2014 as well as assets of AED5.4 billion at 31 December 2014 equal to 82 per cent., 32 per cent, and 12 per cent, respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2014. Majid Al Futtaim Retail had revenue of AED18,482 million and EBITDA of AED983 million in 2013 as well as assets of AED 5.0 billion at 31 December 2013 equal to 81.4 per cent., 30.0 per cent, and 12.7 per cent, respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2013. During 2012 and 2013, Majid Al Futtaim Retail sold certain assets in relation to operations in Syria (see "*—Discontinued operations in Syria and Iran*" below for further details). The sale consideration was equivalent to the net assets of the operations disposed.

## Strategy

Majid Al Futtaim Retail aims to establish Carrefour as the hypermarket store of choice for consumers throughout the MENA region. Majid Al Futtaim Retail aims to offer the cheapest products through utilising a portion of the rebates it receives from suppliers to reduce prices and by maintaining a low level of commercial margin. Accordingly, Majid Al Futtaim Retail aims to offer the best quality at an affordable price and the widest possible range of both local and international products to meet customer demand.

Majid Al Futtaim Retail intends to continue to focus on the hypermarket format (with an average of 8,000 square metres of selling space) and smaller store formats to fill market gaps. See "*—Store Rollout and development strategy*". Majid Al Futtaim Retail is also focused on further developing private-label products in conjunction with Carrefour and increasing the proportion of such products in its sales mix. Finally, management believes that Majid Al Futtaim Retail's growth, coupled with its strong relationship with Carrefour, will allow it to take advantage of Carrefour's reputation internationally and further improve its purchasing power from international suppliers.

## Agreements with Carrefour

In 1995, the Group entered into a joint venture agreement with Promodes, now part of the Carrefour group, creating Majid Al Futtaim Hypermarkets which was initially 75 per cent. owned by Majid Al Futtaim Retail. Pursuant to a separate franchise agreement, Majid Al Futtaim Hypermarkets initially became the exclusive franchisee of Carrefour for 15 countries in the MENA region — Bahrain, Egypt, Iran, Iraq, Jordan, Kuwait, Lebanon, Libya, Oman, Pakistan, Qatar, Saudi Arabia, Syria, UAE and Yemen. Under the terms of the franchise agreement, Carrefour provides trade signs, operating procedures and know-how (particularly in relation to hypermarket design, quality, health and safety standards and administration), assistance in supply chain management as well as access to product sourcing networks and training. In addition Carrefour is responsible for the sourcing of its private-label products, "Carrefour" and "N1".

On 31 May 2011, the management of each of Majid Al Futtaim Retail and Carrefour agreed to the extension of the franchise agreement between Majid Al Futtaim Hypermarkets and Carrefour to four countries in the CIS: Armenia, Azerbaijan, Georgia and Kazakhstan. An amended franchise agreement reflecting these arrangements was entered into on 6 July 2011.

Majid Al Futtaim Holding entered into an agreement dated 22 May 2013 with Carrefour France SA (the **Sale and Purchase Agreement**) whereby Majid Al Futtaim Holding acquired Carrefour France SA's 25 per cent. ownership interest in Majid Al Futtaim Hypermarkets for a consideration of AED 2,555 million (the **Acquisition**). The Acquisition became effective on 25 June 2013.

The Acquisition did not have a material impact on the financial position of the Group as Majid Al Futtaim Hypermarkets was, prior to completion of the Acquisition, a fully consolidated subsidiary of Majid Al Futtaim Holding for accounting purposes, save that, as the purchase consideration was higher than 25

per cent. of the net assets of Majid Al Futtain Hypermarkets, the Acquisition resulted in a reduction in shareholders' equity in accordance with IFRS of approximately AED 2.1 billion on a Group consolidated basis. The impact of such reduction was substantially offset by an issuance of hybrid bonds, the proceeds of which were used to refinance the indebtedness incurred to finance the purchase price for the Acquisition and the hybrid bonds received full equity accounting treatment in accordance with IFRS.

In addition, Majid Al Futtain Hypermarkets and Carrefour France SA have agreed to extend the franchise agreement currently in place between the two parties. The revised franchise agreement extends Majid Al Futtain Hypermarket's use of the Carrefour brand name until 2025 and provides Majid Al Futtain Hypermarkets with the opportunity to expand its use of the Carrefour brand into new jurisdictions (predominantly in Africa and in certain jurisdictions within the CIS) and in new formats (such as, for example, in relation to convenience stores and cash-and-carries) across the regions in which the Group currently operates.

Majid Al Futtain Retail has agreed, for the duration of the franchise agreement, not to utilise any know-how gained in the operation of independent hypermarkets or supermarkets and is not permitted to sell the products of any of Carrefour's competitors.

Carrefour charges Majid Al Futtain Retail a franchise fee based on sales made. Majid Al Futtain Retail is responsible for the day-to-day operation of each store, seeking approval from Carrefour for new store openings.

## **Current operations**

### ***UAE, Qatar, Oman, Kuwait and Bahrain***

Majid Al Futtain Retail opened its first Carrefour hypermarket in 1995 in the Deira City Centre shopping mall in the UAE. Subsequently, it opened its first hypermarket in Qatar in 2000, in Oman in 2001, in Kuwait in 2007 and in Bahrain in 2008. The Carrefour hypermarket in the Mall of the Emirates, which opened in 2005, is Majid Al Futtain Retail's largest hypermarket. As at 31 December 2014, Majid Al Futtain Retail had 20 hypermarkets in the UAE, three in Qatar, five in Oman, one in Kuwait and one in Bahrain and a total of 32 Carrefour supermarkets and one convenience store in the five countries.

### ***Egypt***

Majid Al Futtain Retail opened its first Carrefour hypermarket in Egypt in 2002. The hypermarket is located in the Maadi City Centre shopping mall in Cairo, the most populous city in the Arab world. As at 31 December 2014, Majid Al Futtain Retail had nine Carrefour hypermarkets and 17 Carrefour supermarkets in Egypt.

### ***Saudi Arabia***

Majid Al Futtain Retail entered Saudi Arabia in 2004 with its first Carrefour hypermarket on Khurais Road in Riyadh. As at 31 December 2014, Majid Al Futtain Retail had 11 Carrefour hypermarkets and three Carrefour supermarkets in Saudi Arabia.

### ***Other countries***

Majid Al Futtain Retail was the first hypermarket chain entrant into Jordan when it opened a Carrefour hypermarket within the Amman Mall in December 2006. In 2009, Majid Al Futtain Retail opened a hypermarket in Pakistan followed by Iraq and Georgia in 2012 and Lebanon in 2013. As at 31 December 2014, Majid Al Futtain Retail has a total of eight hypermarkets and 17 supermarkets in these five countries

## **Development pipeline**

Majid Al Futtaim Retail plans to open eight Carrefour hypermarkets (two stores in the UAE and one store in each of Oman, Armenia, Kazakhstan, Saudi Arabia, Pakistan and Georgia) and 18 Carrefour supermarkets and six convenience stores in Dubai in 2015.

## **Operational leases**

Majid Al Futtaim Retail currently leases the properties on which it operates Carrefour stores. Properties are leased from both Majid Al Futtaim Properties and, if applicable in order to gain quicker access to a target market, third-parties, including third-party shopping mall developers. As at 31 December 2014, 12 hypermarkets were leased from Majid Al Futtaim Properties, with the remaining 46 hypermarkets and all 70 supermarkets leased from third parties.

It takes approximately six months for Majid Al Futtaim Retail to open a new hypermarket from the point at which the store is handed over and, in the case of hypermarkets located in shopping malls, it can take up to two and a half years to develop the mall in which the hypermarket is to be located from the point at which Majid Al Futtaim Retail commits to lease the store. In the case of supermarkets, it takes around four months to carry out refurbishment works and around two months to obtain necessary licenses and approvals. Majid Al Futtaim Retail prefers to lease sites for its Carrefour stores to ensure a faster time to market and to expedite the return on its investment. However, Majid Al Futtaim Retail will consider other options, such as owning a limited number of properties or leasing land and constructing a store, where it determines that it is more commercially viable to do so.

Majid Al Futtaim Retail aims to maintain long-term lease agreements (typically with terms of approximately 20 years for hypermarkets and approximately 10 years for supermarkets). As of 31 December 2014, the average lease period for its hypermarkets was approximately 20 years and for its supermarkets was approximately 10 years. Under most of the lease agreements, Majid Al Futtaim Retail has a conditional right to renew the lease subject to agreement on lease terms and retains termination rights at certain points during the lease.

Majid Al Futtaim Retail undertakes refurbishment of its hypermarkets approximately every seven to ten years. In addition, store managers are responsible for reviewing and analysing inventory turnover and consumer trends, in order to plan potential changes to the store layout.

## **Store rollout and development strategy**

Majid Al Futtaim Retail has created a development team to oversee the rollout of its Carrefour store network. The development team has representatives covering the countries in which Majid Al Futtaim Retail traditionally operates. Development within the new countries is managed by the head office development team with local management support. These development teams identify store location opportunities and negotiate with local suppliers and are supported by Majid Al Futtaim Retail country managers who are present in all countries of the region.

When rolling out a new store, the local development teams (under the supervision and with the support of the head office development team) are responsible for sourcing suitable real estate, negotiating lease or purchase agreements, conducting tenders for construction and installation services, store design and store launch. They also co-ordinate contacts with the external parties involved in the rollout process such as real estate agents, licensing authorities, lawyers and construction companies. There is a close dialogue between the regional teams and the Majid Al Futtaim Retail head office, although significant responsibility is given to the regional teams to facilitate efficient decision making. However, all important decisions require the involvement of the head office development team and Majid Al



Futtaim Retail's legal and finance departments and significant financial commitments require approval by the Majid Al Futtaim Retail CEO or Board, depending on the size of the commitment.

Majid Al Futtaim Retail Board approval is required prior to entering into a new store project and a new geographical market. When considering a new geography, the head office development team first seeks to identify appropriate locations and conducts all necessary diligence, including commissioning a third party consultant approved by Carrefour in its capacity as franchisor, to estimate future sales for each proposed site. Based on the results of the diligence, the development team prepares a feasibility study which, among other matters, considers the financial criteria which are required to be met (including (i) a positive net present value of the expected cash flows from the investment for the period of the lease and (ii) an internal rate of return and return on capital employed in excess of the country return objective set by Majid Al Futtaim Retail). Majid Al Futtaim Retail evaluates potential store feasibility based on projected cash flows for the proposed lease period, which depend on factors such as current population, catchment area, customer access to the hypermarket, potential rate of urbanisation and existing and planned competing properties. The feasibility study is reviewed by the Investment Committee (which comprises the CEO, Head of Development, Executive Regional Director, CFO and General Counsel) and the CEO of Majid Al Futtaim Retail and, if approved, is then submitted to the Majid Al Futtaim Retail board for final approval. Projects for supermarkets involving capital expenditure of less than AED 10 million are approved by the Majid Al Futtaim Retail CEO, otherwise such projects are approved by the Majid Al Futtaim Retail board.

Following completion of a development, an annual review process for each store is conducted. Among other matters, results to date, the latest five-year plan and a conservative projection to cover the full lease period are considered. The return and profitability key performance indicators are compared with those identified at the initial project approval stage and the results of each review are presented to the Majid Al Futtaim Retail board.

Typically, Majid Al Futtaim Retail's Carrefour hypermarkets are the anchor tenants of choice for Majid Al Futtaim Properties' shopping mall developments. However, Carrefour hypermarkets and supermarkets are also located outside Majid Al Futtaim Properties shopping malls in order to support the expected growth of Majid Al Futtaim Retail.

## **Product range and quality control**

### ***Product range***

Majid Al Futtaim Retail's Carrefour hypermarkets stock five categories of products: consumer, market, light household, textile and heavy household goods. Consumer goods are all food products excluding fresh produce; market goods are fresh produce; light household goods are non-food household products falling outside the heavy household category; textile goods are principally clothing and linen merchandise; and heavy household goods consist of large appliances and electronic goods. For the year ended 31 December 2014, food products and non-food products accounted for 61 per cent. and 39 per cent., respectively, of Majid Al Futtaim Retail's total sales.

Depending on the size of the individual store, Majid Al Futtaim Retail's Carrefour hypermarkets stock between 35,000 and 45,000 stock keeping units (**SKUs**) per store. The SKUs stocked in a particular store include mandatory items selected centrally by the relevant country head office sourcing team and products chosen locally by the store's management to ensure the range of products offered is adapted to suit local tastes. As a result, the range of products varies from store-to-store, depending on preferences within a local catchment area, including various ethnic groups' needs.

Majid Al Futtaim Retail's merchandise strategy is aimed at standardising its range of products and optimising its ability to satisfy customer preferences. Based on monthly analyses of results and other

relevant data (including competition data, loyalty data and periodic customer feedback), it sets objectives and modifies parameters, including store layout, range and price. Individual stores are then charged with adjusting accordingly the mix of products, prices, products on promotion and the location of products within the store.

A portion of Carrefour hypermarkets' SKUs are private label brands. The private label brands developed by Carrefour include "N1", "Carrefour" and "reflects de France". Majid Al Futtaim Retail intends to increase the proportion of the private label items in its sale mix.

Majid Al Futtaim Retail develops private label brand products in partnership with Carrefour, identifying product specifications based on consumer preferences. All of the private label products must adhere to the Carrefour group's strict quality standards, and Majid Al Futtaim Retail and Carrefour work together to ensure quality control.

### ***Quality control***

Majid Al Futtaim Retail has implemented an audit control system for its market goods and private label items. The audit control system covers staff training and audits of suppliers, stores and products within the GCC. Majid Al Futtaim Retail has appointed several companies to perform audits according to targets set by its management team. Approximately 60 per cent. of Majid Al Futtaim Retail's stores have received Hazard Analysis and Critical Control Points (**HACCP**) certification or an equivalent ISO certification. The stores without HACCP certification are new and are in the process of gaining such certification, which is a time-consuming process. HACCP is a systematic preventive approach to food safety that addresses physical, chemical and biological hazards as a means of prevention rather than finished product inspection. HACCP is used in the food industry to identify potential food safety hazards, so that key actions can be taken to reduce or eliminate the risk of the hazards being realised. The system is used at all stages of food production and preparation processes.

### **Supply chain, procurement, inventory and distribution**

#### ***Supply chain and procurement***

Majid Al Futtaim Retail uses Carrefour's logistics network in East Asia to source products for its N1 and Carrefour private label brands and for limited non-food items, allowing Majid Al Futtaim Retail to leverage Carrefour's own purchasing power.

For all other products, Majid Al Futtaim Retail's central procurement team is responsible for producing an annual list of preferred suppliers by product category. These suppliers are ranked based on performance using benchmarking reports. In order to keep the supplier list relevant and manageable, the central procurement team considers the range required for each product type, as well as the target selling price. If a certain product line has not been selling well, the number of suppliers listed will be reduced to reflect the reduced demand or only those suppliers which offer goods at competitive prices will be listed. Individual store managers can suggest potential new suppliers to the central sourcing and procurement department. However, the final decision on whether to add a proposed supplier to the list is taken centrally.

The majority of supplier contracts are negotiated and entered into at the local level based on the supplier list. Negotiations and execution of supplier contracts with certain key suppliers are carried out by the central sourcing team. These suppliers tend to provide key imported branded products which are sold in large quantities across all regions allowing Majid Al Futtaim Retail to secure favourable terms due to its purchasing power. See "*—Rebates and supplier benefits*".

With increasing volumes of imports, Majid Al Futtaim Retail has decided to further improve the trade conditions and purchase prices through direct import rather than through intermediaries in some markets. In 2012 and 2014, respectively, Majid Al Futtaim Retail opened representative offices in Bangkok, Thailand and Istanbul, Turkey in order to enter into trade arrangements and better coordinate a procurement process with local suppliers in Asia. In 2013, Majid Al Futtaim Retail set up a trading company in Hong Kong, China with the intention of targeting the private label product of the non-food departments. First deliveries to Majid Al Futtaim Retail stores through these new channels were made in the second half of 2013.

### ***Inventory***

Inventory management is a store-managed process. Store requirements are assessed at each individual store and orders are placed directly with suppliers. Order quantities are based on a minimum order level set for each SKU and an order is raised automatically once this minimum quantity has been triggered in-store. All purchase orders require authorisation from an appropriate level before being sent to suppliers.

Physical inventory counts are performed for all stores every three to six months (depending on the country in which the store is located), with sections counted on a rotational basis in between as well. Certain high value items at greater risk of theft are counted weekly or monthly. Majid Al Futtaim Retail uses the same inventory system used by Carrefour in its hypermarkets for managing store inventory. When goods arrive, the inventory system is automatically updated and Majid Al Futtaim Retail's accounting system captures invoices upon receipt. Inventory days in Majid Al Futtaim Retail's Carrefour hypermarkets have remained relatively constant over the three years to 31 December 2014.

### ***Distribution***

Deliveries are predominantly made directly to stores and the logistical costs of transport are usually borne by the distributor, but included within the purchase cost price. A small proportion of purchases are delivered to distribution centres managed by third party distributors before distribution to stores. These goods tend to be centrally purchased imported goods and private label Carrefour products. The third-party central warehouse facilities also provide storage space for Carrefour supermarkets due to the limited storage capacity available at each supermarket.

### ***Rebates and supplier benefits***

Due to its increased buying power across each region as its store portfolio expands, Majid Al Futtaim Retail is able to secure rebates and other supplier benefits from both its local distributors and its brand suppliers. Majid Al Futtaim Retail negotiates a number of different types of rebates and other benefits with its suppliers, generally on an annual basis at a regional level, although negotiations with some of the larger branded importers are conducted centrally. Fixed rebates are obtained on a yearly basis based on an agreed fixed percentage of supplier turnover. Volume discounts are obtained on yearly purchase values by brand or supplier. Other types of benefits include fees charged to suppliers for promotional activities, displays, advertising space, new range and additional shelf space. Rebates and supplier benefits represent a significant driver of Majid Al Futtaim Retail's revenue. A portion of the rebate gains are reinvested in the business to allow Majid Al Futtaim Retail to maintain its prices at competitive levels.

### ***Pricing policy***

In line with Carrefour's pricing policy, Majid Al Futtaim Retail's business philosophy is to offer its customers the products they want at a competitive price. Management aims to keep prices below those of its competitors by leveraging its market share to achieve volume-based rebates on its supply orders.

Typically, with the exception of promotional items, selling prices for non private-label SKUs are managed at the store level. The Majid Al Futtaim Retail head office sourcing team is responsible for setting prices for all private label SKUs and national promotion items. At the supermarkets level, a more centralised pricing approach has been introduced.

To ensure its Carrefour hypermarket SKUs are priced competitively, Majid Al Futtaim Retail regularly monitors prices through third party service providers. Additional price surveys are carried out as needed by store clusters according to the competition context, for example in connection with entering a new market or the introduction of a new competitor to one of its existing markets.

### **Advertising and marketing**

For Majid Al Futtaim Retail, customer growth is the most important aspect of sales growth and its marketing effort is, accordingly, focused towards this end. In addition to traditional newspaper, magazine, radio and television advertising, Majid Al Futtaim Retail delivers leaflets door-to-door to local households as well as extending the use of the internet, social media and mobile communication. Majid Al Futtaim Retail also conducts co-branded advertising whereby a supplier pays to promote new items or a range of products in conjunction with Majid Al Futtaim Retail. In addition, Majid Al Futtaim Venture's Najm Visa credit card, which Majid Al Futtaim Retail actively promotes in its Carrefour hypermarkets, features a loyalty programme that offers its customers up to 4 per cent. cash back on their purchases.

### **Competition**

Majid Al Futtaim Retail faces competition from international, regional and local retailers. The competition from international retailers is limited as the only major grocery retailer which has a multi-country and multi-store presence in the region where Majid Al Futtaim Retail operates is Carrefour, and the Group's contractual arrangements with Carrefour mean that it does not compete with Majid Al Futtaim Retail in the countries in which Majid Al Futtaim Retail operates.

Majid Al Futtaim Retail's main regional competitors (being those with a presence in a number of countries in which Majid Al Futtaim Retail operates) are Lulu (Emke Group), Spinneys, Panda (Savola Group) and The Sultan Center. The Group believes that Majid Al Futtaim Retail faces moderate competition from these entities on a regional basis. Majid Al Futtaim Retail's local competitors vary depending on the country concerned and the level of competition from these competitors also varies in each country. Certain of the regional competitors are also local competitors in individual countries, for example Majid Al Futtaim Retail's main competitors in the UAE are Union Cooperative, Lulu and Spinneys, its main competitor in Saudi Arabia is Panda and its main competitor in both Kuwait and Jordan is The Sultan Center.

## **MAJID AL FUTTAIM VENTURES**

### **Overview**

Majid Al Futtaim Ventures operates the Group's:

- VOX Cinemas, through Majid Al Futtaim Cinemas;
- Leisure and Entertainment services, including Magic Planet, Lego, Aqua Play, Yalla Bowling, Ski Dubai, Wahoo, Soccer Circus, Little Explorers and iFly, through Majid Al Futtaim Leisure and Entertainment LLC (**Majid Al Futtaim Leisure and Entertainment**);
- Financial services, including the Najm Visa credit card and pre-paid cards, through Majid Al Futtaim Finance;

- Fashion retailing, through Majid Al Futtaim Fashion LLC (**Majid Al Futtaim Fashion**);
- Healthcare services, through Majid Al Futtaim Healthcare LLC (**Majid Al Futtaim Healthcare**);
- Commercial premises facilities management, through Majid Al Futtaim Dalkia Middle East LLC (**Majid Al Futtaim Dalkia**); and
- Facility and restaurant management services, through Majid Al Futtaim Food and Beverages LLC. In 2013, Majid Al Futtaim Ventures incorporated Majid Al Futtaim Food and Beverages LLC, a wholly owned subsidiary investing in facility and restaurant management services, which acquired a 50.66 per cent. shareholding in a joint venture company 'Gourmet Gulf Co. LLC' in July 2013.

In addition, Majid Al Futtaim Ventures serves as the business division through which the Group will seek to develop, in partnership with other international and regional businesses where appropriate, new retail and financial products and services that are designed to complement and leverage the success of the existing businesses of the Group.

The following table sets out details of the businesses operated by Majid Al Futtaim Ventures as at 31 December 2014:

<b>Business</b>	<b>Date Established</b>	<b>% Contribution to Majid Al Futtaim Ventures' 2014 Revenue</b>	<b>Partner Name</b>	<b>Majid Al Futtaim Ventures Ownership Share</b>
Majid Al Futtaim Cinemas .....	1999	42	—	100%
Majid Al Futtaim Leisure and Entertainment.....	1995	19	—	100%
Majid Al Futtaim Finance.....	2008	15	—	100%
Majid Al Futtaim Fashion.....	2005	23	—	100%
Majid Al Futtaim Healthcare ....	2011	1	—	100%
Majid Al Futtaim Dalkia .....	2002	— <sup>1</sup>	Dalkia (49%)	51%
Majid Al Futtaim Food and Beverages .....	2013	— <sup>2</sup>	—	100%

Note:

- (1) Accounted for as an associate in 2014.
- (2) Majid Al Futtaim Food and Beverages LLC holds 50.66 per cent. in Gourmet Gulf Co. LLC along with Daud Arabian Trading (which holds 49.34 per cent.). The company was accounted for as a joint venture in 2014.

Majid Al Futtaim Ventures had revenue of AED1,074 million and EBITDA of AED152 million in 2014 as well as assets of AED1,544 million at 31 December 2014, equal to 4 per cent., 4 per cent. and 3 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2014. By comparison, Majid Al Futtaim Ventures had revenue of AED 892 million and EBITDA of AED 127 million in 2013 as well as assets of AED 1,239 million at 31 December 2013, equal to 3.9 per cent., 4.0 per cent. and 3.1 per cent., respectively, of the Group's revenue, EBITDA and assets as of and for the year ended 31 December 2013.

### **Wholly-owned businesses**

Majid Al Futtaim Ventures categorises its portfolio companies as wholly-owned businesses and investments in Joint Ventures. Majid Al Futtaim Ventures' wholly-owned businesses are:

### ***Majid Al Futtaim Cinemas***

Majid Al Futtaim Cinemas was originally established in 1999 as a joint venture between Greater Union Holdings, a leading Australian international cinema, entertainment and leisure group, and Majid Al Futtaim Ventures. In 2010, Majid Al Futtaim Ventures acquired the 49 per cent. shareholding of its joint venture partner and became the sole owner of Majid Al Futtaim Cinemas. At 31 December 2014, Majid Al Futtaim Ventures operated twelve cinemas with a total of 129 screens across the region. Each of the 129 auditoria features state-of-the-art sight and sound technology, digital projectors and stadium-style seating arrangements. Each cinema also has a candy bar offering a range of drinks and snacks and extended dining offerings. Each of the cinemas is located in a shopping mall, eight of which are owned by Majid Al Futtaim Properties.

Majid Al Futtaim Cinemas typically serves as a Group shopping mall anchor tenant in the super-regional malls where the cinema complex is generally located in close proximity to the unique leisure offering. Majid Al Futtaim Ventures' strategy in relation to Majid Al Futtaim Cinemas is to target growth through expansion outside Dubai in the medium term as well as to upgrade the services offered, particularly in relation to seating and food and beverage.

### ***Majid Al Futtaim Leisure and Entertainment***

Through its wholly-owned subsidiary, Majid Al Futtaim Leisure and Entertainment, Majid Al Futtaim Ventures offers leisure and entertainment facilities throughout the Middle East. These facilities are typically located in Group shopping malls to capitalise on existing high footfalls as well as to act as an attraction designed to increase the number of visitors to the shopping mall. Majid Al Futtaim Leisure and Entertainment's facilities include Family Entertainment Centres (**FECs**), Lego stores and Unique Leisure Offers (**ULOs**). Majid Al Futtaim Ventures' strategy in relation to Majid Al Futtaim Leisure and Entertainment is to continue to use it to strengthen its shopping malls and at the same time to focus on improving efficiency and reducing costs.

#### *Family Entertainment Centres*

Majid Al Futtaim Leisure and Entertainment's 'Family Entertainment Centres' comprises of Magic Planet sites, Aqua Play and Yalla Bowling which serve as a Group shopping mall anchor tenant.

Magic Planet is a mall-based family entertainment destination. Magic Planet's 15 entertainment centres, which range from 100 to 9,000 square metres, offer thrill rides, family rides, soft-play areas for children and video games for all ages. There are currently Magic Planet centres in the Mall of the Emirates, City Centre Deira, City Centre Ajman, City Centre Sharjah, City Centre Mirdif, City Centre Fujairah, Mirghab (Sharjah) and Juraina (Sharjah) in the UAE, (Mirghab and Juraina are located in a mall which is not a Group-owned shopping mall), in City Centre Maadi, City Centre Alexandria and Cairo Festival City in Egypt (Cairo Festival City is not a Group-owned shopping mall), in City Centre Muscat and City Centre Qurum in Oman, in City Centre Bahrain in Bahrain, in City Centre Beirut in Lebanon.

Magic Planet in The Avenues Mall, Kuwait and Taj, Jordan are located in non-Majid Al Futtaim shopping malls and are essentially joint venture entities.

In addition, Majid Al Futtaim Leisure and Entertainment operates Aqua Play and Yalla Bowling centres which are located in City Centre Mirdif (Dubai).

#### *Lego stores*

In 2014, Majid Al Futtaim Leisure and Entertainment entered into partnership with Lego to open Lego certified stores in the region. The first Lego certified store in the Middle East was opened in Yas Mall Abu Dhabi on November 2014.

### *Unique Leisure Offers*

Majid Al Futtaim Leisure and Entertainment operates five indoor ULOs which comprise of Ski Dubai (located in Mall of the Emirates, Dubai), Wahoo (located in Bahrain City Centre) and Soccer Circus, Little Explorers and iFly (located in Mirdif City Centre, Dubai).

The ULOs serve as important mall anchors to attract visitors to the shopping mall. The ULOs are owned by Majid Al Futtaim Properties. Majid Al Futtaim Leisure and Entertainment's strategy in relation to ULOs is to continue to be the partner of choice for all new Majid Al Futtaim Shopping Mall developments providing an anchor leisure attraction.

### ***Majid Al Futtaim Finance***

Majid Al Futtaim Ventures established Majid Al Futtaim Finance as a joint venture company with JCB and Japan's Orix Corporation in 2008. In April 2010, Majid Al Futtaim Ventures acquired the shares held by its joint venture partners and became the sole owner of the company. At the same time, Majid Al Futtaim Finance entered into an arrangement with Visa International Service Association to issue Najm Visa credit cards. The Majid Al Futtaim Ventures Najm Visa credit cards feature a loyalty programme that leverages the Group's retail, shopping, hotel and leisure and entertainment products and services.

Majid Al Futtaim Finance and the Group's Carrefour stores benefit from the fact that the Carrefour shoppers are a captive market to which the credit cards can be marketed and the credit cards are a vehicle through which shoppers can be encouraged to make purchases at the Carrefour stores through targeted offers. Majid Al Futtaim Ventures' strategy in relation to Majid Al Futtaim Finance is to increase the range and value of promotions offered to existing card holders. As at 31 December 2014, 86,721 active Najm Visa credit cards (representing approximately 57,822 accounts) were in issue and the Group has controlled the expansion of its credit card business by imposing stringent credit profile requirements.

In 2014, Majid Al Futtaim Finance issued 21,000 new credit cards, expanded the portfolio of prepaid cards, launched a new digital front offering faster and convenient apps and online services for the tech-savvy customers. In addition, Majid Al Futtaim Finance entered into the emerging mobile payment industry with an investment in Beam, an innovative mobile payment and rewards platform.

In 2015, Majid Al Futtaim Finance plans to introduce 2 new credit cards in the market (a travel card and lifestyle card), develop new prepaid card offerings, expand the prepaid distribution network, grow the Beam business by adding more users and increasing average spend/transaction and launch an online remittance service in partnership with Western Union.

### ***Majid Al Futtaim Fashion***

Majid Al Futtaim Fashion is a wholly-owned subsidiary of Majid Al Futtaim Ventures which was established in late 2005. It operates primarily as a licensee of Liz Claiborne brands (such as Juicy Couture and Mexx) and other brands such as Jane Norman, Hoss Intropia and Halston Heritage with exclusive licensing rights for these brands in different MENA region countries, depending on the brand. In 2014, Majid Al Futtaim Fashion entered into a partnership with the leading American retailer and casual wear clothing brand, Abercrombie & Fitch Co. (A&F) with respect to its A&F and Hollister brands. Majid Al Futtaim Fashion opened the first Hollister store in Mall of the Emirates in Dubai and the first Abercrombie & Fitch in the region at The Avenues Kuwait.

At 31 December 2014, Majid Al Futtaim Fashion operated 44 stores in six countries: the UAE, Bahrain, Kuwait, Qatar, Lebanon and Saudi Arabia.

### ***Majid Al Futtaim Healthcare***

Majid Al Futtaim Ventures established Majid Al Futtaim Healthcare as a wholly owned subsidiary in 2011. The company opened its first Multispeciality and Day Care Surgery Centre at Deira City Center in November 2013. The clinic continued to gain scale throughout 2014 by adding world-class facilities and attract leading doctors and was awarded two prestigious industry recognitions, the ISO 15189 standard and the Joint Commission International's Gold Seal of Approval.

### **Investments in Joint Ventures**

Majid Al Futtaim Ventures' investments in joint ventures comprise:

#### ***Majid Al Futtaim Dalkia***

Majid Al Futtaim Dalkia is a joint venture established in 2002 between Majid Al Futtaim Ventures and Dalkia, a subsidiary of Veolia Environment, in which Majid Al Futtaim Ventures owns 51 per cent. of the shares. Majid Al Futtaim Dalkia provides solutions designed to optimise the costs involved in managing the energy infrastructure in shopping centres, offices, leisure complexes, hotels, hospitals, universities, airports and any other commercial, industrial, residential or public buildings.

Majid Al Futtaim Dalkia was originally created to service Group facilities at prices in line with market rates. Since its inception, however, the company has grown such that approximately 53 per cent. of its revenue for the year ended 31 December 2014 and approximately 57 per cent. of its revenue for 2013 came from charges to non-Group companies. In December 2009, the joint venture agreement with Dalkia was amended to reflect the contribution by Dalkia to the joint venture of related businesses in Bahrain and Saudi Arabia. In return, Majid Al Futtaim Ventures ceded management control of the joint venture to Dalkia and, whilst retaining its 51 per cent. shareholding, now accounts for the joint venture as an associate.

#### ***Majid Al Futtaim Food and Beverages***

Majid Al Futtaim Food and Beverages LLC is a wholly-owned subsidiary of Majid Al Futtaim Ventures established in 2013 for investing in facility and restaurant management services. In 2013, Majid Al Futtaim Food and Beverages LLC acquired a 50.66 per cent. shareholding in a joint venture company Gourmet Gulf Co. LLC. The remaining 49.34 per cent. is held by the joint venture partner Daud Arabian Trading. Gourmet Gulf Co. LLC owns brands such as California Pizza Kitchen, YO! Sushi, Hummingbird Bakery, Morelli's and Panda Express. In 2015, the company plans to expand its portfolio of brands.

### **DISCONTINUED OPERATIONS IN SYRIA AND IRAN**

During 2012 and 2013, the Group sold its investment and operations in Syria and Iran to Majid Al Futtaim Capital LLC (**Majid Al Futtaim Capital**), the Group's parent company.

In August 2012, Majid Al Futtaim Properties sold its investment and operations in MAF Investment Syria LLC (previously a subsidiary of Majid Al Futtaim Properties, incorporated in Syria) and MAF Syria for Investment and Development LLC (previously a subsidiary of Majid Al Futtaim Properties, incorporated in the UAE) to Majid Al Futtaim Capital. The total consideration for the sale of the interest in both entities was AED 346.9 million which was equivalent to Majid Al Futtaim Properties' share of net assets in the two subsidiaries at 31 July 2012. The obligation to pay the sale proceeds payable to Majid Al Futtaim



Properties was novated to Majid Al Futtaim Holdings and was set off against a dividend declared by Majid Al Futtaim Properties in favour of Majid Al Futtaim Holdings on 1 August 2012.

In December 2012, Majid Al Futtaim Retail sold its investment and operations in Majid Al Futtaim Hypermarkets PARS PJSC (previously a subsidiary of Majid Al Futtaim Retail, incorporated in Iran) to Majid Al Futtaim Capital. The total consideration for the sale was AED 72.8 million which was equivalent to the Group's net assets in Majid Al Futtaim Hypermarkets PARS PJSC at 31 December 2012. The Group's share of the consideration (AED 54.6 million) due from Majid Al Futtaim Capital to Majid Al Futtaim Retail was offset by a dividend of an equivalent amount declared by Majid Al Futtaim Retail in favour of Majid Al Futtaim Holdings and by Majid Al Futtaim Holdings in favour of Majid Al Futtaim Capital on 5 March 2012 which was settled on 1 May 2013.

In July 2013, the Group sold its hypermarket investment and operations in a subsidiary in Syria for a consideration of AED 10,000, equivalent to the net assets of the subsidiary, to Middle East Hypermarket, a subsidiary of Majid Al Futtaim Capital.

## **TREASURY AND INTERNAL AUDIT**

The Group operates a centralised treasury with a view to benefitting from both internal and external economies of scale and core expertise as well as leveraging the Group's different business profiles.

The treasury function is principally responsible for the overall co-ordination of cash management (payments and operational cash management are managed at an individual business unit level), financing and financial risk management, with all Group borrowings being arranged by the treasury and approved by the Majid Al Futtaim Holding Board. The treasury function has a clear demarcation of responsibility between front, middle and back office functions and its performance is measured by reference to a number of defined benchmarks in terms of capital structure and allocation, liquidity management, funding and investment, financial risk management and other areas.

During the second half of 2013, the internal audit function was reorganised from a centralised department at Majid Al Futtaim Holding level to a decentralised function at the level of each operating company. This was done to bring the audit function closer to the business and operational needs specific to each operating company. The prevailing methodology and approach have been maintained to ensure independent oversight and the implementation of strict corporate governance practices.

## **INFORMATION TECHNOLOGY**

The Group utilises IT solutions for a variety of business functions, including financial reporting, supply chain management, project development and human resources. Each of the Group's operating subsidiaries uses software that is tailored to its particular business needs.

The Group does not currently have a separate disaster recovery site although disaster recovery procedures are in place at its data centre and designed to recover data and applications in a disaster scenario. The Group also implements anti-virus and other data security procedures.

## **HEALTH AND SAFETY AND SECURITY**

The Group's operating subsidiaries follow comprehensive fire and health and safety policies and procedures appropriate to their respective businesses. In particular, the Group's shopping malls are constructed to international standards, most of Majid Al Futtaim Retail's stores have received HACCP certification (as further described under "*—Majid Al Futtaim Retail—Product range and quality control—Quality control*") and all applicable health and safety regulations applicable to the Group's business are complied with.

The Group is also bolstering contingency plans and implementing other security procedures following the civil unrest in Egypt and Bahrain which affected its properties in those countries.

## **LITIGATION**

During 2010, a joint venture company that is 50 per cent. owned by the Group and 50 per cent. owned by a major UAE-based property development company became involved in arbitration proceedings under which the amount of AED2,614 million is being claimed from the joint venture for non-payment of instalments of the purchase price of land which the joint venture company had agreed to purchase. This arbitration has been put on hold since the end of 2011. The Group has no indication if, and when, the arbitration will resume. If resumed, the Group does not believe that any arbitration ruling against the joint venture will result in financial liability for any other Group company. In addition to the above, Majid Al Futtaim Holding and its subsidiaries are involved from time to time in legal actions, often as the claimant, and most of which arise in the ordinary course of business.

## **INSURANCE**

The Group has in place insurance coverage for all material aspects of its operations up to a level which management considers to be reasonable and comparable to or in excess of that of other companies operating in the sectors and markets in which the Group operates. The Group's major insurable risks are covered by insurance policies for property all risks (including business interruption), terrorism cover and public liability. The Group will continue to seek to secure appropriate insurance coverage for these risks at commercially reasonable rates. See "*Risk Factors—Risks Relating to the Group—The Group may not be able to secure full insurance coverage for the risks associated with the operation of its businesses*".

## MANAGEMENT AND EMPLOYEES

### MANAGEMENT

#### Overview

The Group places considerable emphasis on governance and transparency within its operational framework and has voluntarily adopted the principles of the Combined Code on Corporate Governance for listed companies in the United Kingdom (the **UK**).

The Majid Al Futtaim Holding Board is responsible for (i) determining overall strategic objectives and ensuring there are appropriate human and financial resources available to meet these objectives, (ii) monitoring the performance of management against the strategic objectives and key performance indicators, (iii) ensuring the establishment and operation of prudent and effective controls to assess and manage the risks associated with the operations of the business and (iv) setting and upholding the values and standards necessary to ensure that obligations to shareholders and other stakeholders including employees and, in appropriate cases, creditors are met.

Each of Majid Al Futtaim Properties, Majid Al Futtaim Retail and Majid Al Futtaim Ventures has its own Board responsible for setting strategic goals and measuring the success of the business in achieving objectives and maintaining corporate accountability.

Independent non-executive chairmen have been appointed to the Majid Al Futtaim Properties and Majid Al Futtaim Retail Boards to define and allow for the implementation of separate and distinct roles for Majid Al Futtaim Holding's Chairman and CEO. This Board structure allows the Majid Al Futtaim Holding CEO to focus on his overriding responsibility of leading the executive management of the Group, while allowing the individual Boards and their management to focus on the increasingly complex and specialised demands of their respective businesses.

Each of the Group's Boards work closely together to review, recommend and approve projects, combining the expertise of the various businesses. To further this goal, the Majid Al Futtaim Holding CEO and at least one other member of the executive committee of Majid Al Futtaim Holding attend the board meetings of each of Majid Al Futtaim Properties, Majid Al Futtaim Retail and Majid Al Futtaim Ventures to ensure that the Group's strategy is implemented consistently.

Each Board undertakes a formal review process with a view to seeking continuous improvement in the Board's performance. Each review analyses the Board and any associated committee processes and their effectiveness, the relationships between non-executive and executive directors, information flows and other relevant information.

#### ***Majid Al Futtaim Holding Board***

The Majid Al Futtaim Holding Board meets a minimum of four times annually and principally reviews the business performance of the operating companies as well as reports from both the internal and external audit functions. The table below provides certain information in relation to the Majid Al Futtaim Holding's Board:

<b>Name</b>	<b>Position</b>	<b>Year of Appointment</b>
Sir Michael Rake	Chairman	2009
Mr Khalifa Sulaiman	Deputy Chairman	2011
Mr Alain Bejjani	CEO	2015
Mr Tariq Al Futtaim.	Director	2005
Viswanathan Shankar	Director	2012

The business address of each director is Majid Al Futtaim Holding LLC, P.O. Box 91100, Dubai, United Arab Emirates.

#### **Sir Michael Rake - Chairman**

Sir Michael Rake was appointed as Chairman of Majid Al Futtaim Holding on 1 July 2009. He is currently the Chairman of British Telecom Group plc, the UK's largest telecom operator. He was previously the Chairman of KPMG International and a Senior Partner of KPMG in the UK. Prior to his appointment as Chairman of KPMG International, he was the Chairman of KPMG in Europe. He is the President of the Confederation of British Industry (CBI) and holds Deputy Chairmanships, amongst others, at Barclays PLC and McGraw Hill Inc.

#### **Khalifa Sulaiman - Deputy Chairman**

Mr Khalifa Sulaiman joined the Majid Al Futtaim Holding Board in October 2011. Mr Sulaiman is a UAE National and has spent a career in government, representing the UAE at the highest levels both locally, regionally and internationally. During his career, Mr Sulaiman was Ambassador to the Court of St. James in the UK and Chairman of H.H. The Ruler's Court, Dubai.

#### **Alain Bejjani - CEO**

Mr Alain Bejjani was appointed as CEO of Majid Al Futtaim Holding in February 2015. He was formerly the Chief Corporate Development and Brand Officer at Majid Al Futtaim Holding. He was previously the Vice President (Legal) at Majid Al Futtaim Properties (from 2006) and Head of Business Development at Majid Al Futtaim Properties (from 2009). He serves on the board of directors for several of Majid Al Futtaim Properties' joint ventures including The Wave, Muscat; Waterfront City in Lebanon; The Emirates Egypt Malls Company; and Sharjah Holding.

#### **Tariq Al Futtaim**

Mr Tariq Al Futtaim joined the Majid Al Futtaim Holding Board in May 2005. He was appointed as Vice President when Majid Al Futtaim Holding was formed. He is currently the Chairman of the Majid Al Futtaim Foundation, a prominent charitable initiative founded by the President.

#### **Viswanathan Shankar**

Mr Viswanathan Shankar joined the Majid Al Futtaim Holding Board with effect from 1 January 2012. Mr Shankar is currently Group Executive Director and a member of the Board of Directors of Standard Chartered PLC. He is also currently Standard Chartered's Chief Executive Officer - Europe, Middle East, Africa and the Americas as well as Executive Chairman of Principal Finance and Chairman of Standard Chartered's private bank. Prior to joining Standard Chartered in 2001, Mr Shankar spent 19 years with Bank of America in both Asia and the United States of America. His last position was as Managing Director - Head of Asia-Pacific Investment Banking and Chief Executive Officer of BA Asia Limited based in Hong Kong. In addition to his responsibilities at Standard Chartered, Mr Shankar is a member of the Board of the Inland Revenue Authority of Singapore and the Board of Trustees of the Singapore Indian Development Association as well as being a member of the Singapore Government's National Integration Council.

#### **Ian Davis**

Mr Ian Davis joined the Majid Al Futtaim Holding Board with effect from 1 June 2012. Mr Davis is the Chairman of Rolls Royce and an independent non-executive director of BP and Johnson & Johnson,

Inc. and a senior adviser to Apax Partners LLP. He is also a non-executive member of the UK's Cabinet. Mr Davis spent his early career at Bowater, moving to McKinsey & Company in 1979. He was managing partner of McKinsey's practice in the UK and Ireland from 1996 to 2003. In 2003, he was appointed as chairman and worldwide managing director of McKinsey, serving in this capacity until 2009. During his career with McKinsey, Mr Davis served as a consultant to a range of organisations across the private, public and not-for-profit sectors. He retired as senior partner of McKinsey & Company on 30 July 2010.

There are no conflicts of interest between the duties of the members of the Majid Al Futtaim Holding Board listed above to Majid Al Futtaim Holding and their private interests or other duties.

### ***Majid Al Futtaim Properties Board***

The Majid Al Futtaim Properties Board meets a minimum of four times annually and is responsible for setting strategic goals, measuring the success of the business in achieving its objectives and maintaining corporate accountability.

The Majid Al Futtaim Properties Board is assisted by two committees, the Audit and Risk Committee and the HR and Remuneration Committee. The Audit and Risk Committee meets at least four times annually and represents and assists the Majid Al Futtaim Properties Board with the oversight of the integrity of the company's financial statements and internal controls, the company's compliance with legal and regulatory requirements, the findings of the internal audit department and independence, and the performance of the company's internal audit and its independent auditor. The HR and Remuneration Committee meets at least twice annually and represents and assists the Board with the oversight of annual and long term performance rewards, annual pay and benefits and strategic human resource issues.

The table below provides certain information in relation to the Majid Al Futtaim Properties Board:

<b>Name</b>	<b>Position</b>	<b>Year of Appointment</b>
Mr Thom Wernink	Chairman	2015
Bertrand Julien-Laferriere	CEO	2015
Mr Richard North	Deputy Chairman & Audit Committee Chairman	2009
Mr Salem Al Ghurair	Director	2014
Mr Abdulla Majed Ahmad Al Ghurair	Director	2009
Mr Jaap Gillis	Director	2012
Mr Neil Jones	Director & Remuneration Committee Chairman	2012

The business address of each director is Majid Al Futtaim Properties LLC, P.O. Box 60811, Dubai, United Arab Emirates.

### **Thom Wernink - Chairman**

Mr Thom Wernink was appointed Chairman of the Board of Majid Al Futtaim Properties in January 2015. Mr Wernink has held a number of senior positions over a long career focused on the Continental European and North American real estate industry and brings valuable knowledge of these markets. He serves as a non-executive director of a number of European based property and investment companies, including stock exchange listed companies Atrium European Real Estate Ltd and Green REIT Plc, and other non-listed companies ING Real Estate Dutch Funds / CBRE Global Investors and BNP Paribas Real Estate Investment Management (Luxembourg). He is also a former Chairman of the European Public Real Estate Association and former Chairman of the management board (CEO) of Corio NV.

### **Bertrand Julien-Laferriere - CEO**

Mr Bertrand Julien-Laferriere was appointed as the CEO of Majid Al Futtaim Properties in February 2015. He is responsible for Majid Al Futtaim Properties' entire portfolio of 17 shopping malls, 11 hotels and 3 mixed-use communities, worth approximately U.S.\$10 billion, in addition to the portfolio's development projects and overall growth.

Mr Julien-Laferriere has extensive experience in international development and in the management of well-established real estate firms over the past 30 years. He enjoyed a successful career in the field of architectural design, as managing director of the Ricardo Bofill design practice, in the hospitality field with worldwide responsibilities for Accor Hotels and Club Méditerranée and in real estate with several senior executive positions for listed and non-listed leading firms over the past 10 years.

He served as chief development officer and a member of the management board of Unibail-Rodamco, one of the largest real estate investment trusts in Europe specializing in shopping malls, prior to his appointment as chief executive officer of Societe Fonciere Lyonnaise in 2010, a French listed real estate company with approximately U.S.\$5 billion worth of prime office and commercial assets in the central business district of Paris.

### **Richard North - Deputy Chairman & Audit Committee Chairman**

Mr Richard North joined the Group Board in February 2006 and subsequently transferred to the Majid Al Futtaim Properties Board in July 2009. He was appointed as Deputy Chairman in August 2014. A Partner with Coopers & Lybrand from 1983, he joined The Burton Group in 1991 as group CFO, moving to Bass PLC (later Six Continents) in 1994 and becoming CEO of Intercontinental Hotels Group in 2003 following the demerger of Six Continents. He has held a number of non-executive positions on various boards including Asda, Britannia Soft Drinks (as chairman), Felcor Lodgings Trust Inc. and Mecom. He was formerly chairman of Woolworths Group.

### **Salem Al Ghurair**

Mr Salem Al Ghurair joined the Majid Al Futtaim Properties board on 1 February 2014. He is currently the Managing Director of Al Rimal Real Estate, a property development company based in Dubai. Mr Al Ghurair has held several leading development and management positions. He has extensive UAE experience in real estate development and large scale mixed used projects.

### **Abdulla Al Ghurair**

Mr Abdulla Majed Ahmad Al Ghurair joined the Majid Al Futtaim Properties Board in July 2009. He is currently the chairman of Abdulla & Hamad Al Ghurair Investment LLC (A&H Investment), a holding company established in Dubai under his and his brother Mr. Hamad Majed Al Ghurair's leadership. A&H Investment manages Mr Al Ghurair's and his brother's interests in a number of companies, including

companies that are either partially or fully owned by the Group. Mr Al Ghurair also holds a number of directorships and is a member of the board of the Dubai Financial Markets. He is currently Chairman of the Majid Al Futtain Charity Foundation, a prominent charitable initiative.

### **Jaap Gillis**

Mr Jaap Gillis joined the Majid Al Futtain Properties Board in May 2012. Currently he is CEO of Bouwfonds Real Estate Investment Management and member of the board of Rabo Real Estate Group. Previously he has held various board positions at Redevco, Amstelland/Multi Development Corporation and ING Real Estate.

### **Neil Jones - Remuneration Committee Chairman**

Mr Neil Jones joined the Majid Al Futtain Properties Board in June 2012. He is an experienced general manager and real estate capital markets specialist. Since 2009 he has focused on strategic advisory and venture capital in the real estate industry. Previously he was chief executive of Grosvenor Continental Europe for 12 years until 2009 and a director of Grosvenor Group Limited. He has held numerous directorships with both listed and private companies. Current appointments include director of Sonae Sierra SGPS and consultant to Grosvenor Group Limited as well as advising a number of privately held, family controlled groups. He has spent most of his career in Asia and Continental Europe.

### **Guillaume Poitrinal**

Mr Guillaume Poitrinal joined the Majid Al Futtain Properties Board in October 2013. He is currently the Chairman of Woodeum & Cie and Nextstep Investors. He was previously the Managing Director and Chairman of the board of Unibail-Rodamco, Paris from 2005 to 2013. He was also the Chairman of the European Public Real Estate Association from 2009 to 2011.

There are no conflicts of interest between the duties of the members of the Majid Al Futtain Properties' Board listed above to Majid Al Futtain Properties and their private interests or other duties.

In the five years preceding the date of this Base Prospectus, no member of the Majid Al Futtain Holding Board or Majid Al Futtain Properties Board has been convicted of any fraudulent offence, served as director, partner, founder or senior manager of any organisation at the time of any bankruptcy, receivership, any official public incrimination or sanctions by statutory or regulatory authorities, including designated professional bodies, or has been disqualified by a court from acting as a director of an issuer of securities or from acting in the management or conduct of affairs of any issuer of securities.

## **EMPLOYEES**

As at 31 December 2014, the Group had 26,663 employees. The following table shows the number of employees in each of the major Group companies:

<b>Business Division</b>	<b>Number of Employees</b>
Majid Al Futtain Holding .....	52
Majid Al Futtain Properties <sup>(1)</sup> .....	2,729
Majid Al Futtain Retail .....	21,630
Majid Al Futtain Ventures .....	2,252
<b>Total</b> .....	<b>26,663</b>

<sup>(1)</sup> Includes employees of managed hotels.

As is common in jurisdictions in which the Group operates, employee benefit packages include housing allowances for employees of a certain grade and the provision of housing for employees below that grade.

Presently, most GCC countries do not permit unions, and the Group does not presently have any direct dealings with unions in its countries of operation.

The Group fulfils its statutory pension obligations in all countries in which it operates.



## BOOK-ENTRY CLEARANCE SYSTEMS

*The information set out below is subject to any change in or reinterpretation of the rules, regulations and procedures of DTC, Euroclear or Clearstream, Luxembourg (together, the **Clearing Systems**) currently in effect. Investors wishing to use the facilities of any of the Clearing Systems are advised to confirm the continued applicability of the rules, regulations and procedures of the relevant Clearing System. None of the Issuer, the Guarantors, the Trustee nor any other party to the Agency Agreement will have any responsibility or liability for any aspect of the records relating to, or payments made on account of, beneficial ownership interests in the Notes held through the facilities of any Clearing System or for maintaining, supervising or reviewing any records relating to such beneficial ownership interests.*

### BOOK-ENTRY SYSTEMS

#### DTC

DTC has advised the Issuer that it is a limited purpose trust company organised under the New York Banking Law, a “banking organisation” within the meaning of the New York Banking Law, a “clearing corporation” within the meaning of the New York Uniform Commercial Code and a “clearing agency” registered pursuant to Section 17A of the Exchange Act. DTC holds securities that its participants (**Direct Participants**) deposit with DTC. DTC also facilitates the settlement among Direct Participants of securities transactions, such as transfers and pledges, in deposited securities through electronic computerised book-entry changes in Direct Participants’ accounts, thereby eliminating the need for physical movement of securities certificates. Direct Participants include securities brokers and dealers, banks, trust companies, clearing corporations and certain other organisations. DTC is owned by a number of its Direct Participants and by the New York Stock Exchange, Inc., the American Stock Exchange, Inc. and the National Association of Securities Dealers, Inc. Access to the DTC system is also available to others such as securities brokers and dealers, banks and trust companies that clear through or maintain a custodial relationship with a Direct Participant, either directly or indirectly (**Indirect Participants** and, together with Direct Participants, **Participants**).

Under the rules, regulations and procedures creating and affecting DTC and its operations (the **Rules**), DTC makes book-entry transfers of Registered Notes among Direct Participants on whose behalf it acts with respect to Notes accepted into DTC’s book-entry settlement system (**DTC Notes**) as described below and receives and transmits distributions of principal and interest on DTC Notes. The Rules are on file with the Securities and Exchange Commission. Direct Participants and Indirect Participants with which beneficial owners of DTC Notes (**Owners**) have accounts with respect to the DTC Notes similarly are required to make book-entry transfers and receive and transmit such payments on behalf of their respective Owners. Accordingly, although Owners who hold DTC Notes through Direct Participants or Indirect Participants will not possess Registered Notes, the Rules, by virtue of the requirements described above, provide a mechanism by which Direct Participants will receive payments and will be able to transfer their interest in respect of the DTC Notes.

Purchases of DTC Notes under the DTC system must be made by or through Direct Participants, which will receive a credit for the DTC Notes on DTC’s records. The ownership interest of each actual purchaser of each DTC Note (**Beneficial Owner**) is in turn to be recorded on the Direct Participants and Indirect Participant’s records. Beneficial Owners will not receive written confirmation from DTC of their purchase, but Beneficial Owners are expected to receive written confirmations providing details of the transaction, as well as periodic statements of their holdings, from the Direct Participant or Indirect Participant through which the Beneficial Owner entered into the transaction. Transfers of ownership interests in the DTC Notes are to be accomplished by entries made on the books of Participants acting on behalf of Beneficial Owners. Beneficial Owners will not receive certificates representing their ownership interests in DTC Notes, except in the event that use of the book-entry system for the DTC Notes is discontinued.

To facilitate subsequent transfers, all DTC Notes deposited by Participants with DTC are registered in the name of DTC's partnership nominee, Cede & Co. or such other name as may be registered by an authorised representative of DTC. The deposit of DTC Notes with DTC and their registration in the name of Cede & Co. or such other DTC nominee effect no change in beneficial ownership. DTC has no knowledge of the actual Beneficial Owners of the DTC Notes; DTC's records reflect only the identity of the Direct Participants to whose accounts such DTC Notes are credited, which may or may not be the Beneficial Owners. The Participants will remain responsible for keeping account of their holdings on behalf of their customers.

Conveyance of notices and other communications by DTC to Direct Participants, by Direct Participants to Indirect Participants, and by Direct Participants and Indirect Participants to Beneficial Owners will be governed by arrangements among them, subject to any statutory or regulatory requirements as may be in effect from time to time.

Redemption notices shall be sent to DTC. If less than all of the DTC Notes within an issue are being redeemed, DTC's practice is to determine by lot the amount of the interest of each Direct Participant in such issue to be redeemed.

Neither DTC nor Cede & Co. (nor any other DTC nominee) will consent or vote with respect to DTC Notes, unless authorised by a Direct Participant in accordance with DTC's MMI Procedures. Under its usual procedures, DTC mails an Omnibus Proxy to the Issuer as soon as possible after the record date. The Omnibus Proxy assigns Cede & Co.'s consenting or voting rights to those Direct Participants to whose accounts the DTC Notes are credited on the record date (identified in a listing attached to the Omnibus Proxy).

Principal and interest payments on the DTC Notes will be made to Cede & Co., or such other nominee as may be requested by an authorised representative of DTC. DTC's practice is to credit Direct Participants' accounts upon DTC's receipt of funds and corresponding detail information from the Issuer or the relevant agent (or such other nominee as may be requested by an authorised representative of DTC) on the due date for payment in accordance with their respective holdings shown on DTC's records. Payments by Participants to Beneficial Owners will be governed by standing instructions and customary practices, as is the case with securities held for the accounts of customers in bearer form or registered in "street name", and will be the responsibility of such Participant and not of DTC or the Issuer, subject to any statutory or regulatory requirements as may be in effect from time to time. Payment of principal and interest to DTC is the responsibility of the Issuer, disbursement of such payments to Direct Participants is the responsibility of DTC, and disbursement of such payments to the Beneficial Owners is the responsibility of Direct Participants and Indirect Participants.

Under certain circumstances, including if there is an Event of Default under the Notes, DTC will exchange the DTC Notes for definitive Registered Notes, which it will distribute to its Participants in accordance with their proportionate entitlements and which, if representing interests in a Rule 144A Global Note, will be legended as set forth under "*Subscription and Sale and Transfer and Selling Restrictions*".

DTC may discontinue providing its services as depository with respect to the DTC Notes at any time by giving reasonable notice to the Issuer or the relevant agent. Under such circumstances, in the event that a successor depository is not obtained, DTC Note Certificates are required to be printed and delivered.

The Issuer may decide to discontinue use of the system of book-entry-only transfers through DTC (or a successor securities depository). In that event, DTC Note Certificates will be printed and delivered to DTC.

Since DTC may only act on behalf of Direct Participants, who in turn act on behalf of Indirect Participants, any Owner desiring to pledge DTC Notes to persons or entities that do not participate in DTC, or otherwise take actions with respect to such DTC Notes, will be required to withdraw its Registered Notes from DTC as described below.

### **Euroclear and Clearstream, Luxembourg**

Euroclear and Clearstream, Luxembourg have advised the Issuer that each holds securities for its customers and facilitates the clearance and settlement of securities transactions by electronic book-entry transfer between their respective accountholders. Euroclear and Clearstream, Luxembourg provide various services including safekeeping, administration, clearance and settlement of internationally traded securities and securities lending and borrowing. Euroclear and Clearstream, Luxembourg also deal with domestic securities markets in several countries through established depository and custodial relationships. Euroclear and Clearstream, Luxembourg have established an electronic bridge between their two systems across which their respective participants may settle trades with each other.

Euroclear and Clearstream, Luxembourg customers are world-wide financial institutions, including underwriters, securities brokers and dealers, banks, trust companies and clearing corporations. Indirect access to Euroclear and Clearstream, Luxembourg is available to other institutions that clear through or maintain a custodial relationship with an accountholder of either system.

### **BOOK-ENTRY OWNERSHIP OF AND PAYMENTS IN RESPECT OF DTC NOTES**

The Issuer may apply to DTC in order to have any Tranche of Notes represented by a Registered Global Note accepted in its book-entry settlement system. Upon the issue of any such Registered Global Note, DTC or its custodian will credit, on its internal book-entry system, the respective nominal amounts of the individual beneficial interests represented by such Registered Global Note to the accounts of persons who have accounts with DTC. Such accounts initially will be designated by or on behalf of the relevant Dealer. Ownership of beneficial interests in such a Registered Global Note will be limited to Direct Participants or Indirect Participants, including, in the case of any Regulation S Global Note, the respective depositories of Euroclear and Clearstream, Luxembourg. Ownership of beneficial interests in a Registered Global Note accepted by DTC will be shown on, and the transfer of such ownership will be effected only through, records maintained by DTC or its nominee (with respect to the interests of Direct Participants) and the records of Direct Participants (with respect to interests of Indirect Participants).

Payments in U.S. dollars of principal and interest in respect of a Registered Global Note accepted by DTC will be made to the order of DTC or its nominee as the registered holder of such Note. In the case of any payment in a currency other than U.S. dollars, payment will be made to the Exchange Agent on behalf of DTC or its nominee and the Exchange Agent will (in accordance with instructions received by it) remit all or a portion of such payment for credit directly to the beneficial holders of interests in the Registered Global Note in the currency in which such payment was made and/or cause all or a portion of such payment to be converted into U.S. dollars and credited to the applicable Participants' account.

The Issuer expects DTC to credit accounts of Direct Participants on the applicable payment date in accordance with their respective holdings as shown in the records of DTC unless DTC has reason to believe that it will not receive payment on such payment date. The Issuer also expects that payments by Participants to beneficial owners of Notes will be governed by standing instructions and customary practices, as is the case with securities held for the accounts of customers, and will be the responsibility of such Participant and not the responsibility of DTC, the Principal Paying Agent, the Registrar or the Issuer. Payment of principal, premium, if any, and interest, if any, on Notes to DTC is the responsibility of the Issuer and Guarantor (if applicable).

## TRANSFERS OF NOTES REPRESENTED BY REGISTERED GLOBAL NOTES

Transfers of any interests in Notes represented by a Registered Global Note within DTC, Euroclear and Clearstream, Luxembourg will be effected in accordance with the customary rules and operating procedures of the relevant clearing system. The laws in some States within the United States require that certain persons take physical delivery of securities in definitive form. Consequently, the ability to transfer Notes represented by a Registered Global Note to such persons may depend upon the ability to exchange such Notes for Notes in definitive form. Similarly, because DTC can only act on behalf of Direct Participants in the DTC system who in turn act on behalf of Indirect Participants, the ability of a person having an interest in Notes represented by a Registered Global Note accepted by DTC to pledge such Notes to persons or entities that do not participate in the DTC system or otherwise to take action in respect of such Notes may depend upon the ability to exchange such Notes for Notes in definitive form. The ability of any holder of Notes represented by a Registered Global Note accepted by DTC to resell, pledge or otherwise transfer such Notes may be impaired if the proposed transferee of such Notes is not eligible to hold such Notes through a direct or indirect participant in the DTC system.

Subject to compliance with the transfer restrictions applicable to the Registered Notes described under “*Subscription and Sale and Transfer and Selling Restrictions*”, cross-market transfers between DTC, on the one hand, and directly or indirectly through Clearstream, Luxembourg or Euroclear accountholders, on the other hand, will be effected by the relevant clearing system in accordance with its rules and through action taken by the Registrar, the Principal Paying Agent and any custodian (**Custodian**) with whom the relevant Registered Global Notes have been deposited.

On or after the Issue Date for any Series, transfers of Notes of such Series between accountholders in Clearstream, Luxembourg and Euroclear and transfers of Notes of such Series between participants in DTC will generally have a settlement date three business days after the trade date (T+3). The customary arrangements for delivery versus payment will apply to such transfers.

Cross-market transfers between accountholders in Clearstream, Luxembourg or Euroclear and DTC participants will need to have an agreed settlement date between the parties to such transfer. Because there is no direct link between DTC, on the one hand, and Clearstream, Luxembourg and Euroclear, on the other, transfers of interests in the relevant Registered Global Notes will be effected through the Registrar, the Principal Paying Agent and the Custodian receiving instructions (and, where appropriate, certification) from the transferor and arranging for delivery of the interests being transferred to the credit of the designated account for the transferee. In the case of cross-market transfers, settlement between Euroclear or Clearstream, Luxembourg accountholders and DTC participants cannot be made on a delivery versus payment basis. The securities will be delivered on a free delivery basis and arrangements for payment must be made separately.

DTC, Clearstream, Luxembourg and Euroclear have each published rules and operating procedures designed to facilitate transfers of beneficial interests in Registered Global Notes among participants and accountholders of DTC, Clearstream, Luxembourg and Euroclear. However, they are under no obligation to perform or continue to perform such procedures, and such procedures may be discontinued or changed at any time. None of the Issuer, the Guarantors, the Trustee, the Agents or any Dealer will be responsible for any performance by DTC, Clearstream, Luxembourg or Euroclear or their respective direct or indirect participants or accountholders of their respective obligations under the rules and procedures governing their operations and none of them will have any liability for any aspect of the records relating to or payments made on account of beneficial interests in the Notes represented by Registered Global Notes or for maintaining, supervising or reviewing any records relating to such beneficial interests.

## TAXATION

### GENERAL

The following is a general description of certain tax considerations relating to Notes issued under the Programme. It does not purport to be a complete analysis of all tax considerations relating to the Notes. Prospective purchasers of Notes are advised to consult their tax advisers as to the consequences, under the tax laws of the countries of their respective citizenship, residence or domicile, of a purchase of Notes, including, but not limited to, the consequences of receipt of payments under the Notes and their disposal or redemption. This summary is based upon the law as in effect on the date of this Base Prospectus and is subject to any change in law that may take effect after such date.

### THE CAYMAN ISLANDS

*The following is a discussion on certain Cayman Islands income tax consequences of an investment in the Notes. The discussion is a general summary of present law, which is subject to prospective and retroactive change. It is not intended as tax advice, does not consider any investor's particular circumstances and does not consider tax consequences other than those arising under Cayman Islands law.*

Under existing Cayman Islands laws, payments on the Notes will not be subject to taxation in the Cayman Islands and no withholding will be required on the payments to any holder of the Notes, nor will gains derived from the disposal of the Notes be subject to Cayman Islands income or corporation tax. The Cayman Islands currently have no income, corporation or capital gains tax and no estate duty, inheritance tax or gift tax.

Subject as set out below, no capital or stamp duties are levied in the Cayman Islands on the issue, transfer or redemption of Notes. The Notes themselves (if issued in bearer form) will be stampable if they are executed in or brought into the Cayman Islands. An instrument transferring title to Notes issued in registered form, if brought to or executed in the Cayman Islands, would be subject to Cayman Islands stamp duty. An annual registration fee is payable by the Issuer to the Cayman Islands Registrar of Companies which is calculated by reference to the nominal amount of its authorised capital. At current rates, this annual registration fee is approximately U.S.\$854. The foregoing is based on current law and practice in the Cayman Islands and this is subject to change therein.

### UNITED ARAB EMIRATES

*The following summary of the anticipated tax treatment in the UAE in relation to payments on the Notes is based on the taxation law in force as at the date of this Base Prospectus, and does not constitute legal or tax advice. Prospective investors should be aware that the relevant fiscal rules and practice and their interpretation may change.*

There is currently in force in the emirates of Abu Dhabi and Dubai legislation establishing a general corporate taxation regime (the Abu Dhabi Income Tax Decree 1965 (as amended) and the Dubai Income Tax Decree 1969 (as amended)). The regime is, however, not enforced save in respect of companies active in the hydrocarbon industry, some related service industries and branches of foreign banks operating in the UAE. It is not known whether the legislation will or will not be enforced more generally or within other industry sectors in the future. Under current legislation, there is no requirement for withholding or deduction for or on account of UAE, Abu Dhabi or Dubai taxation in respect of payments made under the Guarantee. In the event of the imposition of any such withholding, the Guarantors have undertaken to gross-up any payments subject to certain limited exceptions.

The Constitution of the UAE specifically reserves to the Federal Government of the UAE the right to raise taxes on a federal basis for purposes of funding its budget. It is not known whether this right will be exercised in the future.

The UAE has entered into double taxation arrangements with certain other countries, but these are not extensive in number.

## **EU SAVINGS DIRECTIVE**

Under EC Council Directive 2003/48/EC on the taxation of savings income (the **Savings Directive**), Member States are required to provide to the tax authorities of other Member States details of certain payments of interest and similar income paid or secured by a person within its jurisdiction to or for the benefit of an individual resident in that other Member State or certain limited types of entities established in that other Member State.

On 24 March 2014, the Council of the European Union adopted a Council Directive, which will, when implemented, amend and broaden the scope of the requirements described above (the **Amending Directive**). Member States are required to apply these new requirements from 1 January 2017. The changes will expand the range of payments covered by the Savings Directive, in particular to include additional types of income payable on securities. The Amending Directive will also expand the circumstances in which payments that indirectly benefit an individual resident in a Member State must be reported or paid subject to withholding. For example, payments made to (or for the benefit of) (i) an entity or legal arrangement effectively managed in a Member State that is not subject to effective taxation, or (ii) a person, entity or legal arrangement established or effectively managed outside of the EU (and outside any third country or territory that has adopted similar measures to the Savings Directive) which indirectly benefit an individual resident in an EU Member State, may fall within the scope of the Savings Directive, as amended.

For a transitional period, Austria is required (unless during that period it elects otherwise) to operate a withholding system in relation to such payments (subject to a procedure whereby, on meeting certain conditions, the beneficial owner of the interest or other income may request that no tax be withheld). The ending of this transitional period is dependent upon the conclusion of certain other agreements relating to information exchange with certain other countries. Luxembourg has abolished the withholding system with effect from 1 January 2015, in favour of automatic information exchange under the Directive

A number of non-EU countries and territories including Switzerland have adopted similar measures (a withholding system in the case of Switzerland).

If a payment were to be made or collected through a Member State which has opted for a withholding system and an amount of, or in respect of, tax were to be withheld from that payment pursuant to the Savings Directive or any law implementing or complying with, or introduced in order to conform to such Directive, neither the Issuer, Majid Al Futtaim Holding, Majid Al Futtaim Properties nor any Paying Agent nor any other person would be obliged to pay additional amounts with respect to any Notes as a result of the imposition of such withholding tax.

Furthermore, once the Amending Directive is implemented and takes effect in Member States, such withholding may occur in a wider range of circumstances than at present, as explained above.

The Issuer is required, as provided in Condition 13 of the Notes, to maintain a Paying Agent with a specified office in a Member State of the European Union that is not obliged to withhold or deduct tax pursuant to the Savings Directive or any law implementing or complying with, or introduced in order to conform to, the Savings Directive. However, investors should be aware that any custodians or

intermediaries through which they hold their interest in Notes may nonetheless be obliged to withhold or deduct tax pursuant to such laws unless the investor meets certain conditions, including providing any information that may be necessary to enable such persons to make payments free from withholding and in compliance with the Savings Directive, as amended.

Investors who are in any doubt as to their position should consult their professional advisers.

## **THE PROPOSED FINANCIAL TRANSACTIONS TAX**

On 14 February 2013, the European Commission published a proposal (the **Commission's Proposal**) for a Directive for a common financial transactions tax (**FTT**) in Belgium, Germany, Estonia, Greece, Spain, France, Italy, Austria, Portugal, Slovenia and Slovakia (the **participating Member States**).

The Commission's Proposal has very broad scope and could, if introduced, apply to certain dealings in the Notes (including secondary market transactions) in certain circumstances. The issuance and subscription of Notes should, however, be exempt.

Under the Commission's Proposal the FTT could apply in certain circumstances to persons both within and outside of the participating Member States. Generally, it would apply to certain dealings in the Notes where at least one party is a financial institution, and at least one party is established in a participating Member State. A financial institution may be, or be deemed to be, "established" in a participating Member State in a broad range of circumstances, including (a) by transacting with a person established in a participating Member State or (b) where the financial instrument which is subject to the dealings is issued in a participating Member State.

Joint statements issued by participating Member States indicate an intention to implement the FTT by 1 January 2016. However, the FTT proposal remains subject to negotiation between the participating Member States and the scope of any such tax is uncertain. Additional EU Member States may decide to participate.

Prospective holders of the Notes are advised to seek their own professional advice in relation to the FTT.

## **FOREIGN ACCOUNT TAX COMPLIANCE ACT**

Sections 1471 through 1474 of the U.S. Internal Revenue Code of 1986, as amended (**FATCA**) impose a new reporting regime and potentially a 30 per cent. withholding tax with respect to certain payments to: (i) any non-U.S. financial institution (a **foreign financial institution**, or **FFI** (as defined by FATCA)) that does not become a **Participating FFI** by entering into an agreement with the U.S. Internal Revenue Service (**IRS**) to provide the IRS with certain information in respect of its account holders and investors or is not otherwise exempt from or in deemed compliance with FATCA; and (ii) any investor (unless otherwise exempt from FATCA) that does not provide information sufficient to determine whether the investor is a U.S. person or should otherwise be treated as holding a "United States Account" of the Issuer (a **Recalcitrant Holder**). The Issuer may be classified as an FFI.

The new withholding regime is now in effect for payments from sources within the United States and will apply to payments of gross proceeds (including principal payments) from the disposition of property that can produce U.S. source interest and dividends beginning 1 July 2014 and will apply to **foreign passthru payments** (a term not yet defined) no earlier than 1 January 2017. This withholding would potentially apply to payments in respect of: any Notes characterised as debt (or which are not otherwise characterised as equity and have a fixed term) for U.S. federal tax purposes that are issued on or after the "grandfathering date", which is the date that is six months after the date on which final U.S. Treasury regulations defining the term foreign passthru payment are filed with the Federal Register.

The United States and a number of jurisdictions have entered into, or have agreed in substance to, intergovernmental agreements to facilitate the implementation of FATCA (each, an **IGA**). Pursuant to FATCA and the "Model 1" and "Model 2" IGAs released by the United States, an FFI in an IGA signatory country could be treated as a **Reporting FI** not subject to withholding under FATCA on any payments it receives. Further, it is expected that an FFI in an IGA jurisdiction would generally not be required to withhold under FATCA or an IGA (or any law implementing an IGA) (any such withholding being **FATCA Withholding**) from payments it makes. Under each Model IGA, a Reporting FI would still be required to report certain information in respect of its account holders and investors to its home government or to the IRS.

If the Issuer becomes a Participating FFI under FATCA, the Issuer and financial institutions through which payments on the Notes are made may be required to withhold FATCA Withholding if: (i) any FFI through or to which payment on such Notes is made is not a Participating FFI, a Reporting FI, or otherwise exempt from or in deemed compliance with FATCA; or (ii) an investor is a Recalcitrant Holder.

If an amount in respect of FATCA Withholding were to be deducted or withheld from profit, principal or other payments made in respect of the Notes, neither the Issuer nor the Delegate nor any paying agent nor any other person would, pursuant to the conditions of the Notes, be required to pay additional amounts as a result of the deduction or withholding. As a result, investors may receive less profit or principal than expected.

The Cayman Islands have entered into a Model 1 intergovernmental agreement (the "**US IGA**") with the United States and have entered into a similar intergovernmental agreement (the "**UK IGA**") with the United Kingdom (together with the US IGA, the "**IGAs**"). The Issuer will be required to comply with the Cayman Islands Tax Information Authority Law (2014 Revision)(as amended) together with regulations and guidance notes made pursuant to such Law (the "**Cayman FATCA Legislation**") that give effect to the IGAs. To the extent the Issuer cannot be treated as a Non-Reporting Cayman Islands Financial Institution (as defined in the IGAs) by taking advantage of one of the categories set out in Annex II to the IGAs (for example by being a Sponsored Investment Entity (as defined in the IGAs)), the Issuer will be a "Reporting Cayman Islands Financial Institution" (as defined in the IGAs). As such, the Issuer is required to register with the IRS to obtain a Global Intermediary Identification Number (for the purposes of the US IGA only) and to report to the Cayman Islands Tax Information Authority any payments made to (i) Specified US Persons with respect to US Reportable Accounts and (ii) Specified UK Persons with respect to UK Reportable Accounts (each such term as defined in the relevant IGA). The Cayman Islands Tax Information Authority will exchange such information with the IRS or HMRC as the case may be under the terms of the relevant IGA. Under the terms of the US IGA, withholding will not be imposed on payments made to the Issuer unless the IRS has specifically listed the Issuer as a non-participating financial institution, or on payments made by the Issuer to the Noteholders unless the Issuer has otherwise assumed responsibility for withholding under United States tax law.

**FATCA is particularly complex and its application is uncertain at this time. The above description is based in part on regulations, official guidance and model IGAs, all of which are subject to change or may be implemented in a materially different form. Prospective investors should consult their tax advisers on how these rules may apply to the Issuer and to payments they may receive in connection with the Notes.**

**TO ENSURE COMPLIANCE WITH IRS CIRCULAR 230, EACH TAXPAYER IS HEREBY NOTIFIED THAT: (A) ANY TAX DISCUSSION HEREIN IS NOT INTENDED OR WRITTEN TO BE USED, AND CANNOT BE USED BY THE TAXPAYER FOR THE PURPOSE OF AVOIDING U.S. FEDERAL INCOME TAX PENALTIES THAT MAY BE IMPOSED ON THE TAXPAYER; (B) ANY SUCH TAX DISCUSSION WAS WRITTEN TO SUPPORT THE PROMOTION OR MARKETING OF THE TRANSACTIONS OR MATTERS ADDRESSED HEREIN; AND (C) THE TAXPAYER SHOULD SEEK**



**ADVICE BASED ON THE TAXPAYER'S PARTICULAR CIRCUMSTANCES FROM AN INDEPENDENT TAX ADVISER.**

## SUBSCRIPTION AND SALE AND TRANSFER AND SELLING RESTRICTIONS

The Dealers have, in an amended and restated programme agreement dated 7 April 2015 (the **Programme Agreement**), agreed with the Issuer and the Guarantors a basis upon which they or any of them may from time to time agree to purchase Notes. Any such agreement will extend to those matters stated under “*Form of the Notes*” and “*Terms and Conditions of the Notes*”. In the Programme Agreement, the Issuer (failing which, each Guarantor) has agreed to reimburse the Dealers for certain of their expenses in connection with the establishment and any future update of the Programme and the issue of Notes under the Programme and to indemnify the Dealers against certain liabilities incurred by them in connection therewith.

In order to facilitate the offering of any Tranche of the Notes, certain persons participating in the offering of the Tranche may engage in transactions that stabilise, maintain or otherwise affect the market price of the relevant Notes during and after the offering of the Tranche. Specifically such persons may over-allot or create a short position in the Notes for their own account by selling more Notes than have been sold to them by the Issuer. Such persons may also elect to cover any such short position by purchasing Notes in the open market. In addition, such persons may stabilise or maintain the price of the Notes by bidding for or purchasing Notes in the open market and may impose penalty bids, under which selling concessions allowed to syndicate members or other broker-dealers participating in the offering of the Notes are reclaimed if Notes previously distributed in the offering are repurchased in connection with stabilisation transactions or otherwise. The effect of these transactions may be to stabilise or maintain the market price of the Notes at a level above that which might otherwise prevail in the open market. The imposition of a penalty bid may also affect the price of the Notes to the extent that it discourages resales thereof. No representation is made as to the magnitude or effect of any such stabilising or other transactions. Such transactions, if commenced, may be discontinued at any time. Under United Kingdom laws and regulations stabilising activities may only be carried on by the Stabilising Manager(s) named in the relevant subscription agreement (or persons acting on behalf of any Stabilising Manager(s)) and only for a limited period following the Issue Date of the relevant Tranche of Notes.

### TRANSFER RESTRICTIONS

***As a result of the following restrictions, purchasers of Notes who are in the United States or who are U.S. persons are advised to consult legal counsel prior to making any purchase, offer, sale, resale or other transfer of such Notes.***

Each purchaser of Registered Notes (other than a person purchasing an interest in a Registered Global Note with a view to holding it in the form of an interest in the same Global Note) or person wishing to transfer an interest from one Registered Global Note to another or from global to definitive form or *vice versa*, will be required to acknowledge, represent and agree, and each person purchasing an interest in a Registered Global Note with a view to holding it in the form of an interest in the same Global Note will be deemed to have acknowledged, represented and agreed, as follows (terms used in this paragraph that are defined in Rule 144A or in Regulation S are used herein as defined therein):

- (a) that either: (i) it is a QIB, purchasing (or holding) the Notes for its own account or for the account of one or more QIBs and it is aware that any sale to it is being made in reliance on Rule 144A or (ii) it is an Institutional Accredited Investor which has delivered an IAI Investment Letter or (iii) it is outside the United States and is not a U.S. person;
- (b) that it, and each amount for which it is purchasing, will hold and transfer at least the minimum denomination of the Notes;

- (c) that the Notes are being offered and sold in a transaction not involving a public offering in the United States within the meaning of the Securities Act, and that the Notes have not been and will not be registered under the Securities Act or any other applicable U.S. State securities laws and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. persons except as set forth below;
- (d) that, unless it holds an interest in a Regulation S Global Note and either is a person located outside the United States or is not a U.S. person, if in the future it decides to resell, pledge or otherwise transfer the Notes or any beneficial interests in the Notes, it will do so, prior to the expiration of the applicable required holding period pursuant to Rule 144A from the later of the last Issue Date for the Series and the last date on which the Issuer or an affiliate of the Issuer was the owner of such Notes, only (i) to the Issuer or any affiliate thereof, (ii) inside the United States to a person whom the seller reasonably believes is a QIB purchasing for its own account or for the account of a QIB in a transaction meeting the requirements of Rule 144A, (iii) outside the United States in compliance with Rule 903 or Rule 904 under the Securities Act, (iv) pursuant to the exemption from registration provided by Rule 144 under the Securities Act (if available) or (v) pursuant to an effective registration statement under the Securities Act, in each case in accordance with all applicable U.S. State securities laws;
- (e) it will, and will require each subsequent holder to, notify any purchaser of the Notes from it of the resale restrictions referred to in paragraph (c) above, if then applicable;
- (f) that Notes initially offered in the United States to QIBs will be represented by one or more Rule 144A Global Notes, that Notes offered to Institutional Accredited Investors will be in the form of Definitive IAI Registered Notes and that Notes offered outside the United States in reliance on Regulation S will be represented by one or more Regulation S Global Notes;
- (g) that the Notes in registered form, other than the Regulation S Global Notes, will bear a legend to the following effect unless otherwise agreed to by the Issuer:

“NEITHER THIS SECURITY NOR THE GUARANTEE THEREOF HAS BEEN OR WILL BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR ANY OTHER APPLICABLE U.S. STATE SECURITIES LAWS AND, ACCORDINGLY, THIS SECURITY MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES OR TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS EXCEPT AS SET FORTH IN THE FOLLOWING SENTENCE. BY ITS ACQUISITION HEREOF, THE HOLDER (A) REPRESENTS THAT (1) IT IS A “QUALIFIED INSTITUTIONAL BUYER” (AS DEFINED IN RULE 144A UNDER THE SECURITIES ACT) PURCHASING THE SECURITIES FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF ONE OR MORE QUALIFIED INSTITUTIONAL BUYERS IN A MINIMUM PRINCIPAL AMOUNT OF U.S.\$200,000 (OR THE EQUIVALENT AMOUNT IN A FOREIGN CURRENCY) OR (2) IT IS AN INSTITUTIONAL “ACCREDITED INVESTOR” (AS DEFINED IN RULE 501(A)(1), (2), (3) OR (7) UNDER THE SECURITIES ACT) (AN “INSTITUTIONAL ACCREDITED INVESTOR”); (B) AGREES THAT IT WILL NOT RESELL OR OTHERWISE TRANSFER THE SECURITIES EXCEPT IN ACCORDANCE WITH THE AGENCY AGREEMENT AND, PRIOR TO THE DATE WHICH IS ONE YEAR AFTER THE LATER OF THE LAST ISSUE DATE FOR THE SERIES AND THE LAST DATE ON WHICH THE ISSUER OR AN AFFILIATE OF THE ISSUER WAS THE OWNER OF SUCH SECURITIES OTHER THAN (1) TO THE ISSUER OR ANY AFFILIATE THEREOF, (2) INSIDE THE UNITED STATES TO A PERSON WHOM THE SELLER REASONABLY BELIEVES IS A QUALIFIED INSTITUTIONAL BUYER WITHIN THE MEANING OF RULE 144A UNDER THE SECURITIES ACT PURCHASING FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF A QUALIFIED INSTITUTIONAL BUYER IN A TRANSACTION MEETING THE REQUIREMENTS OF RULE 144A, (3) OUTSIDE THE UNITED STATES IN COMPLIANCE WITH

RULE 903 OR RULE 904 UNDER THE SECURITIES ACT, (4) PURSUANT TO THE EXEMPTION FROM

REGISTRATION PROVIDED BY RULE 144 UNDER THE SECURITIES ACT (IF AVAILABLE) OR (5) PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT, IN EACH CASE IN ACCORDANCE WITH ALL APPLICABLE SECURITIES LAWS OF THE STATES OF THE UNITED STATES AND ANY OTHER JURISDICTION; AND

(C) IT AGREES THAT IT WILL DELIVER TO EACH PERSON TO WHOM THIS SECURITY IS TRANSFERRED A NOTICE SUBSTANTIALLY TO THE EFFECT OF THIS LEGEND. NO REPRESENTATION CAN BE MADE AS TO THE AVAILABILITY OF THE EXEMPTION PROVIDED BY RULE 144A FOR REALES OF THE SECURITY.

THIS SECURITY AND RELATED DOCUMENTATION (INCLUDING, WITHOUT LIMITATION, THE AGENCY AGREEMENT REFERRED TO HEREIN) MAY BE AMENDED OR SUPPLEMENTED FROM TIME TO TIME, WITHOUT THE CONSENT OF, BUT UPON NOTICE TO, THE HOLDERS OF SUCH SECURITIES SENT TO THEIR REGISTERED ADDRESSES, TO MODIFY THE RESTRICTIONS ON AND PROCEDURES FOR REALES AND OTHER TRANSFERS OF THIS SECURITY TO REFLECT ANY CHANGE IN APPLICABLE LAW OR REGULATION (OR THE INTERPRETATION THEREOF) OR IN PRACTICES RELATING TO REALES OR OTHER TRANSFERS OF RESTRICTED SECURITIES GENERALLY. THE HOLDER OF THIS SECURITY SHALL BE DEEMED, BY ITS ACCEPTANCE OR PURCHASE HEREOF, TO HAVE AGREED TO ANY SUCH AMENDMENT OR SUPPLEMENT (EACH OF WHICH SHALL BE CONCLUSIVE AND BINDING ON THE HOLDER HEREOF AND ALL FUTURE HOLDERS OF THIS SECURITY AND ANY SECURITIES ISSUED IN EXCHANGE OR SUBSTITUTION THEREFOR, WHETHER OR NOT ANY NOTATION THEREOF IS MADE HEREON).”;

- (h) that the Notes in registered form which are registered in the name of a nominee of DTC will bear an additional legend to the following effect unless otherwise agreed to be the Issuer:

"UNLESS THIS GLOBAL SECURITY IS PRESENTED BY AN AUTHORISED REPRESENTATIVE OF THE DEPOSITORY TRUST COMPANY, A NEW YORK CORPORATION, ("DTC"), TO THE ISSUER OR ITS AGENT FOR REGISTRATION OF TRANSFER, EXCHANGE OR PAYMENT, AND ANY REGISTERED SECURITY ISSUED IN EXCHANGE FOR THIS GLOBAL SECURITY OR ANY PORTION HEREOF IS REGISTERED IN THE NAME OF CEDE & CO. OR IN SUCH OTHER NAME AS IS REQUIRED BY AN AUTHORISED REPRESENTATIVE OF DTC (AND ANY PAYMENT IS MADE TO CEDE & CO. OR TO SUCH OTHER ENTITY AS IS REQUIRED BY AN AUTHORISED REPRESENTATIVE OF DTC), ANY TRANSFER, PLEDGE, OR OTHER USE HEREOF FOR VALUE OR OTHERWISE BY OR TO ANY PERSON OTHER THAN DTC OR A NOMINEE THEREOF IS WRONGFUL IN AS MUCH AS THE REGISTERED OWNER HEREOF, CEDE & CO., HAS AN INTEREST HEREIN.

THIS GLOBAL SECURITY MAY NOT BE EXCHANGED, IN WHOLE OR IN PART, FOR A SECURITY REGISTERED IN THE NAME OF ANY PERSON OTHER THAN DTC OR A NOMINEE THEREOF EXCEPT IN THE LIMITED CIRCUMSTANCES SET FORTH IN THIS GLOBAL SECURITY, AND MAY NOT BE TRANSFERRED, IN WHOLE OR IN PART, EXCEPT IN ACCORDANCE WITH THE RESTRICTIONS SET FORTH IN THIS LEGEND. BENEFICIAL INTERESTS IN THIS GLOBAL SECURITY MAY NOT BE TRANSFERRED EXCEPT IN ACCORDANCE WITH THIS LEGEND."

- (i) if it is outside the United States and is not a U.S. person, that if it should resell or otherwise transfer the Notes prior to the expiration of the distribution compliance period (defined as 40 days after the later of the commencement of the offering and the closing date with respect to the original issuance of the Notes), it will do so only (i)(A) outside the United States in compliance with Rule 903 or 904 under the Securities Act or (B) to a QIB in compliance with Rule 144A and (ii) in accordance with all applicable U.S. State securities laws; and it acknowledges that the Regulation S Global Notes will bear a legend to the following effect unless otherwise agreed to by the Issuer:

“THIS SECURITY AND ANY GUARANTEE HEREOF HAS NOT BEEN AND WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR ANY OTHER APPLICABLE U.S. STATE SECURITIES LAWS AND, ACCORDINGLY, MAY NOT BE OFFERED OR SOLD WITHIN THE UNITED STATES OR TO, OR FOR THE ACCOUNT OR BENEFIT OF, U.S. PERSONS EXCEPT IN ACCORDANCE WITH THE AGENCY AGREEMENT AND PURSUANT TO AN EXEMPTION FROM REGISTRATION UNDER THE SECURITIES ACT OR PURSUANT TO AN EFFECTIVE REGISTRATION STATEMENT UNDER THE SECURITIES ACT. THIS LEGEND SHALL CEASE TO APPLY UPON THE EXPIRY OF THE PERIOD OF 40 DAYS AFTER THE COMPLETION OF THE DISTRIBUTION OF ALL THE NOTES OF THE TRANCHE OF WHICH THIS NOTE FORMS PART.”; and

- (j) that the Issuer and others will rely upon the truth and accuracy of the foregoing acknowledgements, representations and agreements and agrees that if any of such acknowledgements, representations or agreements made by it are no longer accurate, it shall promptly notify the Issuer; and if it is acquiring any Notes as a fiduciary or agent for one or more accounts it represents that it has sole investment discretion with respect to each such account and that it has full power to make the foregoing acknowledgements, representations and agreements on behalf of each such account.

Institutional Accredited Investors who purchase Registered Notes in definitive form offered and sold in the United States in reliance upon the exemption from registration provided by the Securities Act are required to execute and deliver to the Registrar an IAI Investment Letter. Upon execution and delivery of an IAI Investment Letter by an Institutional Accredited Investor, Notes will be issued in definitive registered form, see “*Form of the Notes*”.

The IAI Investment Letter will state, among other things, the following:

- (a) that the Institutional Accredited Investor has received a copy of the Base Prospectus and such other information as it deems necessary in order to make its investment decision;
- (b) that the Institutional Accredited Investor understands that the Notes are being offered and sold in a transaction not involving a public offering in the United States within the meaning of the Securities Act, and that the Notes have not been and will not be registered under the Securities Act or any other applicable U.S. State securities laws and that any subsequent transfer of the Notes is subject to certain restrictions and conditions set forth in the Base Prospectus and the Notes (including those set out above) and that it agrees to be bound by, and not to resell, pledge or otherwise transfer the Notes except in compliance with, such restrictions and conditions and the Securities Act;
- (c) that, in the normal course of its business, the Institutional Accredited Investor invests in or purchases securities similar to the Notes;

- (d) that the Institutional Accredited Investor is an Institutional Accredited Investor within the meaning of Rule 501(a)(1), (2), (3) or (7) of Regulation D under the Securities Act and has such knowledge and experience in financial and business matters as to be capable of evaluating the merits and risks of its investment in the Notes, and it and any accounts for which it is acting are each able to bear the economic risk of its or any such accounts' investment for an indefinite period of time;
- (e) that the Institutional Accredited Investor is acquiring the Notes purchased by it for its own account or for one or more accounts (each of which is an Institutional Accredited Investor) as to each of which it exercises sole investment discretion and not with a view to any distribution of the Notes, subject, nevertheless, to the understanding that the disposition of its property shall at all times be and remain within its control; and
- (f) that, in the event that the Institutional Accredited Investor purchases Notes, it will acquire Notes having a minimum purchase price of at least U.S.\$500,000 (or the approximate equivalent in another Specified Currency).

No sale of Legended Notes in the United States to any one purchaser will be for less than U.S.\$200,000 (or its foreign currency equivalent) principal amount or, in the case of sales to Institutional Accredited Investors, U.S.\$500,000 (or its foreign currency equivalent) principal amount and no Legended Note will be issued in connection with such a sale in a smaller principal amount. If the purchaser is a non-bank fiduciary acting on behalf of others, each person for whom it is acting must purchase at least U.S.\$200,000 (or its foreign currency equivalent) or, in the case of sales to Institutional Accredited Investors, U.S.\$500,000 (or its foreign currency equivalent) principal amount of Registered Notes.

## **SELLING RESTRICTIONS**

### **United States**

Neither the Notes nor the Guarantee have been nor will be registered under the U.S. Securities Act of 1933 as amended (the **Securities Act**), and the Notes may not be offered or sold or delivered within the United States or to, or for the account or benefit of, U.S. persons (as defined by Regulation S under the Securities Act (**Regulation S**)) except in accordance with Regulation S or pursuant to an exemption from the registration requirement of the Securities Act. In connection with any Notes which are offered or sold outside the U.S. under Regulation S, each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it will not offer, sell or deliver any Regulation S Notes (a) as part of their distribution at any time or (b) otherwise until 40 days after the completion of the distribution, as determined and certified by the relevant Dealer or, in the case of an issue of Notes on a syndicated basis, the relevant lead manager, of all Notes of the Series of which such Regulation S Notes are a part, within the U.S., or for the account or benefit of, U.S. persons. Each Dealer who purchases Notes (or in the case of a sale of Notes issued to or through more than one Dealer, each of such Dealers as to the Notes to be purchased by or through it, or, in the syndicated issue, the relevant lead manager) shall determine and certify to the Principal Paying Agent the completion of the distribution of such Notes. On the basis of such notification or notifications, the Principal Paying Agent has agreed to notify such Dealer/lead manager of the end of the distribution compliance period with respect to such Notes.

Each Dealer has also agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that at or prior to confirmation of sale of Notes, it will have sent to each distributor, dealer or person receiving a selling concession, fee or other remuneration that purchases Regulation S Notes from it during the distribution compliance period a confirmation or notice to substantially the following effect:

“The Securities covered hereby have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the **Securities Act**), and may not be offered, sold or delivered within the United States or to, or for the account or benefit of, U.S. persons (i) as part of their distribution at any time or (ii) otherwise until 40 days after the completion of the distribution of the Securities as determined and certified by the relevant Dealer, in the case of a non-syndicated issue, or the Lead Manager, in the case of a syndicated issue, and except in either case in accordance with Regulation S under the Securities Act. Terms used above have the meanings given to them by Regulation S.”

Terms used in this paragraph have the meaning given to them by Regulation S.

Each Dealer has also agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it, its affiliates or any persons acting on its or their behalf have not engaged and will not engage in any directed selling efforts (as defined in Rule 902(c) under the Securities Act) with respect to any Notes, and it and they have complied and will comply with the offering restrictions requirement of Regulation S.

Bearer Notes are subject to U.S. tax law requirements and may not be offered, sold or delivered within the United States or its possessions or to a United States person, except in certain transactions permitted by U.S. Treasury regulations. Terms used in this paragraph have the meanings given to them by the U.S. Internal Revenue Code of 1986 and regulations thereunder.

In respect of Bearer Notes where TEFRA D is specified in the applicable Final Terms each Dealer will be required to represent, undertake and agree (and each additional Dealer appointed under the Programme will be required to represent, undertake and agree) that:

- (a) except to the extent permitted under U.S. Treasury Regulations Section 1.163-5(c)(2)(i)(D) (or any substantially identical successor U.S. Treasury Regulation section, including, without limitation, substantially identical successor regulations issued in accordance with Internal Revenue Service Notice 2012-20 or otherwise in connection with the United States Hiring Incentive to Restore Employment Act of 2010) (the **D Rules**), (i) that it has not offered or sold, and during the restricted period it will not offer or sell, Bearer Notes to a person who is within the United States or its possessions or to a United States person, and (ii) that it has not delivered and it will not deliver within the United States or its possessions definitive Bearer Notes that are sold during the restricted period;
- (b) it has and throughout the restricted period it will have in effect procedures reasonably designed to ensure that its employees or agents who are directly engaged in selling Bearer Notes are aware that such Notes may not be offered or sold during the restricted period to a person who is within the United States or its possessions or to a United States person, except as permitted by the D Rules;
- (c) if it is a United States person, it is acquiring Bearer Notes for purposes of resale in connection with their original issuance and if it retains Bearer Notes for its own account, it will only do so in accordance with the requirements of U.S. Treasury Regulation Section 1.163-5(c)(2)(i)(D)(6) (or any substantially identical successor U.S. Treasury Regulation section, including, without limitation, regulations issued in accordance with Internal Revenue Service Notice 2012-20 or otherwise in connection with the United States Hiring Incentive to Restore Employment Act of 2010);
- (d) with respect to each affiliate that acquires Bearer Notes from a Dealer for the purpose of offering or selling such Notes during the restricted period, such Dealer repeats and confirms the

representations and agreements contained in subparagraphs (a), (b) and (c) on such affiliate's behalf; and

- (e) it will obtain from any distributor (within the meaning of U.S. Treasury Regulation Section 1.163-5(c)(2)(i)(D)(4)(ii)) (or any substantially identical successor U.S. Treasury Regulation section, including, without limitation, substantially identical successor regulations issued in accordance with Internal Revenue Service Notice 2012-20 or otherwise in connection with the United States Hiring Incentive to Restore Employment Act of 2010) that purchases any Bearer Notes from it pursuant to a written contract with such Dealer (except a distributor that is one of its affiliates or is another Dealer), for the benefit of the Issuer and each other Dealer, the representations contained in, and such distributor's agreement to comply with, the provisions of subparagraphs (a), (b), (c) and (d) of this paragraph insofar as they relate to the D Rules, as if such distributor were a Dealer hereunder.

Terms used in this paragraph have the meanings given to them by the Code and Treasury regulations thereunder, including the D Rules.

In respect of Bearer Notes where TEFRA C is specified in the applicable Final Terms, the relevant Dealer will be required to represent and agree that:

- (a) it has not offered, sold or delivered, and will not offer, sell or deliver, directly or indirectly, any Notes within the United States or its possessions in connection with the original issuance of the Bearer Notes; and
- (b) in connection with the original issuance of the Bearer Notes it has not communicated, and will not communicate, directly or indirectly, with a prospective purchaser if such prospective purchaser is within the United States or its possessions and will not otherwise involve the United States office of such Dealer in the offer and sale of the Bearer Notes.

Until 40 days after the commencement of the offering of any Series of Notes, an offer or sale of such Notes within the United States by any dealer (whether or not participating in the offering) may violate the registration requirements of the Securities Act if such offer or sale is made otherwise than in accordance with an available exemption from registration under the Securities Act.

Dealers may arrange for the resale of Notes to QIBs pursuant to Rule 144A and each such purchaser of Notes is hereby notified that the Dealers may be relying on the exemption from the registration requirements of the Securities Act provided by Rule 144A. The minimum aggregate principal amount of Notes which may be purchased by a QIB pursuant to Rule 144A is U.S.\$200,000 (or the approximate equivalent thereof in any other currency). To permit compliance with Rule 144A in connection with any resales or other transfers of Notes that are "restricted securities" within the meaning of the Securities Act, the Issuer and each the Guarantors have undertaken in the Trust Deed to furnish, upon the request of a holder of such Notes or any beneficial interest therein, to such holder or to a prospective purchaser designated by him, the information required to be delivered under Rule 144A(d)(4) under the Securities Act if, at the time of the request, any of the Notes remain outstanding as "restricted securities" within the meaning of Rule 144(a)(3) of the Securities Act and none of the Issuer or the Guarantors is a reporting company under Section 13 or 15(d) of the Exchange Act or exempt from reporting pursuant to Rule 12g3-2(b) thereunder.

#### **Public Offer Selling Restriction under the Prospectus Directive**

In relation to each Member State of the European Economic Area (each, a **Relevant Member State**), each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree that it has not made and will not make an offer of Notes which are



the subject of the offering contemplated by this Base Prospectus as completed by the applicable Final Terms in relation thereto to the public in that Relevant Member State, except that it may make an offer of such Notes to the public in that Relevant Member State:

- (a) at any time to any legal entity which is a qualified investor as defined in the Prospectus Directive;
- (b) at any time to fewer than 150 natural or legal persons (other than qualified investors as defined in the Prospectus Directive) subject to obtaining the prior consent of the relevant Dealer or Dealers nominated by the Issuer or a Guarantor (if applicable) for any such offer; or
- (c) at any time in any other circumstances falling within Article 3(2) of the Prospectus Directive,

provided that no such offer of Notes referred to in (a) to (c) above shall require the Issuer, the Guarantors or any Dealer to publish a prospectus pursuant to Article 3 of the Prospectus Directive or supplement a prospectus pursuant to Article 16 of the Prospectus Directive.

For the purposes of this provision the expression **an offer of Notes to the public** in relation to any Notes in any Relevant Member State means the communication in any form and by any means of sufficient information on the terms of the offer and the Notes to be offered so as to enable an investor to decide to purchase or subscribe the Notes, as the same may be varied in that Member State by any measure implementing the **Prospectus Directive** in that Member State, the expression Prospectus Directive means Directive 2003/71/EC (and amendments thereto, including the 2010 PD Amending Directive), and includes any relevant implementing measure in the Relevant Member State and the expression **2010 PD Amending Directive** means Directive 2010/73/EU.

### **United Kingdom**

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) in relation to any Notes which have a maturity of less than one year, (i) it is a person whose ordinary activities involve it in acquiring, holding, managing or disposing of investments (as principal or agent) for the purposes of its business and (ii) it has not offered or sold and will not offer or sell any Notes other than to persons whose ordinary activities involve them in acquiring, holding, managing or disposing of investments (as principal or as agent) for the purposes of their businesses or who it is reasonable to expect will acquire, hold, manage or dispose of investments (as principal or agent) for the purposes of their businesses where the issue of the Notes would otherwise constitute a contravention of Section 19 of the FSMA by the Issuer;
- (b) it has only communicated or caused to be communicated and will only communicate or cause to be communicated an invitation or inducement to engage in investment activity (within the meaning of Section 21 of the FSMA) received by it in connection with the issue or sale of any Notes in circumstances in which Section 21(1) of the FSMA does not apply to the Issuer or either Guarantor; and
- (c) it has complied and will comply with all applicable provisions of the FSMA with respect to anything done by it in relation to any Notes in, from or otherwise involving the United Kingdom.

### **Cayman Islands**

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not made and will not make any offer or invitation (whether directly or indirectly) to the public of the Cayman Islands to subscribe for any Notes.

## Japan

The Notes have not been and will not be registered under the Financial Instruments and Exchange Act of Japan (Act No. 25 of 1948, as amended; the **FIEA**) and each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not, directly or indirectly, offered or sold and will not, directly or indirectly, offer or sell any Notes in Japan or to, or for the benefit of, any resident of Japan (which term as used herein means any person resident in Japan including any corporation or other entity organised under the laws of Japan), or to others for re-offering or resale, directly or indirectly, in Japan or to, or for the benefit of, a resident of Japan, except pursuant to an exemption from the registration requirements of, and otherwise in compliance with, the FIEA and any other applicable laws and regulations of Japan.

## United Arab Emirates (excluding the Dubai International Financial Centre)

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that the Notes to be issued under the Programme have not been and will not be offered, sold or publicly promoted or advertised by it in the United Arab Emirates other than in compliance with any laws applicable in the United Arab Emirates governing the issue, offering and sale of securities.

## Dubai International Financial Centre

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered and will not offer the Notes to be issued under the Programme to any person in the Dubai International Financial Centre unless such offer is:

- (a) an "Exempt Offer" in accordance with the Markets Rules 2012 (MKT) module of the Dubai Financial Services Authority; and
- (b) made only to persons who meet the Professional Client criteria set out in Rule 2.3.2 of the Dubai Financial Services Authority Conduct of Business Module.

## Kingdom of Saudi Arabia

No action has been or will be taken in the Kingdom of Saudi Arabia that would permit a public offering of the Notes. Any investor in the Kingdom of Saudi Arabia or who is a Saudi person (a **Saudi Investor**) who acquires any Notes pursuant to an offering should note that the offer of Notes is a private placement under Article 10 or Article 11 of the Offer of Securities Regulations as issued by the Board of the Capital Market Authority resolution number 2-11-2004 dated 4 October 2004 and amended by the Board of the Capital Market Authority resolution number 1-28-2008 dated 18 August 2008 (the **KSA Regulations**) through a person authorised by the Capital Market Authority (the **CMA**) to carry on the activity of arranging (as specified in Article 12 of the KSA Regulations) and following a notification to the CMA under and in accordance with the KSA Regulations.

The Notes may thus not be advertised, offered or sold to any person in the Kingdom of Saudi Arabia other than to "sophisticated investors" under Article 10 of the KSA Regulations or by way of a limited offer under Article 11 of the KSA Regulations. Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that any offer of Notes to a Saudi Investor will comply with the KSA Regulations.

Investors are informed that Article 17 of the KSA Regulations places restrictions on secondary market activity with respect to the Notes, including as follows:

- (a) a Saudi Investor (referred to as a "**transferor**") who has acquired Notes pursuant to a private placement may not offer or sell those Notes to any person (referred to as a "**transferee**") unless the offer or sale is made through an authorised person unless the offer or sale is made through an authorised person where one of the following requirements is met:
  - (i) the price to be paid for the Notes in any one transaction is equal to or exceeds Saudi Riyals one million or an equivalent amount;
  - (ii) the Notes are offered or sold to a sophisticated investor; or
  - (iii) the Notes are being offered or sold in such other circumstances as the CMA may prescribe for these purposes;
- (b) if the requirement of paragraph (a)(i) above cannot be fulfilled because the price of the Notes being offered or sold to the transferee has declined since the date of the original private placement, the transferor may offer or sell the Notes to the transferee if their purchase price during the period of the original private placement was equal to or exceeded Saudi Riyals 1 million or an equivalent amount;
- (c) if the requirement in paragraph (b) above cannot be fulfilled, the transferor may offer or sell Notes if he/she sells his entire holding of Notes to one transferee; and
- (d) the provisions of paragraphs (a), (b) and (c) above shall apply to all subsequent transferees of the Notes.

Each offer of Notes shall not therefore constitute a "public offer" pursuant to the KSA Regulations, but is subject to the restrictions on secondary market activity under Article 17 of the KSA Regulations. Any Saudi Investor who has acquired Notes pursuant to a private placement under Article 10 and/or Article 11 of the KSA Regulations may not offer or sell those Notes to any person unless the offer or sale is made through an authorised person appropriately licensed by the Saudi Arabian Capital Market Authority and: (a) the Notes are offered to a "sophisticated investor"; (b) the price to be paid for the Notes in any one transaction is equal to or exceeds Saudi Riyal 1 million or an equivalent amount; or (c) the offer or sale is otherwise in compliance with Article 17 of the KSA Regulations.

### **Kingdom of Bahrain**

This Base Prospectus does not constitute an offer to: (i) the Public (as defined in Articles 142- 146 of the Commercial Companies Law (Decree Law No. 21/2001 of Bahrain)) in the Kingdom of Bahrain; or (ii) any person in the Kingdom of Bahrain who is not an accredited investor.

For this purpose, an "**accredited investor**" means:

- (a) an individual holding financial assets (either singly or jointly with a spouse) of U.S.\$1,000,000 or more;
- (b) a company, partnership, trust or other commercial undertaking which has financial assets available for investment of not less than U.S.\$1,000,000; or
- (c) a government, supranational organisation, central bank or other national monetary authority or a state organisation whose main activity is to invest in financial instruments (such as a state pension fund).

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it will only make an offer pursuant to the Base Prospectus available on a private placement basis to persons in the Kingdom of Bahrain who are accredited investors (as defined above).

### **State of Qatar**

Each of the Dealers has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered, delivered or sold, and will not offer, deliver or sell, directly or indirectly, any Notes in the State of Qatar (including the Qatar Financial Centre) (**Qatar**), except (i) in compliance with all applicable laws and regulations of Qatar (including the Qatar Financial Centre); and (ii) through persons or corporate entities authorised and licensed to provide investment advice and/or engage in brokerage activity and/or trade in respect of foreign securities in Qatar.

### **Singapore**

This Base Prospectus has not been registered as a prospectus with the Monetary Authority of Singapore under the Securities and Futures Act, Chapter 289 of Singapore (the **SFA**). Accordingly each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that it has not offered or sold any Notes or caused such Notes to be made the subject of an invitation for subscription or purchase and that it will not offer or sell any Notes or cause such Notes to be made the subject of an invitation for subscription or purchase, nor will it circulate or distribute this Base Prospectus or any other document or material in connection with the offer or sale or invitation for subscription or purchase, of any Notes, whether directly or indirectly, to any person in Singapore other than: (a) to an institutional investor pursuant to Section 274 of the SFA; (b) to a relevant person pursuant to Section 275(1), or any person pursuant to Section 275(1A) of the SFA, and in accordance with the conditions specified in Section 275 of the SFA; or (c) pursuant to, and in accordance with the conditions of, any other applicable provisions of the SFA.

Where Notes are subscribed or purchased under Section 275 of the SFA by a relevant person which is:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

securities (as defined in Section 239(1) of the SFA) of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within six months after that corporation or that trust has acquired the Notes pursuant to an offer made under Section 275 of the SFA except:

- (i) to an institutional investor or to a relevant person defined in Section 275(2) of the SFA, or to any person arising from an offer referred to in Section 275(1A) or Section 276(4)(i)(B) of the SFA;
- (ii) where no consideration is or will be given for the transfer;
- (iii) where the transfer is by operation of law;
- (iv) as specified in Section 276(7) of the SFA; or

- (v) as specified in Regulation 32 of the Securities and Futures (Offer of Investments) (Shares and Debentures) Regulations 2005 of Singapore.

### **Hong Kong**

Each Dealer has represented and agreed, and each further Dealer appointed under the Programme will be required to represent and agree, that:

- (a) it has not offered or sold and will not offer or sell in Hong Kong, by means of any document, any Notes other than (i) to “professional investors” within the meaning of the Securities and Futures Ordinance (Cap. 571) of Hong Kong (the **SFO**) and any rules made under the SFO; or (ii) in other circumstances which do not result in the document being a “prospectus” as defined in the Companies (Winding up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong or which do not constitute an offer to the public within the meaning of that Ordinance; and
- (b) it has not issued or had in its possession for the purposes of issue, and will not issue or have in its possession for the purposes of issue, in each case whether in Hong Kong or elsewhere, any advertisement, invitation or document relating to the Notes, which is directed at, or the contents of which are likely to be accessed or read by, the public in Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to the Notes which are or are intended to be disposed of only to persons outside Hong Kong or only to “professional investors” as defined in the SFO and any rules made under the SFO.

### **People’s Republic of China**

Each Dealer has represented and agreed and each further Dealer appointed under the Programme will be required to represent and agree that neither it nor any of its affiliates has offered or sold or will offer or sell any of the Notes in the People’s Republic of China (for such purposes, not including Hong Kong, the Macau Special Administrative Region of the People’s Republic of China or Taiwan), as part of the initial distribution of the Notes.

### **Malaysia**

Each Dealer has represented and agreed and each further Dealer appointed under the Programme will be required to represent and agree that:

- (a) this Base Prospectus has not been registered as a prospectus with the Securities Commission of Malaysia under the Capital Markets and Services Act 2007 of Malaysia (the **CMSA**); and
- (b) accordingly, the Notes have not been and will not be issued, offered or sold and no invitation to subscribe for or purchase the Notes has been or will be made, directly or indirectly, nor may any document or other material in connection therewith be distributed in Malaysia, other than to persons falling within any one of the categories of persons specified under: (i) Schedule 6 or Section 229(1)(b) and Schedule 7 or Section 230(1)(b); and (ii) Schedule 8 or Section 257(3), read together with Schedule 9 or Section 257(3) of the CMSA, subject to any law, order, regulation, or official directive of the Central Bank of Malaysia, the Securities Commission of Malaysia and/or any other regulatory authority from time to time.

Residents of Malaysia may be required to obtain relevant regulatory approvals including approval from the Controller of Foreign Exchange to purchase the Notes. The onus is on the Malaysian residents concerned to obtain such regulatory approvals and none of the Dealers is responsible for any invitation, offer, sale or purchase of the Notes as aforesaid without the necessary approvals being in place.

## **General**

Each Dealer has represented and agreed and each further Dealer appointed under the Programme will be required to represent and agree that it will (to the best of its knowledge and belief) comply with all applicable securities laws, regulations and directives in force in any jurisdiction in which it purchases, offers, sells or delivers Notes or possesses or distributes this Base Prospectus and will obtain any consent, approval or permission required by it for the purchase, offer, sale or delivery by it of Notes under the laws and regulations in force in any jurisdiction to which it is subject or in which it makes such purchases, offers, sales or deliveries and none of the Issuer, the Guarantors, the Trustee nor any of the other Dealers shall have any responsibility therefor.

None of the Issuer, the Guarantors, the Trustee and the Dealers represents that Notes may at any time lawfully be sold in compliance with any applicable registration or other requirements in any jurisdiction, or pursuant to any exemption available thereunder, or assumes any responsibility for facilitating such sale. Persons into whose possession this Base Prospectus or any Notes may come must inform themselves about and observe any applicable restrictions on the distribution of this Base Prospectus and the offering and sale of any Notes.

With regard to each Tranche, the relevant Dealer will be required to comply with such other restrictions as the Issuer and the relevant Dealer shall agree and as shall be set out in the relevant subscription agreement.

## **GENERAL INFORMATION**

### **AUTHORISATION**

The establishment and the current update of the Programme and the issue of Notes have been duly authorised by resolutions of the Board of Directors of the Issuer dated 5 June 2011 and 26 March 2015. The giving of the Guarantee and the entry into the Transaction Documents to which each Guarantor is a party has been duly authorised by a resolution of the shareholders of Majid Al Futtaim Holding dated 26 March 2015 and a resolution of the shareholders of Majid Al Futtaim Properties dated 26 March 2015, respectively.

### **LISTING OF NOTES**

This Base Prospectus has been approved by the Central Bank as competent authority under the Prospectus Directive. The Central Bank only approves this Base Prospectus as meeting the requirements imposed under Irish and EU law pursuant to the Prospectus Directive. Such approval related only to Notes which are to be admitted to trading on the Main Securities Market or any other MiFID Regulated Market and/or which are to be offered to the public in any Member State. Application has been made to the Irish Stock Exchange for Notes issued under the Programme during the period of 12 months from the date of this Base Prospectus to be admitted to the Irish Official List and to trading on the Main Securities Market. The listing of the Programme in respect of Notes is expected to be granted on or around 7 April 2015. It is expected that each Tranche of Notes which is to be admitted to the Irish Official List and to trading on the Main Securities Market will be admitted separately, as and when issued, subject only to the issue of one or more Global Notes initially representing the Notes of the relevant Tranche.

Application has also been made to the DFSA for Notes issued under the Programme to be admitted to the DFSA's Official List of securities. The Programme is expected to be admitted to the DFSA's Official List on or around 7 April 2015. An application may be made for any Tranche of Notes to be admitted to trading on NASDAQ Dubai.

### **DOCUMENTS AVAILABLE**

For the period of 12 months following the date of this Base Prospectus, copies of the following documents will, when published, be available in physical form for inspection from the registered office of the Issuer and from the specified office of the Paying Agent for the time being in London:

- (a) the Memorandum and Articles of Association of the Issuer and the Articles of Association (with an English translation thereof) of each Guarantor. The English translation of each Guarantor's Articles of Association is direct and accurate. However, in case of conflict or discrepancy between the Arabic version of the Articles of Association and their English translation, the Arabic version of the Articles of Association shall prevail;
- (b) the consolidated audited financial statements of each Guarantor in respect of the financial years ended 31 December 2014 and 31 December 2013, in each case together with the audit reports prepared in connection therewith. Each Guarantor currently prepares audited consolidated accounts on an annual basis;
- (c) the most recently published unaudited interim financial statements (if any) of each Guarantor, in each case together with any audit or review reports prepared in connection therewith. Each Guarantor currently prepares unaudited consolidated interim accounts for the first six months of each year;

- (d) the audited financial statements of the Issuer for the years ended 31 December 2013 and 31 December 2014 together with the audit reports prepared in connection therewith. The Issuer intends to prepare audited financial statements on an annual basis;
- (e) the Trust Deed, the Agency Agreement and the forms of the Global Notes, the Notes in definitive form, the Receipts, the Coupons and the Talons;
- (f) a copy of this Base Prospectus; and
- (g) any future offering circulars, prospectuses, information memoranda and supplements including applicable Final Terms (save that a Final Terms relating to a Note which is neither admitted to trading on a regulated market in the European Economic Area nor offered in the European Economic Area in circumstances where a prospectus is required to be published under the Prospectus Directive will only be available for inspection by a holder of such Note and such holder must produce evidence satisfactory to the Issuer and the Paying Agent as to its holding of Notes and identity) to this Base Prospectus and any other documents incorporated herein or therein by reference.

The Base Prospectus will be available for viewing on the website of the Central Bank (<http://www.centralbank.ie>).

## **CLEARING SYSTEMS**

The Notes have been accepted for clearance through Euroclear and Clearstream, Luxembourg which are the entities in charge of keeping the records. The appropriate Common Code and ISIN for each Tranche of Notes allocated by Euroclear and Clearstream, Luxembourg will be specified in the applicable Final Terms. In addition, the Issuer may make an application for any Notes in registered form to be accepted for trading in book-entry form by DTC. The CUSIP and/or CINS numbers for each Tranche of such Registered Notes, together with the relevant ISIN and (if applicable) common code, will be specified in the applicable Final Terms. If the Notes are to clear through an additional or alternative clearing system the appropriate information will be specified in the applicable Final Terms.

The address of Euroclear is Euroclear Bank S.A./N.V., 1 Boulevard du Roi Albert II, B-1210 Brussels. The address of Clearstream, Luxembourg *société anonyme* is Clearstream Banking, 42 Avenue JF Kennedy, L-1855 Luxembourg. The address of DTC is 55 Water Street, New York, New York 10041, United States of America.

## **CONDITIONS FOR DETERMINING PRICE**

The price and amount of Notes to be issued under the Programme will be determined by the Issuer and the relevant Dealer at the time of issue in accordance with prevailing market conditions.

## **SIGNIFICANT OR MATERIAL CHANGE**

There has been no significant change in the financial or trading position of the Issuer and no material adverse change in the financial position or prospects of the Issuer, in each case, since 31 December 2014.

There has been no significant change in the financial or trading position of each Guarantor and its respective subsidiaries, taken as a whole since 31 December 2014 and there has been no material adverse change in the financial position or prospects of each Guarantor and its respective subsidiaries, taken as a whole since 31 December 2014.



## LITIGATION

None of the Issuer, the Guarantors or any other member of the Group is or has been involved in any governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the Issuer or the Guarantors are aware) in the 12 months preceding the date of this document which may have or have in such period had a significant effect on the financial position or profitability of the Issuer, the Guarantors or the Group.

## AUDITORS

The auditors of the Issuer and each Guarantor are KPMG Lower Gulf Limited, chartered accountants, who have audited each Guarantor's accounts without qualification, in accordance with IFRS for each of the two financial years ended on 31 December 2014 and 31 December 2013 and the Issuer's accounts without qualification, in accordance with IFRS for the financial years ended 31 December 2013 and 31 December 2014. The auditors of the Issuer and each Guarantor have no material interest in the Issuer or that Guarantor.

KPMG Lower Gulf Limited is an institution authorised by the Ministry of Economy of the UAE to conduct independent audits of corporations in the United Arab Emirates. KPMG Lower Gulf Limited is a member of the KPMG network of independent member firms affiliated with KPMG International Cooperative (as Swiss entity).

## DEALERS TRANSACTING WITH THE ISSUER AND THE GUARANTORS

Certain of the Dealers and their affiliates have engaged, and may in the future engage, in investment banking and/or commercial banking transactions with, and may perform services to the Issuer, the Guarantors and their affiliates in the ordinary course of business.

## CERTAIN ADDITIONAL INFORMATION RELATING TO MAJID AL FUTTAIM HOLDING

Majid Al Futtaim Holding is registered as a limited liability company in Dubai (with register number 534314) under UAE Federal Law No. 8 of 1984 (as amended) as applicable to commercial companies and was incorporated on 20 May 2002.

Majid Al Futtaim Holding has been incorporated for a term of 50 years expiring in May 2052, which term shall be lengthened or shortened by resolution of the general assembly of Majid Al Futtaim Holding in accordance with its Articles of Association (the **Majid Al Futtaim Holding Articles**). The Majid Al Futtaim Holding Articles provide that Majid Al Futtaim Holding shall be dissolved:

- unless renewed upon the expiry of its 50-year term;
- upon fulfilment of the objectives for which it was created;
- upon merger of Majid Al Futtaim Holding into another company;
- if shareholders holding 75 per cent. of Majid Al Futtaim Holding's capital decide in the general assembly to terminate the term of Majid Al Futtaim Holding;
- if all or most of Majid Al Futtaim Holding's assets have been damaged in such a manner that the remaining assets cannot be invested productively; or
- if Majid Al Futtaim Holding is dissolved pursuant to a court decision.

Majid Al Futtaim Holding changed its name from Majid Al Futtaim Group LLC to Majid Al Futtaim Holding LLC on 18 January 2011.

Majid Al Futtaim Holding's address and telephone number are PO Box 91100, Dubai, UAE and +971 (0)4 209 4657, respectively. This is also the address of each member of the Majid Al Futtaim Holding Board and senior executive management.

#### **CERTAIN ADDITIONAL INFORMATION RELATING TO MAJID AL FUTTAIM PROPERTIES**

Majid Al Futtaim Properties is registered as a limited liability company in Dubai (with register number 41429) under UAE Federal Law No. 8 of 1984 (as amended) as applicable to commercial companies and was incorporated on 5 February 1994.

Majid Al Futtaim Properties has been incorporated for a term of 50 years expiring in February 2044, which term shall be lengthened or shortened by resolution of the general assembly of Majid Al Futtaim Properties in accordance with its Articles of Association (the **Majid Al Futtaim Properties Articles**). The Majid Al Futtaim Properties Articles provide that Majid Al Futtaim Properties shall be dissolved:

- unless renewed upon the expiry of its 50-year term;
- upon fulfilment of the purposes for which it was created;
- upon merger of Majid Al Futtaim Properties into another company;
- if shareholders holding 75 per cent. of Majid Al Futtaim Properties' capital decide in the general assembly to terminate the term of Majid Al Futtaim Properties;
- if all or most of Majid Al Futtaim Properties' assets have been damaged in such a manner that the remaining assets cannot be invested productively; or
- if Majid Al Futtaim Properties is dissolved pursuant to a court decision.

Majid Al Futtaim Properties' address and telephone number are PO Box 60811, Dubai, UAE and +971 (0)4 294 2444, respectively. This is also the address of each member of Majid Al Futtaim Properties' Board and senior executive management.

**ISSUER**

**MAF Global Securities Limited**  
c/o Maples Corporate Services Limited  
PO Box 309  
Ugland House  
Grand Cayman KY1-1104  
Cayman Islands

**GUARANTORS**

**Majid Al Futtaim Holding LLC**  
PO Box 91100  
Dubai  
United Arab Emirates

**Majid Al Futtaim Properties LLC**  
PO Box 60811  
Dubai  
United Arab Emirates

**TRUSTEE**

**Citibank, N.A., London Branch**  
Citigroup Centre  
Canada Square  
Canary Wharf  
London E14 5LB  
United Kingdom

**PRINCIPAL PAYING, TRANSFER AND  
EXCHANGE AGENT**

**Citibank, N.A.**  
Citigroup Centre  
Canada Square  
Canary Wharf  
London E14 5LB  
United Kingdom

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