



# How Yardi's **End-To-End Solution** Streamlined & Automated Processes for Al-Futtaim Malls

Discover how Yardi's solution for budgeting and forecasting helped Al-Futtaim Malls save over 30 hours of data gathering and strategic planning through a single connected solution.

**5 HOURS  
SAVED**

gathering data for occupancy cost ratios, sales projections & budget consolidation

**2.5 HOURS  
SAVED**

streamlining revenue calculation process

**10 HOURS  
SAVED**

removing manual data cleansing and integration

**15 HOURS  
SAVED**

in occupancy data compilation connected to budget assumptions

*“Yardi’s solution for budgeting and forecasting not only saves time during planning cycles but also promotes user accountability, data reliability and represents one source of truth for forecast and budget revenue. The output is also customised as per our needs and we could not be more grateful for that.”*

Ian Mollon  
General Manager Retail  
Finance & Investment

Gratiela Duciuc  
Regional Retail Analyst



Doha Festival City Mall

*"Al-Futtaim Malls is committed to enriching the lives of our customers by offering the world's best brands along with world-class customer service and after-sales support."*

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Al-Futtaim Malls provides asset management and development expertise, specialising in building retail-led super-regional malls in prime locations across MENA and beyond.

With a proven track record of creating both sustainable revenue growth and value enhancement for tenants, the company delivers exceptional experiences and exciting shopping environments for customers.

Part of the Al-Futtaim Group, Al-Futtaim Malls' leadership team brings more than 30 years of experience and a deep understanding and knowledge of the retail sector, both from a shopper's point of view and as curators of space or landlords to other brands.

The company has a directly managed portfolio, including over 9 million sqft of retail space across four malls in the MENA region and two under development.

Malls under the Al-Futtaim Malls portfolio include Dubai Festival City Mall and Festival Plaza in the UAE, Cairo Festival City Mall in Egypt and Doha Festival City in Qatar.



## THE CHALLENGE

Al-Futtaim Malls originally relied on disparate tools and manually gathering data became a challenge across multiple revenue sources.

The company needed a solution that would allow it to access reports on its budgeted monthly revenue stream, area occupancy and future cash flows to support planning initiatives for its team.

It required flexible renewal and new lease options for various leasing scenarios. This was crucial to the team's strategy due to the dynamic nature of the real estate industry.

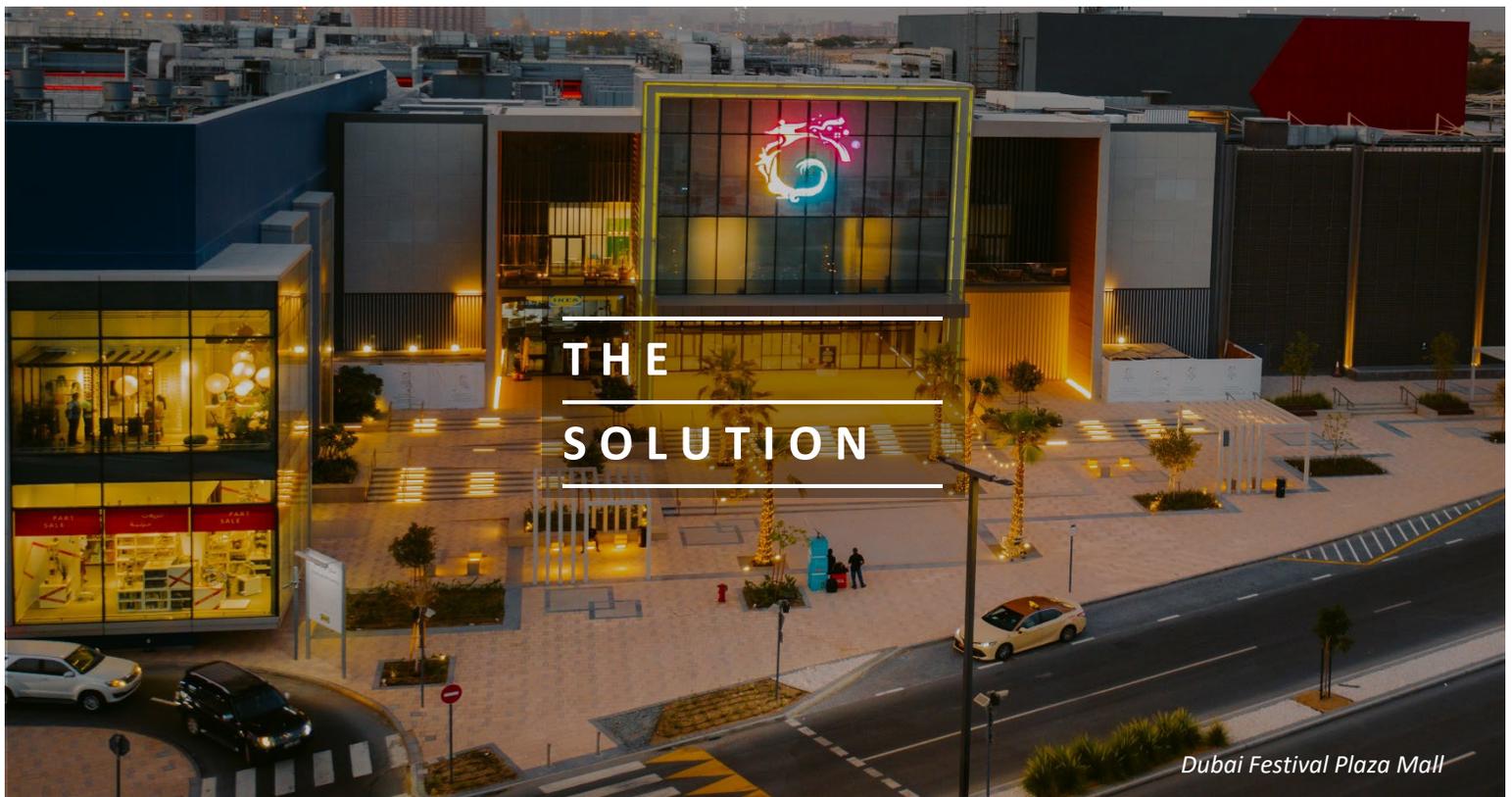
Having several innovative and creative deals being negotiated, it was essential for the company to have a platform that would scale with them as they grew.

Al-Futtaim Malls wanted an [end-to-end solution](#) to help automate processes and move away from multiple systems.

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*"I am incredibly proud of the amazing work discipline we exhibit in our Budgeting and Forecasting cycles. This is a testament to the business-specific features Yardi's solution for budgeting and forecasting offers, but also of the Al-Futtaim Malls' desire to always strive to have the best and even go a step further from there. We always look for ways forward to save time and create excellent flows of information between our various teams during Budgeting, which in turn creates value in the way data outputs are displayed back to the business for consolidation."*

**Gratiela Duciuc**  
Regional Retail Analyst



Al-Futtaim Malls implemented [Yardi's solution for budgeting and forecasting](#) as part of its wider digital transformation strategy.

The innovative technology continuously measures the financial health of its real estate investments. It replaces labour-intensive, error-prone spreadsheets

and delivers quick, accurate budgets, customer forecasts and valuations from a single platform.

The company has made significant progress on Yardi's solution for budgeting and forecasting and has shown how Yardi's technology can help multiple shopping malls prosper.



REAL-TIME  
INSIGHTS



FULL SCHEDULE  
DATA

#### FRICTIONLESS EXPERIENCE

With the use of Yardi's end-to-end solution, Al-Futtaim Malls now has a platform that seamlessly connects and delivers a streamlined approach to managing its budgeting and forecasting activities. With access to a holistic view from one system, it can benefit from real-time data for better business insights and enhanced reporting with full property inventory.

#### ENHANCED REVENUE CALCULATIONS

Al-Futtaim Malls wanted a solution to help its limitations on process steps associated with revenue calculations as these were previously time-consuming and focused on a particular set of data without revenue extras. Now, with the addition of a new way to budget, Yardi's solution provides the company with access to full revenue and occupancy reports, all derived from leasing input.

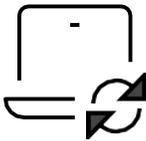


#### CUSTOMISED REPORTING

#### ELEVATED REPORTING

Yardi's solution for budgeting and forecasting helps customise budgeted leasing assumptions reports. This is shown within the full master data and includes key budget projections referring to occupancy cost ratios and turnover predictions, alongside other inventory changes captured in the strategic budget pack.

Yardi's reporting helps accommodate Al-Futtaim Malls with the changing nature of the real estate industry such as commercial space changes (splits and mergers), new GLA added to inventory or changing existing contracted GLA to better suit the customer needs and overall mall section mapping.



#### 32.5 HOURS SAVED

#### AUTOMATED BUDGETING & FORECASTING

The company can use its existing lease information and billing configurations from Yardi Voyager to forecast revenue at the click of a button without needing to clean and import lease data from another system. This means leasing assumptions and all budget numbers are clearly shown from the same system. Yardi's solution for budgeting and forecasting also helps Al-Futtaim Malls with actual vs budget analysis and users can track the sources of budgeting, versions of budgets and history.

With forecasting, actual data is transferred into the module and leasing teams are able to view full-year projections with real-time data of monthly revenue following a standard actual + forecast method to plan revenue and occupancy. This function provides integration between live and speculative environments within the portfolio and creates value in terms of accuracy for actual data and adjusting the updated expectations for its forecast.



#### ONE SOURCE OF TRUTH

#### ALL-IN-ONE SOLUTION

Yardi's technology enables an all-in-one solution for the Al-Futtaim Malls' team, transitioning from spreadsheets to a streamlined budget and forecast approach across its portfolio throughout the MENA region.



#### SIMPLIFIED PROCESSES

Yardi's platform is able to deliver various functionalities to support AI-Futtain Malls' Business Strategic Planning Pack, including lease and revenue schedules, monthly area occupancy reports and also variance analysis tools, such as Actual vs Budget, or comparisons between previous versions of Budget and Forecasts.

This allows an exceptional flow of information and promotes unique user accountability and version control. The "check-in/check-out" feature keeps confidential data in a closed circle, whilst the revenue function is locked by a single user, providing full visibility on the budget grid of "who and when" applied revenue calculations.

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*"Our vision for this enhancement project was achieved by working with a supportive team from Yardi who made the journey comfortable and reassuring all the way. We tackled each challenge with an open mind and most importantly, with grit, which is the main driver of all successful project deliveries."*

Ian Mollon  
General Manager Retail  
Finance & Investment

Gratiela Duciuc  
Regional Retail Analyst

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**Yardi's solution for budgeting and forecasting is an innovative platform that empowers staff to reduce errors and delivers quick, accurate budgets, customer forecasts and valuations from a single connected platform.**

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