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We provide innovative property solutions and a quality service to our Customers with integrity, transparency and professionalism as the cornerstone of our business.



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- Property Management
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OVERVIEW





AL AIN





SHARJAH

DUBAI

Acquired by Aldar Estates in early 2021, Asteco is a major regional and international award-winning full-service Real Estate services company that was formed in 1985 and has gained enormous respect for consistently delivering high quality, professional, value-added Real Estate services in a transparent manner. The company is also widely recognised for its involvement with many of the projects that have defined the landscape and physical infrastructure of the United Arab Emirates.

The world-class company has a distinguished and important combination of local knowledge and international expertise and has been renowned for its application of the latest technological tools and innovations, its commitment to transparency, winning strategies and human expertise.

Undisputed Real Estate experts with a regional presence to serve its customers, Asteco proudly represents a significant number of the region's top property Owners, Developers and Investors.

Asteco offers a wide range of services and solutions to its clients from Sales & Leasing, Property Consultancy & Management, Owners' Association Consultancy & Management and Clubhouse & Lifestyle Management to Building Consultancy, Retail Management, Valuation and Advisory as well as Franchising services. The company applies innovative solutions and cutting-edge technology to add tangible value for its clients at every stage of the property lifecycle and to continuously elevate customer experience.

The Middle East's LARGEST FULL SERVICE **Real Estate Services Company**

SERVICES

As a truly integrated property services company, the core business lines Asteco conducts from its offices throughout the Middle East are shown. All of these are headed up by highly qualified Directors with decades of local and international experience in their respective fields.

PROPERTY MANAGEMENT



NEARLY +30,000 UNITS CURRENTLY MANAGED

23 COMMERCIAL ASSETS UNDER MANAGEMENT

~90% OCCUPANCY RATE

SALES



+10,000UNITS SOLD

LEASING



+50,100 UNITS LET

+760 PROJECTS ACROSS THE UAE

CLUBHOUSE AND LIFESTYLE **MANAGEMENT**



+100

35 LIFESTYLE DISCIPLINES ACROSS 16 COMMUNITIES

+45,000 FITNESS & LIFESTYLE CLASS **ENGAGEMENTS**

RETAIL MANAGEMENT





600,000 SQ M GLA IN RETAIL ASSETS

SHOPPING MALLS

26 **RETAIL COMMUNITY** DESTINATIONS





13

+2.000 UNITS UNDER MANAGEMENT

VALUATION & ADVISORY



AED 376bn

TOTAL MARKET VALUE OF ABU DHABI VALUATIONS 2011- 2020

AED 517bn

TOTAL MARKET VALUE OF DUBAI VALUATIONS 2011-2020

BUILDING **CONSULTANCY**



AED 10bn

TECHNICAL AUDITS COMPLETED FOR FINANCIAL

AED 6bn

/ REPLACEMENT VALUATIONS

Our property services cover all land use categories /market sectors including





COMMERCIAL













INDUSTRIAL

DEFINING LANDSCAPES

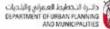






CLIENTS

















At Asteco, we are committed to using our extensive

industry knowledge, consultative approach and vast pool of resources to help our Clients maximise the









































■NREC











































FINANCIAL INSTITUTIONS



























































PROJECT DEVELOPMENT **VALUE CHAIN**





PROPERTY MANAGEMENT

Owning a property is one thing, but managing the investment correctly so that it is performing to the best of its ability is something rather different. As a long term market leader in the United Arab Emirates, Asteco Property Management have been involved in some of the UAE's most iconic developments such as the UAE University, Jumeirah Emirates Towers, Sama Tower and ABCD Headquarters. Our local knowledge and international best practices place Asteco at the forefront of the market.

From an individual apartment or villa through to a nationwide portfolio of mixed use assets, it is important to ensure that your property is performing well and affording you the best returns over the longest term possible. Asteco can assist you with them all

SERVICES









Rent Collection

Rent Assessment Consultancy and Advisory Service

Financial

Management

0 000

Maintenance Supervision

Inspection



Sub-Contractor Tender **Process**



Operating Expense Management



Insurance Advice



Budgeting



Building and Community Management



Lease Management

- Residential Units (Villas / Apartments / Compounds)
- Commercial Units (Office / Retail)
- Mixed-Use Developments (Commercial Retail and Residential)
- Residential Apartments Associated to Hotels
- Z Labour Camps / Staff Accommodation
- Industrial (Warehousing / Logistics / Cold Storage)



Manal Fraiwat Executive Director - Property Management m.fraiwat@asteco.com



SALES

Asteco's internationally qualified Sales Team has dominated the UAE's highly dynamic Real Estate and property market for over two decades and has gained enormous respect for consistently delivering high quality, professional, value-add services in a transparent manner.

Asteco represents a significant number of the region's top property Owners, Developers and Investors and is widely recognised for its involvement with many of the projects that have defined the landscape and physical infrastructure of the UAE.

Our Sales and marketing methods are strategic and innovative and our reach is far and wide. Asteco is the most experienced independent project Sales company in the UAE with an exceptional track record having coordinated some of the highest volume offplan project Sales in the UAE.



Karim Adel Atef Sami Associate Director -Head of Transactions and Investments, Dubai KarimS@asteco.com

SERVICES





Project Sales

Establishment of Sales Offices Administration Systems

Accompanying Prospective Clients on Viewings

Negotiating with **Prospective Clients**









Responding to Compliance and Financial Queries

Documentation Processing

Property Listing

Open Market Sales











Bulk Sales Investment Sales Sales Strategy

Property Transfer Assistance

- Residential Units (Villas / Apartments / Compounds)
- Commercial Units (Office / Retail)
- Mixed-Use Developments (Commercial Retail and Residential)
- Residential Apartments Associated to Hotels
- Z Labour Camps / Staff Accommodation
- Industrial (Warehousing / Logistics / Cold Storage)
- Retail Malls
- Hospitality
- Plots / Land



LEASING

Asteco has been instrumental in the Leasing of many high-profile developments across the GCC. Asteco has a large number of Leasing Consultants who speak a multitude of languages actively working within their specific field within the regional Real Estate market.

Asteco has over 30 years experience in Leasing, offering a best in class service to its Client base who consist of family offices, single Owner buildings, professional Landlords and Individual Property Owners.

Asteco's Leasing services also extend to Commercial and Retail properties.

Reem Darwish

r.darwish@provis.ae

Associate Director - Leasing

SERVICES









Project Leasing

Establishment of **Leasing Offices** Administration Systems

Accompanying Prospective **Tenants** on Viewings

Negotiating with Prospective Tenants









Responding to Compliance and Financial Queries Documentation Processing

Property Listing

Open Market Leasing









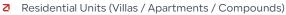
Corporate Leasing

Leasing

Office/Commercial Retail Leasing

Tenant Representation

- Commercial Units (Office / Retail)
- Residential Apartments Associated to Hotels
- Industrial (Warehousing / Logistics / Cold Storage)
- Retail Malls
- Plots / Land





- Mixed-Use Developments (Commercial Retail and Residential)
- Z Labour Camps / Staff Accommodation
- Hospitality



CLUBHOUSE AND LIFESTYLE MANAGEMENT

At Asteco, we put our customers' best interest at heart and work towards adding a positive value to the lives of our residents while continuously elevating customer experience across all our managed community facilities.

We provide high-quality and customized solutions based on our stakeholders' needs and create healthier and more vibrant community lifestyles.

Our talented and highly trained team is committed to providing a holistic approach and developing healthy and happy communities, through passion and professionalism.

SERVICES



Holistic Lifestyle Management



Gym Management and Membership **Programs**



Health Club Management



Clubhouse Consultancy and Advisory Service



Community Activations



Offers, Discounts and **Promotions**



E-commerce Solutions



Tenant Relationship



Educational & Entertainment Programs and Classes



Manpower Solution



Event

Concierae Services

Management

(Community

and Retail)

- Corporate Gym
- Residential Units
- Mixed Used Development

ASSET CLASS EXPERTISE

- Retail Malls 7
- Community Centres
- Hospitality



Deena Baker Associate Director d.baker@provis.ae



RETAIL MANAGEMENT

Managing over 600,000 sqm of Gross Leasable Area in Retail assets, our talented and passionate team of Retail Management professionals is exceptionally positioned to deliver industry-leading suite of Retail Operations and Management services that can improve efficiency and profitability.

The current Retail asset portfolio under our management includes flagship destinations such as Yas Mall in Abu Dhabi, Al Jimi Mall in Al Ain and Abu Dhabi Plaza in Kazakhstan. Our Retail Management capabilities extend beyond Super Regional Malls to cover other types of Retail asset classes such as Regional Malls and Small Community Centers.

SERVICES



Fit-out Management



Enhancement Projects



Customer Journey ransformation



Sales and Footfall Analysis



Tenant Performance Monitoring



Debt Management



Hard Facilities Management



Soft Facilities Management



Security Management



Health Safety and **Environment (HSE)** Management



Energy Management



Information Technology (IT) Management

ASSET CLASS EXPERTISE

- Super Regional Malls
- Regional Malls
- Community Centres



600,000 SQ M GLA IN



RETAIL ASSETS

26 RETAIL COMMUNITY DESTINATIONS



Anthony Vesin Executive Director - Retail Property Management a.vesin@provis.ae

INTEGRATED FACILITY MANAGEMENT, **HANDOVER & DLP**

At Asteco, we have the required experience, skill, and ability in providing Handover and DLP Services to developers in UAE. We recognize the value and importance of a seamless process and a strong first impression during the delivery process to ensure optimum customer service and always meet all the service expectations.

We utilize technology and quality personal interactions to guarantee the customer experience reflects the value of their investment in the development and their standing as an important client to us

All the handover and DLP operations is supported by our robust support functions across the service touchpoints to ensure positive end-to-end customer journeys.

SERVICES



Pre-Home Orientation Quality Inspection



Quality Assurance



Defect Identification with Contractor



Snagging and De-Snagging



Home Orientation



Key Handover Experience



Life Safety, HVAC And MEP Installations



Facility Management



Musbah Adnan Abu Jarad Executive Director - Integrated Facility Management, Handover & Sustainability musbah@provis.ae





VALUATION & ADVISORY

Asteco's Valuation & Advisory reports are prepared by a team of highly experienced Valuers and Researchers based in both our Dubai and Abu Dhabi offices.

The team has extensive local and international experience, earning a market leading reputation through consistently providing accurate, and well qualified advice and information.

All of our reports are signed by a professionally qualified Member of the Royal Institution of Chartered Surveyors (or equivalent international bodies).

Asteco works closely with all major lenders and key Real Estate stakeholders in the region.



James Joughin Director - Valuation and Advisory JamesJ@Asteco.com

SERVICES



Loan Security / Refinancing



Accounting / Year-End-Valuations Valuations



Mortgage



Financial Feasibility Studies



Development Finance



Highest and Best Use Studies



Market Research



Development Review / Critique



Studies



Price Benchmarking Purchase and Disposal





Rental Assessments Trend Analysis and Occupancy Surveys

- Residential Units (Villas / Apartments / Compounds)
- Commercial Units (Office / Retail)
- Mixed-Use Developments (Commercial Retail and Residential)
- Z Labour Camps / Staff Accommodation
- Industrial (Warehousing / Logistics / Cold Storage)
- Agriculture
- Hospitality
- Plots / Land





BUILDING CONSULTANCY

The Building Consultancy Team at Asteco have a wealth of experience supporting their clients throughout all stages of the built asset lifecycle. Each of the team's highly trained surveyors have an in-depth knowledge of construction technology, building pathology and effective project management methods which enable us to provide our clients with a comprehensive building consultancy service.

We pride ourselves on delivering high quality, technical services which cater to our client's individual requirements. Our technical survey reports give our clients valuable information that can minimise their risk exposure and help identify requirements for major capital expenditure, which may otherwise have not been considered. The strategic approach we take to project management covers the whole project, from inception to completion and is focused on collaboration with all involved parties to maintain control of key client drivers such as cost, programme, quality and safety.

Douglas MacLachlan, BSc (Hons), PGDip., MRICS Head of Building Consultancy DouglasM@Asteco.com

SERVICES



Technical Due Diligence



Snagging Inspections



Area Verification



Life Cycle Costing



Schedules of Dilapidations



Schedules of Condition



Project Monitoring and Audits



RERA Technical Reports



Surveys

Building Condition Defect Analysis



Project Management



Insurance Reinstatement Valuation

- Residential Units (Villas / Apartments / Compounds)
- Commercial Units (Office / Retail)
- Mixed-Use Developments (Commercial Retail and Residential)
- Residential Apartments Associated to Hotels
- Z Labour Camps / Staff Accommodation
- Industrial (Warehousing / Logistics / Cold Storage)
- 7 Retail Malls
- Hospitality
- Plots / Land





WITH BESPOKE SKILLS AND EXPERTISE



HP AENGAAR Chief Executive Officer

HP is currently the Chief Executive Officer of Asteco driving an ambitious program to digitally transform customer service, enhance operational productivity and expand market presence through strategic acquisitions.

HP brings with him a wealth of experience in the fields of performance transformation, strategic change management and finance & investments in both public and private sector organizations. Before joining Provis, he was instrumental in the corporate transformation & performance improvement program at Farah Leisure on Yas Island and, was Executive Director & Group Head of Strategy and Investments at Miral Property Management since 2014. Prior to that, he held various leadership roles at McKinsey and worked at Goldman Sachs, engaging with senior stakeholders in government and multinational organizations across the US, Middle East and India.

He holds two Master degrees from the Massachusetts Institute of Technology (MIT) and a Master's degree from Harvard University. He has also completed professional certifications from Stanford University (Risk Management) and Oxford University (Private Equity and Venture Capital) and has passed all three levels of the Chartered Financial Analyst (CFA) program.







Elaine is one of today's leading experts in the Emirates Real Estate market. With an unprecedented 40 years of regional experience, Elaine not only understands the market with all its intricacies, she is a thought leader on emerging UAE Real Estate trends.

Elaine pioneered office Leasing in Dubai. she often lectures and has published extensively throughout the Middle East. In 1985, Elaine founded Asteco Property Management, a multi-disciplinary Real Estate practice, which has grown considerably over the years. Asset Management, Valuation & Consultancy and Transactional Services are the main strength of the business.



MANAL FRAIWAT

Executive Director -Property Management

Manal Fraiwat is currently the Property

Management Executive Director at Asteco, in charge of expanding, managing, and driving the company's growing local and regional property management portfolio. Manal brings with her over two decades of experience in Real Estate and asset management, including residential, Commercial, and industrial properties, supported with a wealth of expertise in transformation and expansion programs. business development, property and Leasing management, and facilities management. Manal has also built a reputation for being a trusted advisor to senior management on strategy, budgets, return on investments and market dynamics, and business profitability. Prior to joining Asteco, Manal served as the SVP, Head of Property and Facility Management at FAB Properties, and has held multiple senior positions with leading Real Estate companies in the UAE. She holds a Bachelor of Arts in Human Development from the Lebanese American University.

Beirut - Lebanon.



NIHAL HAKEEM

Executive Director -Digitalization, CX and Marketing

Nihal is currently the Executive Director for Digitization, Customer Experience & Marketing at Asteco, where she oversees strategizing and execution of digitization roadmaps, service journeys and delivery excellence as well as marketing and communication in line with business goals and strategy. Prior to joining Asteco, Nihal held key roles across different organizations in the region and North America. She brings over 20 years of experience authoring turnkey innovative digitization roadmaps, customer journeys and experience and marketing and communication strategies that drive customer acquisition, loyalty and conversion



MUSBAH ADNAN ABU JARAD

Executive Director -Integrated Facility Management, Handover & Sustainability

Musbah has been serving as the Executive Director of Supply Chain and Procurement at Asteco since January 2021. Prior to joining Asteco, Musbah worked as a senior Vice President of Corporate and Assets Management Procurement at Aldar Properties. Before joining Aldar Properties, Musbah held different roles at the Abu Dhabi National Oil Company (ADNOC) for seven years, including leading the Commercial team in the first international/ local company merger ADNOC Drilling, leading the Drilling Services Contracts team at ADNOC Offshore, as well as leading the first integrated drilling contract in Abu Dhabi.

Musbah started his career in the Oil and Gas sector as a wireline field engineer and gained experience working in different countries around the world, for the leading service contractor Schlumberger. He holds a Bachelor of Science in Mechanical Engineering from the American university of Sharjah and a Master's Degree in Quality Management from the University of Wollongong in Dubai (UOWD).



ANTHONY VESIN

Executive Director -Retail Property Management

Anthony is currently the Executive Director of Retail Property Management at Asteco where he oversees the operations and management of the company's retail portfolio. He has over 14 years of experience in the real estate management sector and has previously served in Unibail-Rodamco-Westfield (URW) Poland and as Operations Director at Simon Property Group and Ivanhoe Cambridge in Poland. Prior to that, Anthony worked 8 years as a hotel manager for the Louvre Hotel group in between Szczecin and Warsaw, Poland. He holds a degree of Engineering Studies from CFAI in France.











JAMES JOUGHIN

MORGAN DALTON

REEM DARWISH

JOBBY ZACHARIA

DOUGLAS MACLACHLAN

Director - Valuation and Advisory

James has over 12 years' experience working in Real Estate consultancy and corporate property investment through which he has gained extensive knowledge of valuations, development consultancy, disposals and acquisitions. Prior to his current position, he was employed as Head of Valuation - Abu Dhabi for DTZ-International. James has valued a range of properties, including master planned developments, landmark Commercial and residential towers, hotels and retail malls located across the UAE, Oman and Saudi Arabia

Director - Property Management

With over 15 years of real estate experience across various asset classes including residential, commercial offices, retail, warehouses and accommodation. Reporting to the Executive Director-Property Management, he a senior member of the Property Management team with a mandate to provide direction and assistance to the property management team, and ensuring a qualityled service for the company's large Client list representing all asset classes from single unit properties to multi-storey towers. Morgan also oversees policy and process revision and implementation to ensure world class service standards and Real Estate service delivery.

Associate Director - Leasing

Reem has over 15 years of experience in the real estate investment and asset management fields in the UAE and Qatar. Prior to joining Provis, Reem has overseen the real estate department within a large Abu Dhabi based investment management house. Reem's role included managing, developing and acquiring a large portfolio of mixed-use properties in Abu Dhabi, Dubai and Qatar.

Currently, Reem's main responsibilities is to manage the leasing of residential properties portfolio with an aim to build long term client relationship by delivering world class customer service and ensuring returns are maximized.

Associate Director -Valuation & Advisory

Jobby has over 13 years of Valuation experience in the UAE and has extensive knowledge and understanding of the UAE Property market. Jobby's experience has been primarily in the Freehold market. He has been involved in various projects for major banks and Developers in providing Valuation reports, advice on LTV and pricing structures. During his career Jobby has secured a valuable network of contacts in the Valuation services industry.

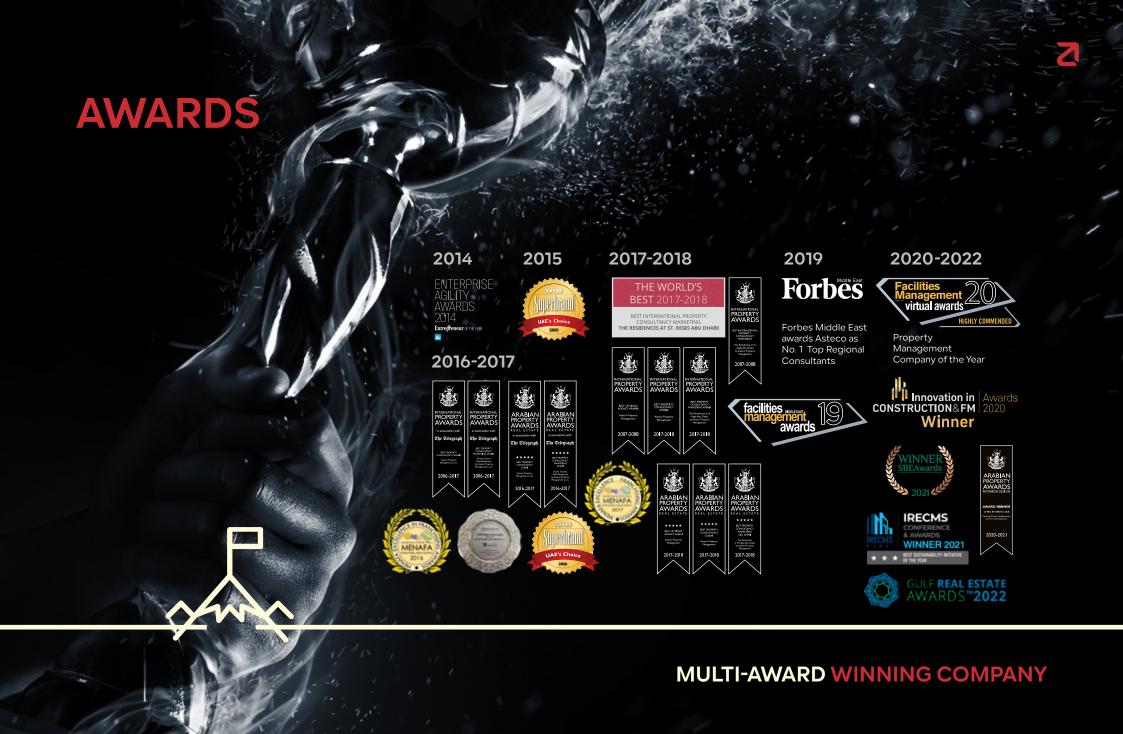
Head of Building Consultancy

Douglas has over 11 years of international project and building consultancy experience. Since 2014, Douglas has carried out over 800+ property inspections across the UAE and GCC, including AED30+ billion of Insurance Valuations and Building Surveying services on projects valued up to AED1 billion. He has also conducted a multitude of portfolio sized Reserve Fund Studies, RERA Building Completion Audits and Technical Due Diligence Surveys for master communities and Owners Associations

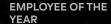
Douglas has a proven project management track record, having provided consultancy expertise on multiple construction projects with values up to AED 80 million. He has managed multi-disciplined teams to achieve project objectives for residential. retail and commercial premises both in the UK and across the UAE.

CORPORATE **INFORMATION**

Name	Asteco Property Management LLC
Place of incorporation	Dubai, United Arab Emirates
Date of incorporation	1985
Certificate of incorporation	Number / Reference 218551
Leadership Team	HP Aengaar Chief Executive Officer
	Daniyal Hassan Chief Financial Officer
	Manal Fraiwat Executive Director - Property Management
Head office	First Floor, L1 – 031 Yas Mall, Yas Island P.O. Box 130520, Abu Dhabi, UAE Telephone: +971 600 505056
Dubai office	3rd Floor, Rolex Tower, Sheikh Zayed Road (next to Financial Centre metro station) P.O. Box 65361, Dubai, UAE Telephone: +971 4 4037777



STAFF ELFARE





BAYUT AWARDS



STAFF ACHIEVEMENT

AWARDS



EMPLOYEES COMPLETING 10/20/25 YEARS RECOGNITION AWARDS



PROVIS CX AWARD



LEADS CERTIFICATE

DELIVERY

37 YEARS CELEBRATION



MOTIVATE EMPLOYEES AND RAISE THE PRODUCTIVITY

CSR





DISINFECTION AND SANITISATION



BLOOD DONATION



INTERNATIONAL

BREAST CANCER

AWARENESS

WOMENS DAY



MOVEMBER AT

ASTECO

BEACH CLEANUP



GHAF TREE PLANTING

EARTH HOUR



MOTHER NATURE SPA DAY









MARKETING



FLYERS, FACTSHEETS AND ARTWORK



WEBSITE AND PROPERTY LISTINGS

OUTDOOR AND INDOOR BRANDING









STATIONERY

BRANDING

CLIENT BROCHURES

EMAIL CAMPAIGN









PRESS RELEASES

ADVERTISEMENTS

SOCIAL MEDIA

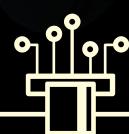
CAMPAIGNS











BESPOKE MARKETING SERVICES

INNOVATION AND **TECHNOLOGY**

Jakiicipants b

END-TO-END SERVICES



ACROSS THE PROJECT DEVELOPMENT VALUE CHAIN

PROPERTY PORTAL



IN-HOUSE CRM SOFTWARE

AWARDS



ACHIEVEMENTS

THE MARKETING SUITE



HANDY **COLLECTION OF** MARKETING MATERIAL

TRAINING ACADEMY



ONE OF A KIND

DEDICATED INHOUSE SERVICES





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Figures contained in this report are derived from a basket of locations highlighted in this report and therefore represent a snapshot of the Real Estate market. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from forecasts and any variation may be materially positive or negative. Forecasts, by their very nature, involve risk and uncertainty because they relate to future events and circumstances which are beyond Asteco's control.

For a full in-depth study of the market, please contact Asteco's Research team.

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