

# Investor Presentation

## Q2-2023

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The Presentation is on the date hereof.

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# KEY HIGHLIGHTS



**Revenues (YTD) +70%**

AED 628.9 Mn

(YTD 2022 : AED 369.4 Mn)

**EBITDA (YTD) +55%**

AED 143.7 Mn

(YTD 2022 : AED 92.8 Mn)

**Total Assets (YTD) +5%**

AED 6,226.3 Mn

(YTD 2022 : AED 5,959.7 Mn)

**Cash And Bank**

AED 1,036.3 Mn

(YTD 2022 : AED 541.3 Mn)

**Debt/Equity  
Ratio**

15.54%

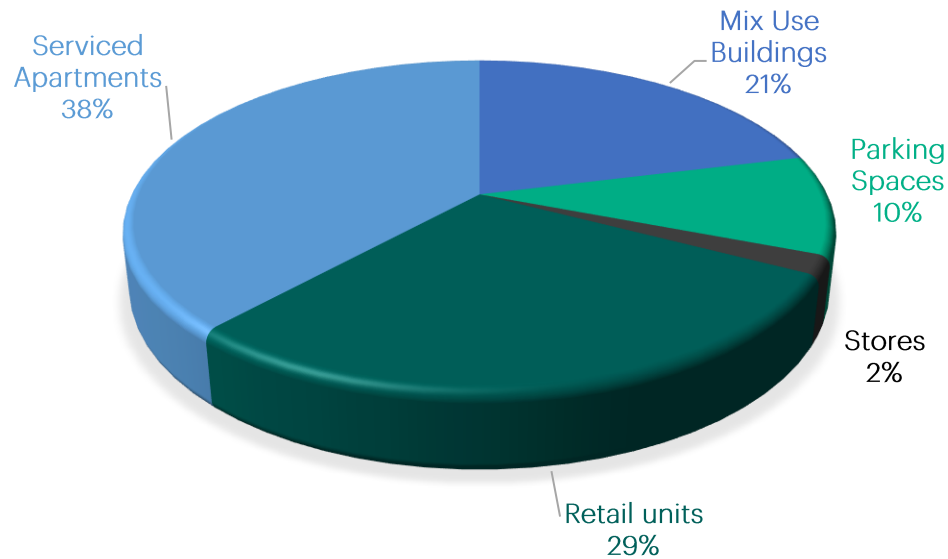
(YTD 2022 : 19.67%)

**Earnings Per Share**

Fils 2.71

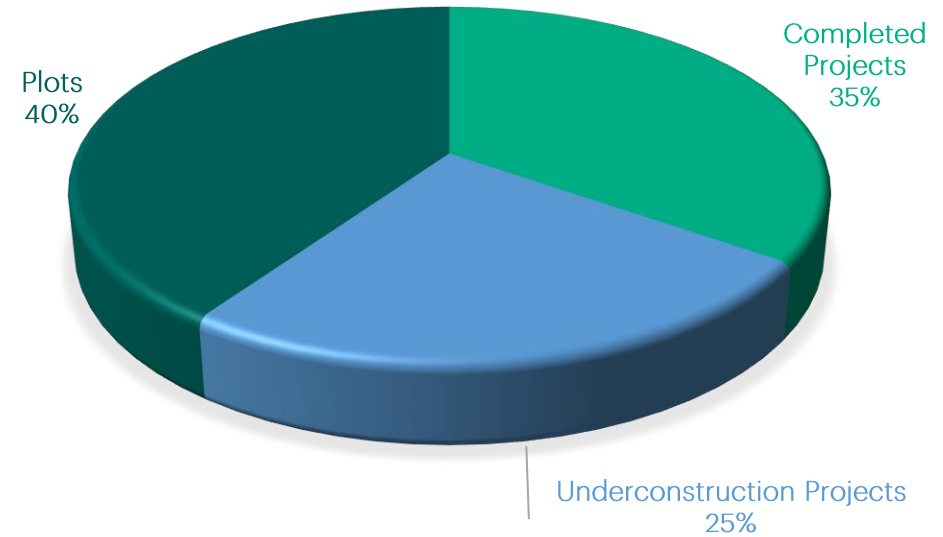
(YTD 2022 : Fils 1.53)

## Real Estate Investment Properties



Deyaar’ Real Estate Investment properties are valued at AED 763.3 million (carried at fair value) as of Q2’2023.

## Assets held for Sale and Development



Deyaar’ Assets held for sale are valued at AED 1,237.6 million as of Q2’2023 (carried at Lower of Cost or Net Realizable Value).

# FINANCIAL RESULTS



# FINANCIAL RESULTS

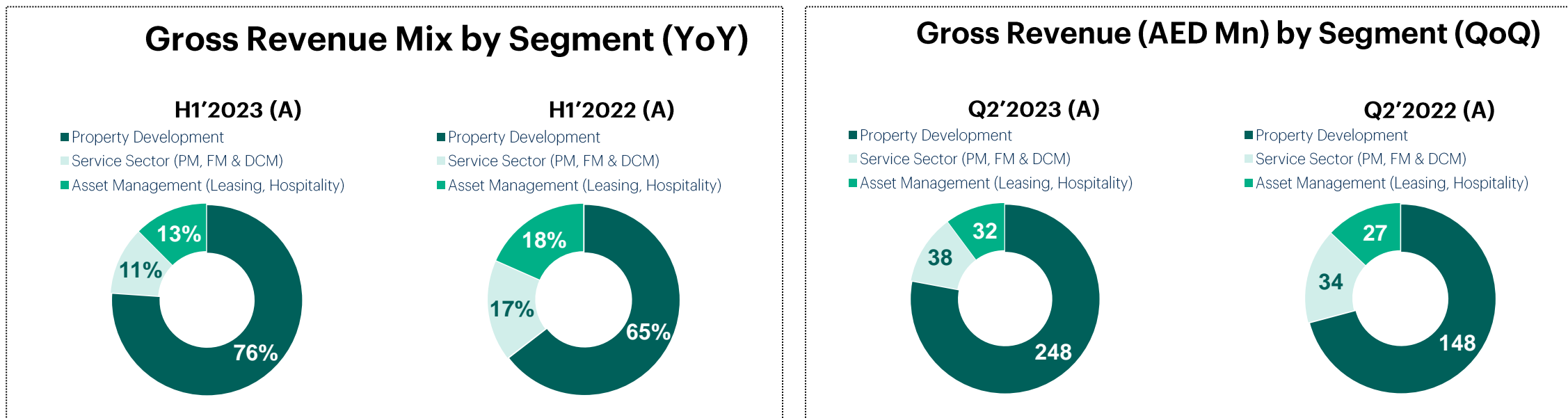
Consolidated income statement	Notes	H1'2022 YTD (A)	H1'2023 YTD (A)	Var % YoY	Q1'23	Q2'23	Var % QoQ
AED Million							
Revenue	A	369.4	628.9	70%	312.5	316.4	1%
Direct cost		(241.4)	(435.5)	80%	(212.3)	(223.2)	5%
<b>Gross profit</b>		<b>128.0</b>	<b>193.4</b>	<b>51%</b>	<b>100.2</b>	<b>93.2</b>	<b>-7%</b>
Margin %		34.7%	30.8%		32.1%	29.5%	
General and administrative expense	B	(69.7)	(75.4)	8%	(38.0)	(37.4)	-2%
Selling expenses	C	(20.2)	(31.9)	58%	(16.1)	(15.9)	-2%
Finance cost	D	(14.6)	(30.3)	107%	(14.0)	(16.3)	16%
Other operating/finance income	E	20.1	37.7	87%	11.3	26.3	132%
Share of results from JV/Associate	F	23.3	25.0	7%	12.9	12.1	-6%
<b>Profit for the period</b>		<b>66.9</b>	<b>118.5</b>	<b>77%</b>	<b>56.4</b>	<b>62.1</b>	<b>10%</b>
<b>EBITDA for the period</b>		<b>92.8</b>	<b>143.7</b>	<b>55%</b>	<b>69.1</b>	<b>74.5</b>	<b>8%</b>

## Key Highlights (YTD H1-2023 vs YTD H1-2022):

- A. Increase in revenue is mainly attributable to increase in Property Development revenue by AED 241 Mn due to higher construction progress in Regalia, Noor and Mesk and due to additional sales in the last 12 months.
- B. Increase in general admin expense is mainly attributable to increase in marketing costs of AED 2.9 Mn and certain other costs.
- C. Increase in Selling expenses is mainly on account of higher revenue recognition leading to higher recognition of broker commission.
- D. Increase in finance cost by AED 15.7 Mn is mainly on account of increase in EIBOR.
- E. Increase in other income/finance income is mainly on account of income from fixed deposit, income from property sale transactions and certain other income.
- F. Share of results from a joint venture and an associate represent the net results from Arady Development and Al Zohra Development in Ajman.



# KEY FINANCIAL HIGHLIGHTS YoY – 2023 AND 2022 COMPARISON



**Key Highlights:**

- A. Net profit in Q2'23 increased by AED 29.4 Mn (90%) from AED 32.7 Mn in Q2'22 to AED 62.1 Mn in Q2'23.
- B. Share of property development revenue is 76% to the overall revenue in H1'23, which increased from 65% share in H1'22. The increase is due to AED 241 Mn increase in property development in H1'23 and in line with the property development strategy being executed.
- C. Revenue from other businesses have also increased and growth in H1'23 vs H1'22 is around 15%.

# PROJECTS UPDATE

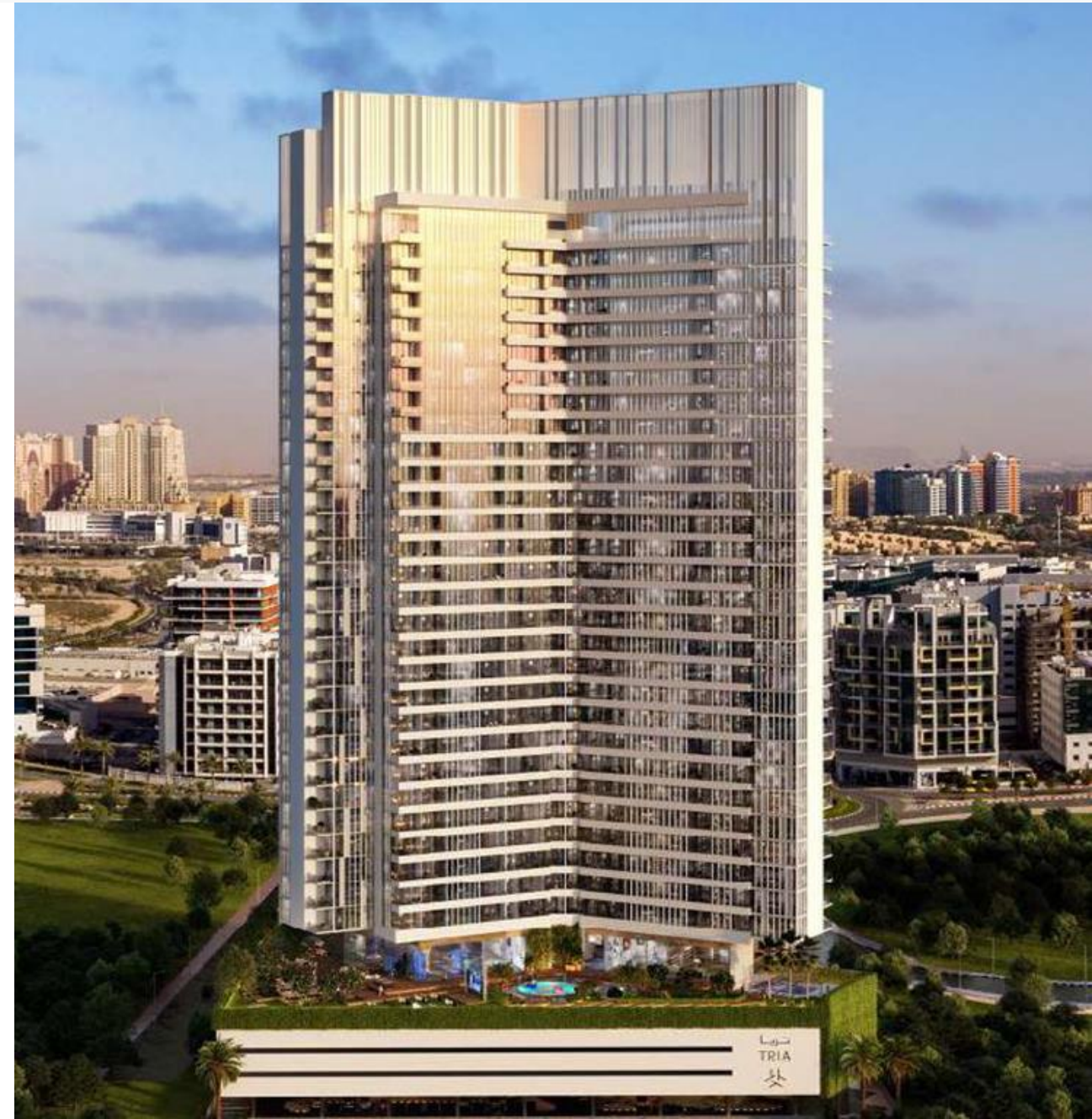
## NOOR AND MESK UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
NOOR & MESK	Residential Apartments (Zone 4 & 5)	Zone 4 - 100% Zone 5 - 100%	Sale & Lease
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 768 Mn	793	93.44%	Completed



## TRIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
TRIA	Residential Apartments	Tender Awarded	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 661.7 mn	711	92.83%	Q2' 2025



## MARCASA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
Mar Casa	Residential Apartments	Project Launched	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 1,164.5 Mn	580	84.31%	Q4' 2026



## AMALIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
Amalia Residence	Residential Apartments	Project Launched	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 105.1 mn	95	9.47%	Q1' 2025



## REGALIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
REGALIA	Residential Apartments	31.85%	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 1037.2 Mn	911	100%	Q4' 2024



## AFNAN & DANIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q2-23)	Purpose
AFNAN & DANIA	Residential Apartments (Zone 2 & 3)	100%	Sale & Lease
Total Sales Value	Units Available for Sale	% of Units Sold (till Q2-23)	Project Completion Date (Expected)
AED 954 Mn	1148	99.83%	Completed





August 2023

# Company Profile



# Vision, Mission & Values

## VISION

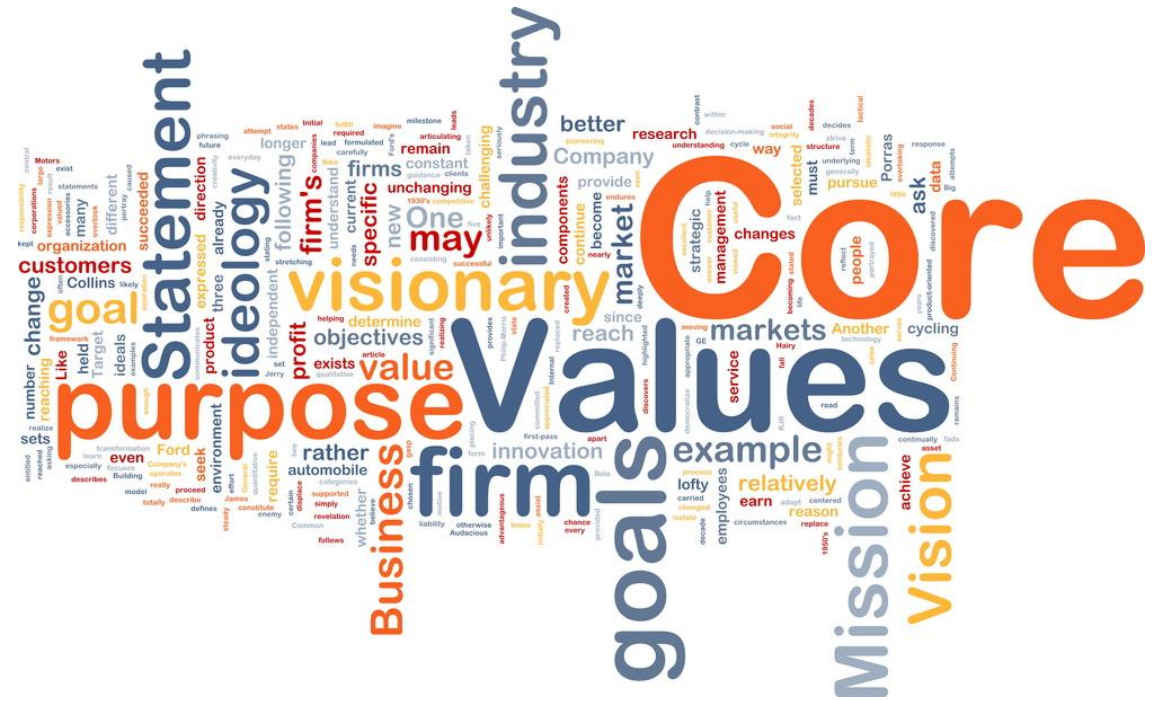
To be known as a trusted, integrated real-estate Partner, creating value for stakeholders, society, and the economy.

## MISSION

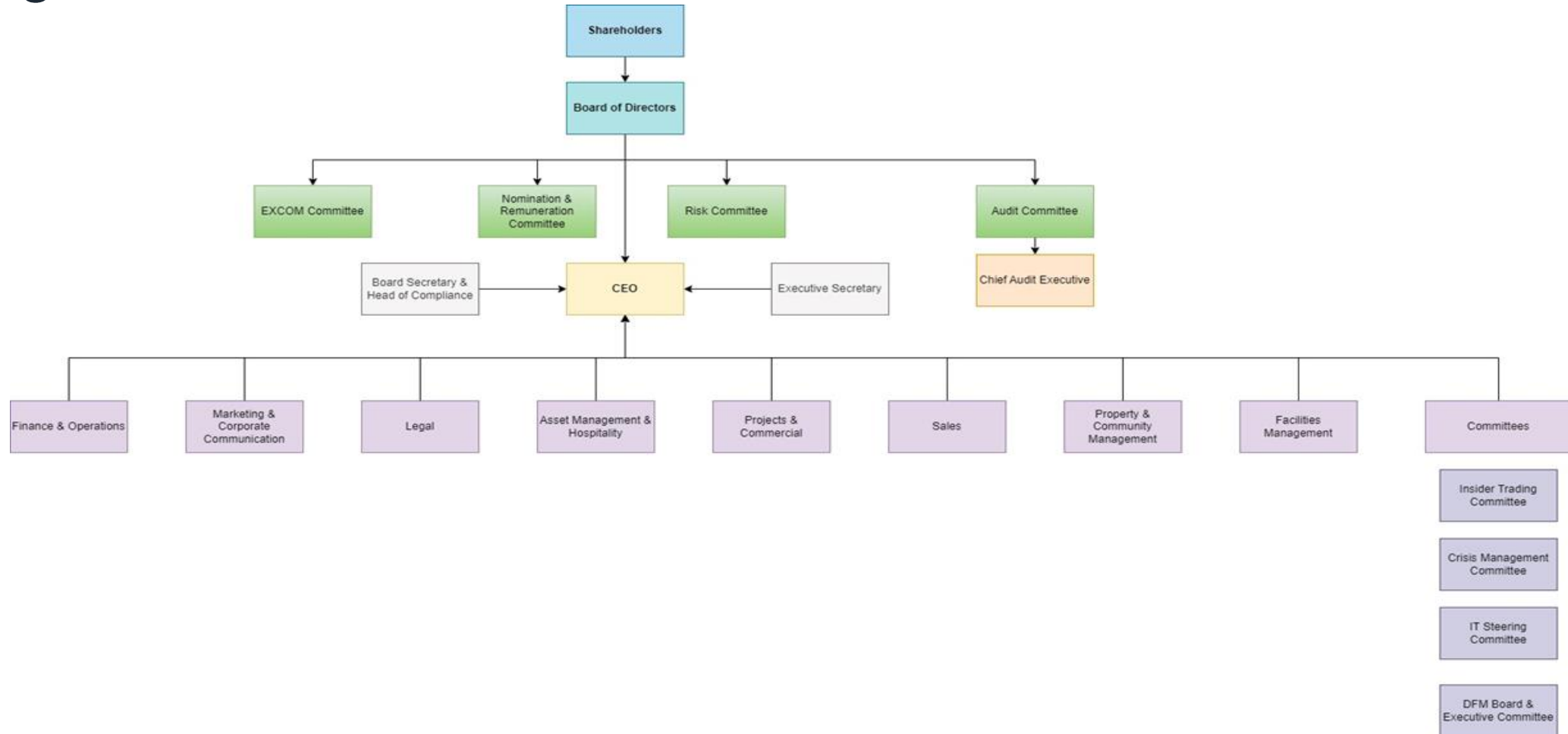
To create an urban environment that meets the high standards set by the nation’s leaders, with a diverse portfolio of quality real estate developments and differentiated services, a return on investment for stakeholders, and value for customers, whilst providing the tools to our employees to realize their potential.

## CORE VALUES

Ethical and transparent; Enterprising and agile, Trustworthy and reliable, Quality and Value conscious and committed to the transformation of the UAE under our leadership.



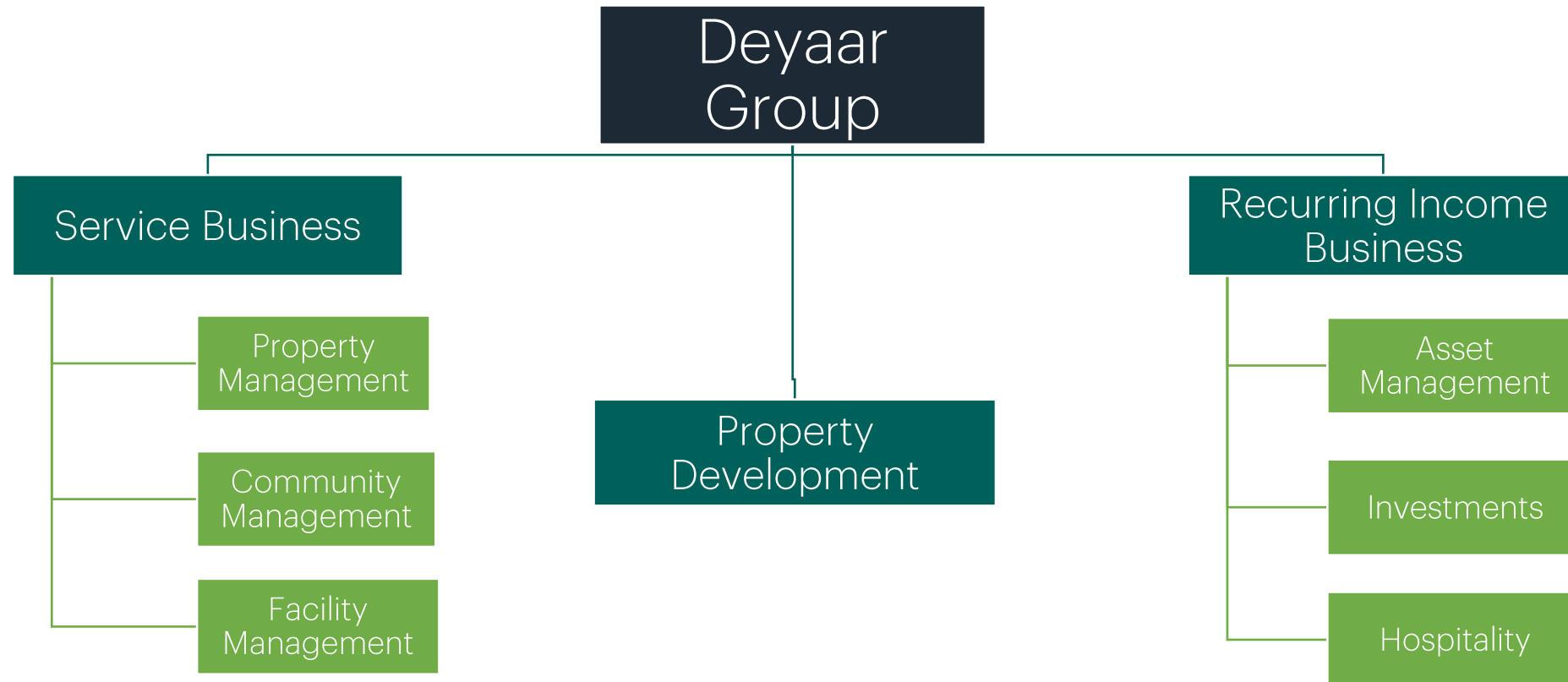
# Organization Structure



# Business Segments

Founded in 2002, Deyaar Development PJSC (listed in Dubai Financial Market) is one of Dubai's leading property developers and real estate service providers in UAE, headquartered in Dubai.

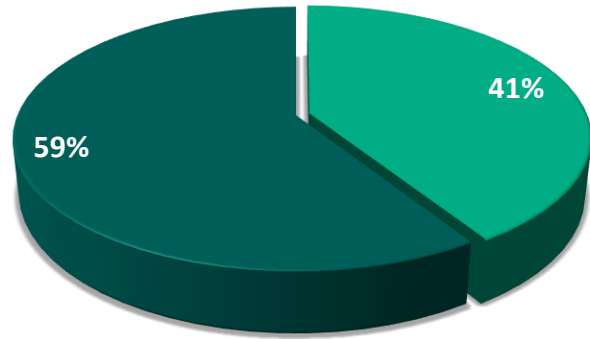
Deyaar has 7 divisions grouped into 3 main business segments with the current biggest contributor to revenue being Property Development.



# OWNERSHIP STRUCTURE & STOCK PERFORMANCE



# Ownership Structure



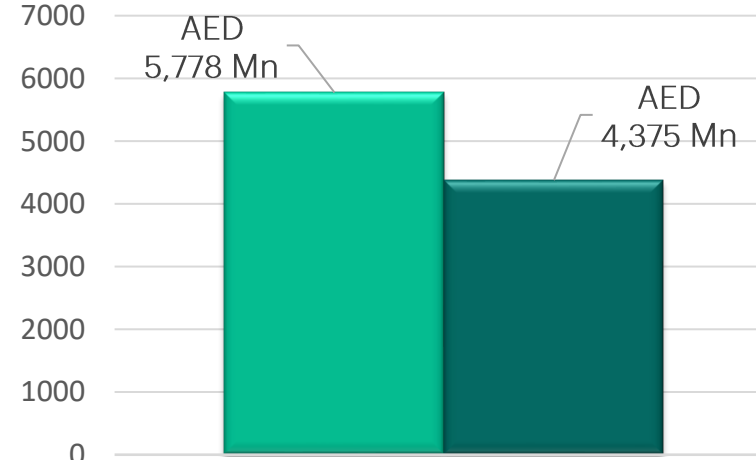
Dubai Islamic Bank holds 41% of shares of Deyaar

■ Dubai Islamic Bank ■ Others

In the General Assembly Meeting held on 27 April 2022, the shareholders approved the capital reduction of the company to write-off the accumulated losses.

The company reduced its capital from AED 5,778,000,000 to AED 4,375,837,645.

The capital reduction executed successfully on Dubai Financial Market on Monday, 13 June 2022 and the first trading date after the reduction was Tuesday 14 June 2022.



■ Pre-Capital Reduction ■ Post Capital Reduction

# Stock Performance



Source: <https://www.deyaar.ae/en/share-price>

Performance of Deyaar share price vs DFM General Index Vs DFM Real Estate Index



# Thank You!

