

**DEYAAR DEVELOPMENT PJSC**  
**INVESTOR RELATIONS**  
**INFORMATION QUARTER-1**  
**2017**

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# DEYAAR AT A GLANCE





Deyaar Development PJSC is a leading real-estate organization in the region. Headquartered in Dubai, the company has grown significantly since its inception in 2002 to evolve into a complete one-stop real-estate solutions provider in property development, facilities management, property management and owners' association management, with a share capital of AED 5.78 Billion following its IPO in May 2007.

# VISION AND MISSION



## VISION

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

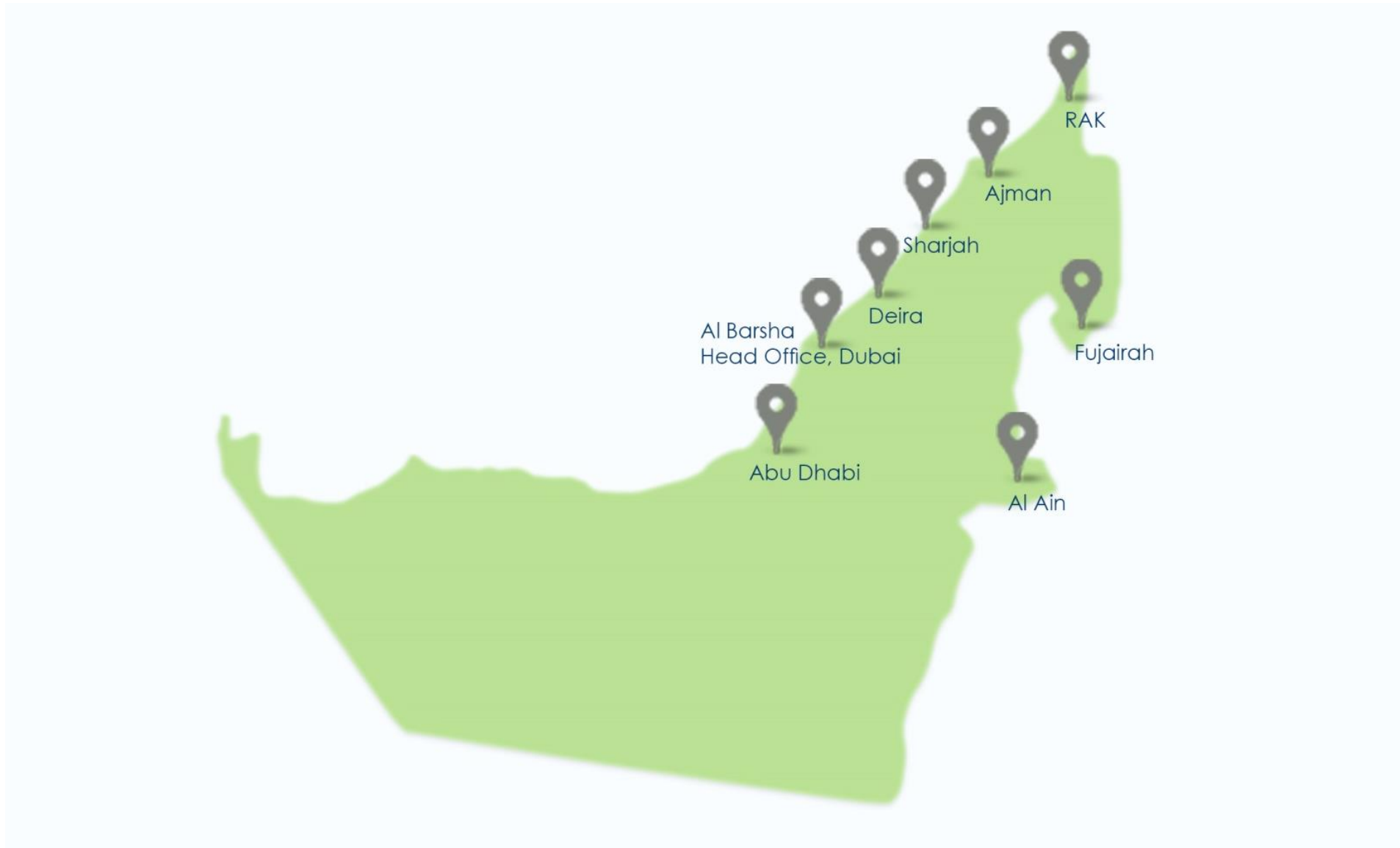
## MISSION

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.

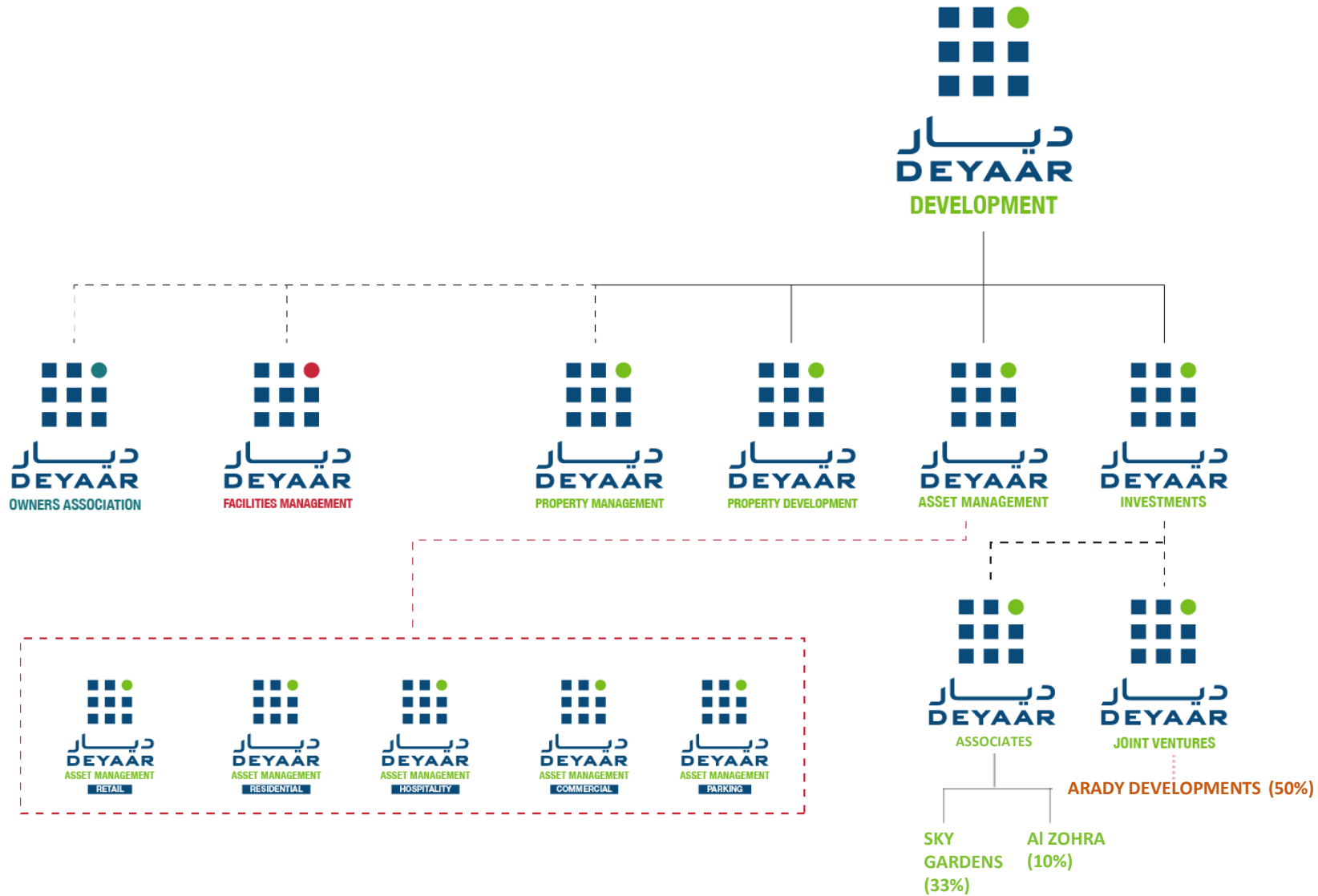
## CORE VALUES

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

# OUR PRESENCE IN THE UAE

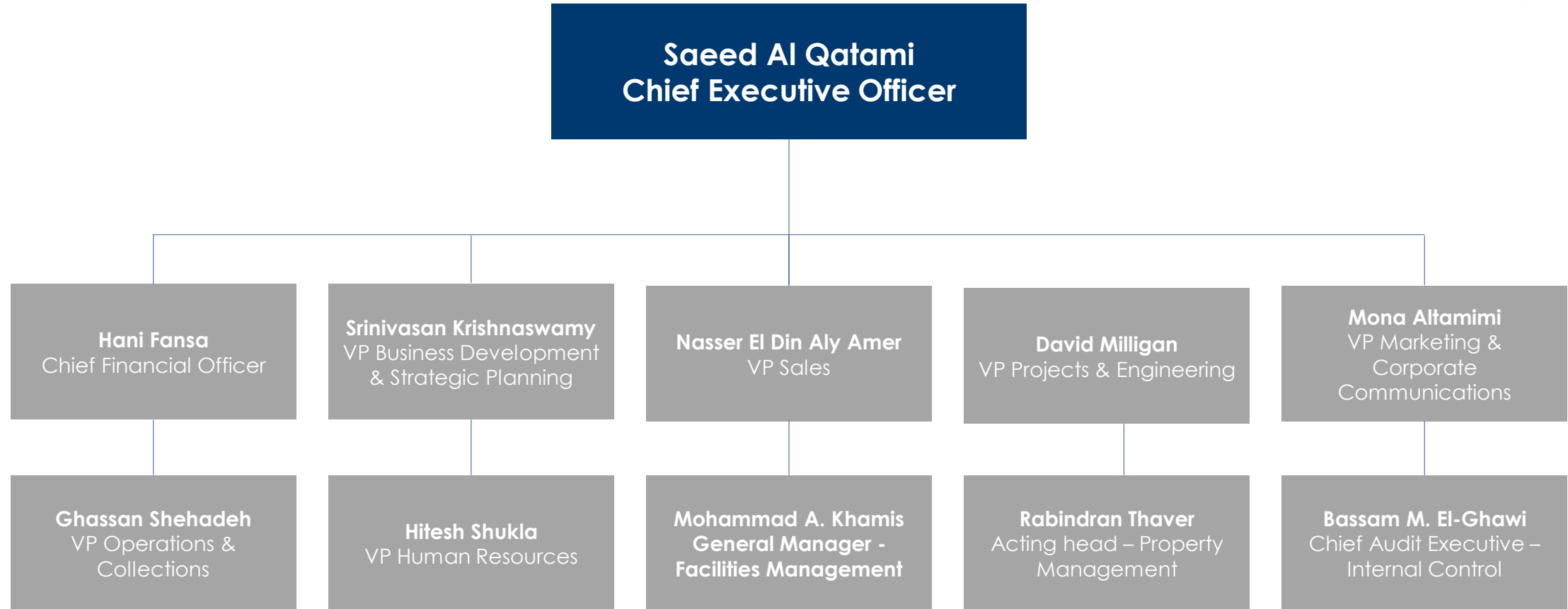


# GROUP BUSINESS STRUCTURE





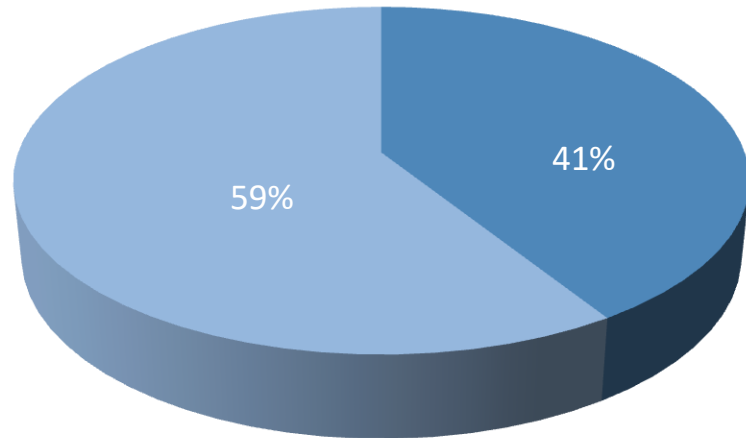
# MANAGEMENT TEAM



# OWNERSHIP STRUCTURE

# OWNERSHIP STRUCTURE & STOCK UPDATE

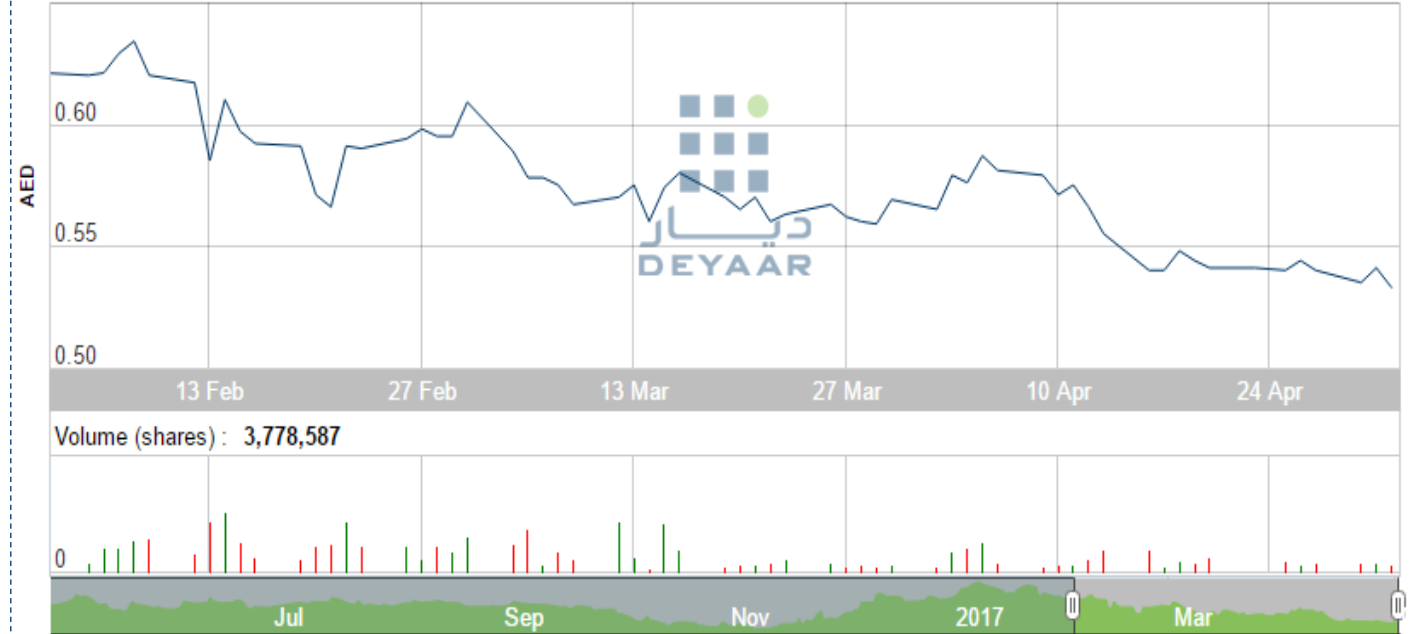
## OWNERSHIP



■ Dubai Islamic bank ■ Others

03/02/2017 - 02/05/2017

• Deyaar Development Open: 0.63 | High: 0.63 | Low: 0.53 | Close: 0.53



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

# STRATEGY HIGHLIGHTS

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



Growth

## 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 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 company by Retaining assets in Deyaar Projects (BTL) and acquiring assets
- Adequate coverage of G&A & other cost at corporate level
- Enhance liquidity by financing options (leverage)
- Create sustainability by diversification into hospitality assets

## Allied Services

(Property, Facilities and Owner Association 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 highest levels of customer satisfaction

Sustainability

Profitability

## GOVERNANCE

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

# FINANCIAL HIGHLIGHTS

# OVERVIEW



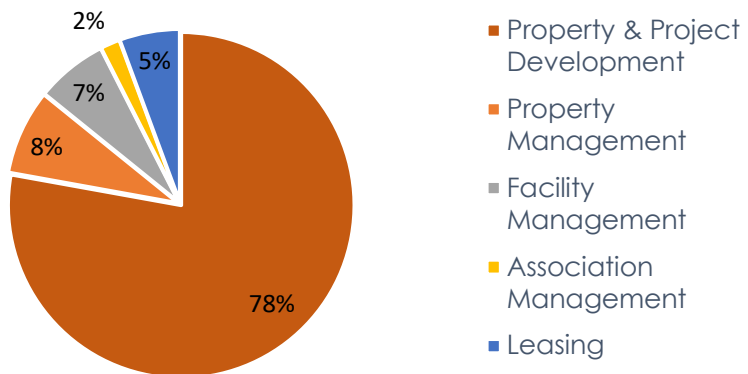
Amounts in AED Million	Q1'2017	Q1'2016	Change %
Gross Revenue	141,802	60,218	135.5%
Gross Profit	48,650	29,618	64.3%
Opex & other expenses	41,244	48,051	-14.2%
EBITDA	37,450	57,018	-34.3%
Net Profit	31,833	51,031	-37.6%
Amounts in AED Million	Q1'2017	Dec-16	Change %
Total Assets	6,157,543	6,214,730	-0.9%
EPS (AED/Share)	0.55	0.88	-37.6%
Total Equity	4,903,970	4,872,668	0.6%

## Q1 2017 FINANCIAL HIGHLIGHTS

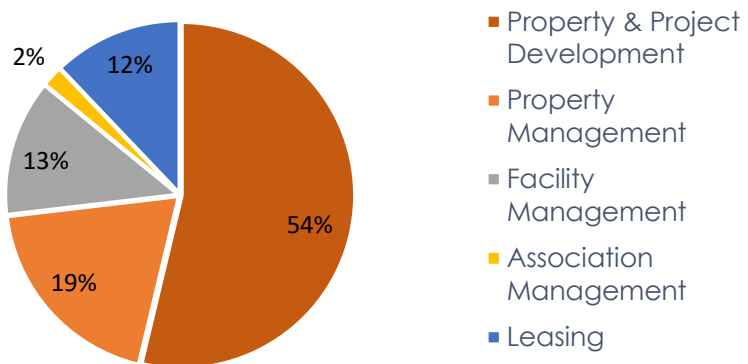
- Strong year-on-year revenue growth to AED 142 million [Q1 2016: AED 60 million]
- Particularly strong growth in property revenues, which reached AED 110 million [Q1 2016: AED 32 million], following good progress in Deyaar's flagship projects
- Prudent management of expenses, which fell to AED 41 million [Q1 2016: AED 48 million]
- Healthy net profit of AED 32 million [Q1 2016: AED 51 million, included write-back of a provision for impairment of investment in an associate]

# OVERVIEW continued

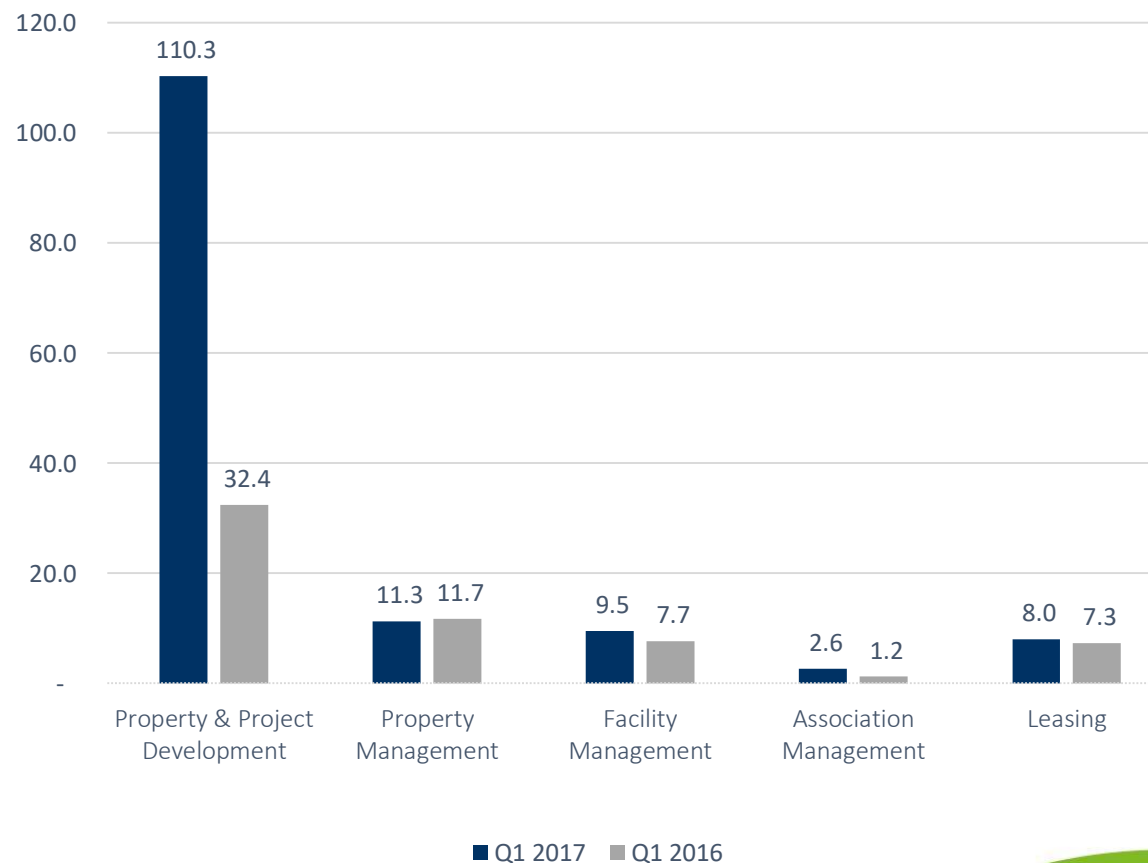
## Q1 2017



## Q1 2016



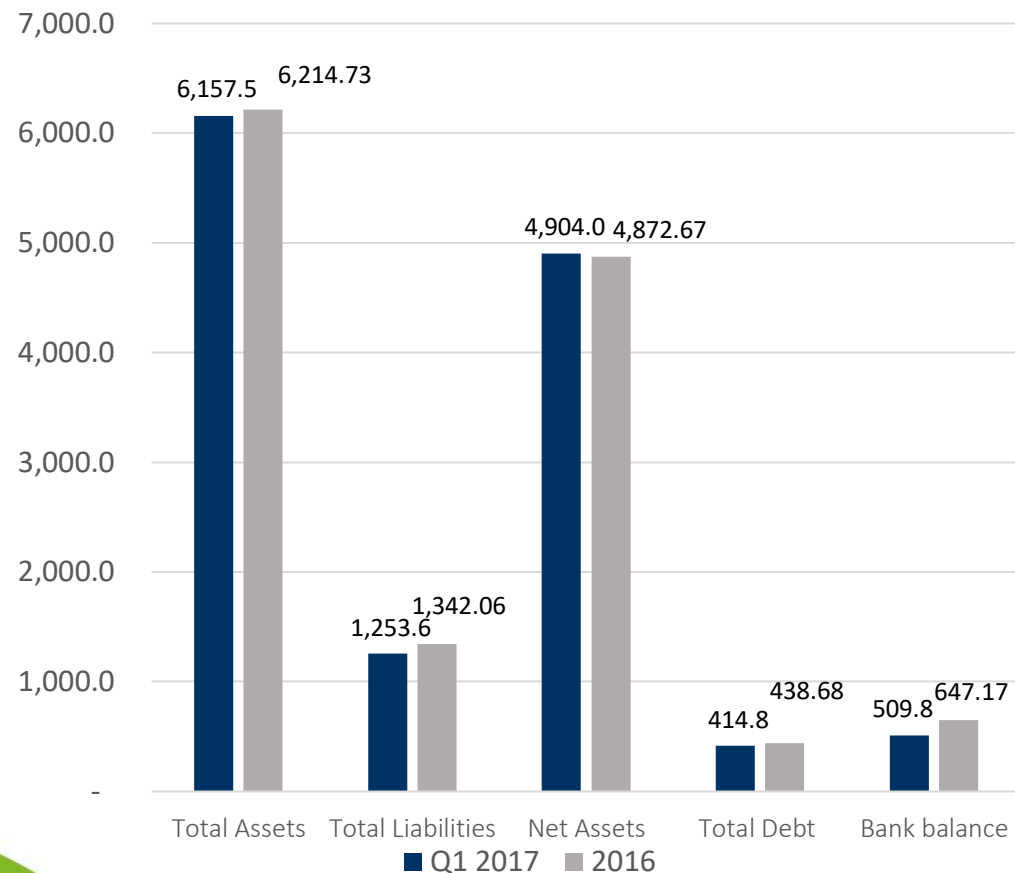
## SEGMENT WISE REVENUE



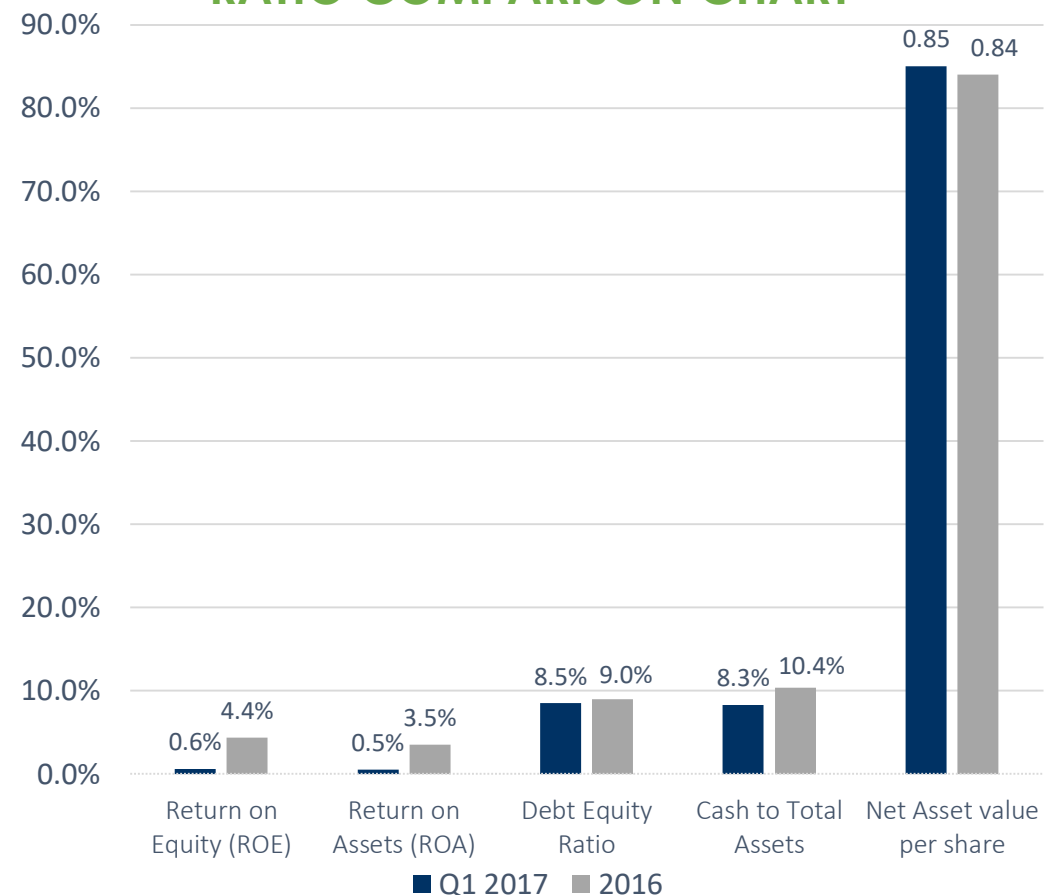


# BALANCE SHEET continued

## FINANCIAL POSITION



## RATIO COMPARISON CHART



# ONGOING DEVELOPMENTS



### RESIDENTIAL APARTMENT

Total number of units (count): 219

Total sales value (AED mil): 547.18

Units sold till date (count): 203

Percentage of Portfolio for sale: 100%

### SERVICE APARTMENT

Total number of units (count): 347

Total sales value (AED mil): 717.88

Units sold till date (count): 83

Percentage of Portfolio for sale: 50%

### PROJECT CURRENT COMPLETION STATUS

Overall 73%

### PROJECT EXPECTED COMPLETION DATE

Quarter 4 - 2017



### RESIDENTIAL APARTMENT – TWO BUILDINGS

Total number of units (count): 297

Total sales value (AED mil): 338.84

Units sold till date (count): 264

Percentage of Portfolio for sale: 100%

### SERVICE APARTMENT – ONE BUILDING

Total number of units (count): 198

Total sales value (AED mil): No sales value  
as units under hotel operation

Units sold till date (count): 0

Percentage of Portfolio for sale: 0%

### PROJECT CURRENT COMPLETION STATUS

Overall 65%

### PROJECT EXPECTED COMPLETION DATE

Quarter 3 - 2017



### RESIDENTIAL APARTMENT - TWO DISTRICTS

Total number of units (count): 1238

Total sales value (AED mil): 934.41

Units sold till date (count): 777

Percentage of Portfolio for sale: 100%

### SERVICE APARTMENT

Total number of units (count): 786

Total sales value (AED mil): under initial pre-concept study

Units sold till date (count): 0

Percentage of Portfolio for sale: 0%

### PROJECT CURRENT COMPLETION STATUS

Overall 2%

### PROJECT EXPECTED COMPLETION DATE

Quarter 3 - 2019

## BARSHA HOTEL – Al Barsha Area



### **HOTEL & SERVICE APARTMENT**

Total number of units (count): 408 keys

Total sales value (AED mil): No sales value as units under hotel operation

Units sold till date (count): 0

Percentage of Portfolio for sale: 0%

### **PROJECT CURRENT COMPLETION STATUS**

Overall 7%

### **PROJECT EXPECTED COMPLETION DATE**

Quarter 3 - 2018

# SIGNIFICANT Q1 2017 ACTIVITY



- Signed MOU with Dubai South to establish a 50-50 joint venture for a major mixed-use project comprising residential property, retail and hospitality facilities on a location adjoining the Expo 2020 Dubai site
- Showcased Midtown by Deyaar, The Atria and Montrose, to Chinese investors at the Dubai Property Show in Shanghai from March 24-26, 2017
- Deyaar Property Management achieved ISO 9001:2008 certification for quality
- Site tour of The Atria and Mont Rose for UAE media. Both projects are now over 65 per cent complete

**THANK YOU!**

