

**DEYAAR DEVELOPMENT PJSC**  
**INVESTOR RELATIONS**  
**INFORMATION FOR THE**  
**Q1 2019**

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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.

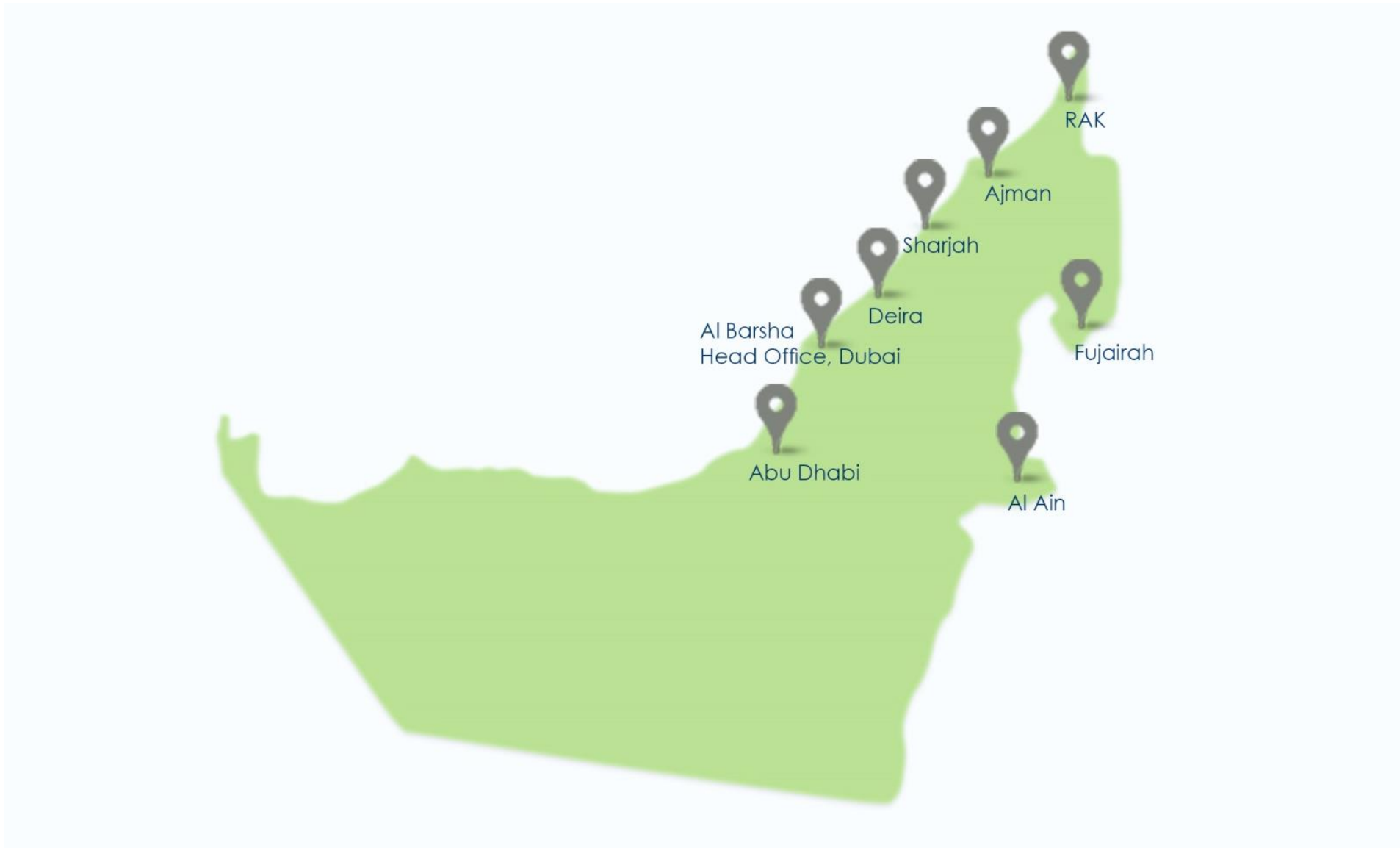
## MISSION

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.

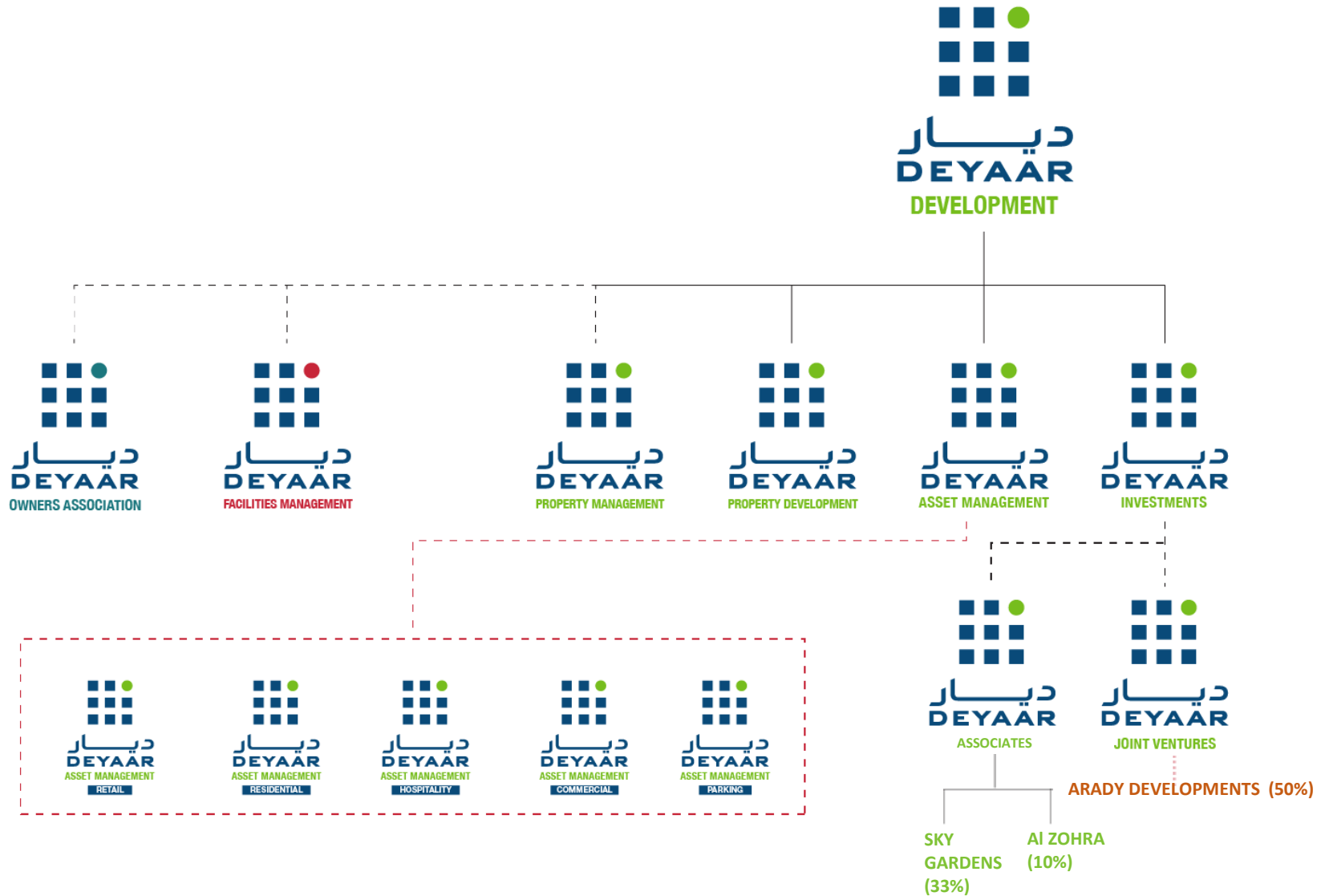
## CORE VALUES

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

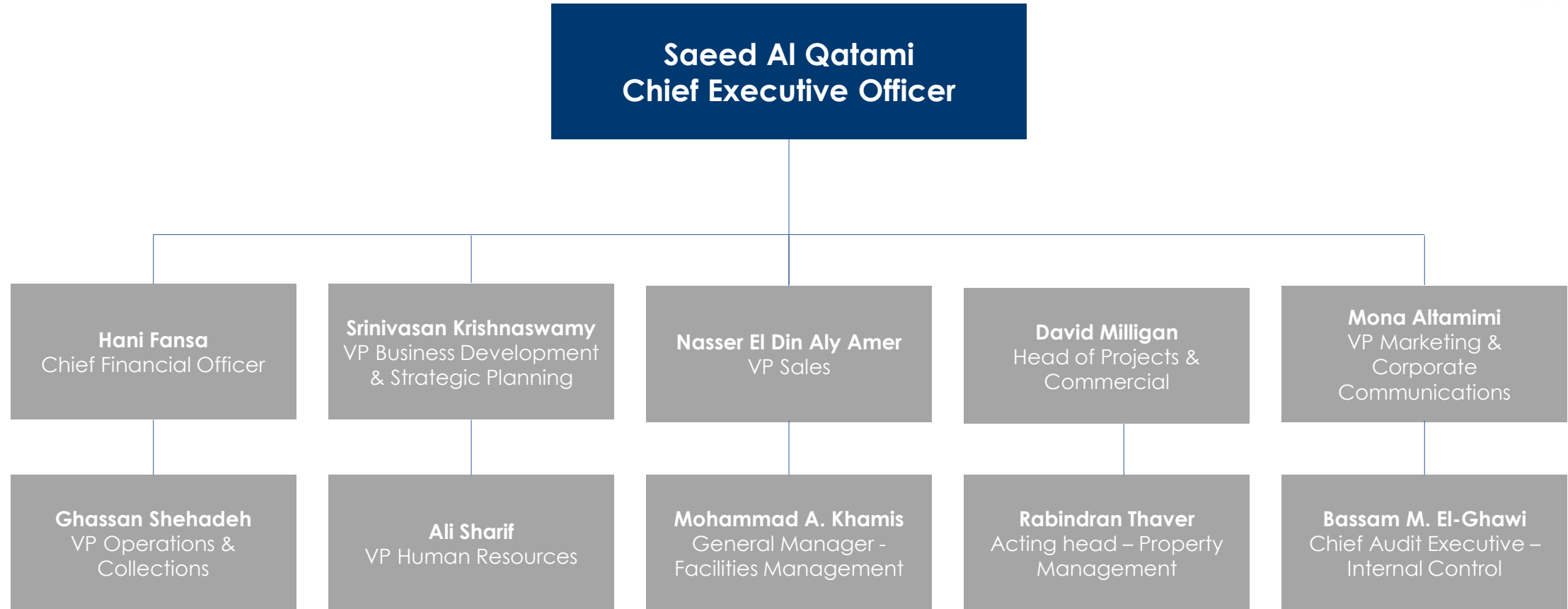


# GROUP BUSINESS STRUCTURE





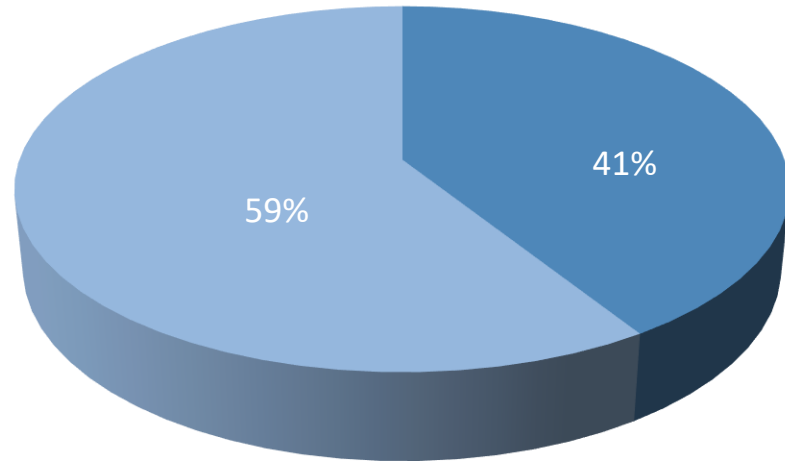
# MANAGEMENT TEAM



# OWNERSHIP STRUCTURE

# OWNERSHIP STRUCTURE & STOCK UPDATE

## OWNERSHIP



■ Dubai Islamic Bank ■ Others

01/01/2019 - 31/03/2019

• Deyaar Development Open: 0.34 | High: 0.39 | Low: 0.34 | Close: 0.34



- 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

Sustainability

Profitability

## 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

## GOVERNANCE

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

# FINANCIAL HIGHLIGHTS

# OVERVIEW



| Amounts in AED Million | YTD Mar 2019 | YTD Mar 2018 | Change % |
|------------------------|--------------|--------------|----------|
| Gross Revenue          | 176          | 176          | -0.4%    |
| Gross Profit           | 49           | 47           | 2.8%     |
| Opex & Other Expenses  | 49           | 40           | 22.6%    |
| EBITDA                 | 31           | 48           | -34.3%   |
| Net Profit             | 18           | 40           | -54.4%   |

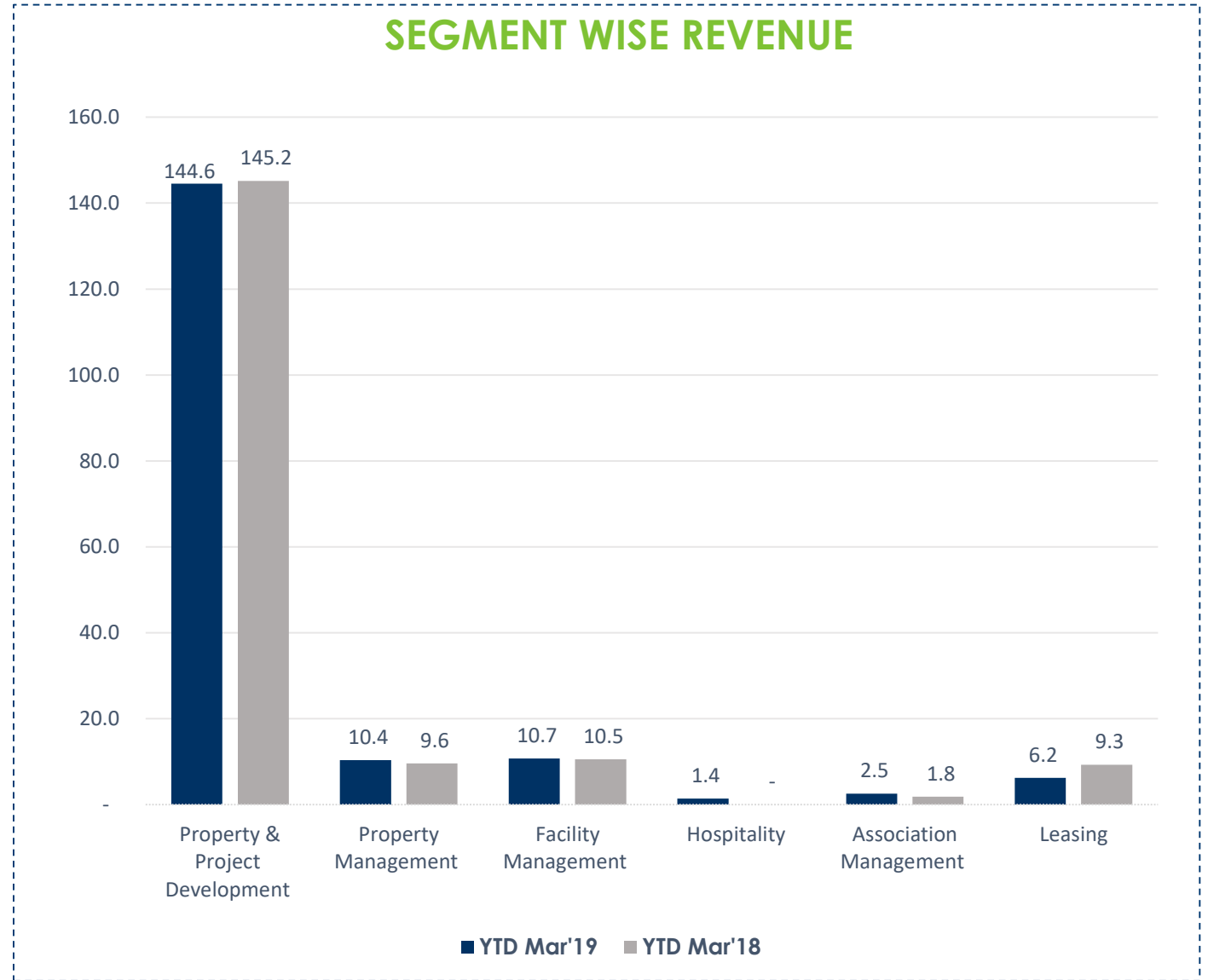
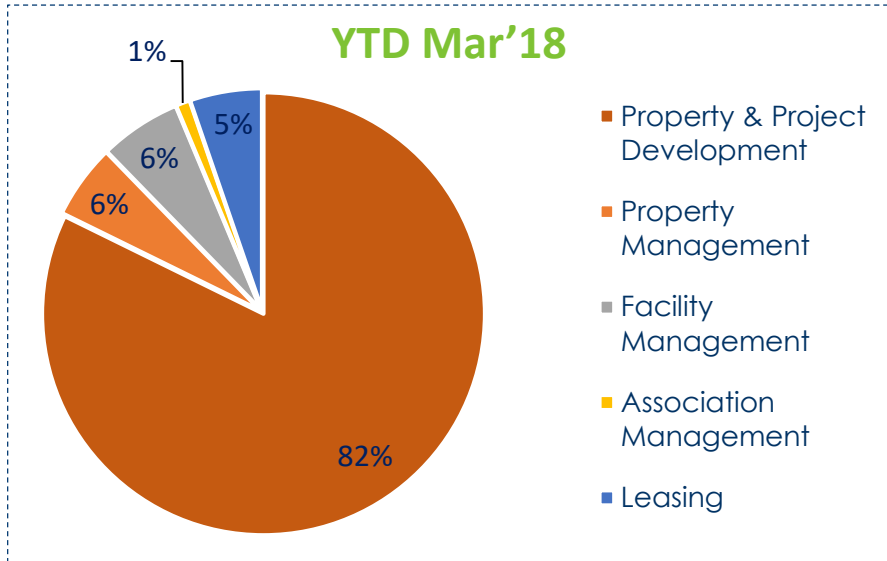
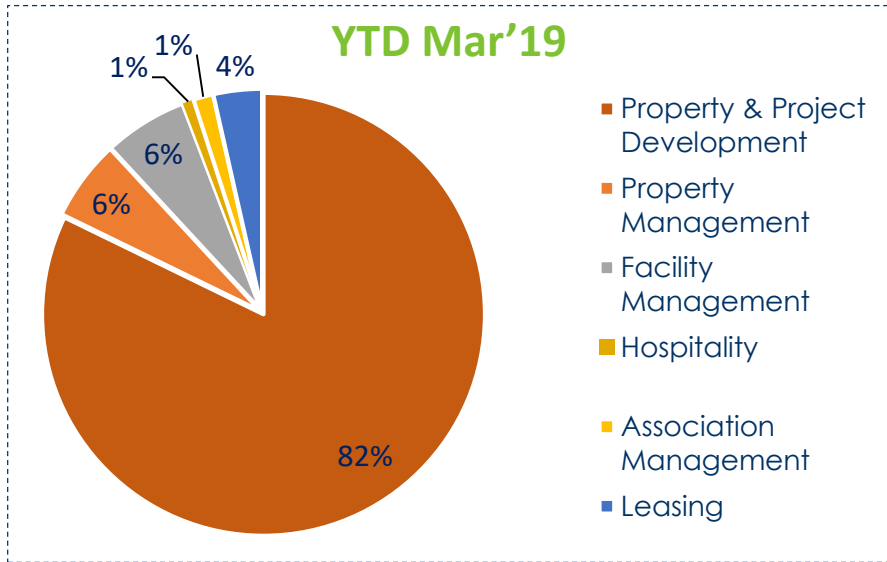
## Year to date

| Amounts in AED Million | Mar-19 | Mar-18 | Change % |
|------------------------|--------|--------|----------|
| Total Assets           | 6,236  | 6,203  | 0.5%     |
| EPS (AED/Share)        | 0.32   | 0.69   | -54.4%   |
| Total Equity           | 4,490  | 4,475  | 0.3%     |

## YTD MAR'19 FINANCIAL HIGHLIGHTS

- Comparable revenue compared to Q1'18, despite weaker demand.
- Lower net profit due to increased expenses related to hotel pre-opening period.
- Sales in newly launched project Bella Rose has been quite good with 200 units sold till date since launch.
- Good construction progress in Midtown Project with overall % completion of 83%

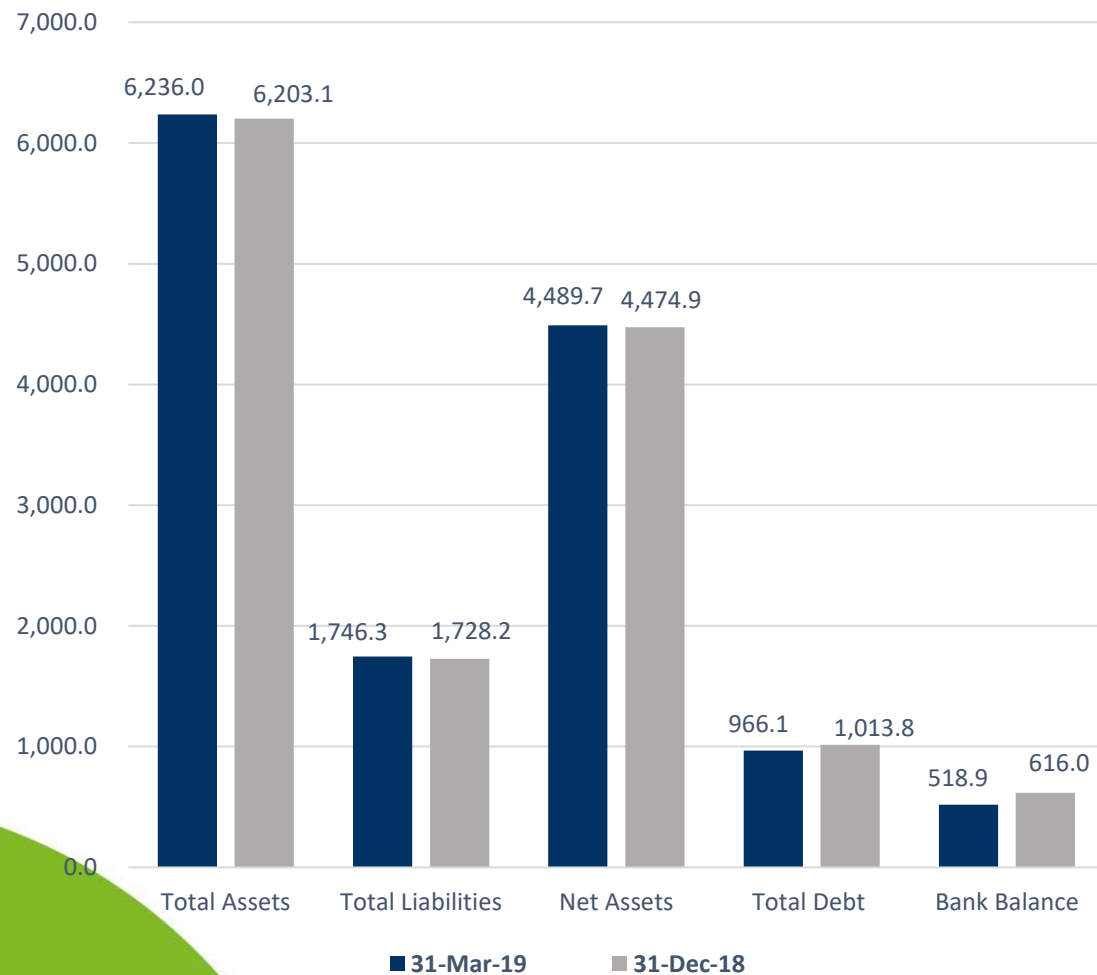
# OVERVIEW continued



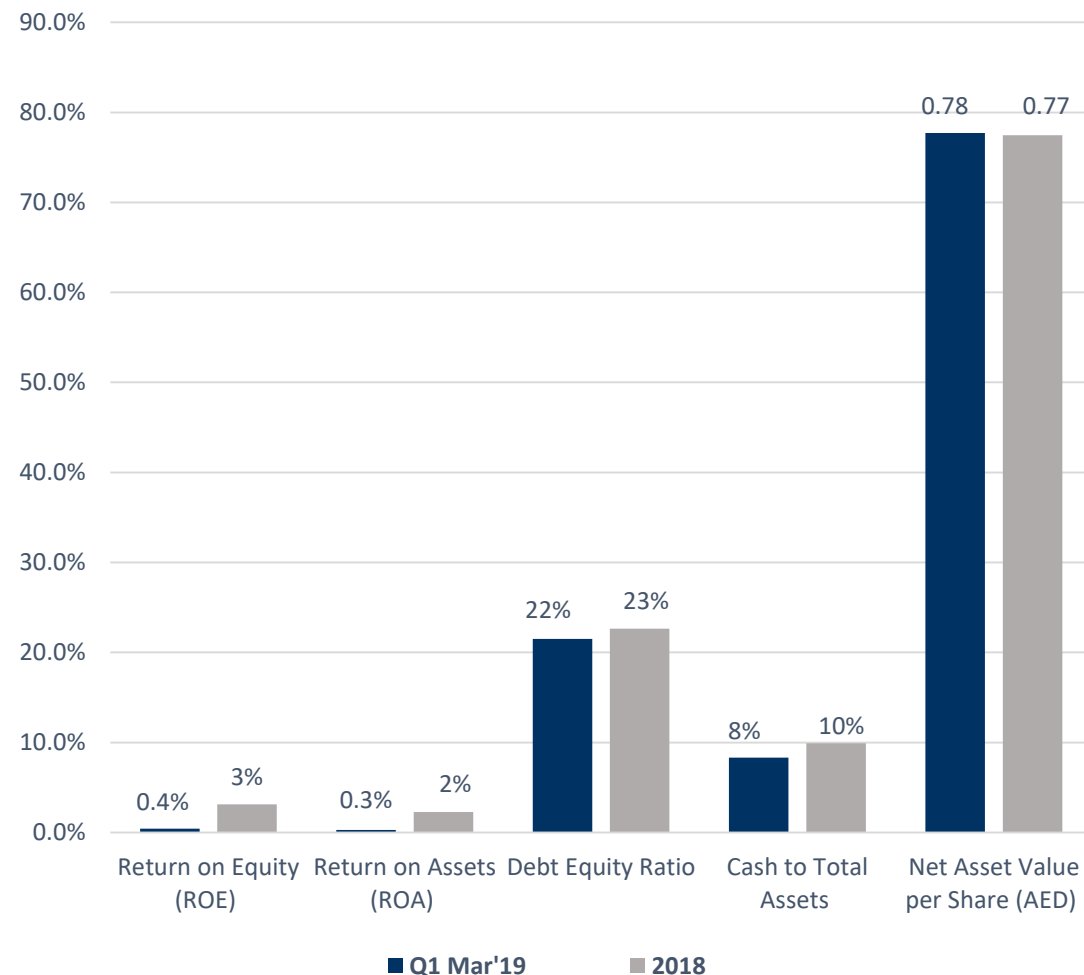


# BALANCE SHEET continued

## FINANCIAL POSITION



## RATIO COMPARISON



# PROJECTS



### RESIDENTIAL APARTMENT

Total sales value (AED mil): 547

Total number of units (count): 219

Units sold till date (count): 206

Percentage of Portfolio for sale: 100%

### SERVICE APARTMENT

Total sales value (AED mil): 718

Total number of units (count): 347

Units sold till date (count): 97

Percentage of Portfolio for sale: 50%

### PROJECT CURRENT COMPLETION STATUS

RESIDENTIAL : Completed

SERVICE : Completed; Handover in progress



### **RESIDENTIAL APARTMENT – TWO BUILDINGS**

Total sales value (AED mil): 339

Total number of units (count): 297

Units sold till date (count): 285

Percentage of Portfolio for sale: 100%

### **SERVICE APARTMENT – ONE BUILDING**

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

Total number of units (count): 198

Units sold till date (count): N/A

Percentage of Portfolio for sale: N/A

### **PROJECT CURRENT COMPLETION STATUS**

RESIDENTIAL: Completed, Handover in progress

SERVICE: Overall 89.7%

### **PROJECT EXPECTED COMPLETION DATE**

SERVICE: Quarter 2 - 2019



### RESIDENTIAL APARTMENT - TWO DISTRICTS

Total sales value (AED mil): 937

Total number of units (count): 1238

Units sold till date (count): 1031

Percentage of Portfolio for sale: 100%

### PROJECT CURRENT COMPLETION STATUS

Overall 83.3%

### PROJECT EXPECTED COMPLETION DATE

Quarter 4 - 2019

## BARSHA HOTEL – Al Barsha Area



### HOTEL & SERVICE APARTMENT

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

Total number of units (count): 408 keys

Units sold till date (count): N/A

Percentage of Portfolio for sale: N/A

### PROJECT CURRENT COMPLETION STATUS

Overall 97%

### PROJECT EXPECTED COMPLETION DATE

Quarter 2 - 2019



## Bella Rose



### RESIDENTIAL APARTMENT

Total sales value (AED mil): 290

Total number of units (count): 478

Units sold till date (count): 200

Percentage of Portfolio for sale: 100%

### PROJECT CURRENT COMPLETION STATUS

Launched in Q3'18 end

### PROJECT EXPECTED COMPLETION DATE

Dec - 2020



**THANK YOU**

