

DUBAI PARKS & RESORTS

# Capital Increase to Fund Proposed Six Flags Dubai Project Shareholder Presentation

March 2016

EXPERIENCE AMAZING

## IMPORTANT NOTICE

**THIS PRESENTATION AND ITS CONTENTS ARE NOT FOR RELEASE, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY IN OR INTO ANY JURISDICTION WHERE SUCH DISTRIBUTION IS UNLAWFUL.**

This presentation has been prepared and issued by Dubai Parks and Resorts PJSC (the “Company”). For the purposes of this notice, “presentation” means this document, its contents or any part of it, any oral presentation, any question or answer session and any written or oral material discussed or distributed during the presentation meeting.

The information set out in this presentation may be subject to updating, revision, verification and amendment and such information may change materially. Neither the Company, any of its parent or subsidiary undertakings, the subsidiary undertakings of such parent undertakings, nor any of such person’s respective directors, officers, employees, agents, affiliates or advisers is under an obligation to update or keep current the information contained in this presentation to which it relates or to provide the recipient of it with access to any additional information that may arise in connection with it and any opinions expressed in this presentation are subject to change without notice. None of the Company or any of its parent or subsidiary undertakings, or the subsidiary undertakings of such parent undertakings, and any of such person’s respective directors, officers, employees, agents, affiliates or advisers shall have any liability whatsoever (in negligence or otherwise) for any loss whatsoever arising from any use of this presentation, or otherwise arising in connection with this presentation.

The information contained herein is not an offer of securities for sale in the United States nor any other jurisdiction. This presentation does not constitute or form part of, and should not be construed as, any offer, invitation, solicitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever.

This presentation is for information purposes and convenient reference. It is not definitive advice, nor should it be relied upon as such. This presentation does not purport to contain all of the information that may be required to evaluate any potential transaction and should not be relied on in connection with any such potential transaction. Any projection, estimate, forecast or other ‘forward-looking’ statement in this presentation only illustrates hypothetical performance under specified assumptions of events or conditions, and is not a reliable indicator of future performance.

To the extent available, the industry and market data contained in this presentation may have come from official or third party sources. Such third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein. In addition, certain of the industry and market data contained in this presentation come from the Company’s own internal research and estimates based on the knowledge and experience of the Company’s management in the market in which the Company operates. While the Company generally believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry or market data contained in this presentation.

You agree to be bound by the foregoing limitations and conditions and, in particular, will be deemed to have represented, warranted and undertaken that you have read and agree to comply with the contents of this notice.

LEGO®, the LEGO logo and LEGOLAND® are trademarks of the LEGO Group. ©2016 The LEGO Group. LEGOLAND IS A MERLIN ENTERTAINMENTS BRAND.



As part of Dubai Parks and Resorts' ("DPR" or the "Company") aspiration to become a premier year-round global leisure and entertainment destination, DPR intends to expand its theme park offering by adding a Six Flags branded theme park ("Six Flags Dubai" or "the Project") to its existing portfolio of parks and hospitality assets.



Six Flags Entertainment Corporation ("Six Flags") is recognized as one of the world's largest amusement park corporations based on number of properties and the fifth-most popular in terms of attendance.

Meraas Leisure & Entertainment ("Meraas") signed a Memorandum of Understanding ("MOU") with Six Flags on 7 April 2014 and a subsequent amendment on 12 March 2015. Both parties have executed the License Agreement and Management Services Agreement on 17 December 2015 which will be novated to DPR once the fund raising (both debt and equity) for the Project is completed.

## Project Overview

The proposed Six Flags Dubai, would be Dubai Parks and Resorts' fourth theme park and will be **developed over a land area of c. 3.5 million sqft** with an additional c. 2.0 million sqft of easement rights.

- **LOCATION:** as part of Dubai Parks and Resorts destination, in close proximity to **Lapita™ Hotel** and **Riverland™ Dubai**
- **CONCEPT:** high thrill theme park
- **TARGETED SEGMENT:** thrill seekers, youth groups, young couples, families with teenage children.
- **TARGETED OPENING DATE:** **Q4 2019**
- **NUMBER OF ATTRACTIONS:** **27** rides and attractions<sup>1</sup>
- **OPENING DAY FOOTPRINT:** c. **2.0** million square feet
- **PROJECT COST:** estimated at **AED 2,606 million**



<sup>1</sup> Subject to change based on final design

# Six Flags: one of the world's largest amusement park corporations



- Six Flags Entertainment Corporation was founded in 1961 and is recognized as **one of the world's largest amusement park corporation** based on number of properties and the fifth-most popular in terms of attendance.
- The company is publicly listed with a market cap of c. USD 5.05 billion<sup>1</sup> and operates 18 **properties** in the United States, Canada and Mexico featuring a total of **800 rides / 130 coasters**.
- In addition to offering high thrill rides, Six Flags also focuses **on providing fun and entertainment for all ages**.



**Description:** Theme park focused on rides and attractions based on Hollywood IP from DreamWorks and Sony Pictures

**Visitors demographics:** Families, youth groups, couples

**Types of attractions:** Animation/visual rides

**Number of attractions:** 27

motiongate™ Dubai

strengthen  
dubai Parks™  
AND RESORTS

**Description:** Theme park based on Bollywood themes and IPs from film studios, includes an attached theatre

**Visitors demographics:** All ages, Indian community, and tourists

**Types of attractions:** Family rides, theatre, street shows and character interaction

**Number of attractions:** 16

Bollywood Parks™ Dubai

position as the  
leading theme park  
destination in the  
Middle East

LEGOLAND® Dubai

**Description:** Well-established LEGOLAND® theme park & water park and LEGO® product

**Visitors demographics:** Families with children between 2 and 12 years of age

**Types of attractions:** family rides, water rides

**Number of attractions:** 40 at LEGOLAND® Dubai and 20 at LEGOLAND® Water Park

Six Flags Dubai

**Description:** Renowned theme park based on thrill rides and attractions for all ages

**Visitors demographics:** Thrill seekers, teens, young adults and families

**Types of attractions:** Thrill rides and coasters complemented by family rides

**Number of attractions:** c. 27<sup>1</sup>

<sup>1</sup> Subject to change based on final design

# The Result: A diversified and differentiated offering



Should the shareholders approve the proposal and the Rights Issue to raise the desired capital for Six Flags Dubai, Dubai Parks and Resorts will become a destination:



covering over 30 million square feet



with close to 130 rides and attractions



with 5 separate ticketed gates<sup>1</sup>



with the first pure thrill park in the region



that offers increased shareholder value through a differentiated and complementary offering suiting all age groups and nationalities

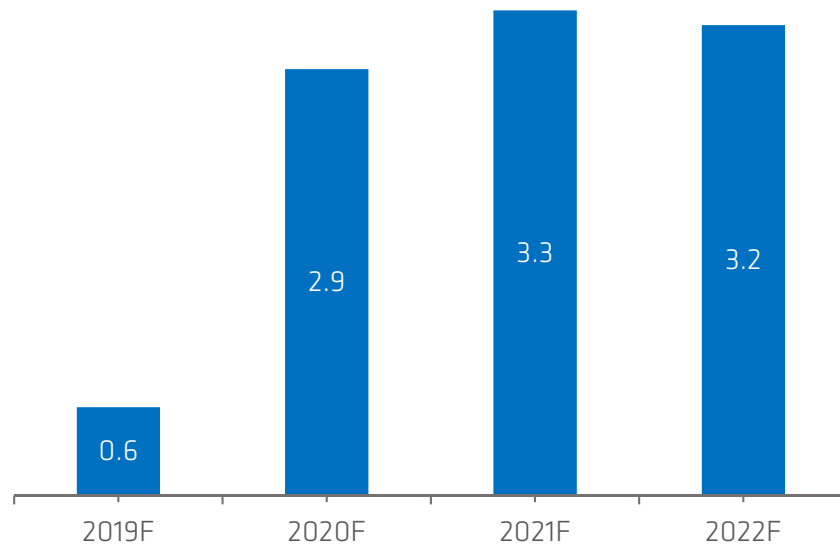


<sup>1</sup> This excludes the Rajmahal Theatre which is an additional separately ticketed attraction within Bollywood Parks™ Dubai

# Six Flags Dubai: Projected visits and revenues

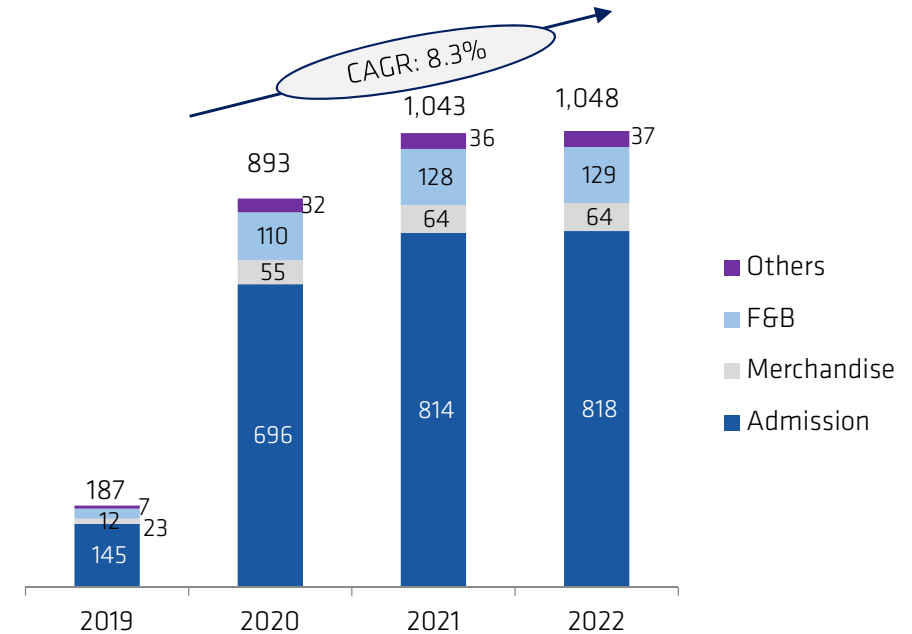


Projected number of visits for Six Flags Dubai  
2019F-2022F (million)



Visits to Six Flags Dubai are forecast to grow at an annual rate of 5.1% increasing from 2.9 million in 2020 to 3.2 million visits in 2022

Projected revenues for Six Flags Dubai - by source  
2019F-2022F (million)



Projected revenues for Six Flags Dubai are expected to grow from AED 893 million in 2020 to AED 1,048 million in 2022.

Six Flags is expected to benefit from being part of the wider DPR destination and vice versa



# Sources and uses of proposed project funding



<b>Sources</b>	
	<u>AED m</u>
<b>Debt</b>	<b>993</b>
<b>Equity</b>	<b>1,678</b>
<b>Total</b>	<b>2,671</b>

<b>Uses</b>	
	<u>AED m</u>
Construction cost	1,457
Infrastructure cost	473
Land acquisition cost	390
Financing, corporate and others cost	286
Business development and issue expenses <sup>1</sup>	65
<b>Total</b>	<b>2,671</b>

<sup>1</sup> Business Development budget to be utilized for master-planning of future phases, hospitality offering expansion, development of strategic partnerships / JV, evaluation of new concepts / ideas, etc.

## Next Step: Increase DPRs issued share capital by AED 1,678 million



The total capital requirement is estimated at AED 2,671 million, which will be funded through AED 993 million in debt and the remaining AED 1,678 million will be funded via equity. This includes the estimated cost of Six Flags Dubai of AED 2,606 million and an addition AED 65 million for business development and to cover transaction cost.

DPR has received debt funding commitments for the Project from a syndicate of banks.

### Proposal: Increase DPRs issued share capital

The Board of Directors of DPR are presenting a proposal to its shareholders to approve an increase in its issued share capital by AED 1,678,084,962 which will be raised through a Rights Issue.

### Desired result

Subject to shareholder approval at the General Assembly (GA), the Board of Directors will have one year from the date of the GA to execute and decide upon the timing of the proposed rights issue which is also subject to regulatory approvals. Once the rights issue is announced then DPR will issue 1,678,084,962 shares with a nominal value of AED 1 per share such that the issued share capital of DPR shall become AED 7,999,912,670.

Next Step: Shareholders to Vote at GA

## Investor Relations Contacts

**Marwa Gouda**

Head of Investor Relations

**Abdulrahman Al-Suwaidi**

Investor Relations Officer

[IR@dp-r.com](mailto:IR@dp-r.com)

## Dubai Parks and Resorts

Emaar Square, Building 1, Level 2

PO Box 123311, Dubai

United Arab Emirates

Tel: +971 4 8200 820

[contact@dp-r.com](mailto:contact@dp-r.com)