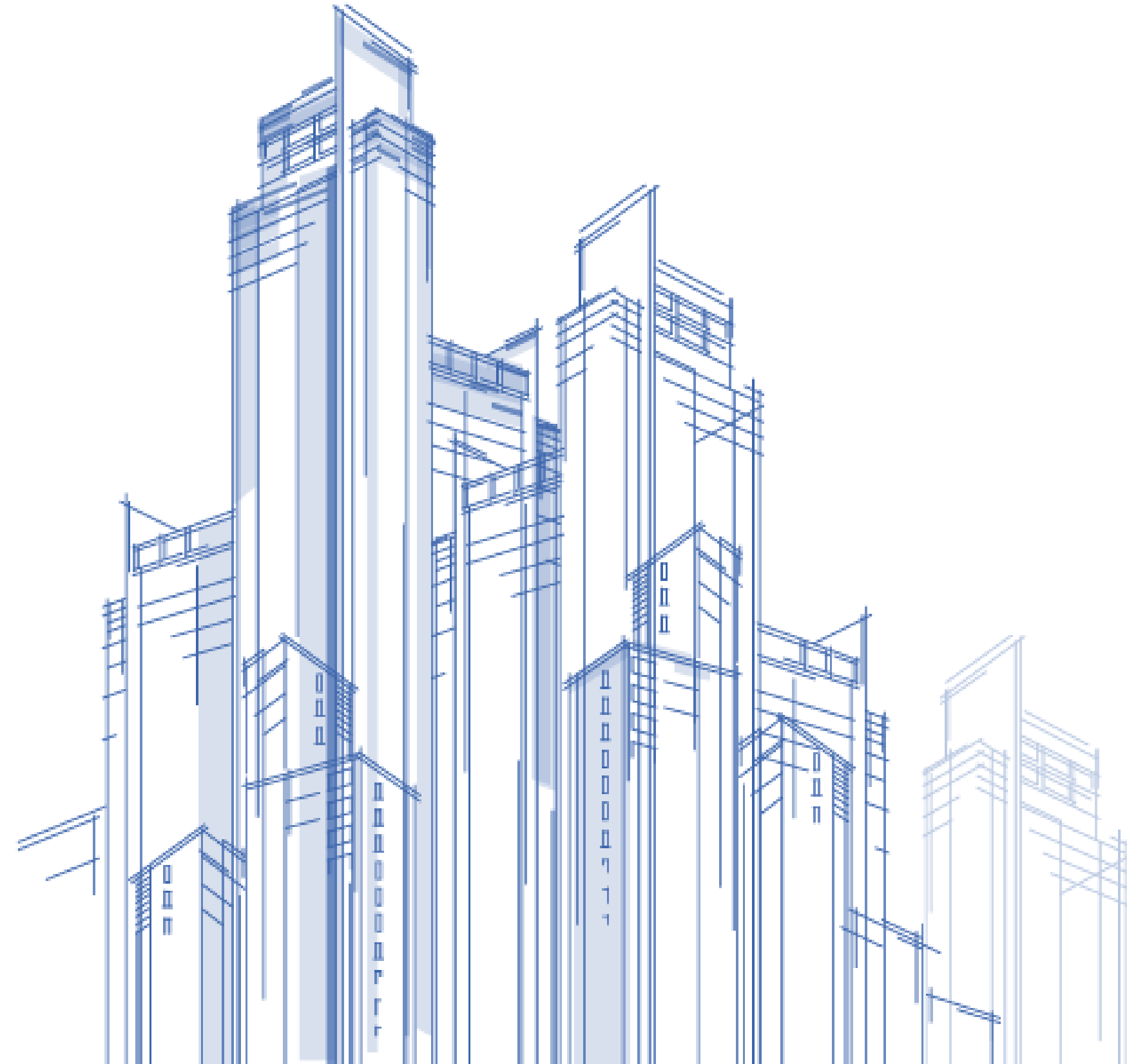




DEYAAR DEVELOPMENT PJSC

# Investor Relations Information

J U N E 2 0 2 2



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- STRATEGY HIGHLIGHTS
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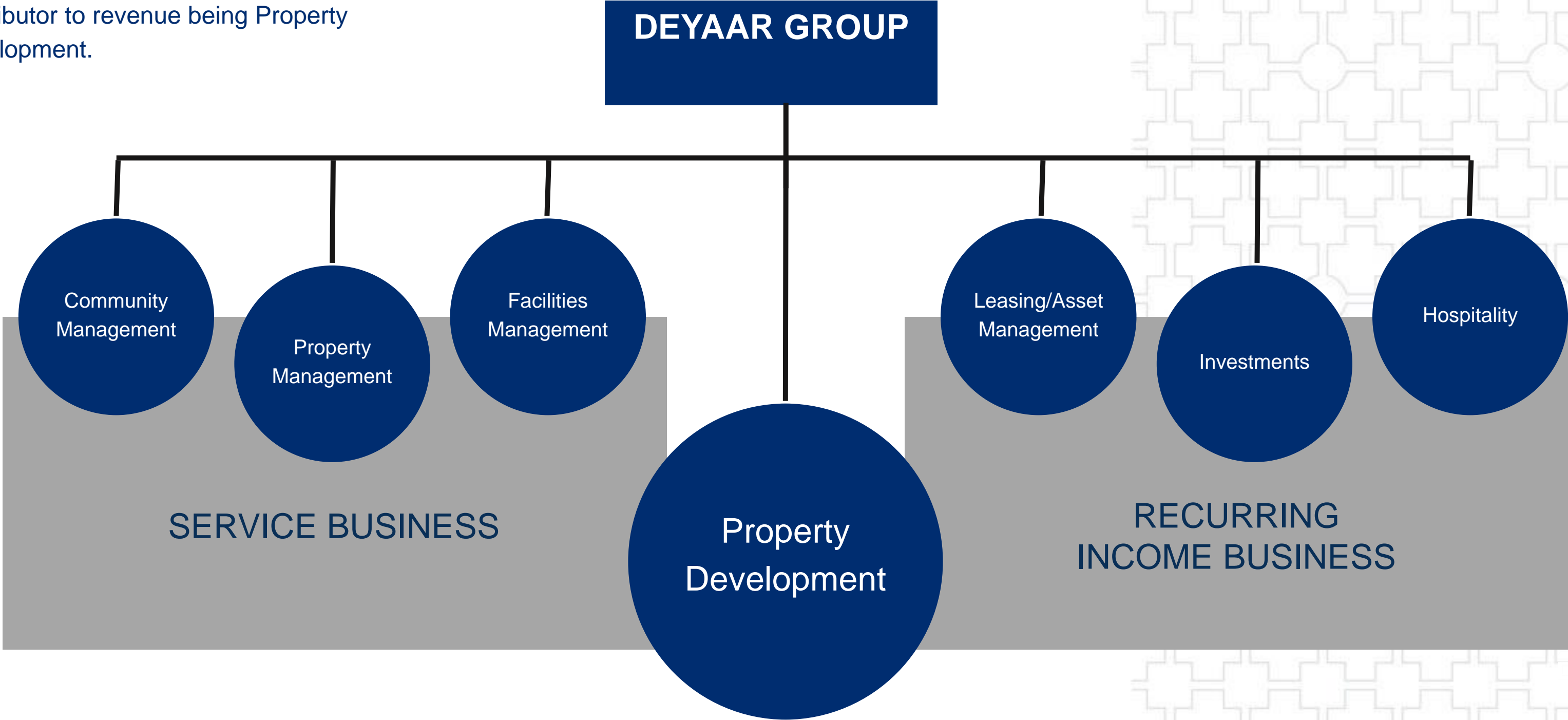


# Deyaar Profile

# Deyaar Profile

## BUSINESS DIVISIONS

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



# Deyaar Profile

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.

## PROPERTY DEVELOPMENT BUSINESS

Deyaar strives to contribute to Dubai’s cosmopolitan real estate landscape. Our site acquisition policies and identification of areas with potential have helped us build the best residential and commercial projects that cater to dynamic customers. From the affluent Downtown Address (Business Bay) to Dubai’s celebrated community areas, suburbs, and districts (Dubai Marina, Al Barsha, DIFC, Jumeirah Lake Towers, Dubai Silicon Oasis, Dubai Production City, and Dubai Science Park), we have spearheaded many modern landmarks.

COMMERCIAL



Deyaar Building  
Al Barsha-1  
Dubai



Oxford Tower  
Business Bay  
Dubai



Citadel  
Business Bay  
Dubai



51@Business Bay  
Business Bay  
Dubai



The Burlington  
Business Bay  
Dubai



The Metropolis  
Business Bay  
Dubai

HOSPITALITY



Atria  
Business Bay  
Dubai



Barsha Hotel  
Al Barsha-1  
Dubai



Montrose  
Al Barsha (South)  
Dubai

# Deyaar Profile

## RESIDENTIAL



Midtown  
Dubai Production  
City,  
Dubai



Al Dana Towers  
Sharjah  
Dubai



Al Seef Tower  
Dubai Marina  
Dubai



Mayfair Tower  
Business Bay  
Dubai



Al Seef Tower 2  
JLT  
Dubai



Bellarose  
Al Barsha South  
Dubai



Central Park  
DIFC  
Dubai



Mayfair Tower  
Business Bay  
Dubai



Clayton Residency  
Business Bay  
Dubai



Coral Residence  
DSO  
Dubai



Fairview Residency  
Business Bay  
Dubai



Regalia  
Business Bay  
Dubai



Hamilton Residency  
Business Bay  
Dubai



Jade Residence  
DSO  
Dubai



Madison  
Barsha Heights  
Dubai



Oakwood  
Dubai Production City  
Dubai

# Deyaar Profile

## RECURRING INCOME BUSINESSES

### INVESTMENTS

Deyaar has investments in:

- Central Park in DIFC – 50:50 Joint Venture with Dubai Holdings Asset Management. The development comprises a Residential tower (majority sold) and a Commercial tower (comprising of Offices and Retail) retained for leasing (close to 1 million SQFT of leasing space).
- Al Zorah Development in Ajman – 10% shareholding.
- Emirate REIT.

### HOSPITALITY

- Currently has a portfolio of 3 developments namely, Atria service apartment in Business Bay, Barsha hotel and service apartment, and Montrose service apartment in Barsha south.
- The 3 developments comprise around 900 keys, operated by Millennium.

### LEASING

- Deyaar owns several assets across residential, offices, and retail asset classes in different micro-markets and generates leasing revenue from such assets.
- The assets are located in Business Bay, IMPZ, DIFC, DSO, JLT, and TECOM.





# Deyaar Profile

## SERVICE SECTOR

### PROPERTY MANAGEMENT

- This division manages properties on behalf of landlords and provides services ranging from property inspection, appraisals, tenancy contract management, rental collection, payments, operational and legal assistance amongst others.
- Operation across all emirates of UAE.
- Manages over 15,000 units.

### COMMUNITY MANAGEMENT

- This division caters to the needs of the communities and provides end-to-end management and administrative services to the managed buildings and ensures that the highest level of services is provided to its customers including owners/tenants of the units.
- Manages over 12 million square feet of area spread across various developments.

### FACILITY MANAGEMENT

- This division is one of the leading providers of integrated facilities management solutions for residential, commercial, and retail developments across the UAE.
- Services include security, housekeeping, waste management, fit-out, MEPs, HVAC, Fire fighting, lift, plumbing, security CCTV and energy management amongst others.
- The above 3 divisions form the overall Service Sector of Deyaar group, and its solutions provide end-to-end services required to manage any property.



# Deyaar 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.

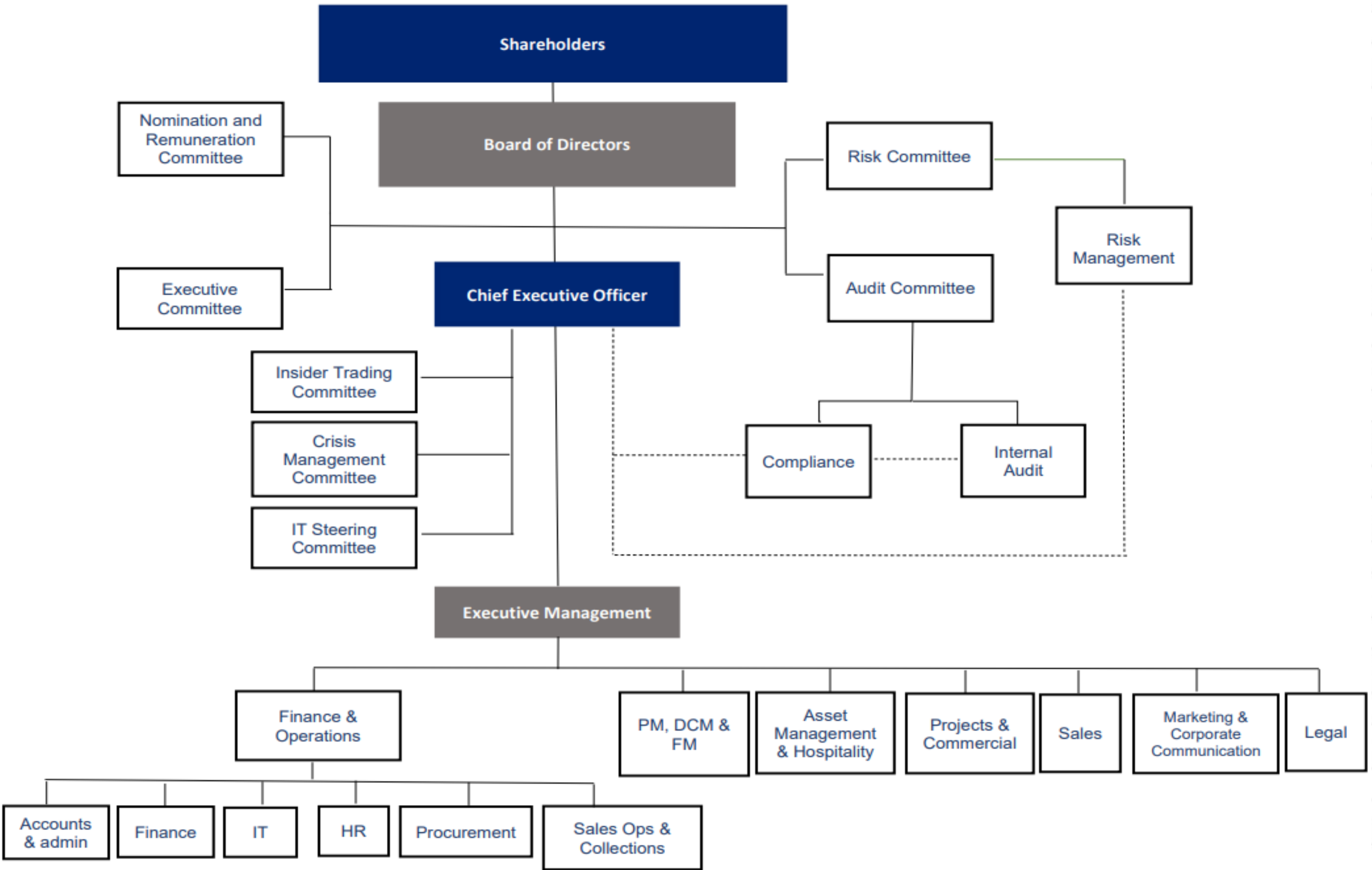


### CORE VALUES

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

# Deyaar Profile

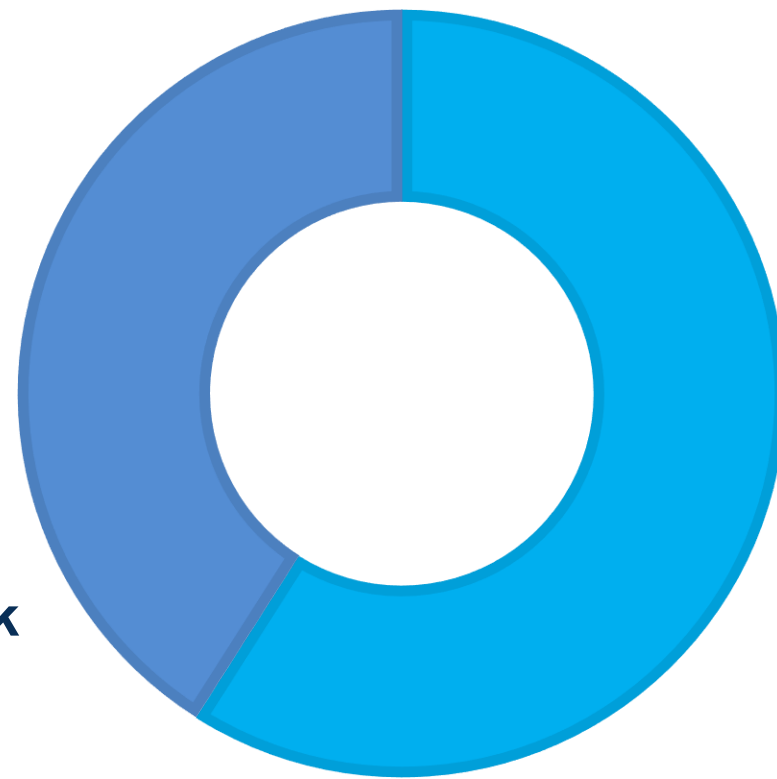
## ORGANIZATION STRUCTURE





# Ownership Structure & Stock update

# OWNERSHIP STRUCTURE & STOCK UPDATE



Others 59%

Dubai Islamic Bank  
41%

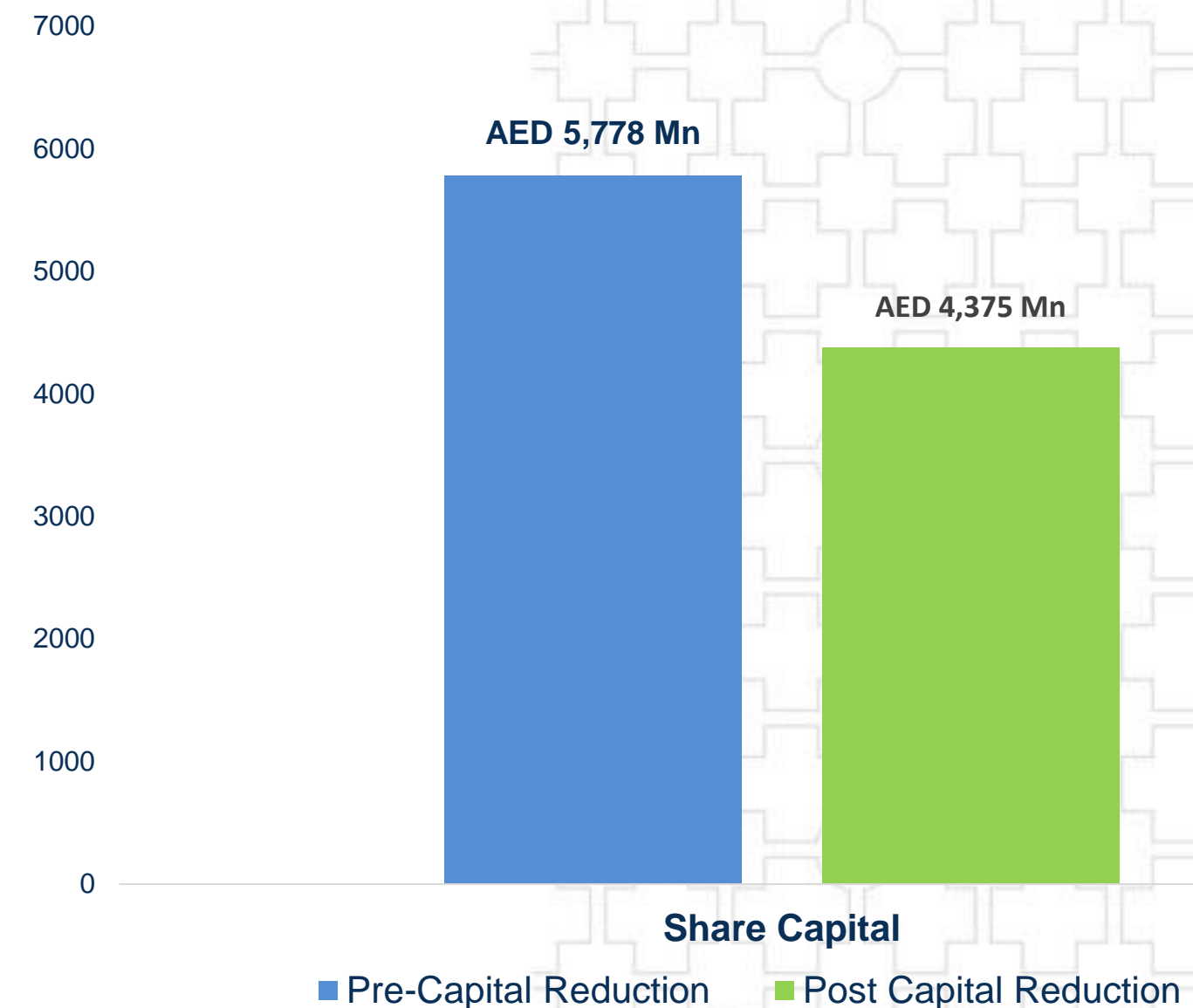


- Deyaar's shares were listed in Dubai Financial market following its IPO in May 2007.
- Above chart represents the share price movement for the last six months.

# OWNERSHIP STRUCTURE & STOCK UPDATE



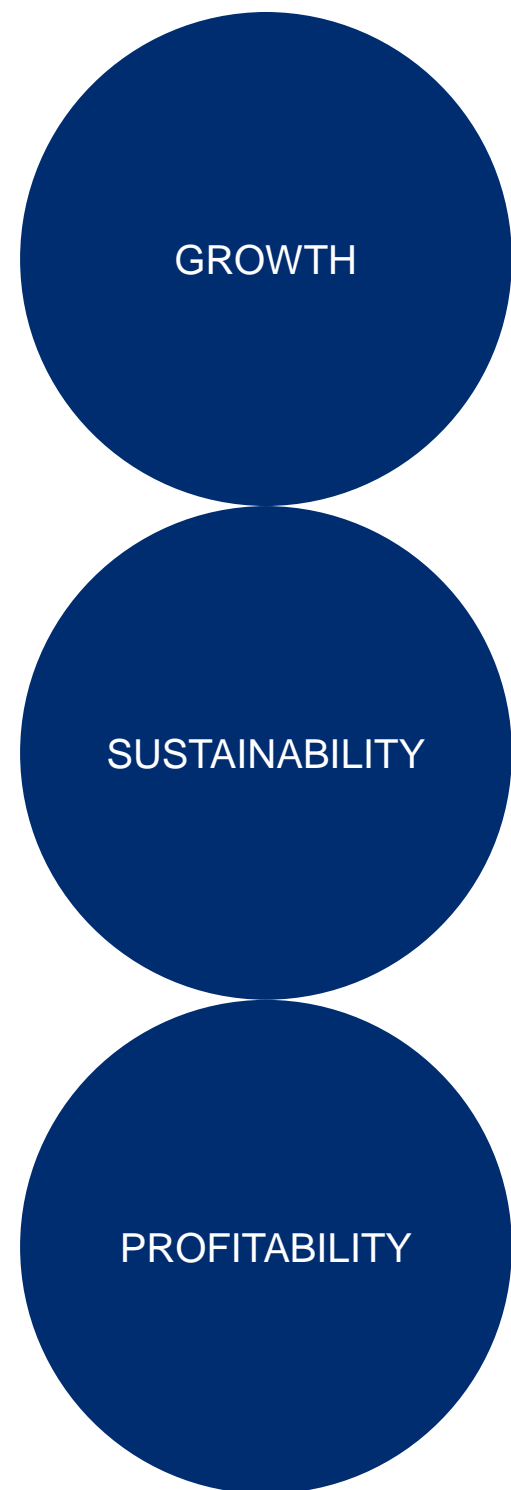
- In the General Assembly Meeting held on 27 April 2022 the shareholders approved the reduction of the capital of the Company through the write-off of accumulated losses as of 31 December 2021.
- The Company reduced its capital from AED 5,778,000,000 to AED 4,375,837,645.
- The capital reduction was executed successfully on Dubai Financial Market on Monday, 13 June 2022 and the first trading date after the reduction was Tuesday 14 June 2022.



# Strategy Highlights



# ACHIEVE GROWTH, SUSTAINABILITY & PROFITABILITY BY FOCUSING ON DEYAAR'S CORE STRENGTHS



## Property Development

### Create Value

- Projects across real estate segments: affordable, prime, and luxury
- Help achieve top-line and bottom-line growth
- New projects are always evaluated based on VALUE created for our stakeholders (customers, shareholders, business partners, and employees) and for Deyaar
  - Adopt innovative new technologies for increasing efficiency and delivery times
  - Diversify business by the development of multi-purpose and multi-targeted developments including under JV structure

## Asset Management

### Enhance, Expand and Manage Asset Portfolio

- Generate recurring revenues & income
- Steady cash flows and profit to enhance sustainability
  - Aid growth of the company by Retaining assets in Deyaar Projects (BTL) and acquiring assets
- Adequate coverage of G&A & other costs at corporate level
  - Enhance liquidity by financing options (leverage)
- Create sustainability by diversification into hospitality assets

## Allied Services (Property, Facilities and Community Management)

### Customer Satisfaction

- Focus on achieving Quality and delivering satisfaction
  - Growth and sustainability by adhering to globally accepted service standards
- Increase contribution to Deyaar's profitability by bringing new assets under management
  - Create brand value for Deyaar through endeavors to achieve the highest levels of customer satisfaction

## GOVERNANCE

Create an environment of control and risk consciousness in line with the applicable corporate governance framework.





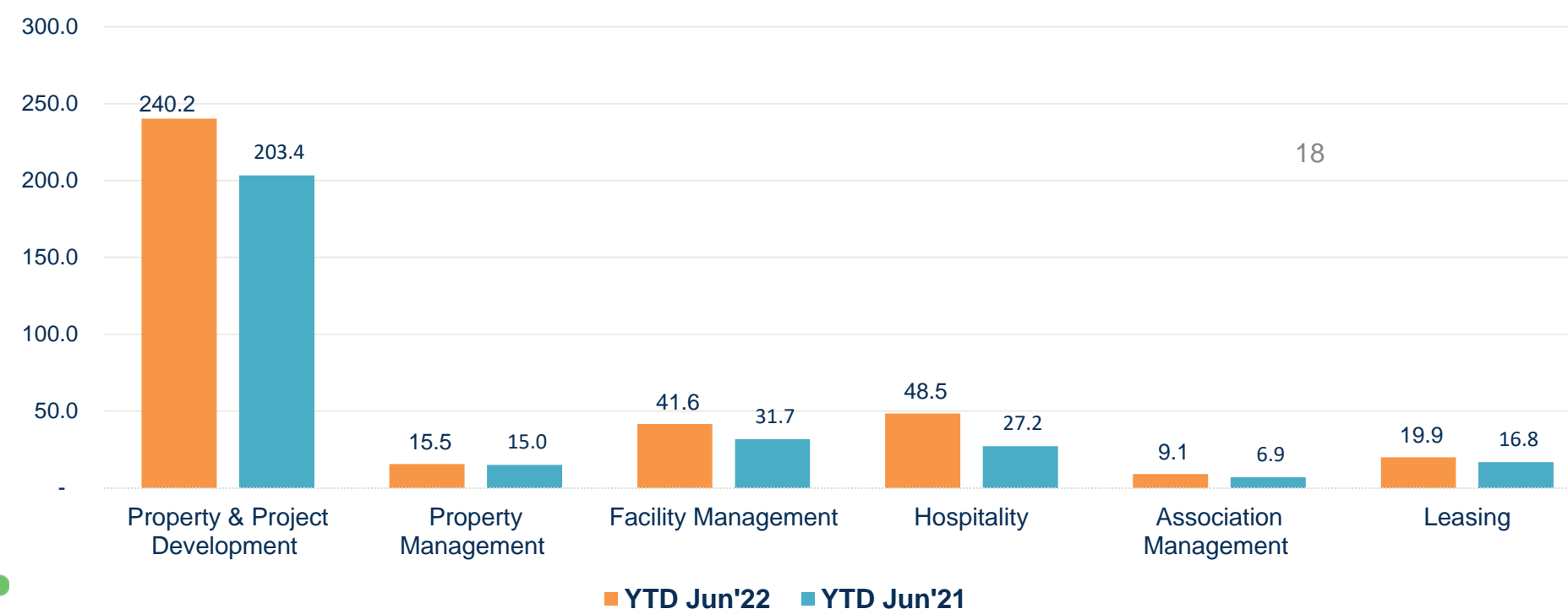
# Financial Highlights

# FINANCIAL HIGHLIGHTS – YTD Jun'22 Vs. YTD Jun'21

Amounts in AED Million	YTD Jun 2022	YTD Jun 2021	Variance	
			AED	%
Gross Revenue	369.4	297.4	72.0	24%
Gross Profit	128.0	102.3	25.7	25%
Opex & Other Expenses	104.4	85.6	18.9	22%
EBITDA	89.3	46.7	42.6	91%
Net Profit	66.9	22.6	44.3	196%

Amounts in AED Million	30-Jun- 2022	31-Dec- 2021	Variance	
			AED	%
Total Assets	5,959.7	5,791.5	168.2	3%
EPS (AED/Share)	1.5	0.9	0.6	74%
Total Equity	4,427.8	4,362.0	65.8	2%

## GROSS REVENUE - SEGMENT WISE



## KEY HIGHLIGHTS

- Increase in revenue is mainly attributable to an increase of AED 36.8mn in property development (due to recognition of Regalia in Q2'22), AED 21.5mn in hospitality revenue, AED 10.3mn in facilities management & Community Management and 3.4mn in leasing revenue.
- Increase in OPEX & Other Expenses is mainly attributable to an increase of AED 8.1mn in brokerage and sales incentives, AED 3.8mn in hospitality operating expenses, and AED 6.6mn relating to additional cost accruals.
- Increase in EBITDA is mainly attributable to an increase in other income from property sale transactions related to fees collected from customers, and profit from the joint venture and Profit from associate amounting to AED 18 million (2021: AED 17 million) and AED 5 million (2021: AED 0.2 million loss ), respectively.

# FINANCIAL HIGHLIGHTS – Q2'22 Vs. Q2'21

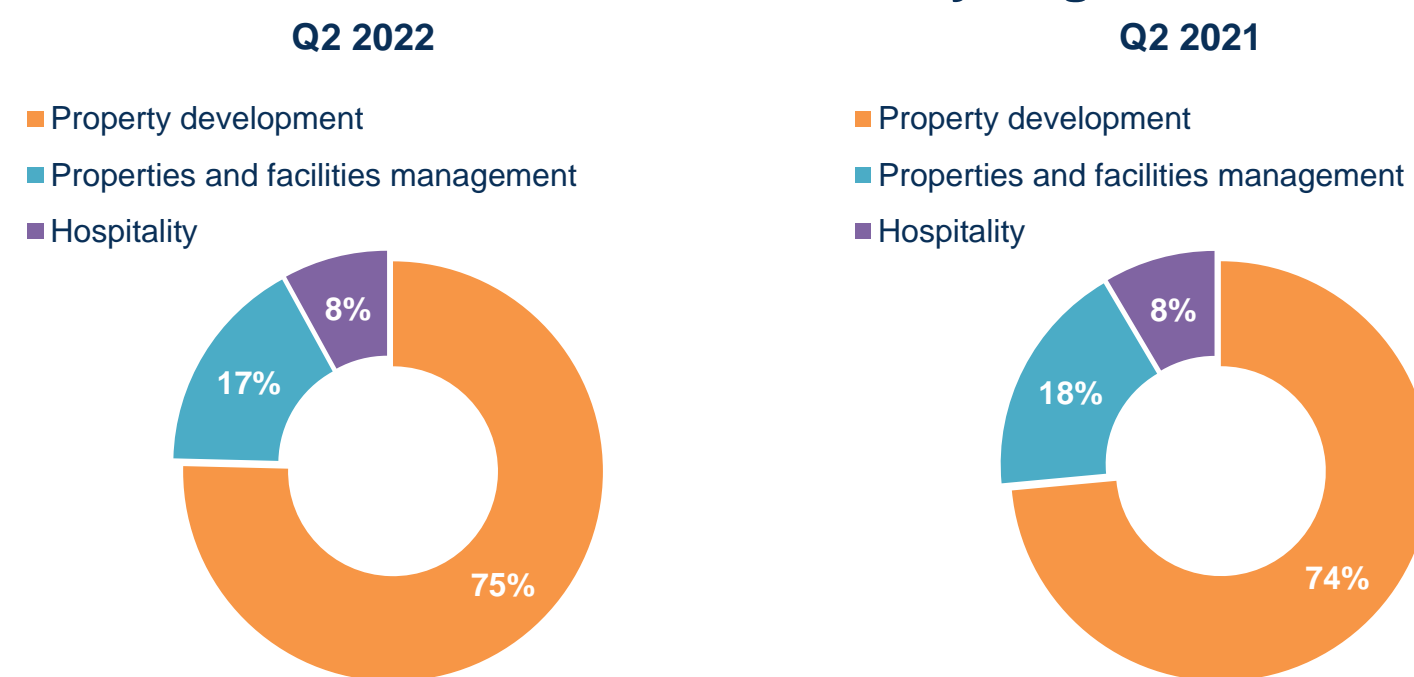
Amounts in AED Million	Q2'22	Q2'21	Variance	
			AED	%
Gross Revenue	207.5	148.3	59.3	40%
Gross Profit	66.1	51.4	14.7	29%
Opex & Other Expenses	53.8	40.8	13.0	32%
EBITDA	44.2	20.4	23.9	117%
Net Profit	32.7	7.5	25.2	333%

Amounts in AED Million	30-Jun-2022	31-Dec-2021	Variance	
			AED	%
Total Assets	5,959.7	5,791.5	168.2	3%
EPS (AED/Share)	1.5	0.9	0.6	74%
Total Equity	4,427.8	4,362.0	65.8	2%

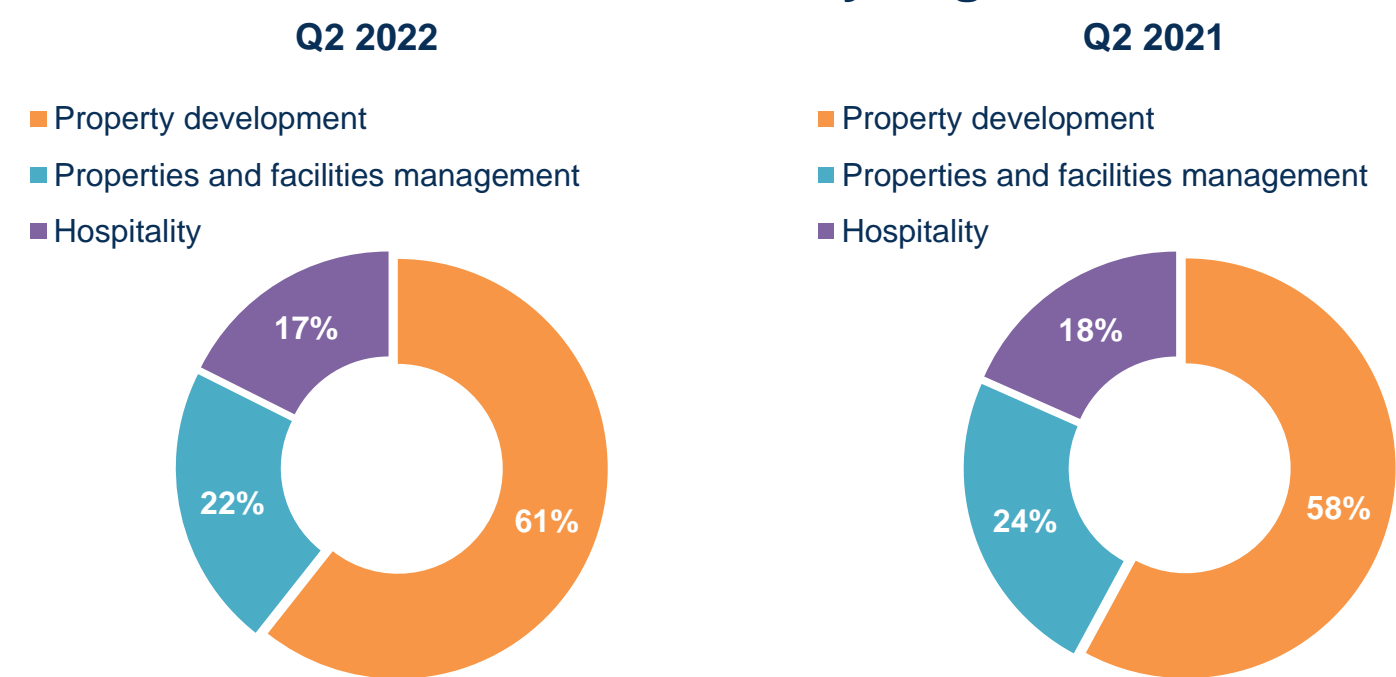
## KEY HIGHLIGHTS

- Increase in revenue is mainly attributable to increase in Property Development revenue by AED 45mn due to recognition of Regalia in Q2'22. There is also an increase in revenue of AED 6mn in Facility Management, AED 4mn in Hospitality, and AED 2mn in leasing.
- Increase in OPEX & Other Expenses is mainly attributable to an increase of AED 4.9mn in brokerage and marketing expenses. AED 2mn in hospitality operating expenses, AED 3.6mn relating to additional cost accruals and 1.8mn in other expenses.

### Gross Revenue Mix by Segment



### Gross Profit Mix by Segment



# FINANCIAL HIGHLIGHTS – Q2'22 Vs. Q1'22

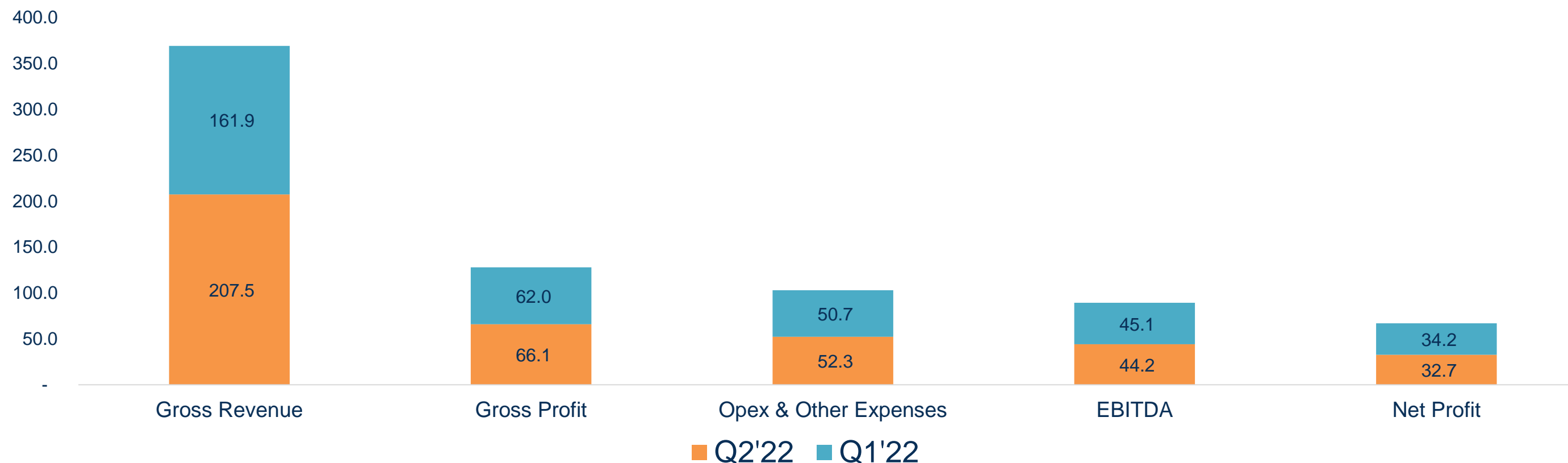
Amounts in AED Million	Q2'22	Q1'22	Variance	
			AED	%
Gross Revenue	207.5	161.9	45.6	28%
Gross Profit	66.1	62.0	4.1	7%
Opex & Other Expenses	53.8	50.7	3.1	6%
EBITDA	44.2	45.1	(0.9)	-2%
Net Profit	32.7	34.2	(1.5)	-4%

Amounts in AED Million	30-Jun- 2022	31-Dec- 2021	Variance	
			AED	%
Total Assets	5,959.7	5,791.5	168.2	3%
EPS (AED/Share)	1.5	0.9	0.6	74%
Total Equity	4,427.8	4,362.0	65.8	2%

## KEY HIGHLIGHTS

- Increase in revenue is mainly attributable to the revenue recognized for Regalia in Q2'22 of AED 76.7mn. This was partially offset with lower revenue recognized for Noor of AED 50.9mn in Q2'22 as compared to AED 70.7mn in Q1'22.
- There has been a decrease in revenue of Hospitality of AED 14.9mn due to seasonality and the reduction of tourists as EXPO 2020 ended in March 2022.

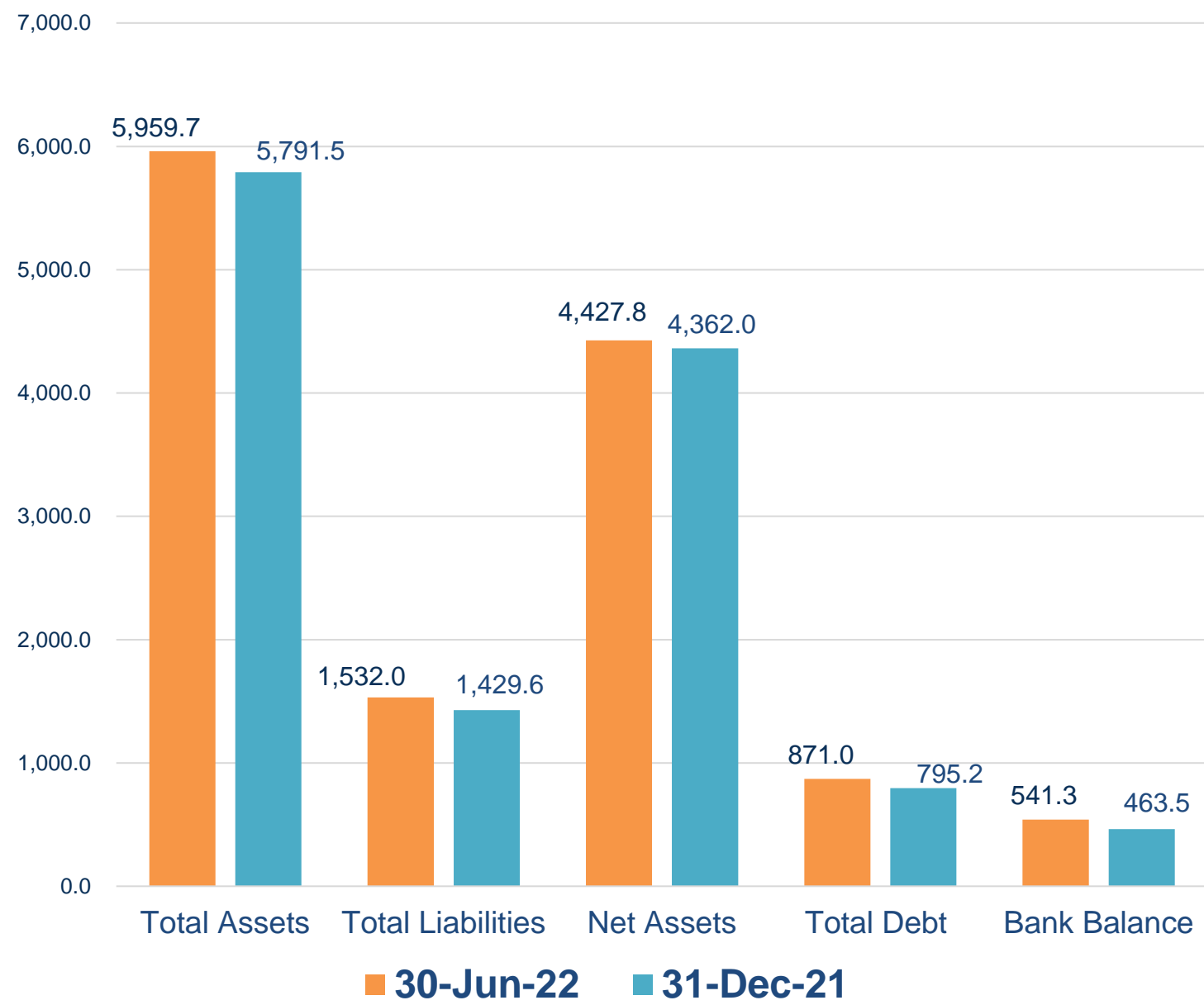
## Q2'22 Vs. Q1'22



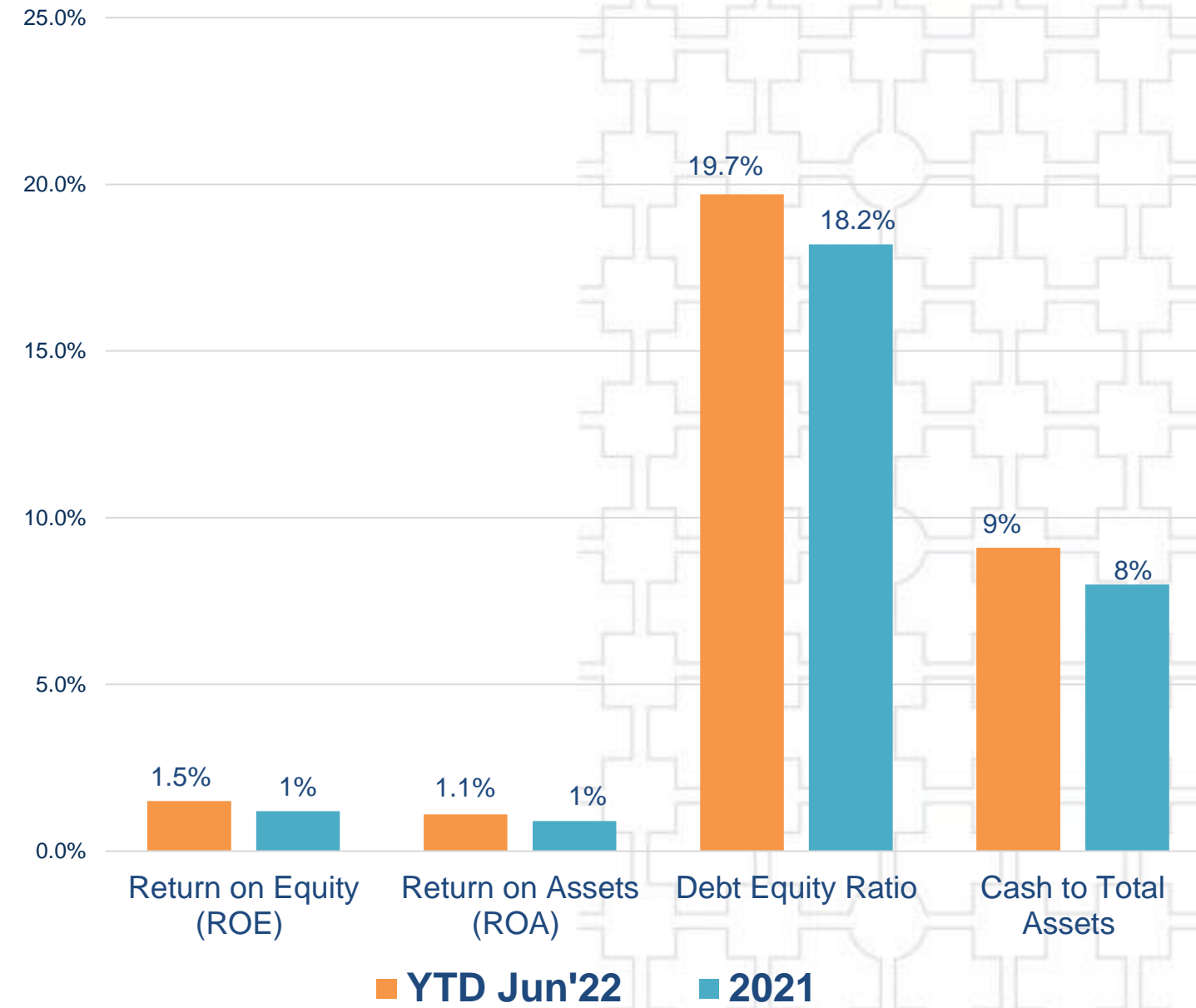
# FINANCIAL HIGHLIGHTS



## FINANCIAL POSITION



## RATIO COMPARISON





# Projects

# PROJECTS



Tria



## Residential Apartment

641.7 M TOTAL SALES VALUE	711 AVAILABLE FOR SALE - NUMBER OF UNITS (COUNT)	211 UNITS SOLD TILL DATE (COUNT)	100% PERCENTAGE OF PORTFOLIO FOR SALE
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## Project Current Completion Status

Recently launched in June 2022

## Project Expected Completion Date

April 2025

# PROJECTS



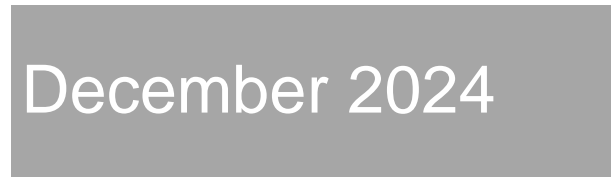
## Residential Apartment



## Project Current Completion Status



## Project Expected Completion Date





# PROJECTS



## Midtown – Afnan & Dania



### Residential Apartment - Zone 2 & 3



### Project Current Completion Status



### Project Expected Completion Status



# PROJECTS



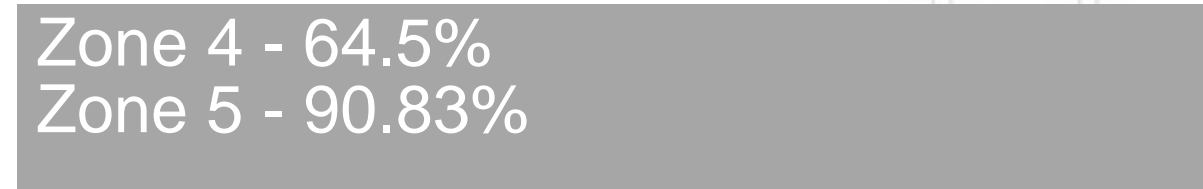
## Midtown – Noor & Mesk



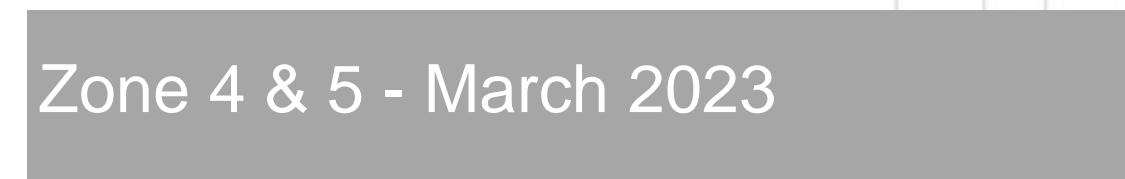
### Residential Apartment - Zone 4 & 5



### Project Current Completion Status



### Project Expected Completion Status



# Thank You