

DEYAAR DEVELOPMENT PJSC
INVESTOR RELATIONS
INFORMATION FOR THE
Q3 2018

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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.

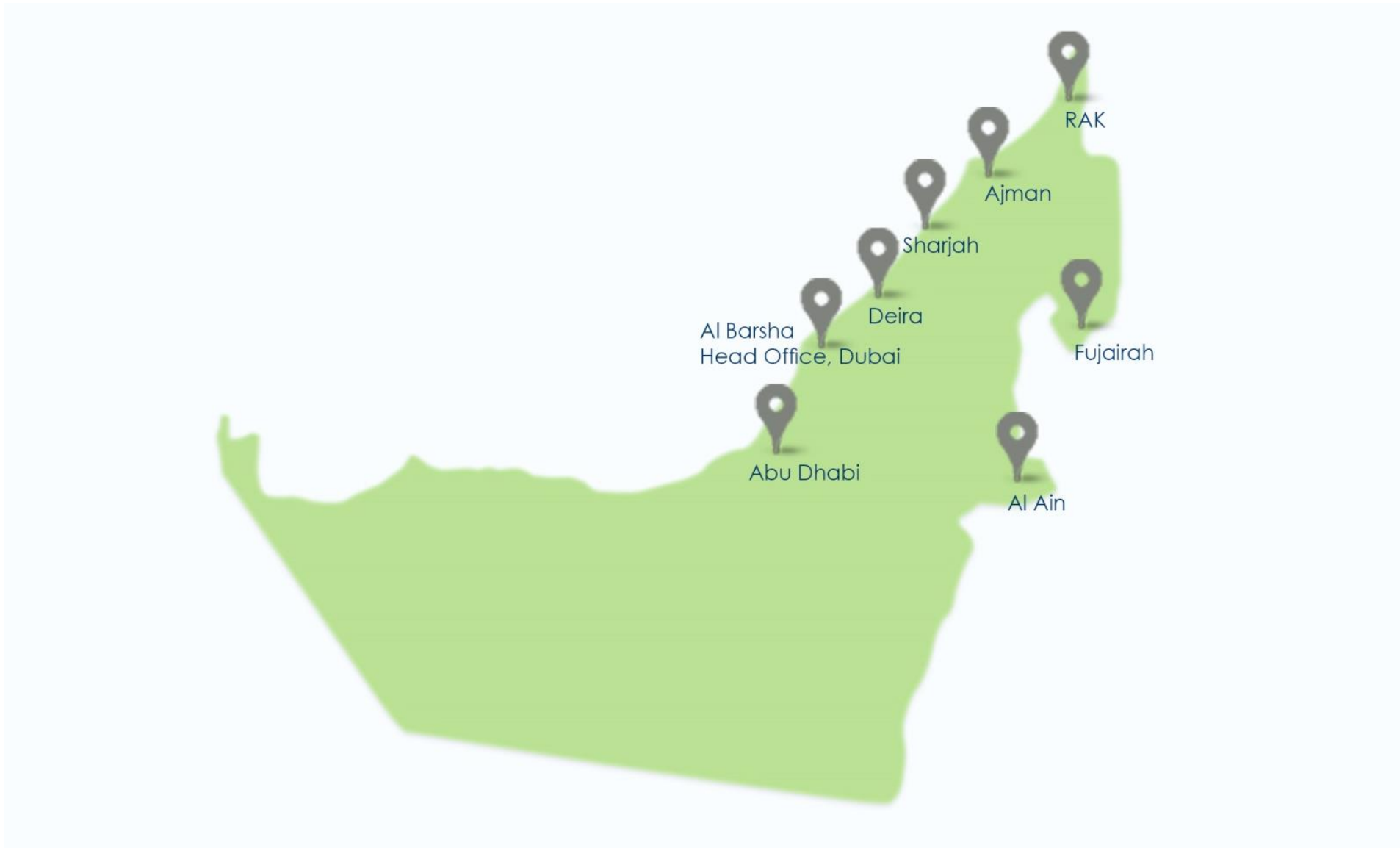
MISSION

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.

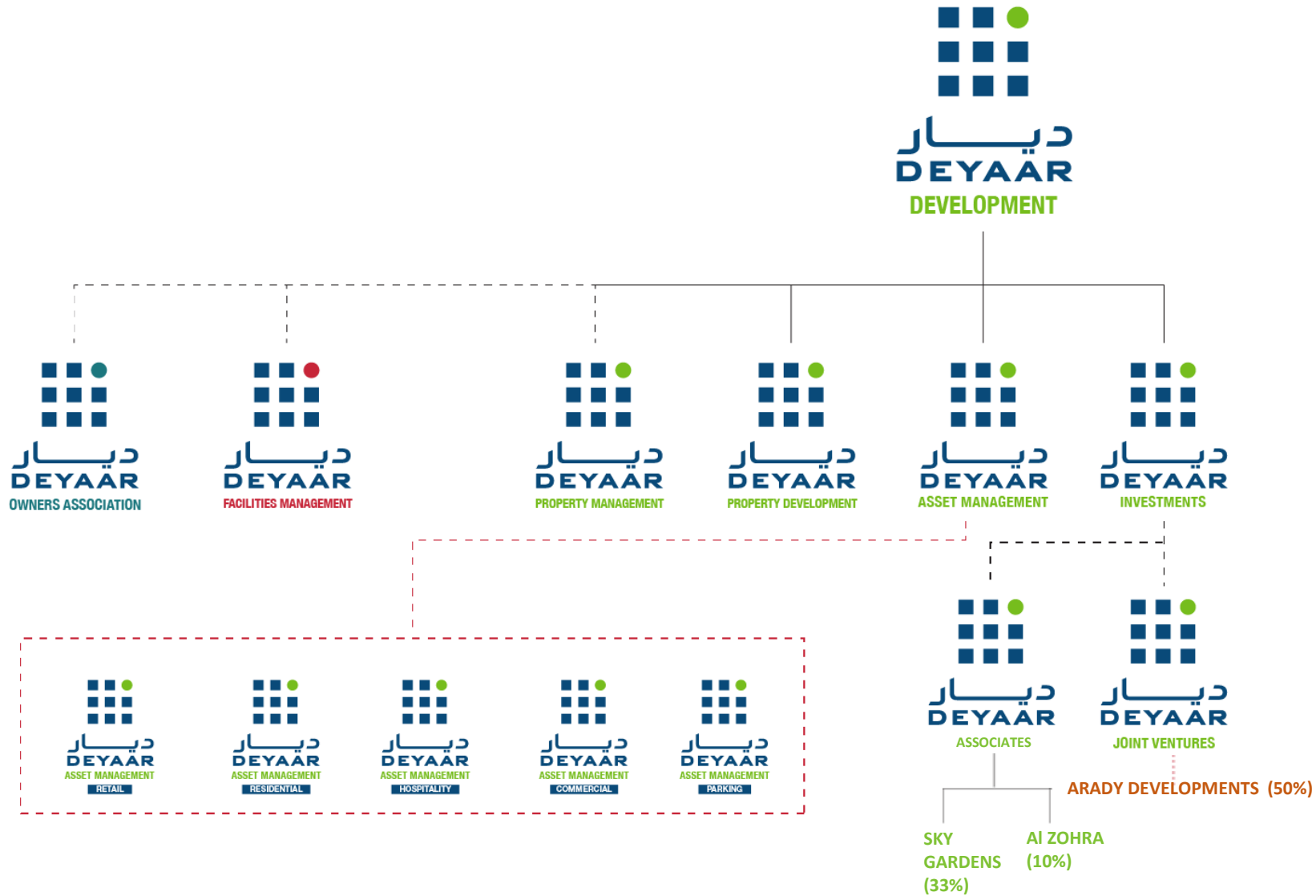
CORE VALUES

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

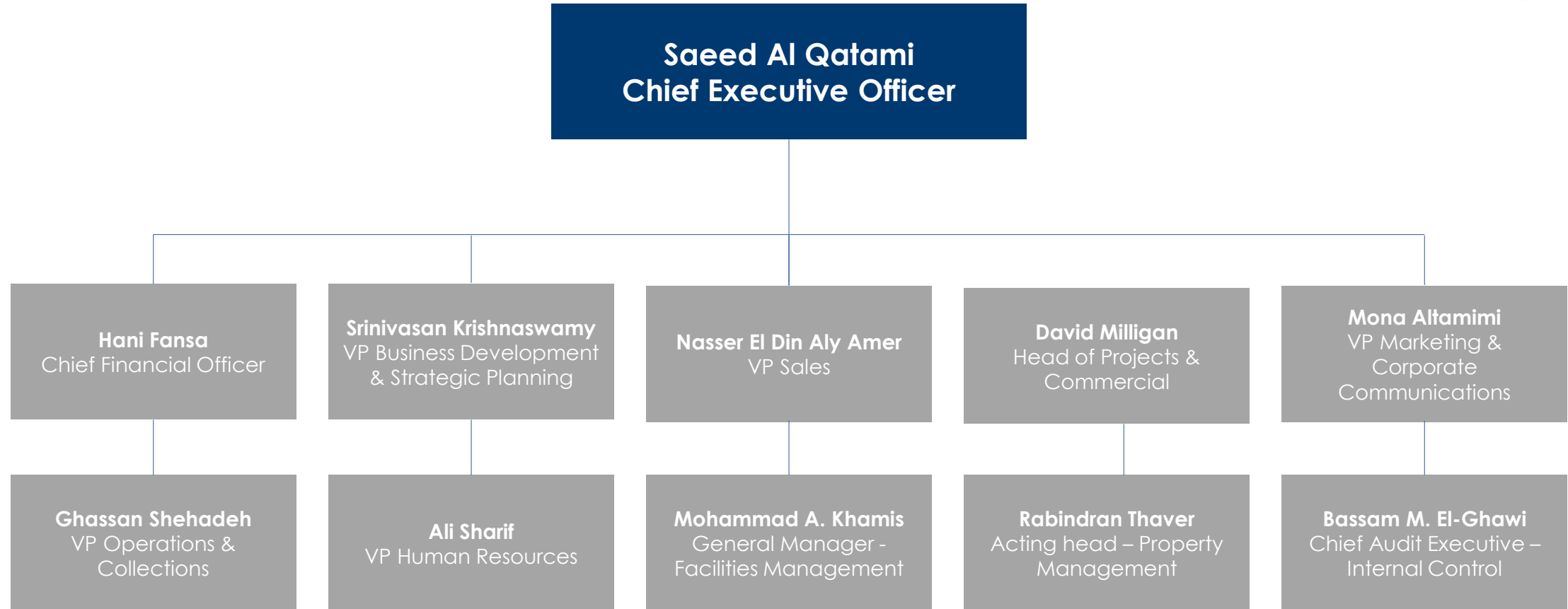
OUR PRESENCE IN THE UAE



GROUP BUSINESS STRUCTURE



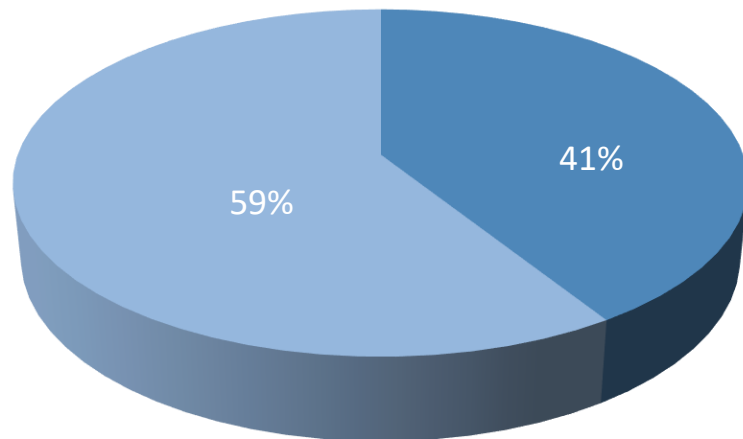
MANAGEMENT TEAM



OWNERSHIP STRUCTURE

OWNERSHIP STRUCTURE & STOCK UPDATE

OWNERSHIP



■ Dubai Islamic Bank ■ Others

02/01/2018 - 30/09/2018

• Deyaar Development Open: 0.49 | High: 0.60 | Low: 0.38 | Close: 0.43



- Above chart represents share price movement for last nine 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 Sep 2018	YTD Sep 2017	Change %
Gross Revenue	466	512	-8.9%
Gross Profit	147	182	-19.2%
Opex & other expenses	131	120	9.3%
EBITDA	123	118	4.4%
Net Profit	101	100	0.6%

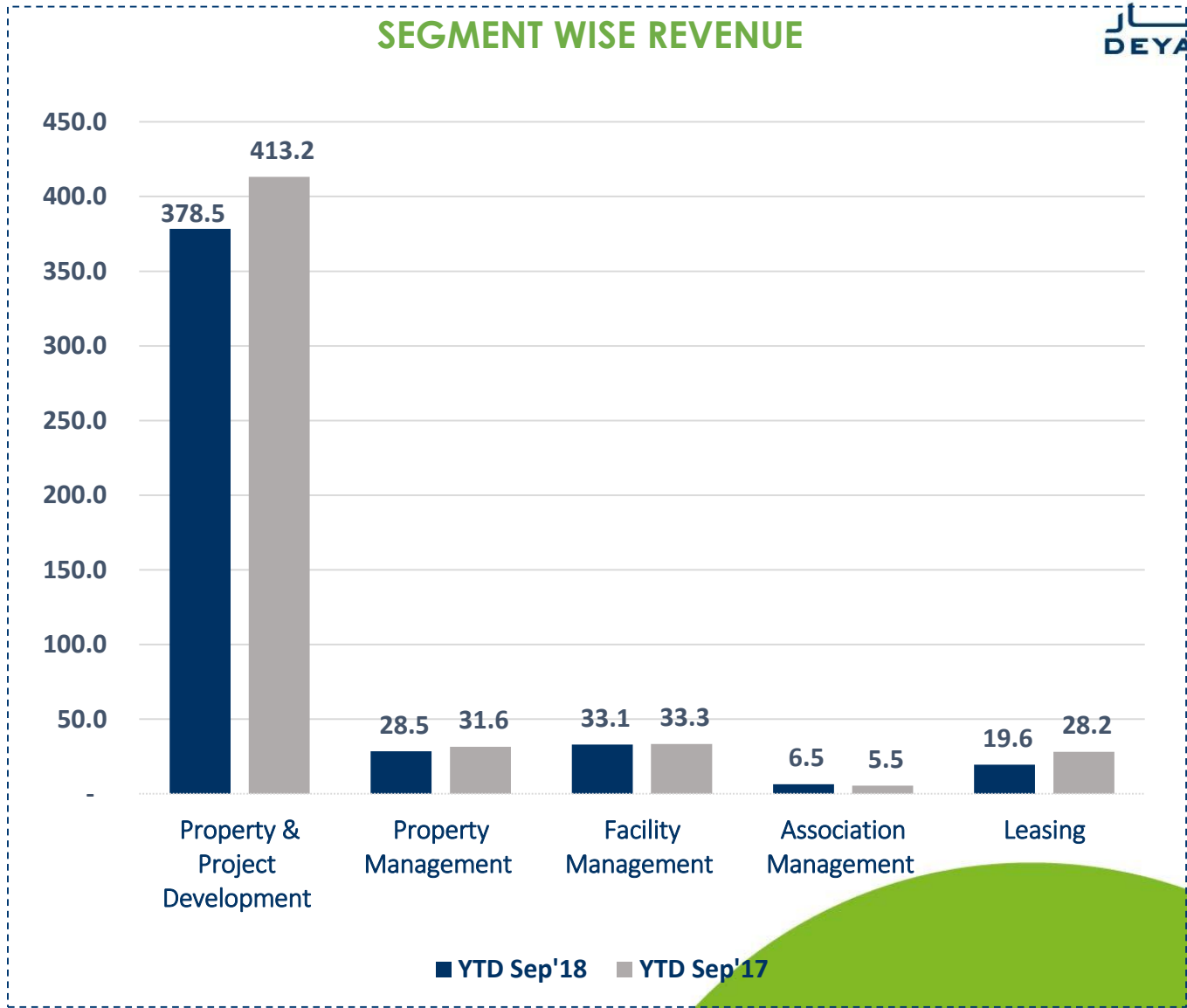
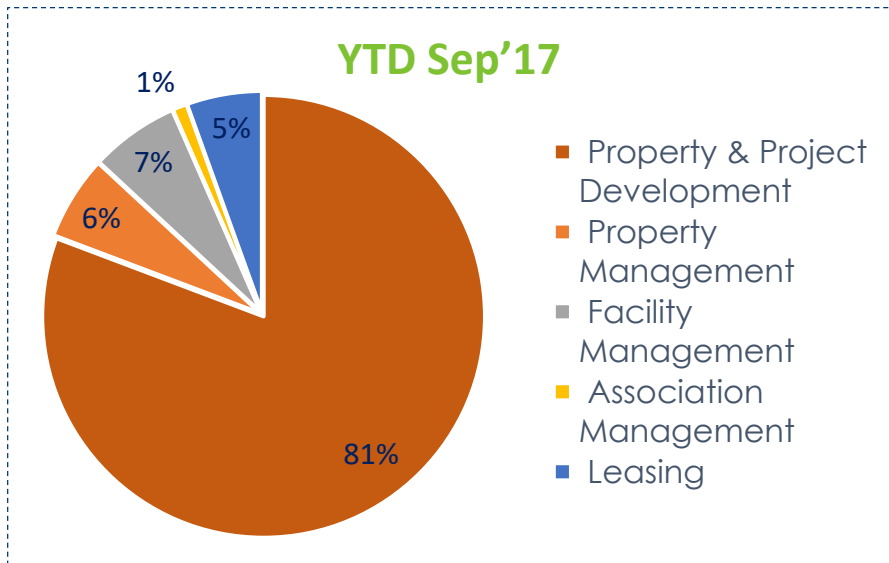
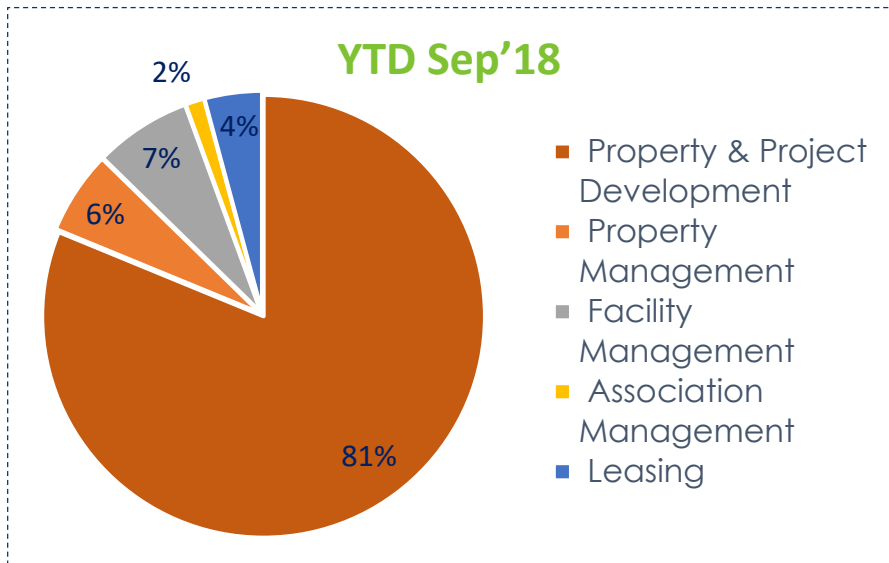
Year to date

Amounts in AED Million	Sep-18	Dec-17	Change %
Total Assets	5,953	6,536	-8.9%
EPS (AED/Share)	1.75	2.26	-22.7%
Total Equity	4,438	4,999	-11.2%

YTD SEP'18 FINANCIAL HIGHLIGHTS

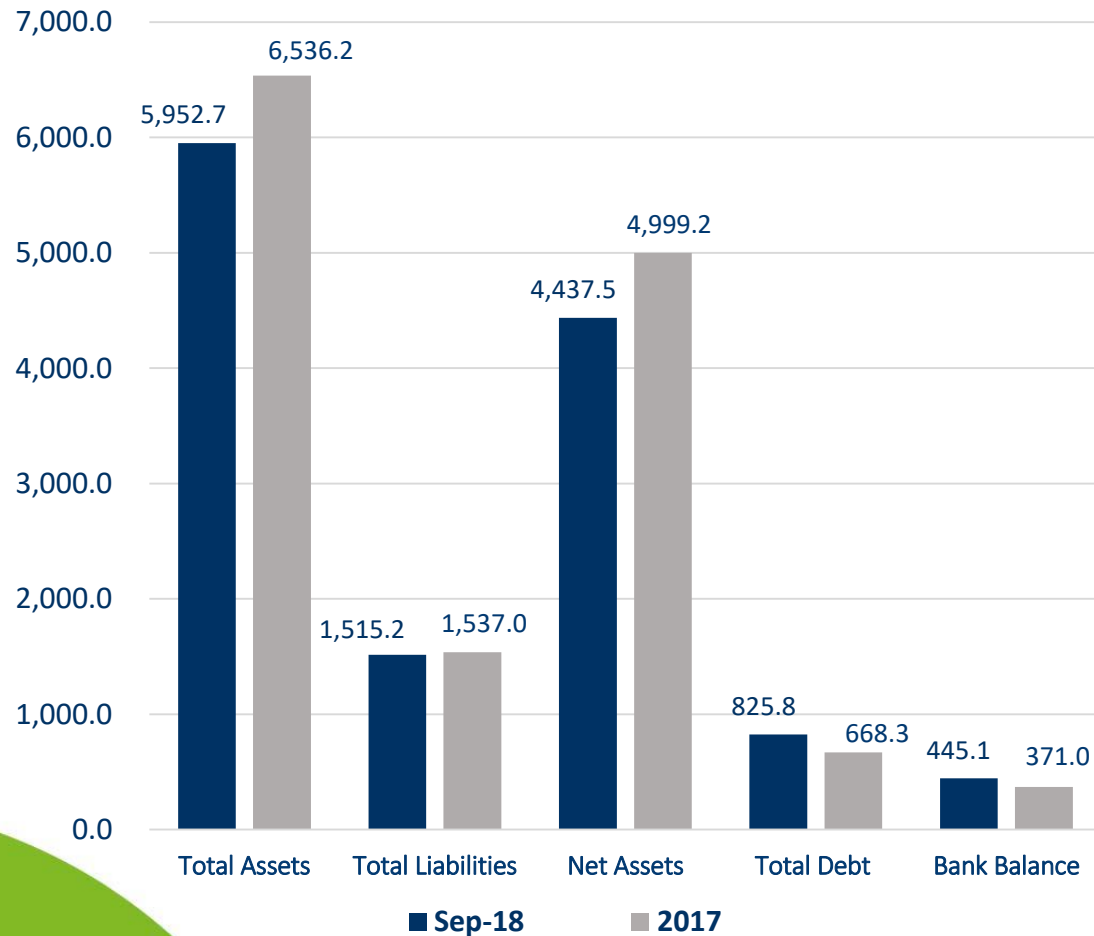
- Comparable performance compared to YTD Sept'17, despite weak market.
- Healthy net profit of AED 101 million [YTD Sept'17: AED 100.0 million]
- Handover in progress for Atria Residential Tower
- Good construction progress in Barsha Hotel (~81%) and Midtown Projects (~54%)
- New Residential project “Bella Rose” in Dubai Science Park was launched at the end of Q3'18.

OVERVIEW continued

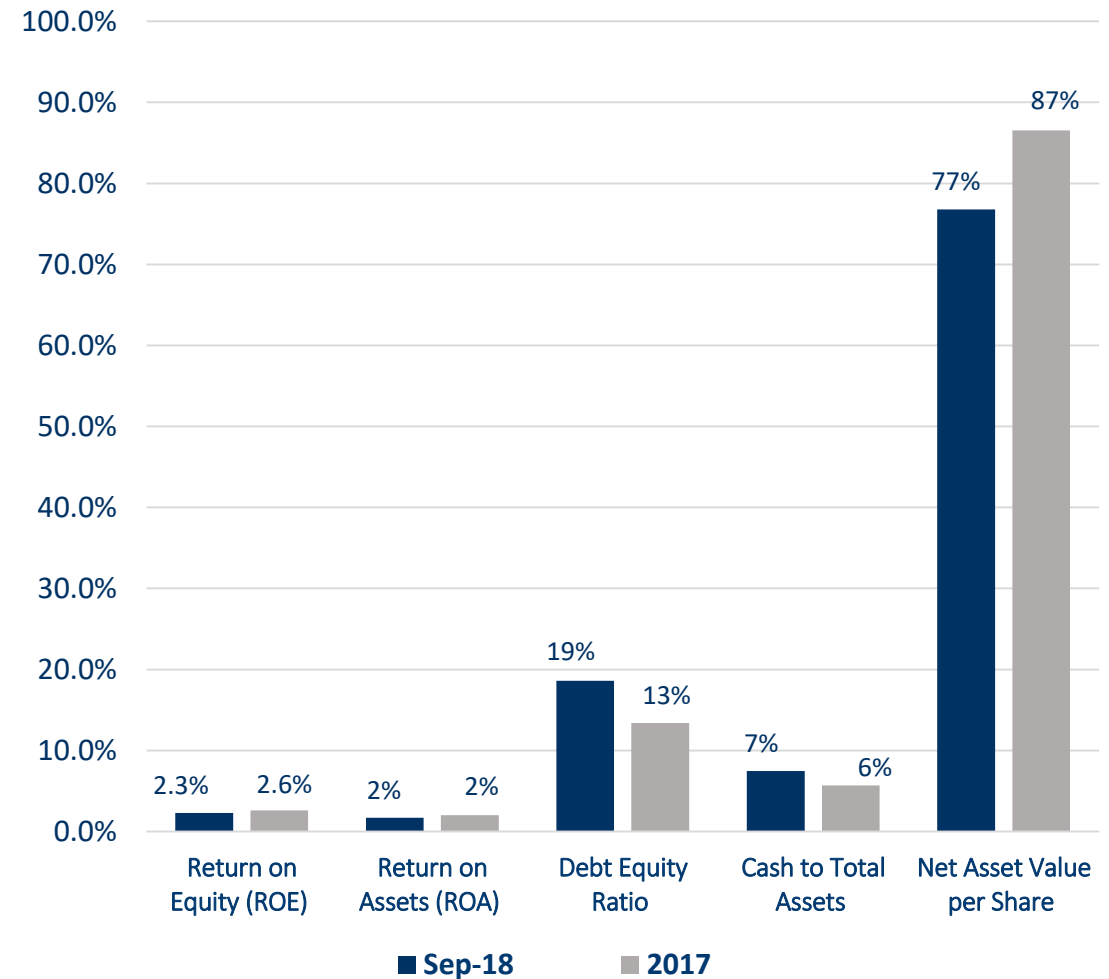


BALANCE SHEET continued

FINANCIAL POSITION



RATIO COMPARISON



PROJECTS



RESIDENTIAL APARTMENT

Total sales value (AED mil): 547

Total number of units (count): 219

Units sold till date (count): 205

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: 98.9%

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 3 - 2018



RESIDENTIAL APARTMENT - TWO DISTRICTS

Total sales value (AED mil): 937

Total number of units (count): 1238

Units sold till date (count): 1026

Percentage of Portfolio for sale: 100%

PROJECT CURRENT COMPLETION STATUS

Overall 54.2%

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

Bella Rose



RESIDENTIAL APARTMENT

Total sales value (AED mil): 290

Total number of units (count): 478

Percentage of Portfolio for sale: 100%

PROJECT CURRENT COMPLETION STATUS

Launched in Q3'18 end

PROJECT EXPECTED COMPLETION DATE

Dec-2020



THANK YOU

