

**DEYAAR DEVELOPMENT PJSC**  
**INVESTOR RELATIONS**  
**INFORMATION FOR THE**  
**Q2 2018**

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# TABLE OF CONTENTS

- DEYAAR AT A GLANCE
- OWNERSHIP STRUCTURE
- STRATEGY HIGHLIGHTS
- FINANCIAL HIGHLIGHTS
- ONGOING DEVELOPMENTS

# 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.

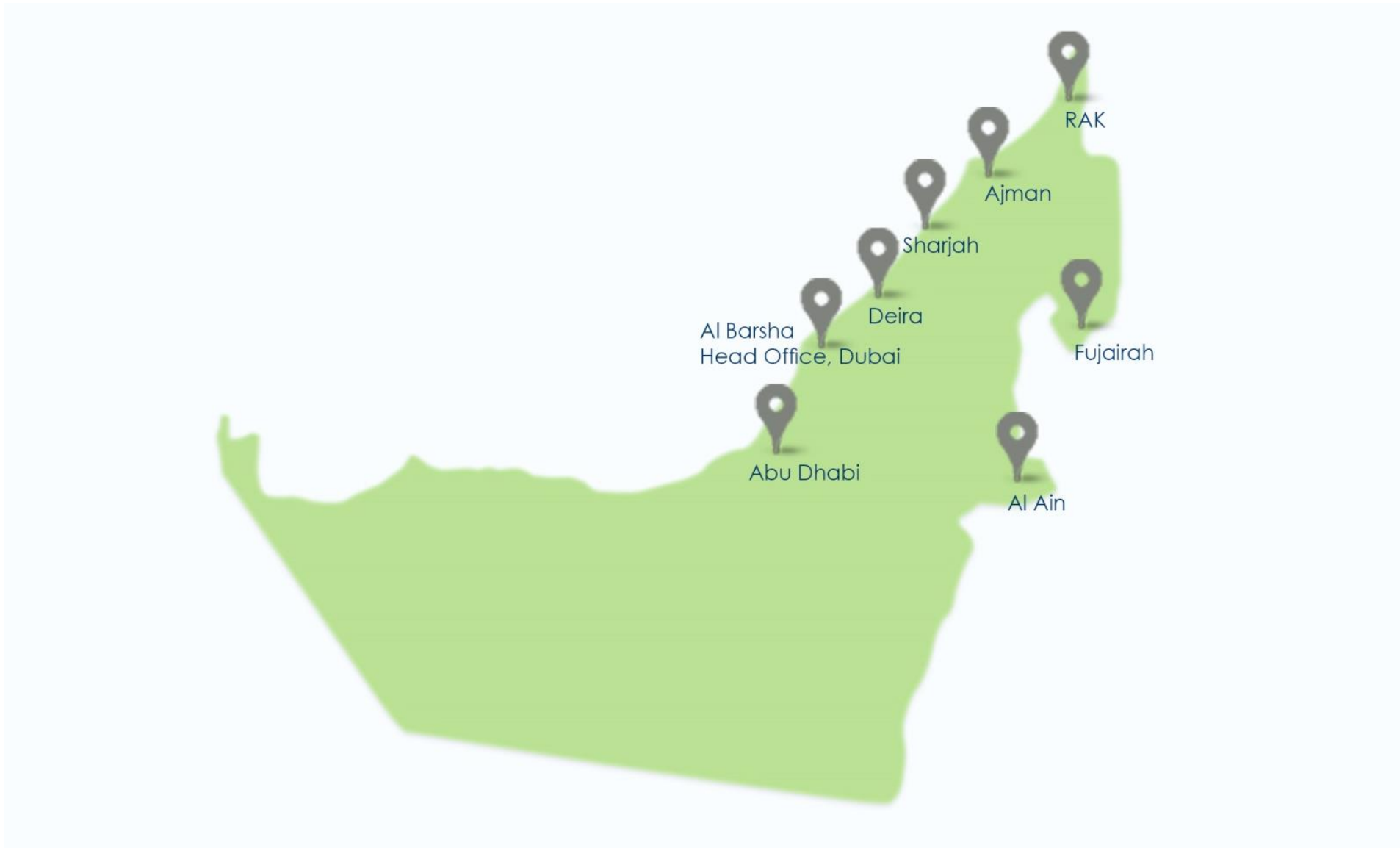
## MISSION

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.

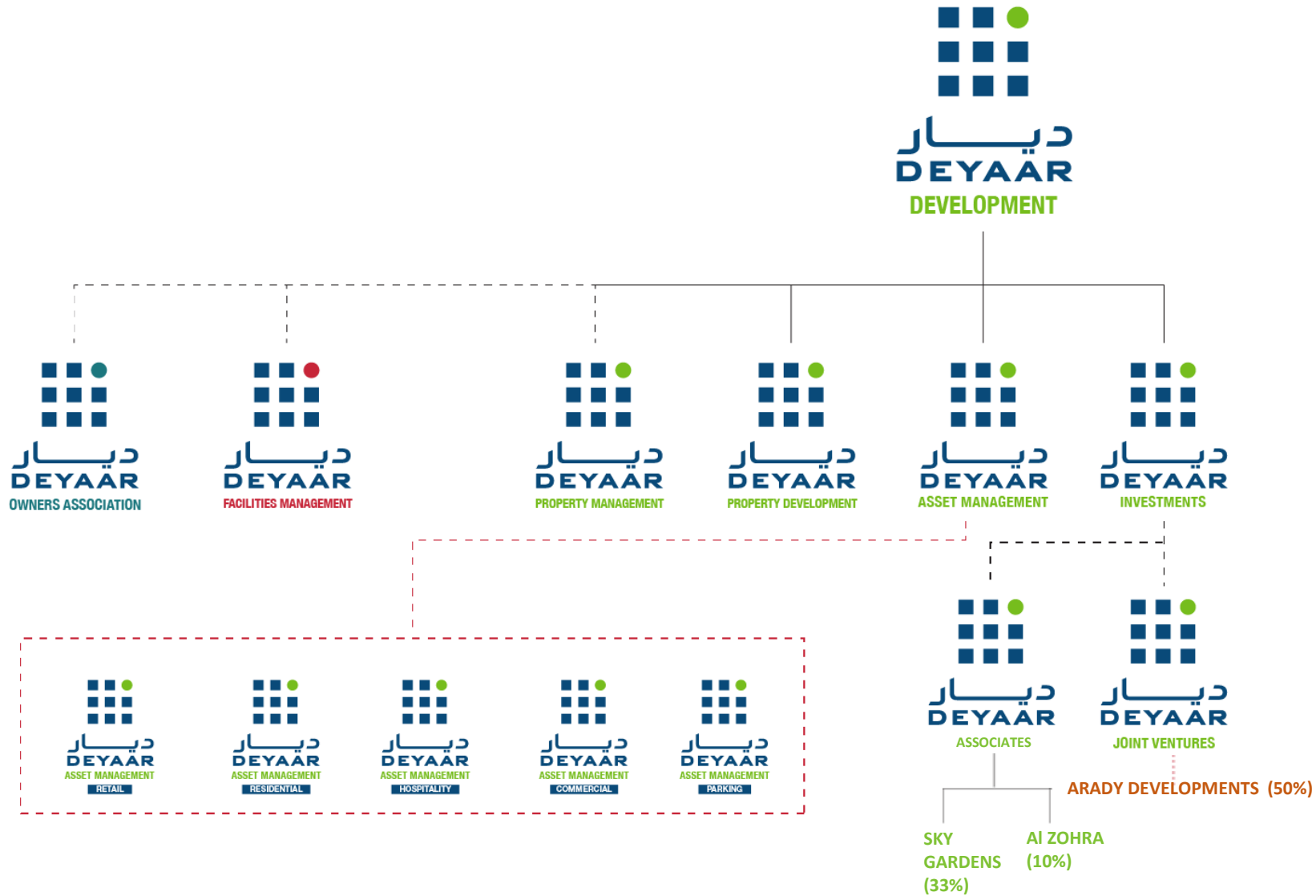
## CORE VALUES

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

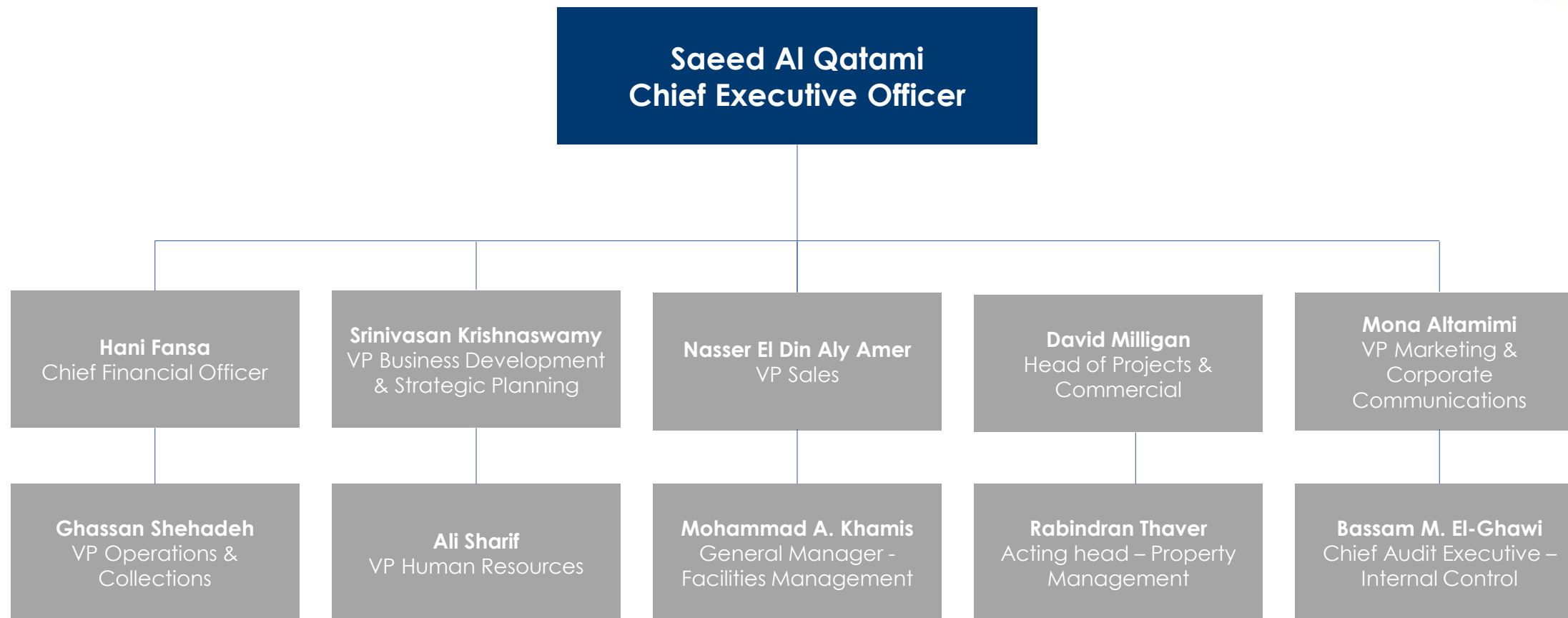


# GROUP BUSINESS STRUCTURE





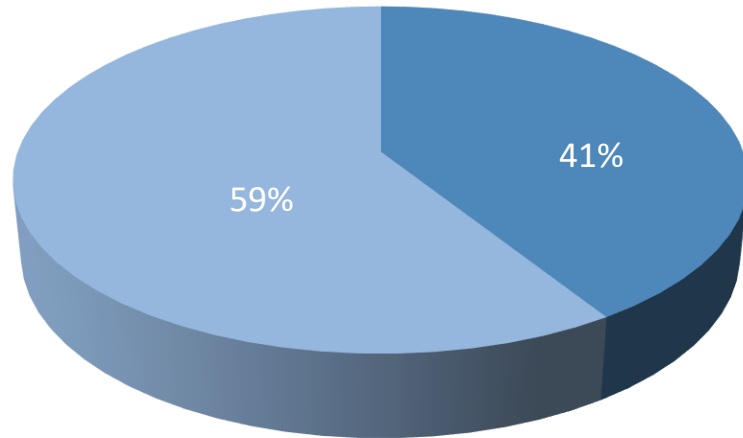
# MANAGEMENT TEAM



# OWNERSHIP STRUCTURE

# OWNERSHIP STRUCTURE & STOCK UPDATE

## OWNERSHIP



■ Dubai Islamic bank ■ Others

02/01/2018 - 01/07/2018

• Deyaar Development Open: 0.49 | High: 0.60 | Low: 0.42 | Close: 0.44



- Above chart represents share price movement for last six 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 Jun'18	YTD Jun'17	Change %
Gross Revenue	314	316	-0.8%
Gross Profit	108	107	0.8%
Opex & other expenses	83	78	6.4%
EBITDA	79	79	0.5%
Net Profit	65	67	-2.6%

## Year to date

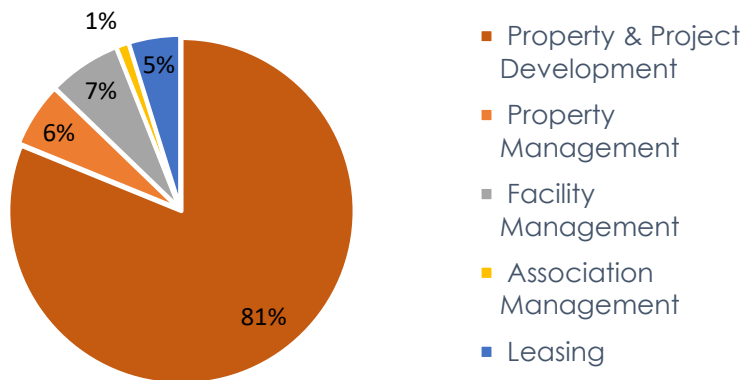
Amounts in AED Million	Jun-18	Dec-17	Change %
Total Assets	5,966	6,536	-8.7%
EPS (AED/Share)	1.13	2.26	-50.0%
Total Equity	4,404	4,999	-11.9%

## YTD Jun'18 FINANCIAL HIGHLIGHTS

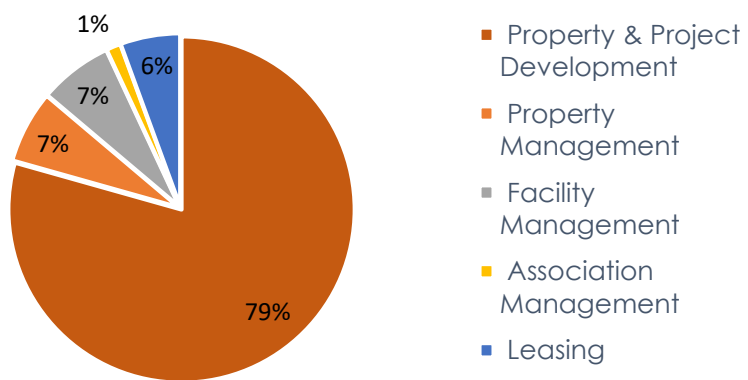
- Comparable performance compared to YTD Jun'17, despite weak market.
- Healthy net profit of AED 65.2 million [YTD Jun'17: AED 67.0 million]
- Handover in progress of Montrose Project Residential Towers and Atria Residential Tower.
- Good construction progress in Barsha Hotel (~72%) and Midtown Projects (~41%)

# OVERVIEW continued

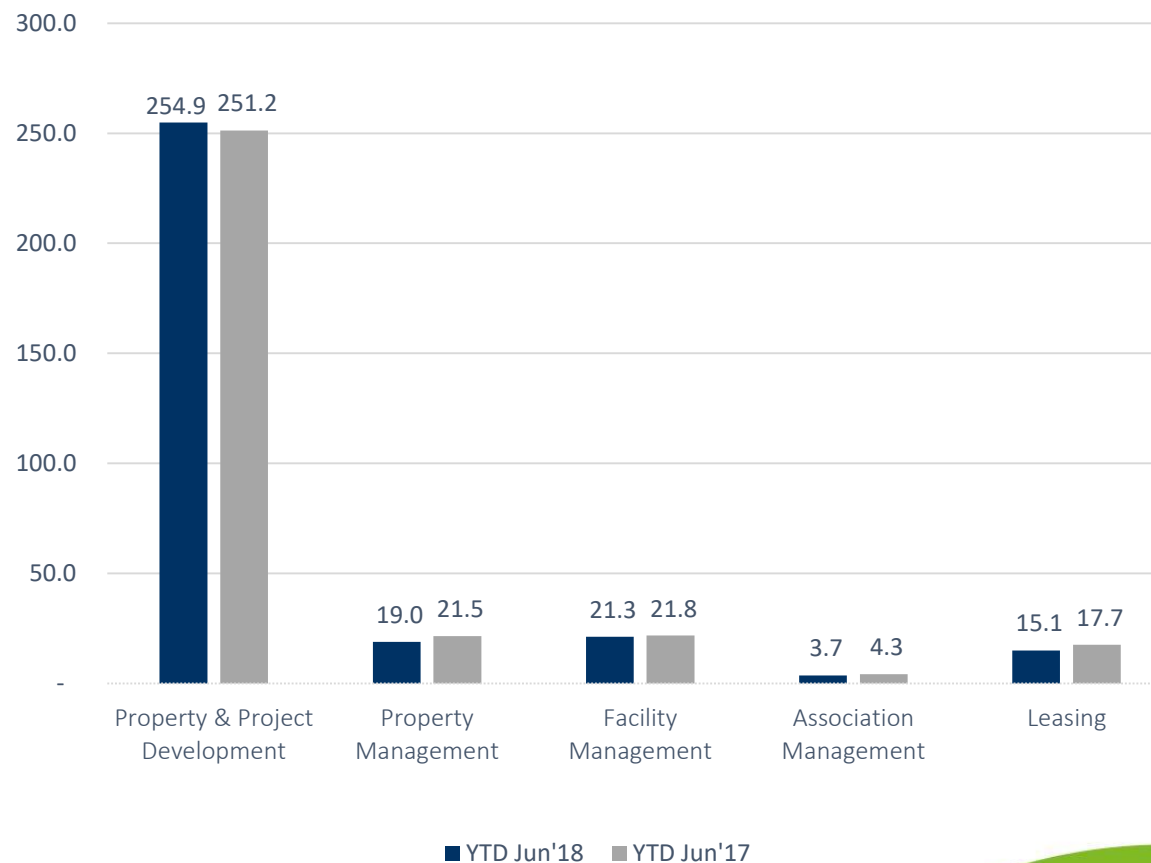
### Revenue - YTD Jun'18



### Revenue - YTD Jun'17



### SEGMENT WISE REVENUE

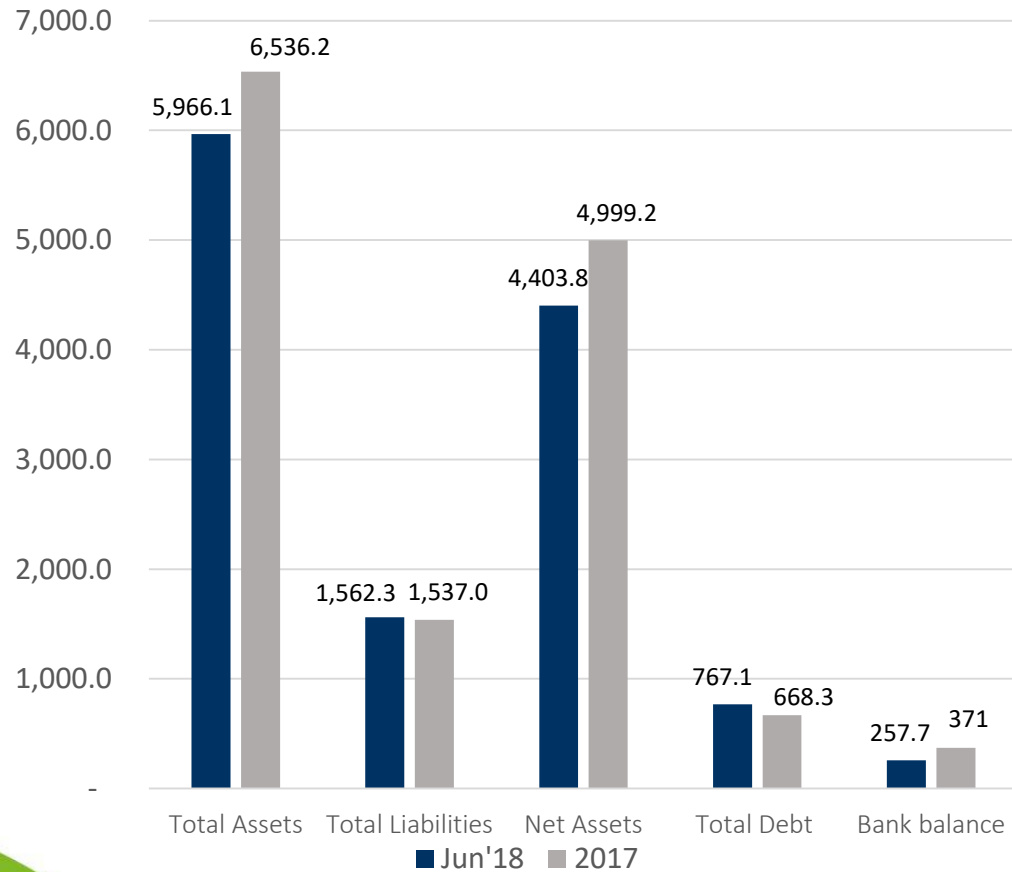




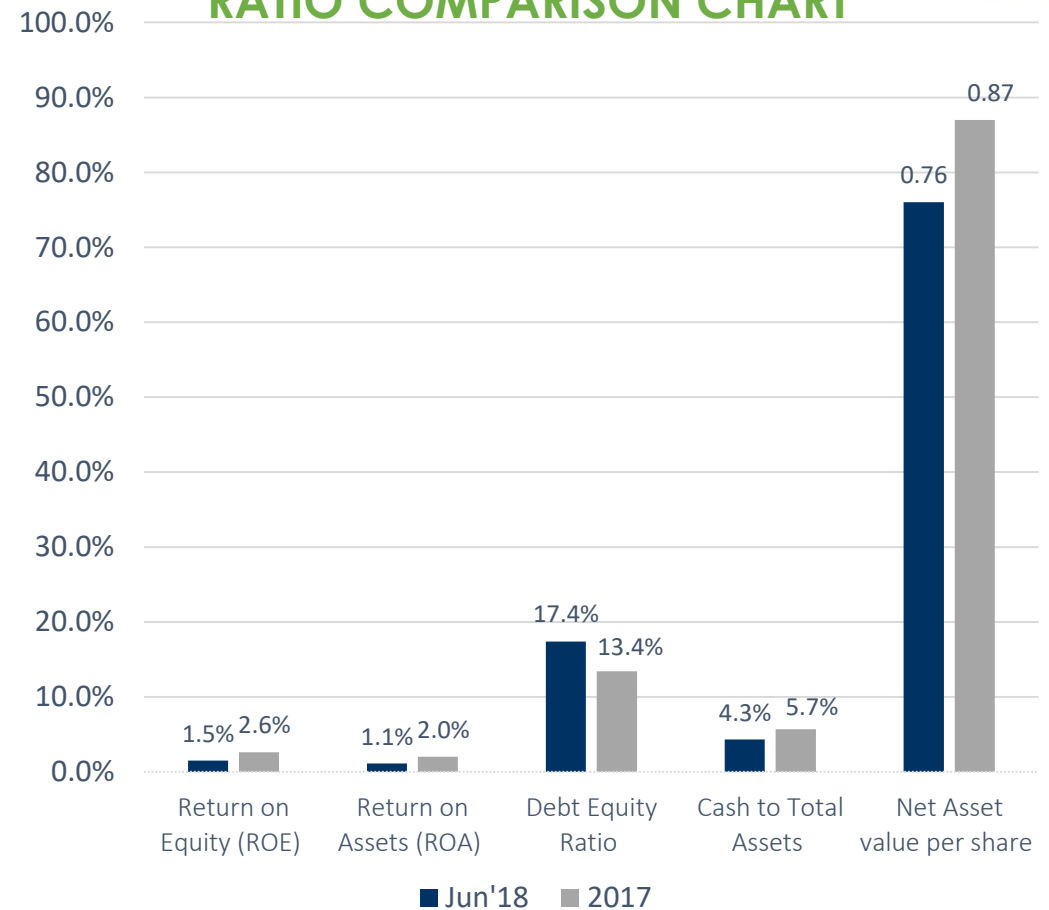
# BALANCE SHEET continued



## FINANCIAL POSITION



## RATIO COMPARISON CHART



# PROJECTS



### RESIDENTIAL APARTMENT

Total sales value (AED mil): 547

Total number of units (count): 219

Units sold till date (count): 204

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): 99

Percentage of Portfolio for sale: 50%

### PROJECT CURRENT COMPLETION STATUS

RESIDENTIAL : Completed, Handover in progress

SERVICE: 98.7%

### PROJECT EXPECTED COMPLETION DATE

SERVICE: Quarter 4 - 2018



### RESIDENTIAL APARTMENT – TWO BUILDINGS

Total sales value (AED mil): 339

Total number of units (count): 297

Units sold till date (count): 282

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 87.3%

### PROJECT EXPECTED COMPLETION DATE

SERVICE: Quarter 4 - 2018



### RESIDENTIAL APARTMENT - TWO DISTRICTS

Total sales value (AED mil): 937

Total number of units (count): 1238

Units sold till date (count): 1009

Percentage of Portfolio for sale: 100%

### PROJECT CURRENT COMPLETION STATUS

Overall 41.2%

### 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 71.8%

### PROJECT EXPECTED COMPLETION DATE

Quarter 4 - 2018





**THANK YOU**

