

Investor Presentation

Q3-2023

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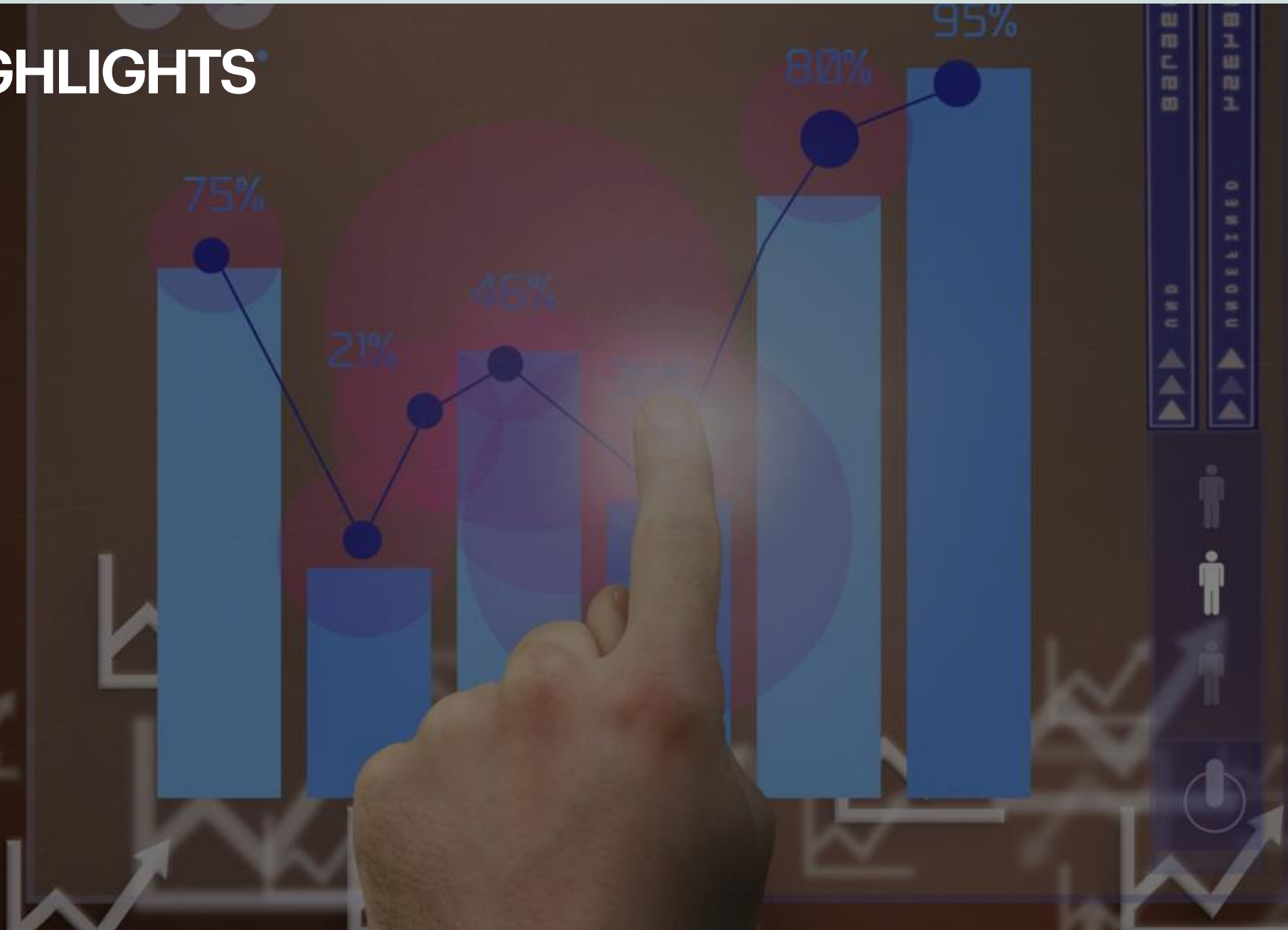
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The Presentation is on the date hereof.

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KEY HIGHLIGHTS



Revenues (YTD) +63%

AED 939.8 Mn

(YTD 2022 : AED 577.2 Mn)

EBITDA (YTD) +62%

AED 226.9 Mn

(YTD 2022 : AED 140.4 Mn)

Total Assets (YTD) +2%

AED 6,283.9 Mn

(As of Sept 2022: AED 6,138.7 Mn)

Cash And Bank

AED 1,171.9 Mn

(As of Sept 2022 : AED 661.5 Mn)

**Debt/Equity
Ratio**

14.48%

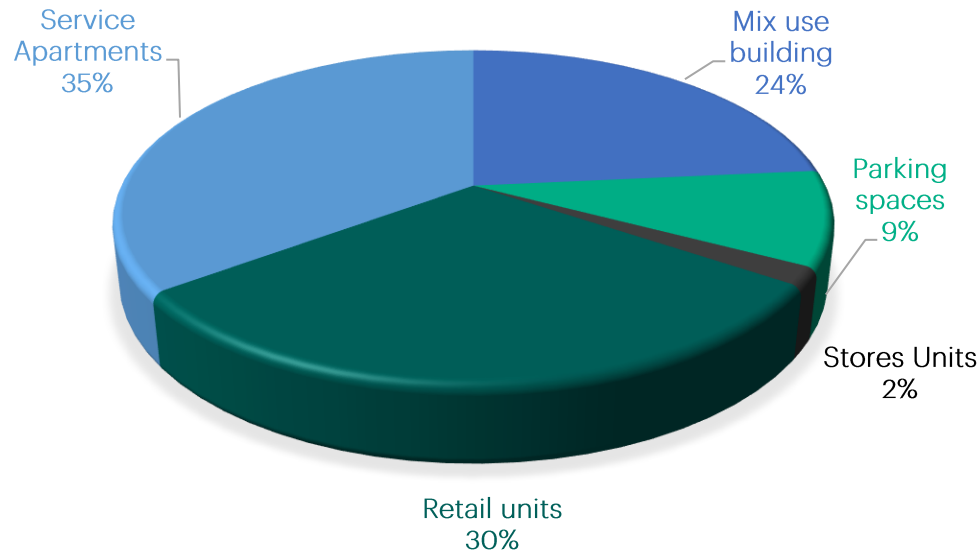
(As of Sept 2022 : 21.30%)

Earnings Per Share

Fils 5.43

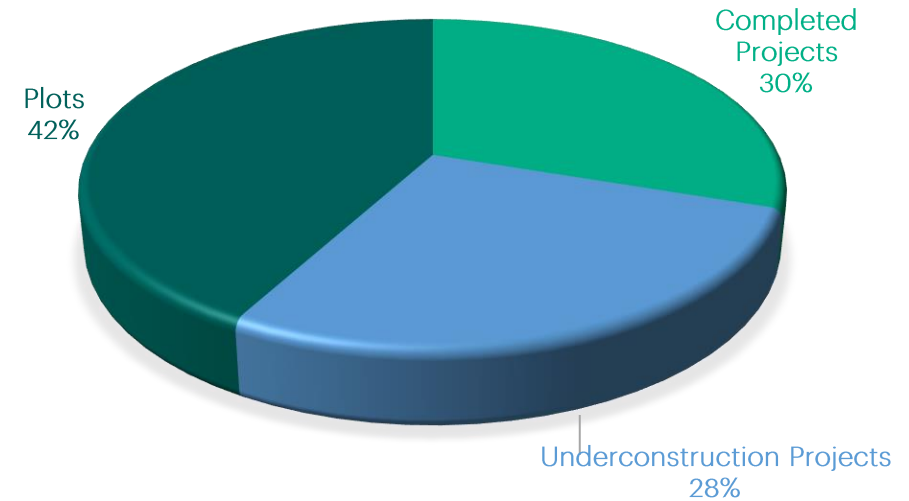
(YTD 2022 : Fils 2.36)

Real Estate Investment Properties



Deyaar’ Real Estate Investment properties are valued at AED 805.04 million (carried at fair value) as of Q3’2023.

Assets held for Sale and Development



Deyaar’ Assets held for sale are valued at AED 1,136.6 million as of Q3’2023 (carried at Lower of Cost or Net Realizable Value).

FINANCIAL RESULTS



FINANCIAL RESULTS

Consolidated income statement		Notes	Sep'2023 YTD (A)	Sep'2022 YTD (A)	Var % YoY	Q3'23	Q3'22	Var % QoQ
AED Million								
Revenue	A	939.8	577.2	63%	310.9	207.7	50%	
Direct cost		(638.9)	(381.9)	67%	(203.4)	(140.5)	45%	
Gross profit		300.9	195.2	54%	107.5	67.2	60%	
Margin %		32.0%	33.8%		34.6%	32.4%		
General and administrative expenses	B	(120.5)	(101.0)	19%	(45.1)	(31.3)	44%	
Selling expenses	C	(45.0)	(29.4)	53%	(13.0)	(9.1)	43%	
Finance cost	D	(44.2)	(24.4)	81%	(13.9)	(9.7)	43%	
Other operating/finance income	E	48.4	28.2	72%	10.8	8.1	34%	
Share of results from JV/Associate	F	46.9	34.5	36%	21.8	11.2	95%	
Gain/(loss) from fair valuation of IP		50.9	-		50.9	-		
Profit for the period		237.5	103.2	130%	119.0	36.3	228%	
EBITDA for the period		227.0	140.4	62%	79.3	49.6	60%	

Key Highlights (YTD Sep-2023 vs YTD Sep-2022):

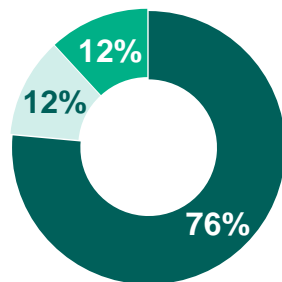
- A. Increase in revenue is mainly attributable to increase in Property Development revenue by AED 334.6 Mn due to revenue recognition for Tria, higher construction progress in Regalia, Noor and Mesk and due to additional sales in the last 12 months.
- B. Increase in general admin expense is mainly attributable to increase in marketing costs of AED 2.3 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 19.5 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 reversal of previous service charge liability.
- F. Share of results from a joint venture and an associate, is mainly attributable to profit from Arady amounting to AED 41.6 Mn (YTD Sep 2022: AED 28 Mn) and profit of AED 4.7 Mn from Al Zorah (YTD Sep 2022: Profit of AED 6.6 Mn).

KEY FINANCIAL HIGHLIGHTS YoY – 2023 AND 2022 COMPARISON

Gross Revenue Mix by Segment (YoY)

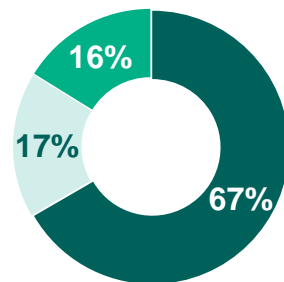
YTD Sep'2023 (A)

- Property Development
- Service Sector (PM, FM & DCM)
- Asset Management (Leasing, Hospitality)



YTD Sep'2022 (A)

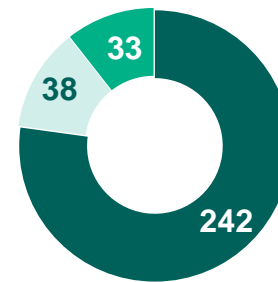
- Property Development
- Service Sector (PM, FM & DCM)
- Asset Management (Leasing, Hospitality)



Gross Revenue (AED Mn) by Segment (QoQ)

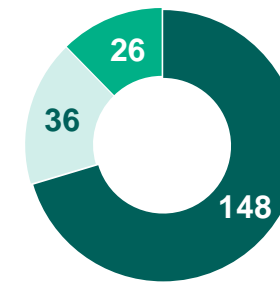
Q3'2023 (A)

- Property Development
- Service Sector (PM, FM & DCM)
- Asset Management (Leasing, Hospitality)



Q3'2022 (A)

- Property Development
- Service Sector (PM, FM & DCM)
- Asset Management (Leasing, Hospitality)



Key Highlights:

- A. Net profit in Q3'23 increased by AED 82.7 Mn (228%) from AED 36.3 Mn in Q3'22 to AED 119.0 Mn in Q3'23.
- B. Share of property development revenue is 76% to the overall revenue in YTD Sep'23, which increased from 67% share in YTD Sep'22. The increase is due to AED 334.6 Mn increase in property development in 2023 and in line with the property development strategy being executed.
- C. Revenue from other businesses have also increased by 15% in Q3'23 as compared to Q3'22.

PROJECTS UPDATE

NOOR AND MESK UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	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 Q3-23)	Project Completion Date
AED 765.7 Mn	793	98.74%	Completed



TRIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
TRIA	Residential Apartments	12.85%	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date (Expected)
AED 665.9mn	711	98.45%	Q2' 2025



MARCASA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
Mar Casa	Residential Apartments	Project Launched	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date (Expected)
AED 1,165.5 Mn	580	97.24%	Q4' 2026



JANNAT UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
JANNAT	Residential Apartments	Project Launched	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date (Expected)
AED 379.2 Mn	360	12.50%	Q2' 2026



AMALIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
Amalia Residence	Residential Apartments	Project Launched	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date (Expected)
AED 105.1 mn	95	27.37%	Q1' 2025



REGALIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
REGALIA	Residential Apartments	37.91%	Sale
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date (Expected)
AED 1037.2 Mn	911	100%	Q1' 2025



AFNAN & DANIA UPDATE

Name of Project	Type of Project	Project Completion Status (as of Q3-23)	Purpose
AFNAN & DANIA	Residential Apartments (Zone 2 & 3)	100%	Sale & Lease
Total Sales Value	Units Available for Sale	% of Units Sold (till Q3-23)	Project Completion Date
AED 914.3 Mn	1195	95.98%	Completed



September 2023

Company Profile



Vision, Mission & Values

VISION

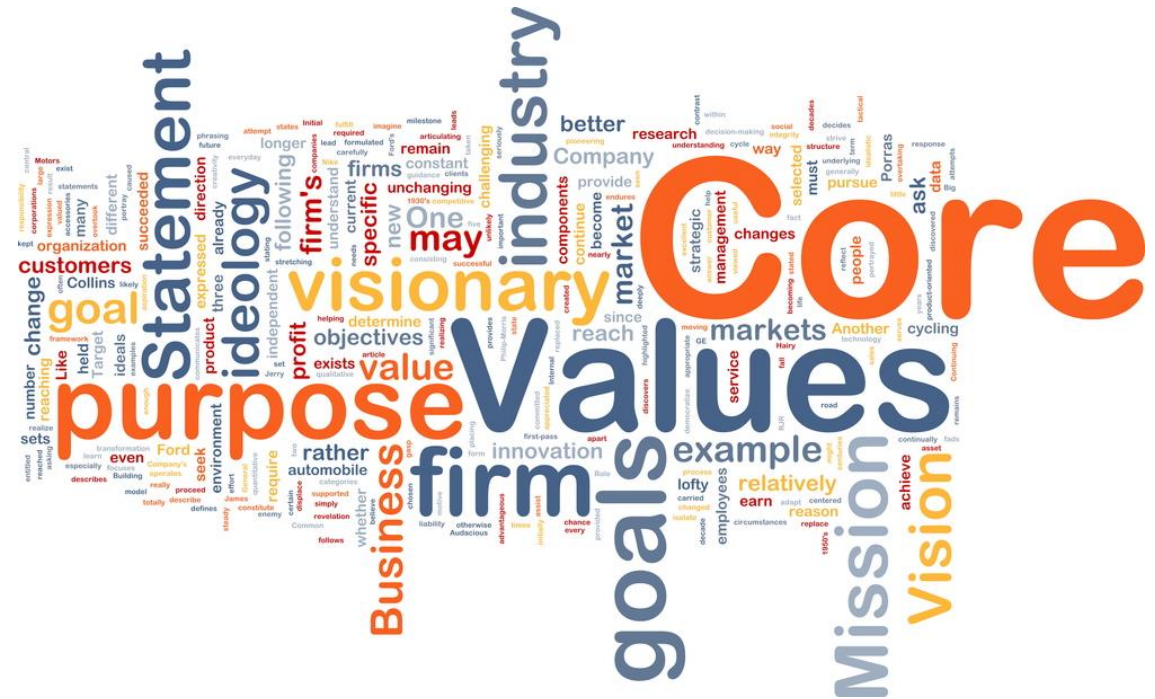
To be known as a trusted, integrated real-estate Partner, creating value for stakeholders, society, and the economy.

MISSION

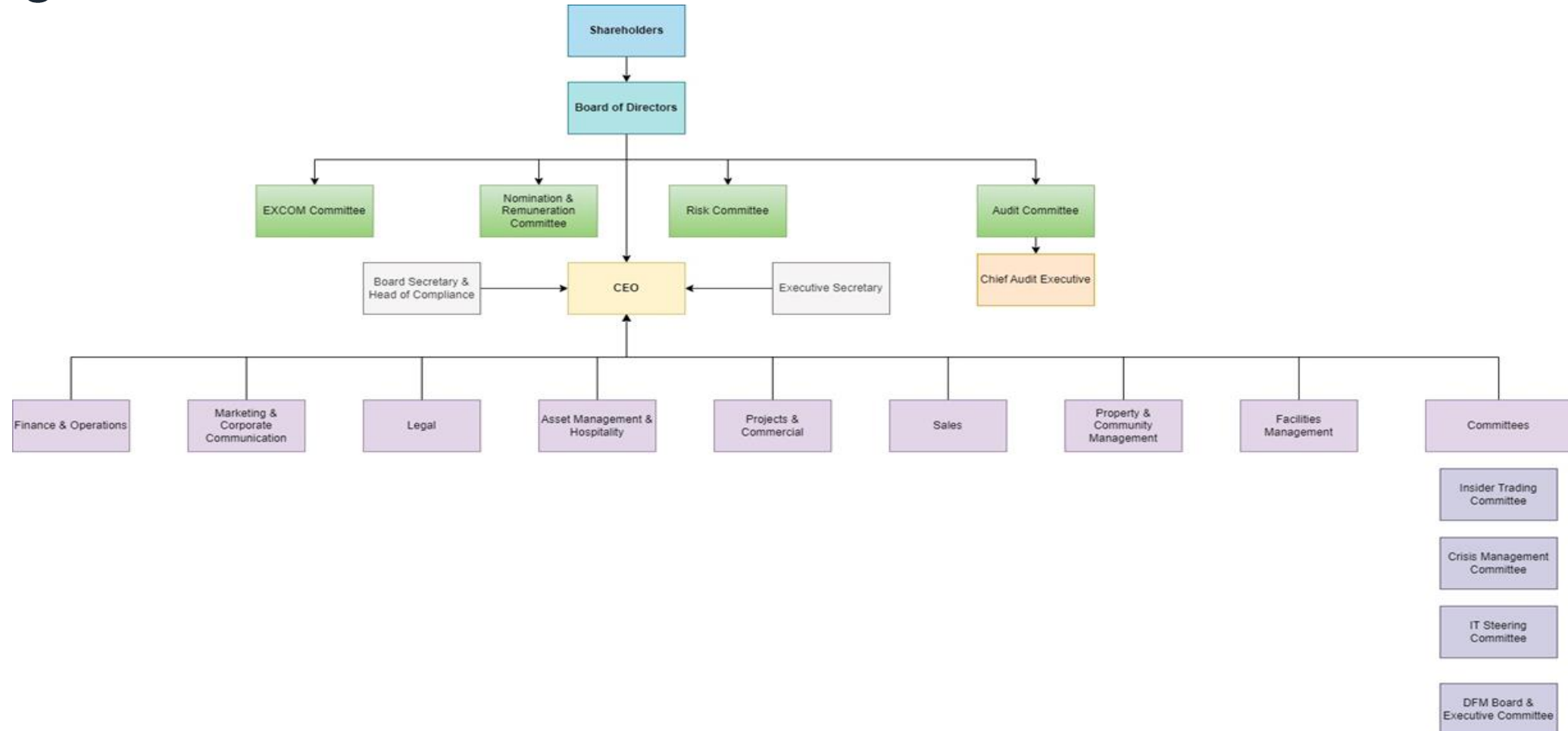
To create an urban environment that meets the high standards set by the nation’s leaders, with a diverse portfolio of quality real estate developments and differentiated services, a return on investment for stakeholders, and value for customers, whilst providing the tools to our employees to realize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



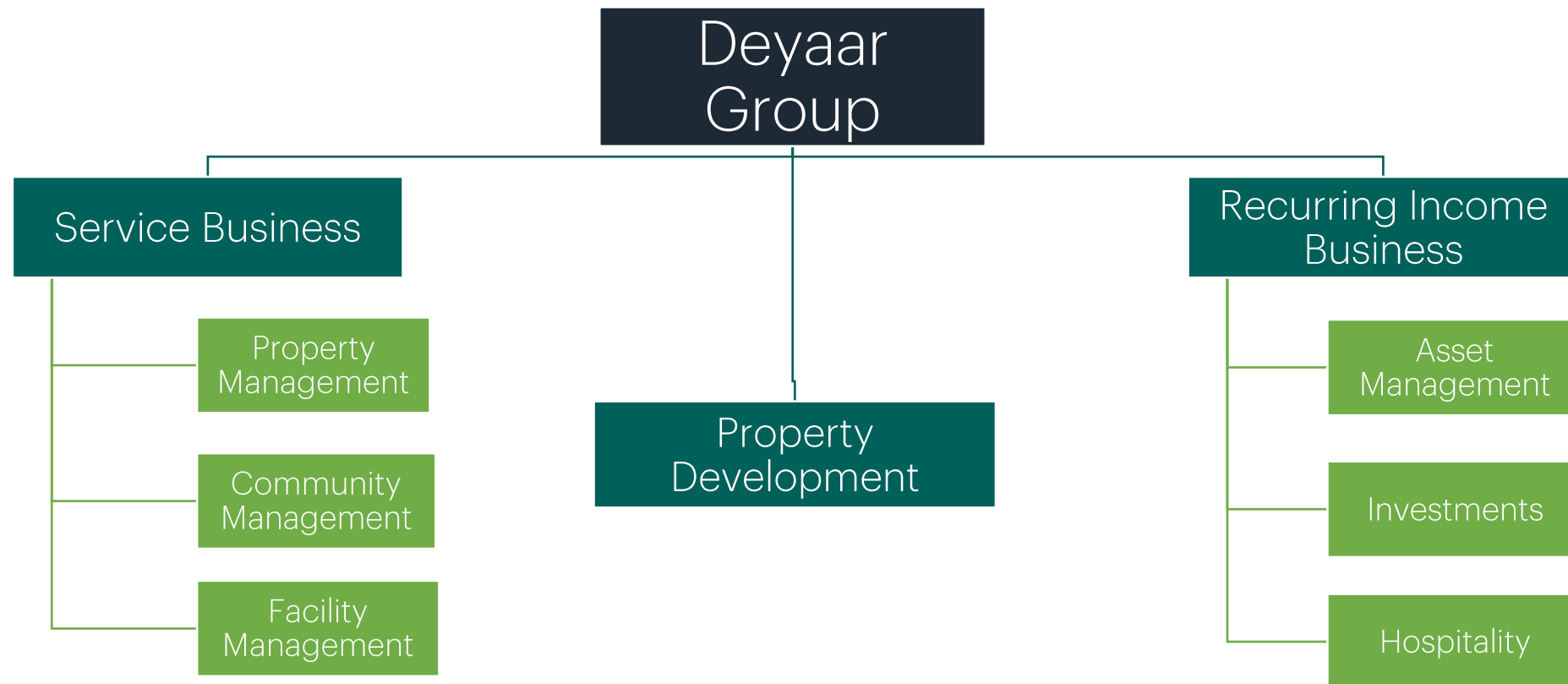
Organization Structure



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.

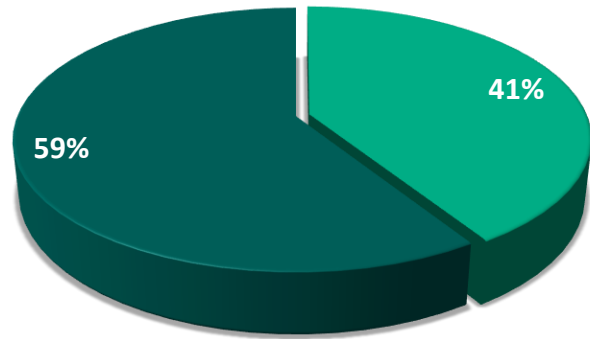
Deyaar has 7 divisions grouped into 3 main business segments with the current biggest contributor to revenue being Property Development.



OWNERSHIP STRUCTURE & STOCK PERFORMANCE



Ownership Structure



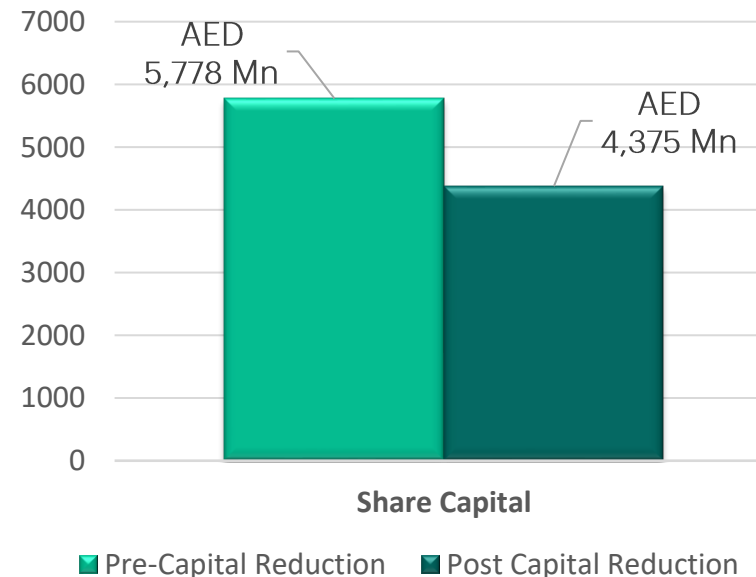
Dubai Islamic Bank holds 41% of shares of Deyaar

■ 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.

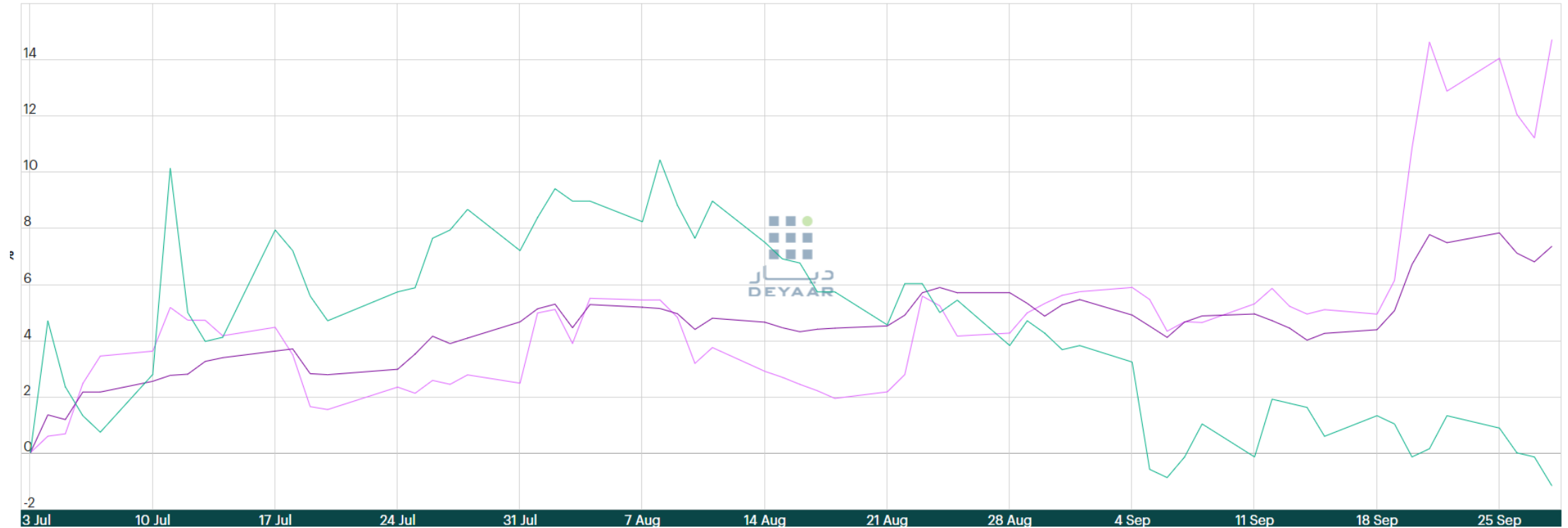
The capital reduction executed successfully on Dubai Financial Market on Monday, 13 June 2022 and the first trading date after the reduction was Tuesday 14 June 2022.



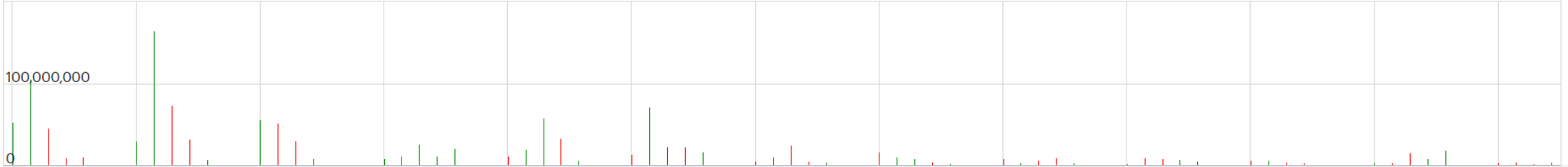
Stock Performance

03/07/2023 - 28/09/2023

■ Deyaar Development 0.67 ■ DFM General Index 4,163.58 ■ DFM Real Estate & Constructions 7,457.10



Volume (shares) : 3,783,766



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



Thank You!

