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Neither this announcement nor anything contained herein shall form the basis of, or be relied upon in connection with, any offer or commitment whatsoever in any jurisdiction. Any offer to acquire shares pursuant to the proposed offering (the "Offering") will be made, and any investor should make his investment decision solely on the basis of the information that is contained in the prospectus (the "Prospectus") to be published by Emaar Development (as defined below) in due course in connection with the admission of its ordinary shares ("Shares") to trading on the Dubai Financial Market ("Admission"). Copies of the Prospectus will, following publication, be available from Emaar Development's registered office and its website at www.emaardevelopment.com.



Press Release

For Immediate Release

2 November 2017

Emaar Development PJSC IPO Price Range

Following its announcement on 22 October 2017 of its intention to float, Emaar Development PJSC (under incorporation) ("**Emaar Development**" or the "**Company**") announces today the price range for the initial public offering (the "**IPO**" or the "**Offering**").

- The price range has been set at between AED 5.70 and AED 6.90 per share
- At the mid-point of the price range, Emaar Development's market capitalisation at admission would be approximately AED 25.2 billion (approximately US\$6.8 billion)
- The number of shares to be included in the Offering will be 800,000,000 (eight hundred million) shares, representing 20% of the share capital
- Offer to be made available to individual and other investors (the "**Retail Offering**") (anticipated to be 10% of the Offering, subject to demand) as well as qualified investors (the "**Qualified Investor Offering**") (anticipated to be 90% of the Offering, subject to demand)
- The Retail Offering subscription period is expected to run from 2-13 November 2017, with the Qualified Investor Offering subscription period expected to run from 2-15 November 2017
- The announcement of final pricing for the Offering is expected to occur on 16 November 2017
- Admission is expected to occur and unconditional dealings in the shares on DFM are expected to commence on 22 November 2017 under the symbol "EMAARDEV"

The final sale price will be determined in accordance with a book-building process and investors in the Retail Offering will be allocated shares at the same price as investors in the Qualified Investor Offering.

Mohamed Alabbar, Chairman of Emaar Properties, said: "*Emaar Development's strategic decision to IPO provides both individual and institutional investors with the opportunity to invest in the future of Dubai as we continue to build iconic freehold master-planned communities. These include mega-*

developments, such as Dubai Creek Harbour and Emaar South, that will both change the city's skyline and create new lifestyle opportunities. Emaar Development has a clear strategy for growth, a proven business model, projects in premium locations, a strong management team and an attractive financial profile underpinned by Dubai's transformation from regional to global destination. This is an exciting time for the business and for the UAE capital markets."

Subscription for Investors in the Retail Offering

The following information applies to investors who wish to subscribe to the IPO under the Retail Offering:

Investors will need to ensure that they have an up-to-date Dubai Financial Market Investor Number registered through DFM and a UAE bank account.

There will be two ways for investors in the Retail Offering to subscribe to the IPO:

- Electronic – (i) DFM: on the eIPO platform, provided an iVESTOR card is held (ii) ENBD: internet banking; ATM; Fund Transfer; SWIFT
- Bank – Retail investors will also be able to subscribe in person at branches of the Lead Receiving Banks to the offer, being Emirates NBD PJSC ("**Emirates NBD**") and First Abu Dhabi Bank PJSC ("**First Abu Dhabi Bank**"), and other participating receiving banks, being Dubai Islamic Bank PJSC, Noor Bank PJSC, Ajman Bank PJSC, Union National Bank PJSC, Abu Dhabi Islamic Bank PJSC, Emirates Islamic Bank PJSC (together, the "**Receiving Banks**")

To subscribe to the IPO online via the DFM, an iVESTOR card with sufficient funds will be required, which will also enable any dividend payments to be received electronically. Non-iVESTOR cardholders will in due course be able to apply directly with all Receiving Banks.

For further information on how investors can subscribe to the Retail Offering of the Emaar Development IPO, please visit the IPO microsite at: www.emaardevelopment.com or contact (+971) 800 EDIPO. Investors can also visit: www.dfm.ae or contact DFM's customer helpline on +971 4 305 5555.

BofA Merrill Lynch, EFG Hermes UAE Limited, Emirates NBD Capital PSC, First Abu Dhabi Bank and Goldman Sachs International are the Joint Global Coordinators for the Offering. Emirates NBD and First Abu Dhabi Bank are the Lead Receiving Banks. Rothschild is acting as Financial Advisor on the Offering.

- Ends -

Notes on Emaar Development:

Emaar Development is the leading developer of residential and commercial build-to-sell ("**BTS**") assets in the UAE. The Company is behind iconic freehold master-planned communities in Dubai including Emirates Living, Downtown Dubai, Dubai Marina and Arabian Ranches, and has delivered over 34,500 residential units since 2002. The Company plans to launch approximately 50,400 units over the next 5 years with an average annual unit sales target of 10,000 units and a targeted overall gross profit margin of 40%, in line with its historical track record.

The Company has a sales backlog of AED 41 billion¹, and is a high cash flow generating business, with an expected cash flow from its sales backlog of approximately AED 18 billion² over the next 4 years as projects complete.

Emaar Development is targeting the distribution of aggregate dividends of no less than US\$1.7 billion, to be paid with respect to the next three financial years ending 31 December 2020. The Company intends to declare these dividends in relatively equal amounts for each of the three years.

For the dividend declared with respect to the 2018 financial year, the Company intends to pay a portion in the third quarter of 2018 as an interim dividend, with the remainder expected to be paid in the second quarter of 2019. Dividends declared in respect of the 2019 and 2020 financial years are expected to be paid in the second quarter of the following year, after the relevant annual general meeting. Thereafter, the Company expects annual dividend payments to increase further due to lower leverage and higher expected cash flows from operations.

For more information, please visit www.emaardevelopment.com.

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¹ Sales value of residential units sold but not yet recognised as revenue under IFRS and includes the Company's non-consolidated joint ventures as of 30 September 2017.

² Includes AED 2 billion in pre-funded construction costs.

The contents of this announcement have been prepared by and are the sole responsibility of the Company.

The information contained in this announcement is for background purposes only and does not purport to be full or complete. This document is not an offer of Shares for sale or a solicitation of an offer to purchase Shares in the United Arab Emirates (the "UAE"), the Dubai International Finance Centre (the "DIFC") and/or elsewhere. No reliance may be placed by any person for any purpose on the information contained in this announcement or its accuracy, fairness or completeness.

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This announcement does not contain or constitute a financial promotion, offer, sale or delivery of shares or other securities under DIFC Markets Law (DIFC Law No. 12 of 2004), as amended or under the Markets Rules of the Dubai Financial Services Authority.

In member states of the European Economic Area ("EEA") (each, a "Relevant Member State"), this announcement and any offer if made subsequently is directed only at persons who are "qualified investors" within the meaning of the Prospectus Directive ("Qualified Investors"). For these purposes, the expression "Prospectus Directive" means Directive 2003/71/EC (and amendments thereto, including the 2010 PD Amending Directive, to the extent implemented in a Relevant Member State), and includes any relevant implementing measure in the Relevant Member State and the expression "2010 PD Amending Directive" means Directive 2010/73/EU. In the United Kingdom this announcement is directed exclusively at Qualified Investors (i) who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "Order") or (ii) who fall within Article 49(2)(A) to (D) of the Order, and (iii) to whom it may otherwise lawfully be communicated, and any investment activity to which it relates will only be engaged in with such persons and it should not be relied on by anyone other than such persons.

This announcement may include statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements may be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "plans", "projects", "anticipates", "expects", "intends", "may", "will" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts and involve predictions. Forward-looking statements may and often do differ materially from actual results. Any forward-looking statements reflect the Company's current view with respect to future events and are subject to risks relating to future events and other risks, uncertainties and assumptions relating to the Company's business, results of operations, financial position, liquidity, prospects, growth or strategies. Forward-looking statements speak only as of the date they are made and cannot be relied upon as a guide to future performance.

Each of EFG Hermes Promoting and Underwriting, Emirates NBD Capital PSC, First Abu Dhabi Bank PJSC, Goldman Sachs International and Merrill Lynch International (together, the "Joint Global Coordinators"), Rothschild (Middle East) Limited ("Rothschild") and the Company, and their respective affiliates expressly disclaims any obligation or undertaking to update, review or revise any forward looking statement contained in this announcement whether as a result of new information, future developments or otherwise.

Any purchase of Shares in the proposed Offering should be made solely on the basis of the information contained in the final Prospectus to be issued by the Company in connection with the Offering. The information in this announcement is subject to change.

The Offering timetable, including date of Admission, may be influenced by a range of circumstances such as market conditions. There is no guarantee that Admission will occur and you should not base your financial decisions on Company's intentions in relation to Admission at this stage. Acquiring investments to which this announcement relates may expose an investor to a significant risk of losing the entire amount invested. Persons considering making such investments should consult an authorised person specialising in advising on such investments. This announcement does not constitute a recommendation concerning the

Offering. The value of shares can decrease as well as increase. Potential investors should consult a professional advisor as to the suitability of the Offering for the person concerned.

The Joint Global Coordinators and Rothschild are acting exclusively for the Company and Emaar Properties PJSC ("**Emaar Properties**") and no-one else in connection with the Offering. They will not regard any other person as their respective clients in relation to the Offering and will not be responsible to anyone other than the Company and Emaar Properties for providing the protections afforded to their respective clients, nor for providing advice in relation to the Offering, the contents of this announcement or any transaction, arrangement or other matter referred to herein.

In connection with the Offering of the Shares, each of the Joint Global Coordinators and any of their affiliates, may take up a portion of the Shares in the Offering as a principal position and in that capacity may retain, purchase, sell, offer to sell for their own accounts such Shares and other securities of the Company or related investments in connection with the Offering or otherwise. Accordingly, references in the Prospectus, once published, to the Shares being issued, offered, subscribed, acquired, placed or otherwise dealt in should be read as including any issue or offer to, or subscription, acquisition, placing or dealing by, each of the Joint Global Coordinators and any of their affiliates acting in such capacity. In addition, certain of the Joint Global Coordinators or their affiliates may enter into financing arrangements (including swaps or contracts for differences) with investors in connection with which they or their affiliates may from time to time acquire, hold or dispose of Shares. None of the Joint Global Coordinators nor any of their respective affiliates intends to disclose the extent of any such investment or transactions otherwise than in accordance with any legal or regulatory obligations to do so.

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