

# **Emaar Properties**

Q1 2016 Results

May 2016



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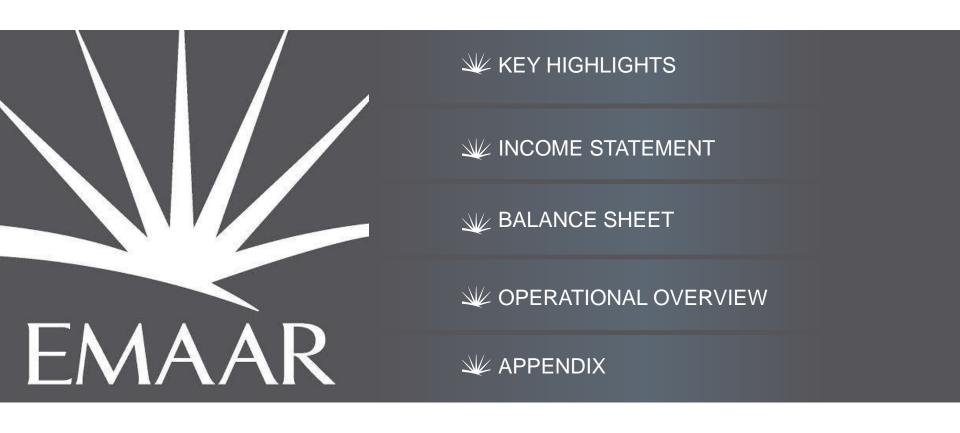
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## **Emaar Properties at a Glance**



#2

listed developer by market cap in MENA<sup>(1)</sup>

+40,000

residential units delivered since 2001

#1

Visited Mall in the World (Owner)

90%

Overall sales in key international markets 196 MM

SQM of land bank

15.08

AED NAV/ Share

13 Hotels

1,950+ Keys

40.259

AED BN Backlog<sup>(2)</sup>

44%

(65% of EBITDA) recurring revenues

165.65

AED BN
Market Value of
Assets

76%+ sold of Dubai total units launched in 2014/15/16

30,294

Units Under Construction<sup>(3)</sup>

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Key Highlights Income Statement Balance Sheet Operational Overview Appendix



# **Key Financial Highlights for the Group**

AED MM	Q1 2016	Q1 2015	% Change
<b>Group Property Sales</b>	5,151	3,651	41%
Revenue	3,529	3,024	17%
Gross Profit	1,906	1,650	16%
Margin (%)	54%	55%	(1)%
EBITDA	1,492	1,371	9%
Margin (%)	42%	45%	(7)%
Net Profit	1,205	1,026	17%
Margin (%)	34%	34%	1%
EPS (AED/ Share)	0.17	0.14	21%
NAV	107,998	103,248	5%
<b>Equity of Owners</b>	38,936	35,776	9%
Cash	18,855	16,109	17%
Net Cash	5,249	3,632	45%

Emaar on Track to Boost Profitability in the Coming Years



## **Key Achievements**

- Successfully launched 4 new projects in Dubai in Q1 2016 with a total sales value of AED 4.481 BN, a 70% increase Y-o-Y.
- Q1 2016 sales across all international projects amounted to AED 960 MM.
- Together, the Hospitality, Malls, and Retail subsidiaries contributed 44% of the Group's revenue and 65% of EBITDA.
- Emaar Malls Group welcomed 31 million visitors in Q1 2016; achieved a 35% Base Rent renewal increase in leases renewed in Q1 2016.
- Hotels average occupancy of 92%<sup>(1)</sup> in Q1 2016; 93% at The Address Hotels.



## **Results by Segment**

#### Revenues **Breakdown of Results** AED million Revenues 17% 28% 44% 14% ((18)%) 6% 9% 1,155 1,476 12% 3,024 714 815 42% 499 495 406 314 334 346 UAE Emaar Retail Emaar International **Emaar Malls** Emaar 23% **Properties** Development Development Group Hospitality & Leasing **Gross Profit** 14% AED million Total: AED 3,529 MM (33%) 86% ((33)%) 9% 16% 13% 1,906 **EBITDA** 1,650 642 728 436 580 236 158 238 260 97 180 15% 5% 27% Emaar UAF International **Emaar Malls** Emaar **Emaar Retail Properties** Development Development Hospitality & Leasing Group **EBITDA** AED million 8% 45% 16% 9% 41% 952% ((48)%) 5% 1,371 <u>1,49</u>2 576 668 286 12 \_126 216 226 147 77 Total: AED 1,492 MM **UAE** Development **Emaar Malls Group** Emaar Retail UAE International Emaar Malls Emaar Emaar **Development Development** Hospitality & Leasing **Properties** Group International Development **Emaar Hospitality** Emaar Retail & Leasing Q1 2015 Q1 2016 % QoQ Change Solid Growth Across a Diverse Portfolio with Recurring Revenues Contributing 65% of EBITDA



## **Balance Sheet Overview**

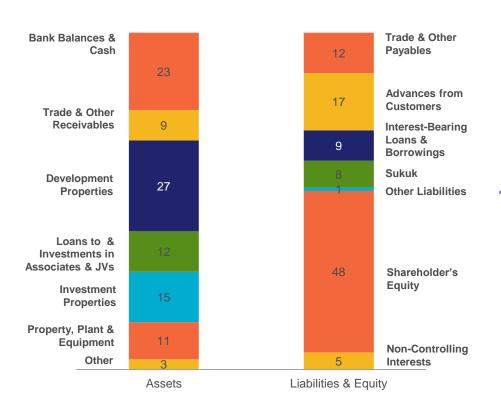
#### **Balance Sheet Overview**

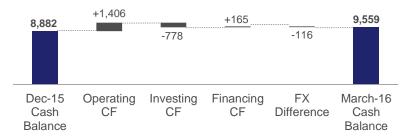
%

**Total: AED 80,755 MM** 

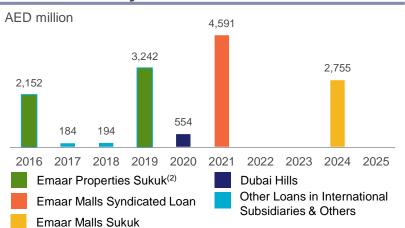
## Change in Cash & Cash Equivalents<sup>(1)</sup>

AED million





### **Debt Maturity Profile**



Conservative Capital Structure with Significant Scope for Growth

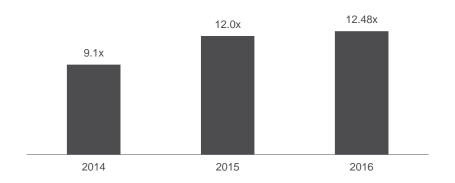
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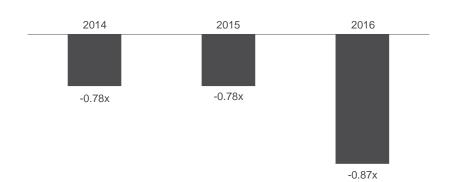
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## **Credit Ratios**

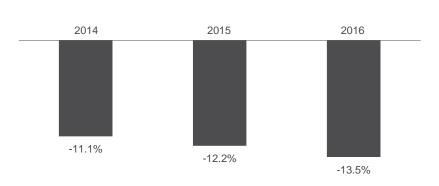
#### **EBITDA / Interest**



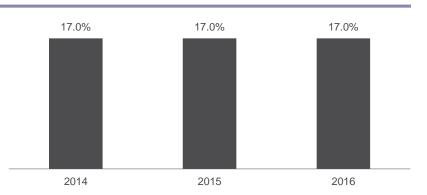
### **Net Debt / EBITDA**



**Net Debt / Equity** 



**Debt / GAV** 



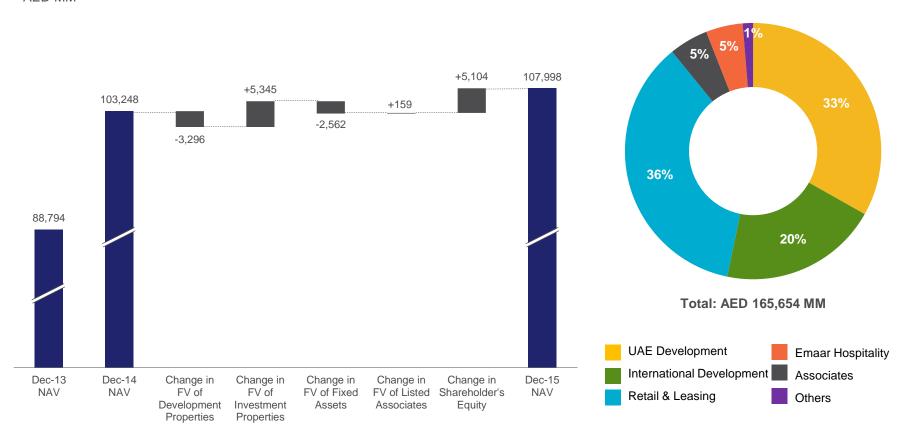
Solid Credit with Negative Net Debt-to-Equity and Significant Debt Coverage



### **NAV Bridge**

## **December 2015 GAV Split**

AED MM



Continuous Value Creation for Shareholders with Ability to Deliver Superior NAV Growth



# **UAE** Development

#### **Market Overview**

- 1,459 units launched in Q1 2016 with a total sales value of AED 4.481 BN.
- Q1 2016 sales across all projects in the UAE amounted to AED 4.194 BN.
- Total UAE backlog amounted to AED 28.294 BN at the end of Q1 2016, to be recognized over the next 4-5 years.
- 41 units handed over in Q1 2016.

## **Segment Highlights**

Q1 2016 Launches



**Harbour Views T1** 

Sales Value: AED 686 MM

# of Units: 372

**Expected Completion: 2019** 



#### **Sidra**

Sales Value: AED 1,415 MM

# of Units: 340

**Expected Completion: 2019** 



The Address Residences Dubai Opera T2

Sales Value: AED 1,694 MM

# of Units: 375

Expected Completion: 2020



#### Harbour Views T2

Sales Value: AED 686 MM

# of Units: 372

**Expected Completion: 2019** 

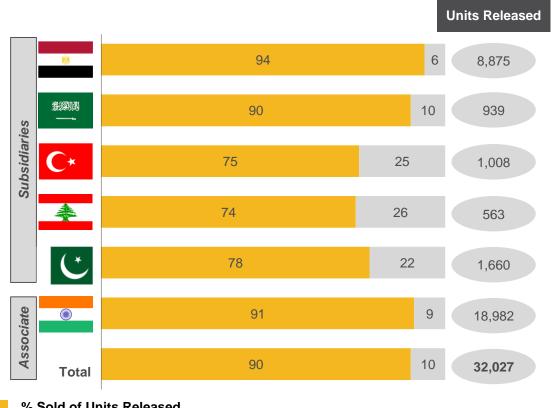


## **International Development**

#### **Market Overview**

- Q1 2016 sales across all international projects amounted to AED 960 MM.
- Total international backlog amounted to AED 11.965 BN at the end of Q1 2016.
- Emaar Misr achieved a 78% increase in revenue in Q1 2016 compared to the same period last year.
- Emaar has initiated steps for the reorganization of its investment in Emaar MGF by way of a demerger scheme; further details will be disclosed in due course.

#### Q1 2016 International Sales<sup>(1)</sup>



% Sold of Units Released



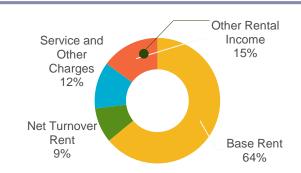
## **Emaar Malls**

	Q1 2016	Q1 2015	% Change
Footfall (MM)	31	31	-
GLA (MM SQFT)	5,907	5,874	1%
Occupancy Rate (%)	96%	96%	-
Base Rent (AED MM)	533	479	11%
Turnover Rent (AED MM)	76	75	1%
Revenue (AED MM)	833	731	14%
EBITDA (AED MM)	670	586	14%
Margin (%)	80%	80%	-

## **Key Highlights**

- Footfall remains flat at 2015's peak levels across Emaar Malls portfolio.
- Achieved a 35% Base Rent renewal increase for leases renewed in Q1 2016.
- The Dubai Mall's Fashion Expansion scheduled for opening in H1 2017.

### Q1 2016 Revenue Split



Solid Performance, Achieving a 14% Increase in Revenue in Q1 2016



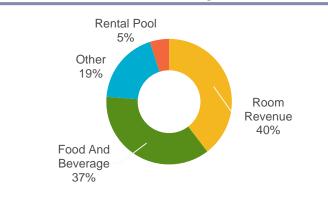
## **Emaar Hospitality Group**

	Q1 2016	Q1 2015	% Change
Occupancy Rate (%) <sup>(1)</sup>	92%	89%	3%
RevPar (AED) <sup>(1)</sup>	1,236	1,392	(11)%
Room Revenue (AED MM)	170	210	(19)%
F&B & Other Revenue (AED MM)	236	285	(17)%
Total Revenue (AED MM)	406	495	(18)%
EBITDA (AED MM)	77	147	(48)%
Margin (%)	19%	30%	(36)%

## **Key Highlights**

3% increase in Occupancy Rate Y-o-Y driven by seasonal factors.

## Q1 2016 Revenue Split<sup>(1)</sup>



Emaar Hospitality Resilient, Outperforming the Broader Hospitality Market



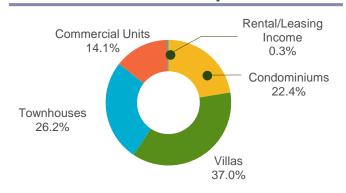
## **Emaar Misr for Development**<sup>(1)</sup>

	Q1 2016	Q1 2015	% Change
Units Launched	412	357	15%
Units Delivered	116	263	(56)%
Net Sales (AED MM)	683	990	(31)%
Revenue (AED MM)	430	242	78%
EBITDA (AED MM)	141	67	110%
Margin (%)	33%	28%	18%
Net Profit (AED MM)	196	55	256%
Margin (%)	46%	23%	100%
Cash (AED MM)	1,012	545	86%

## **Key Highlights**

- Emaar Misr achieves a 78% increase in revenue Y-o-
- Delivered 116 units in Q1 2016.
- Total Emaar Misr backlog amounted to AED 8.534 BN at the end of Q1 2016.

### Q1 2016 Revenue Split



Emaar Misr Positioned Local Market Leader Delivering Superior Growth Across All Metrics

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(1): Emaar Misr for Development is an EGX-listed company developing residential & commercial projects in Egypt; Emaar Misr Investor Relations: Bassem El-Shawy: belshawy@emaar.ae



## **Summary**

# Financial Performance

■ With Q1 2016 Group sales amounting to AED 5.151 BN and a total backlog of AED 40.259 BN, Emaar is on track to boost profitability in the coming years.

# **UAE Development**

■ Q1 2016 sales across all projects in the UAE amounted to AED 4.194 BN and total backlog amounted to AED 28.294 BN to be recognized over the next 4—5 years.

# International Development

■ Q1 2016 sales across all international projects amounted to AED 960 MM and total backlog amounted to AED 11.965 BN to be recognized over the next 4—5 years.

### Emaar Malls Group

Solid performance, achieving an 14% increase in revenue in Q1 2016.

# **Emaar Hospitality Group**

Emaar Hospitality resilient, outperforming the broader hospitality market.

# **Emaar Misr for Development**

■ Emaar Misr positioned local market leader delivering superior growth across all metrics, achieving a 78% increase in revenue in Q1 2016.

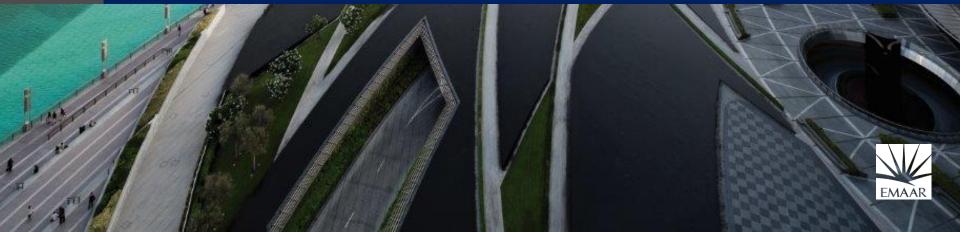
#### **Balance Sheet**

Conservative capital structure with significant scope for growth.





# Appendix





## **Overview of Divisions**



## **Property Development UAE**

- Leading master plan developer in Dubai
- JVs with GREs
- Over 33.800 residential properties delivered in the UAE since 2001(1)
- Projects under construction substantially sold (76% of total units launched in 2014. 2015, & 2016 have been sold)
- 27 Million SQM of Land Bank



#### **Property Development** International

- · Active in 10 targeted high growth countries
- · Formed JVs with strong local partners
- Close to 6,400 residential properties delivered since 2006<sup>(1)</sup>
- Achieved overall sales level of 90% in its key international markets
- · 169 Million SQM of Land Bank



#### **Emaar Malls Group**

- · Listed on DFM since October 2014
- · Owner and operator of the most visited mall in the world. The Dubai Mall
- Portfolio of over 550,000 SQM of GLA in retail properties in Dubai



#### **Emaar Hospitality** Group

- · Hotel owner and operator (13 hotels and over 1950 keys)
- · The Address, Vida, Armani and Manzil brands
- · Entry into the upscale affordable segment through Rove Hotels
- · Operator of the Dubai Opera expected to commence operations in 2016



#### **Emaar Retail &** Leasing

- · Provider of premium entertainment and manager of leisure assets
- · Operator of the Dubai Aquarium, Underwater Zoo. Reel Cinemas. KidZania, SEGA Republic and Dubai Ice Rink
- Portfolio of over 140.000<sup>(2)</sup> SQM of GLA in commercial properties in Dubai



# Strategy

#### Dubai

- Further consolidate Emaar's position as of the largest developer of iconic projects in Dubai.
- Enter into joint ventures in Dubai to get access to significant land bank with no immediate cash outflow for land purchases.

#### International

- Replicate the Dubai business model in international markets.
- Increase international contribution to Group revenue.

## **Funding**

- Limit funding from the parent to land acquisition and initial infrastructure related construction.
- Additional funding to be raised at the project level through pre-sales, debt financing, IPO, and strategic sales.

# **Monetize Core Assets**

Monetize core assets (IPO / REITs) including, Hospitality, Turkey, and India to provide further growth capital and create significant value for shareholders.

# Recurring Revenues

- Increase recurring revenues.
- Develop mall assets internationally & expand EHG's hotel brands globally.

**IRR** 

Target a minimum equity IRR of 15% on non-property development businesses.



# Overview of Development Projects Under Development

Project	Business Description	Units	Sale Value (AED)	Date of Launch	Expected Completion Date	% Completion Recognized
Dubai Operations						
	The Address The Blvd	533	1,944,128,638	Sep-12	2016	80.46%
	Fountain Views	289	1,062,652,294	Jan-13	2017	43.31%
	Fountain Views 2	289	1,101,436,520	Feb-13	2017	39.81%
	Fountain Views 3	208	1,142,159,704	Sep-13	2018	28.75%
	The Address Sky View T1	310	1,417,416,858	Mar-13	2017	34.14%
	The Address Sky View T2	214	1,049,051,032	May-13	2017	34.14%
	The Address Sky View Sky Collection	27	415,879,976	May-13	2017	34.14%
	Burj Vista	666	1,923,663,606	Apr-13	2017	37.86%
	Blvd Crescent T1	252	836,196,776	Mar-14	2019	
	Blvd Crescent T2	74	219,296,712	Jun-14	2019	
Downtown Dubai	Blvd Crescent Podium	13	41,778,544	Oct-15	2019	
Downtown Dubai	Blvd Heights T1	280	898,666,640	Sep-14	2018	
	Blvd Heights T2	241	762,641,364	Nov-14	2018	
	Blvd Heights Podium	29	108,096,752	Mar-16	2018	
	Vida Downtown	328	1,325,264,376	Jan-14	2018	
	Boulevard Point	377	1,250,680,654	Jan-14	2018	
	Opera Grand	282	2,001,079,627	May-14	2019	
	Downtown Views	470	1,178,178,360	April-15	2019	
	Forte T1	517	1,716,381,002	May-15	2019	
	Forte T2	300	740,108,400	Sep-15	2019	
	The Address Residences Dubai Opera T1	430	2,120,440,840	Dec-15	2020	
	The Address Residences Dubai Opera T2	375	1,693,989,000	Mar-16	2020	
Downtown Dubai Total		6,504	24,949,187,675			
Emirates Hills	The Hills Residence	426	892,755,571	Jun-13	2018	
Ellillates Hills	Vida Residence The Hills	136	417,134,768	Dec-13	2018	
<b>Emirates Hills Total</b>		562	1,309,890,339			
Arabian Ranches	Aseel Villas	-	139,150,140	Jun-14	2017	
Arabian Kanches	Aseel Plots	55	308,993,518	Jun-14	NA	
Arabian Ranches Total		55	448,143,658			



# Overview of Development Projects Under Development (Cont'd)

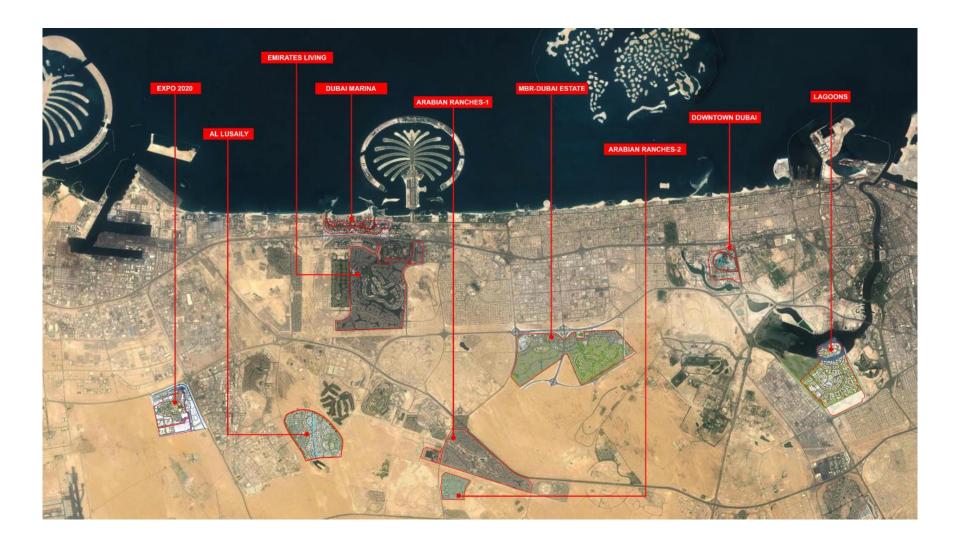
Project	Business Description	Units	Sale Value (AED)	Date of Launch	Expected Completion Date	% Completion Recognized
	Palma	121	497,714,448	Sep-13	2016	93.56%
	Rosa	144	787,498,872	Nov-13	2017	45.45%
	Lila	219	871,855,472	Jan-14	2017	39.24%
Arabian Ranches II	Rasha	140	762,192,320	Feb-14	2017	25.77%
	Yasmin	98	553,866,024	Feb-14	2017	
	Samara	177	729,999,176	Apr-14	2017	
	Azalea	108	414,141,904	Feb-15	2018	
Ranches II Total		1,007	4,617,268,216			
Grand Total - Dubai Opera	tions	8,128	31,324,489,888			
Dubai Hills Estates(1)						
	Views and Grove - Villas	-	499,897,960	Dec-13	2017-2019	48%
	Views and Grove - Plots	97	2,307,553,820	Dec-13	NA	
	Mulberry Park Heights	664	1,247,861,632	Mar-14	2018	
Dubai Hills	Acacia Park Heights	477	1,000,864,532	Feb-15	2019	
	Maple	646	1,745,009,821	Apr-15	2019	
	Maple 2	666	1,732,405,408	Oct-15	2019	
	Sidra	340	1,414,703,920	Feb-16	2019	
Grand Total – Dubai Hills		2,890	9,948,297,093			
Dubai Creek <sup>(1)</sup>						
	Residences South T1	174	410,847,512	Nov-14	2018	
	Residences North T1	174	409,869,512	Nov-14	2018	
	Residences North T2	149	341,157,312	Nov-14	2018	
	Residences North T3	101	324,124,688	Nov-14	2018	
Dubai Creek	Residences South T2	149	342,822,312	Jan-15	2018	
Dubai Creek	Residences South T3	101	324,145,688	Jan-15	2018	
	Residences Podium	24	66,975,312	Jan-15	2018	
	Creekside 18 A	221	423,596,248	Sep-15	2019	
	Harbour Views T1	372	686,320,336	Jan-16	2019	
	Harbour Views T2	372	686,197,336	Mar-16	2019	
Grand Total – Dubai Creek		1,837	4,016,058,256			

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# **Location of Development Projects**





## **Location of Development Projects: Downtown Dubai**

- The Address Sky View
  - The Address Fountain Views
- The Address The BLVD
- 4 Buri Vista
- The Address Residences Dubai Opera
- Rove Hotel (Za'abeel)
- 7 Α4
- 8 Opera House
- 9
- B2
- 1 В4
- C1 & C2
- 13
- **Downtown Views**
- 15 Forte
- Opera Grand
- **BLVD Heights** 
  - **BLVD Crescent**
- **BLVD Point** 20 Vida Residence Downtown
- Standard Chartered Building
- Emaar Square 1,2,3
- 23 Emaar Square 4,5,6
- **Boulevard Plaza**
- 25 The Lofts
- Mohammed Bin Rashid Boulevard
- 27 8 BLVD Walk
- 28 Stand Point
- 29 Burj Park
- **Buri Residences**
- 31 29 BLVD
- Claren
- 33 The Dubai Fountain
- **BLVD Central**
- 35 Buri Khalifa Tower
- Souk Al Bahar
- Al Bahar Residences
- The Palace
- **Buri Residences**
- The Old Town Island
- Sahaa Offices
- Attareen Residences
- Vida Hotel



- The Old Town Qamardeen District
- The Old Town Al Manzil District
- Al Dukkan Yansoon Offices Al Manzil Residences

- Tajer Residences
- Al Manzil Hotel South Ridge
- **Burj Views**

- The Address Downtown Dubai
- The Dubai Mall
- The Address Dubai Mall The Dubai Mall Za'beel Expansion

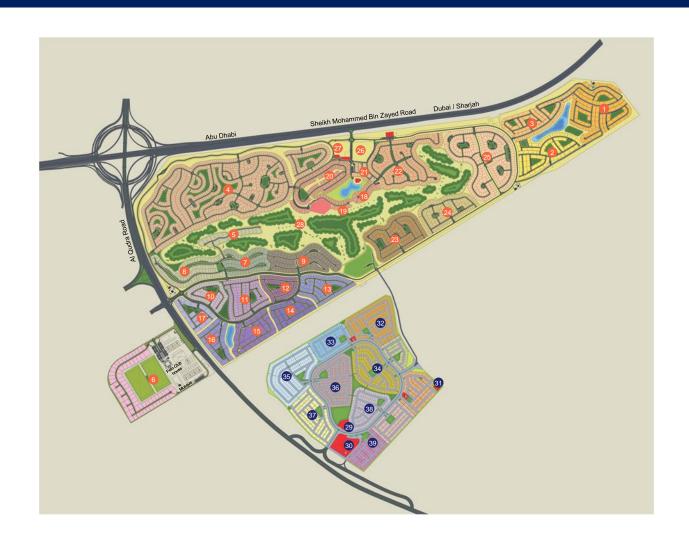
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## Location of Development Projects: Arabian Ranches

- Al Reem 1
- Al Reem 2
- 3 Al Reem 3
- Saheel
- Golf Homes
- Dubai Polo Club
- Mirrador La Coleccion 1
- Mirrador La Coleccion 2
- Mattan
- Alvorada 1
- Alvorada 2
- 4 Alvorada 3
- Alvorada 4
- Palmera 1
- 1 Palmera 2
- Palmera 3
- Palmera 4
- 18 La Avenida 1
- 10 La Avenida 2
- 20 Alma 1
- 2 Alma 2
- 22 Savannah
- Al Mahra
- 2 Terranova
- 4 Mirrador
- 26 School
- 27 Retail Center Mosque
- Golf Course
- Residents Club
- 30 Retail School Centre
- 31 Sub Station
- 32 Lila
- 33 Palma
- 34 Rosa
- 35 Casa
- 36 Rasha
- 37 Samara
- 38 Yasmin
- 39 Azalea



Income Statement Balance Sheet Operational Overview Appendix



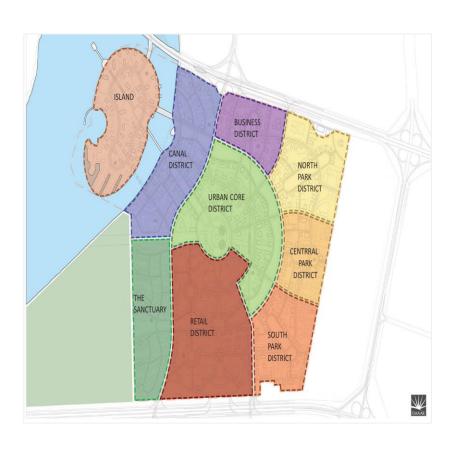
# Location of Development Projects: Dubai Hills (JV with Meeras)

- Dubai Hills Golf Course
- Mulberry/Park Heights
- Golf Club
- 4 Tennis Academy
- 6 Village Retail
- Street of Dreams
- Driving Range
- 8 Luxury Estate Village
- School
- Juma Mosque
- 1 Regional Retail
- Utilities
- Metro Station
- Golf Academy





## Location of Development Projects: Dubai Creek (JV with Dubai Holding)

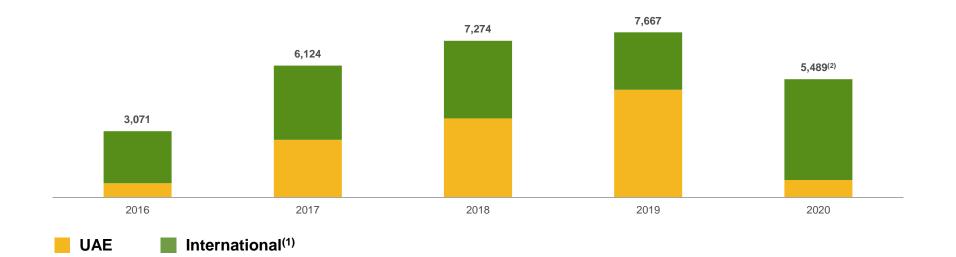






# **Overview of Delivery Schedule**

#### **Units Delivered/Year**



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# **Overview of UAE Delivery Schedule**

# of Units	Completed	Under Development	Cumulative till 2015	2016	2017	2018	2019	2020(1)
Emaar Properties								
Downtown	9,879	6,504	9,879	533	1,795	1,463	1,908	805
Dubai Marina	4,450		4,450					
Arabian Ranches	4,305	55	4,305		55			
Arabian Ranches II	253	1,007	253	121	778	108		
Emirates Living (Excluding Land)	14,370	562	14,370			562		
Emaar Towers	168		168					
Dubai Hills Estate		2,839			44	666	2,129	
Umm Al Quwain	277		277					
Total Residential	33,702	10,967	33,702	654	2,672	2,799	4,037	805
Downtown Commercial Space (SQFT)	2,807,613		2,807,613					
Dubai Marina Commercial Space (SQFT)	768,385		768,385					
Emirates Living Commercial Space (SQFT)	613,145		613,145					
Total Commercial Space (SQFT)	4,189,143		4,189,143					
Associate								
The Lagoons		1,837				872	965	
Grand Total Residential	33,702	12,804	33,702	654	2,672	3,671	5,002	805



# **Overview of International Delivery Schedule**

Country	Entity	Completed	Under Development	To be Developed	Cumulative till 2015	2016	2017	2018	2019	2020
Subsidiaries										
n <u>is</u>	Emaar Misr	2,546	4,596	5,116	2,408	970	1,823	2,565	1,887	2,605
第3283周	Emaar Middle East	515	411	1,020	387	580	89	565	325	677
<b>C</b> *	Emaar Turkey	232	1,069		181	545	335	240		
*	Metn Renaissance	382	62	76	259	21	53	36	151	179
(	EGKL & EDIL	157	1,240	689	134	301	1,152	197	302	1,223
	Total	3,832	7,378	6,901	3,369	2,417	3,452	3,603	2,665	4,684
Associate										
	EMGF	6,545	10,112	5,282	6,433	3,044	3,206	3,354	3,556	2,346
	Grand Total	10,377	17,490	12,183	9,802	5,461	6,658	6,957	6,221	7,030

# **Emaar Group Hotel Portfolio**

Hotel	Management Company	Classification	Keys	Residences in Hotel Pool <sup>(6)</sup>	Operational
Emaar Hospitality Group Hotel Portfolio					
Dubai					
Armani Hotel at Burj Khalifa	Armani Hotel - Dubai	5 Star	160	23	2010
The Address Downtown Dubai <sup>(10)</sup>	TAH&R(2)	5 Star	196	193	2008
The Address Dubai Mall	TAH&R(2)	5 Star	244	266	2009
The Address Dubai Marina	TAH&R(2)	5 Star	200	34	2009
The Address Montgomerie Dubai	TAH&R <sup>(2)</sup>	Standard	21	NA	2006
The Palace Downtown Dubai	TAH&R(2)	5 Star	242	NA	2007
Manzil Downtown Dubai(3)	Emaar Hospitality	4 Star	197	NA	2007
Vida Downtown Dubai <sup>(4)</sup>	Emaar Hospitality	4 Star	156	NA	2007
Arabian Ranches Golf Club	Emaar Hospitality	Standard	11	NA	2007
Nuran Marina Residences <sup>(5)</sup>	Nuran	Standard	90	NA	2006
International					
Armani Hotel at Via Manzoni (Milan, Italy)	AHM <sup>(1)</sup>	5 Star	95		2011
Other Emaar Group Hotels (7)					
International					
Novotel (Hyderabad, India)	Accor	5 Star	288	NA	2006
Al Alamein Hotel (Marassi, Egypt)	Emaar Misr	4 Star	130 + 20(8)	NA	2007 <sup>(9)</sup>

<sup>(1):</sup> AHM: Alabbar Hotel Management

<sup>(2):</sup> TAH&R: The Address Hotels and Resorts

<sup>(3):</sup> Formerly Al Manzil Hotel; reopened after renovation on December 15, 2014

<sup>(4):</sup> Formerly Qamardeen Hotel; reopened after renovation on June 16, 2013

<sup>(5):</sup> Emaar maintains management rights only; disposed ownership on June 7, 2012

<sup>(6):</sup> Residences in the Hotel Pool are operated by Emaar Hospitality like hotel rooms, on behalf of unit owners, for a % of revenue

<sup>(7):</sup> Other Emaar Group Hotels are not operated by Emaar Hospitality Group

<sup>(8):</sup> Al Alamein Hotel includes 130 rooms and 20 villas

<sup>(9):</sup> Al Alamein Hotel is a landmark Egyptian hotel operating since 1964 and acquired by Emaar in 2007

<sup>(10):</sup> The hotel is 'under business interruption' following a fire incident on December 31, 2015



## **Emaar Hospitality Group: Asset Performance Breakdown**

Emaar Hospitality Group: Asset Performance Breakdown									
	The Address Do	owntown <sup>(3)</sup>	The Palace Do	wntown	The Address Dubai Mall				
	Q1 2016	Q1 2015	Q1 2016	Q1 2015	Q1 2016	Q1 2015			
Available Room Nights	-	17,640	22,022	21,780	22,204	21,960			
Occupancy (%)	-	94%	92%	93%	95%	92%			
ADR (AED)	-	2,239	1,765	1,852	1,684	1,752			
RevPar (AED)	-	2,111	1,628	1,714	1,605	1,609			
Room Revenue (AED Thousands)	-	37,230	35,860	37,326	35,644	35,335			

Emaar Hospitality Group: Asset Performance Breakdown									
	The Address Du	bai Marina	Manzil Down	town <sup>(1)</sup>	Vida Downtown <sup>(2)</sup>				
	Q1 2016	Q1 2015	Q1 2016	Q1 2015	Q1 2016	Q1 2015			
Available Room Nights	18,200	18,000	17,927	17,730	14,196	14,040			
Occupancy (%)	91%	90%	90%	73%	93%	91%			
ADR (AED)	1,045	1,144	982	1,033	1,039	1,142			
RevPar (AED)	952	1,025	884	759	970	1,038			
Room Revenue (AED Thousands)	17,331	18,451	15,854	13,454	13,764	14,571			

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## **Emaar Hospitality Group: Overview of Hotels / Apartments Under Development**

Hotel	Location	Launch	Keys	Serviced Apartments <sup>(1)</sup>	Estimated Completion
The Address The BLVD	Downtown	2012	196	533	2016
The Address Sky View	Downtown	2013	169	551	2017
The Address Fountain Views	Downtown	2013	194	786	2017-2018
Vida Hills Hotel & Residences	The Greens	2013	157	136	2017
Vida Residences	Downtown	2013	NA	328	2018
Rove	Za'abeel	2014	420	NA	2016
Rove	Port Saeed	2014	270	NA	2016
Rove	Oud Metha	2014	286	NA	2016
Rove	Jaffliya	2015	270	NA	2017
Rove	Satwa	2016	480	NA	2018
Rove	Dubai Marina (Marsa)	2015	384	NA	2017
Rove	Dubai Parks & Resorts	2016	552	NA	2018

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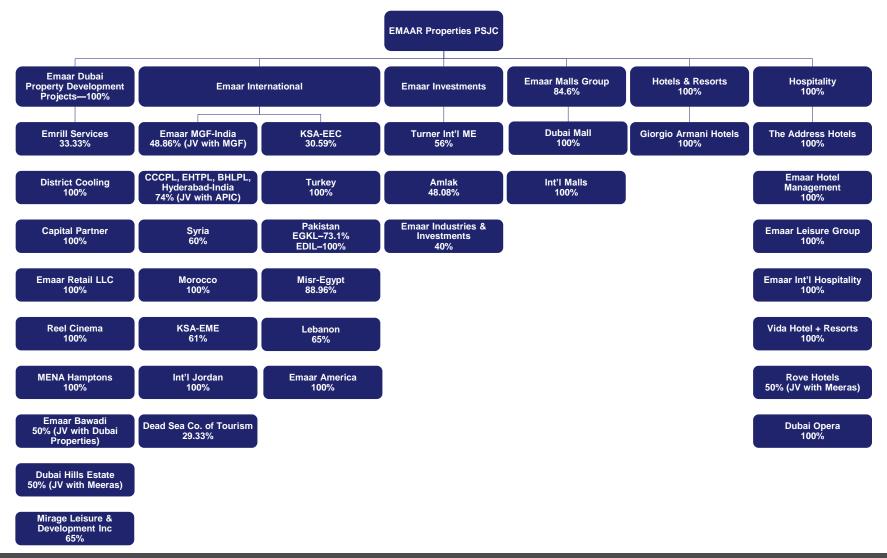


## **Overview of Land Bank**

UAE Land Bank	Gross Land Area (Million SQM)
Emaar Dubai	4.69
Dubai Hills	9.09
Dubai Creek	5.57
Dubai World Trade Centre (DWTC)	0.95
Dubai World Central (DWC)	6.76
Rove Hotels	0.02
Total UAE Land Bank	27.09
International Land Bank	Gross Land Area (Million SQM)
Saudi Arabia (Emaar Economic City)	126.25
Saudi Arabia (Emaar Middle East)	3.27
India	30.10
Egypt	6.42
Pakistan	1.66
Turkey	0.51
Lebanon	0.34
Total Key International Markets	168.55



## **Group Structure**

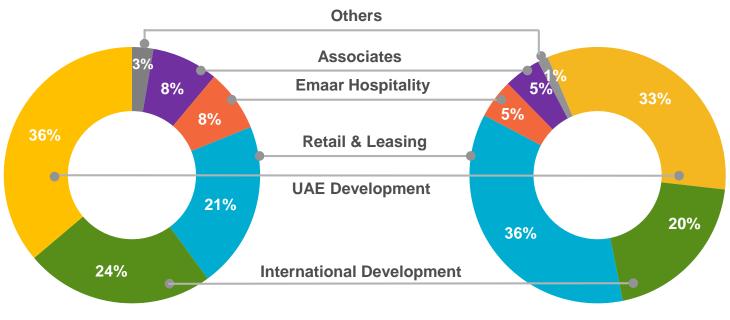




# **GAV** by Segment

### **December 2015 Book Value Split**

### **December 2015 GAV Split**



**Total: AED 79,556 MM** Total: AED 165,654 MM

Market Value of Assets is More than Double the Book Value



# **GAV** by Segment (Cont'd)

## **GAV: Development Properties**

AED Million	2015	;	2014	
AED Million	Book Value	Fair Value	Book Value	Fair Value
UAE	12,014	37,983	13,860	44,926
Egypt	3,714	14,274	5,539	13,467
India	48	48	51	51
Turkey	1,515	1,989	3,979	4,478
KSA	1,610	3,217	1,668	4,648
Pakistan	838	1,751	804	1,327
Canada & USA	628	628	610	610
Lebanon	517	1,180	597	1,373
Syria	118	118	139	139
Morocco	355	680	379	792
Total	21,357	61,868	27,626	71,811

#### **GAV: Fixed Assets**

AED Million	201	5	201	4
AED Million	Book Value	Fair Value	Book Value	Fair Value
Hotels, Convention Center & Serviced Apartments				
	3,659	5,594	4,060	8,507
Emaar Business Park	38	100	41	153
District				
Cooling Plant	630	630	646	646
At The Top	197	197	214	214
Leisure, Entertainment, & Medical Center	EG A	EG4	505	E0E
Other Assets (Calf	564	564	595	595
Other Assets (Self Occupied, CWIP,				
Sales Center)	4245	4245	2658	2658
Total	9,333	11,330	8,214	12,773

verview Appendix



# **NAV Table**

2015 2014

AED Million	Book Value	Fair Value	Book Value	Fair Value
Cash and Bank Balances	17,919	17,919	16,018	16,018
Trade and Other Receivables	7,431	7,431	4,518	4,518
Development Properties	21,357	61,868	27,626	71,811
Investment in Associates and Joint Ventures	6,697	7,697	5,591	6,412
Securities and Loans to Associates and Joint Ventures	·			
Investment Properties	4,674	4,674	3,851	3,851
Fixed Assets	12,099	54,689	8315	44,582
Goodwill	9,333	11,330	8,214	12,773
	46	46	46	46
Total Assets	79,556	165,654	74,179	160,011
Total Liabilities (incl. Minority Interest)	(41,442)	(57,656)	(41,169)	(56,763)
Net Asset Value	38,114	107,998	33,010	103,248
Number of Shares Outstanding (in Million)	7,160	7,160	7,160	7,160
Net Asset Value per Share (AED)	5.32	15.08	4.61	14.42

Fair valuation is carried out by CBRE, DTZ and other reputable valuers for development properties (including land), investment properties and revenue generating fixed assets



# Glossary

Sales	The sale of off-plan units in project launches or completed units from inventory.	
Deliveries	Completed units that are ready for handover to clients; some delivered/completed units may not have been sold and remain in inventory until sold.	
Handovers	Handing over the unit to the client, at which point the unit is no longer in Emaar's custody and is recognized as revenue.	
Under Development	Launched projects including those under construction and those that have not yet commenced construction.	
Gross Land Area (GLA)	Is all land remaining after the exclusion of completed projects and plots launched for sale / under development.	