

A nighttime photograph of the Dubai skyline. The Burj Khalifa is the central focus, illuminated against the dark blue sky. To its left is the Burj Khalifa's twin tower, and to its right are several other modern skyscrapers, including the Burj Khalifa's sister tower. The foreground shows a complex network of highways with light trails from traffic.

EMAAR

# Prepared for the Future

Built on Strength, Prudence & Resilience

Investor Presentation

9M 2024

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# Discussion Summary

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A nighttime photograph of a city skyline, likely Dubai, featuring several prominent skyscrapers illuminated with lights. The buildings are reflected in the water in the foreground. The sky is dark, and the overall scene is vibrant with city lights.

# Investing In Emaar

# Emaar Purpose & Business Model

## An Enduring Enterprise driven by:

- **Vision** to redefine engineering excellence
- **Mission** to create futuristic residential, retail, entertainment & leisure assets transforming the lifestyles of people globally
- **Goal** to deliver sustainable long-term growth and value creation

## Our Business Model:

We operate a business model that puts risk mitigation at the center of our core strategies. We create value by providing high quality and highly desirable environments, which help our discerning customers to succeed today, and in the future. Our properties are also inclusive places, which foster opportunities and contribute positively to their neighborhoods

## Our Purpose:

Our purpose is to be the most admired realty group globally, that transforms the lives of its occupiers by delivering spaces that engage, excite and enrich, and thus deliver sustainable long-term income and wealth creation

# A Globally Admired Real Estate Company



EMAAR

## CREATOR OF WORLD-RENOWNED ARCHITECTURES

### BURJ KHALIFA

Tallest building in the world

### DUBAI MALL

Most visited place on earth in 2023

### THE DUBAI FOUNTAIN

World's tallest choreographed musical fountain

## GLOBAL RANKINGS IN LISTED REAL ESTATE SPACE

### 1<sup>st</sup> IN MARKET CAP <sup>1</sup>

In MENA under MSCI EM Index

### 1<sup>st</sup> IN NET PROFIT <sup>1</sup>

In Emerging Markets including China

### 1<sup>st</sup> IN REVENUE <sup>1</sup>

In Emerging Markets (excluding China)

## PROVEN EXECUTION

**+ 165,000<sup>2</sup> GLOBALLY**  
**~ 70% of which in UAE**

Units sold since 2002

**c. 117,000<sup>2</sup> GLOBALLY**  
**c. 73,000<sup>2</sup> in UAE**

Units delivered since 2002

**c. 590<sup>2,3</sup> MN SQ. FT.**

Land bank in key countries

## STRONG REVENUE VISIBILITY

**AED +100<sup>2</sup> BN GLOBALLY**  
**AED 93.8<sup>2</sup> BN in UAE**

Robust revenue backlog from property sales

**29% RECURRING REVENUES**  
**(41% of EBITDA)**

Mall and retail centers with **GLA of ~13 Mn sq. ft. globally** (~10 Mn sq. ft. in Dubai)

**38 Hotels with around 9,200 keys**  
(18 hotels are in pipeline with more than 3/4<sup>th</sup> under management contract)

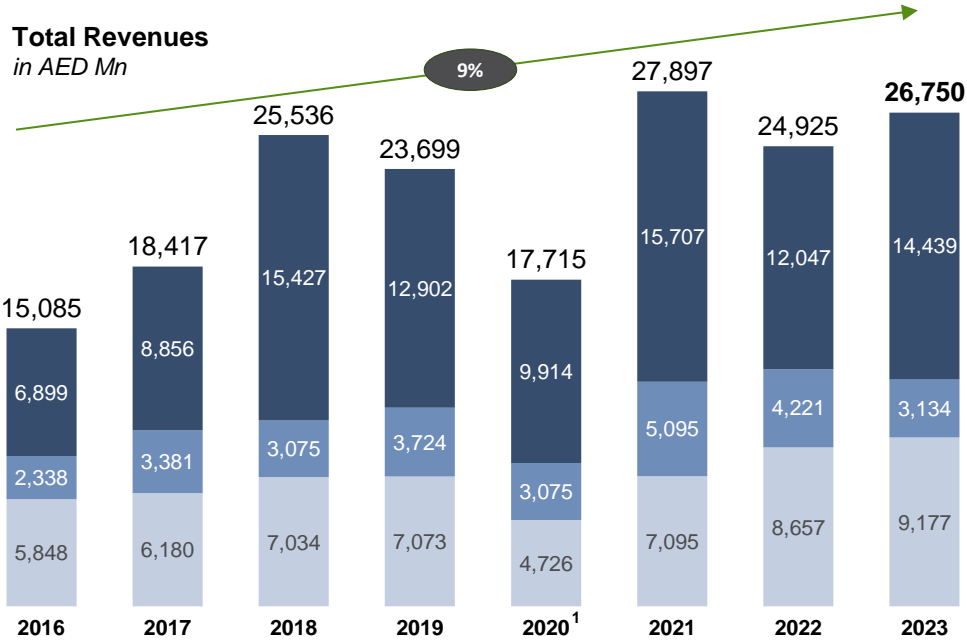


# Emaar Timeline – Key Events



# Diversified Real Estate Player In UAE & International Markets

## Resilient Business Model With Strong Growth Potential



- UAE Development : 11% CAGR
- International Development: 4% CAGR
- Malls, Hospitality, Entertainment & Others (Recurring Revenues): 7% CAGR

- ✓ Significant growth delivered in difficult market environment
- ✓ Good business mix with strong upside potential in development business, supported by steadily growing recurring businesses
- ✓ Focus on expanding recurring revenue portfolio

1) Business performance was impacted due to Covid-19 pandemic



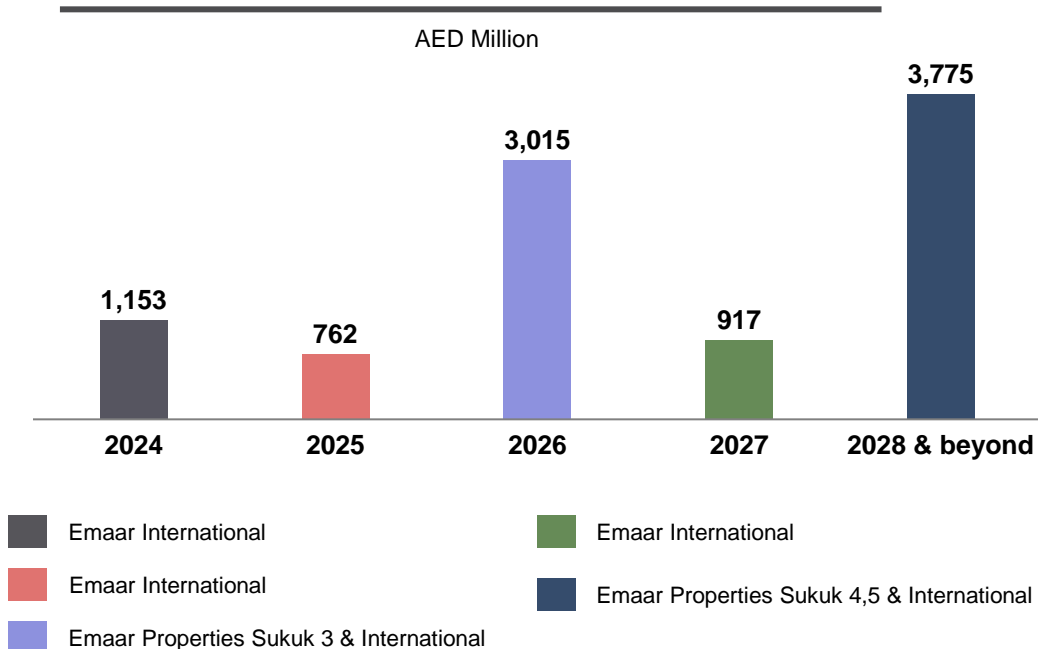
# Strong Balance Sheet

## Investment Grade Rating with Low Leverage and Access to Significant Liquidity

AED Million	9M 2024
Debt	9,622
Cash	42,935
Net Debt	(33,313)
Equity	91,539
Total Assets	150,248
Undrawn Facility <sup>1</sup>	~3,670

Key Ratios	9M 2024
Debt / Equity	0.11
Debt / Total Assets	0.06
Net Debt / EBITDA*	(1.9)
EBITDA / Interest	20.4**
Credit Rating	BBB / Baa2 (With Stable Outlook)

### Comfortable Debt Maturity Profile – Sep 2024



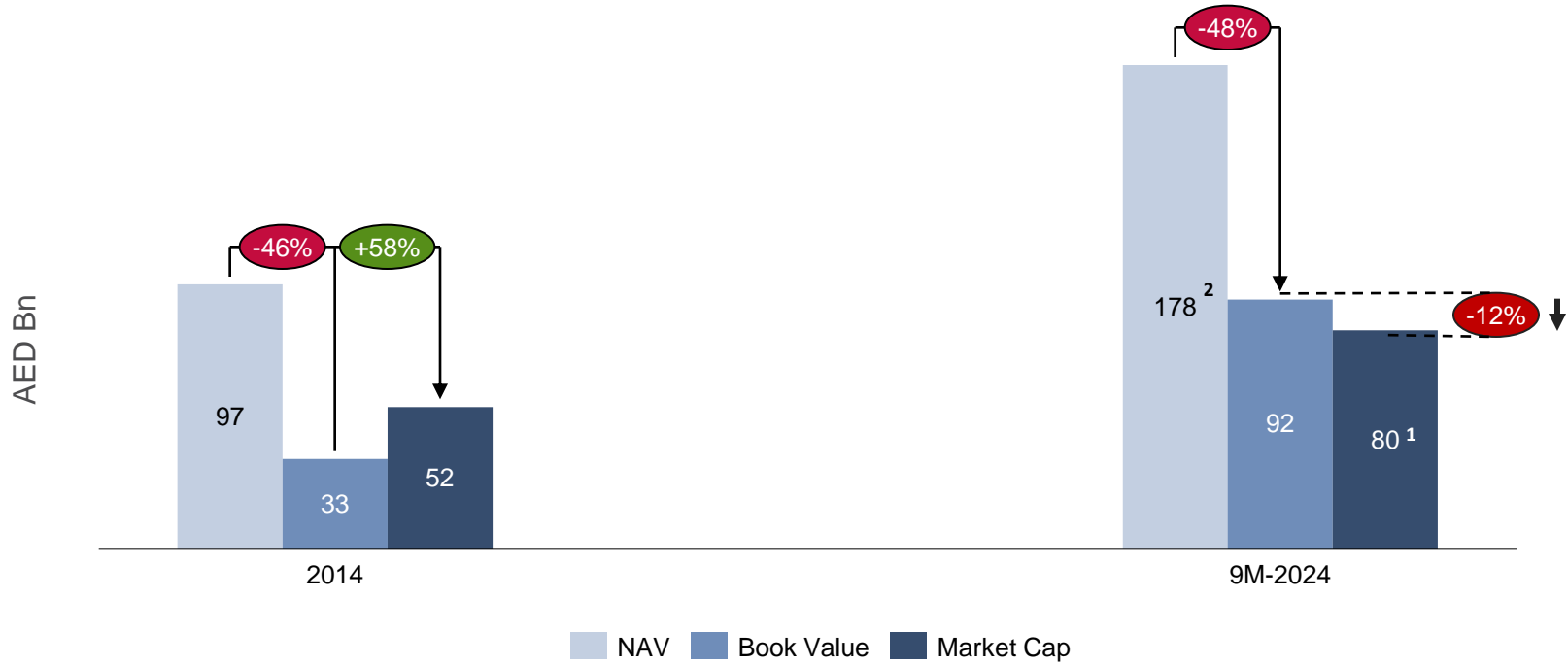
Note: Majority short/medium term working capital type facilities are rolled over on annual basis or on the respective facility expiry dates

\*Trailing 12-month EBITDA is considered

\*\*Excluding finance cost related to discounting/unwinding of long-term payments & leases

# Emaar In “The Value Zone”

Emaar Properties is Trading at Significant Discount to its NAV despite Superior Financial Metrics



1) Market valuation based on share price as at 12<sup>th</sup> Nov 2024; 2) NAV as of 31<sup>st</sup> December 2023

A wide-angle photograph of the Dubai Mall and Burj Khalifa skyline. In the foreground, the Dubai Fountain is active, with numerous water jets spraying upwards. The water jets are illuminated with a warm, reddish-orange glow. The Dubai Mall building is a large, multi-story structure with a curved facade, featuring various storefronts and advertisements. The Burj Khalifa and other skyscrapers are visible in the background against a clear blue sky. The overall scene is vibrant and modern, showcasing the city's architectural and entertainment landscape.

**Expanding Footprint  
in UAE &  
International Markets**

# Developer of Iconic Master Plans Transforming Dubai...

## Downtown Dubai

2005



Today

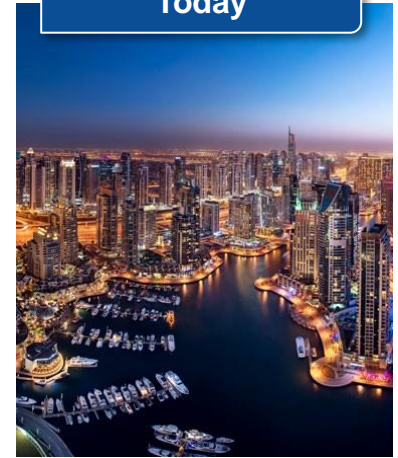


## Dubai Marina

2003



Today



- ✓ **500-acre Flagship Mega-Development**
- ✓ One of the **Most Visited Destinations** In The World
- ✓ Includes **World's Tallest Building**, one of **World's Largest Mall** and **World's Tallest Choreographed Musical Fountain**

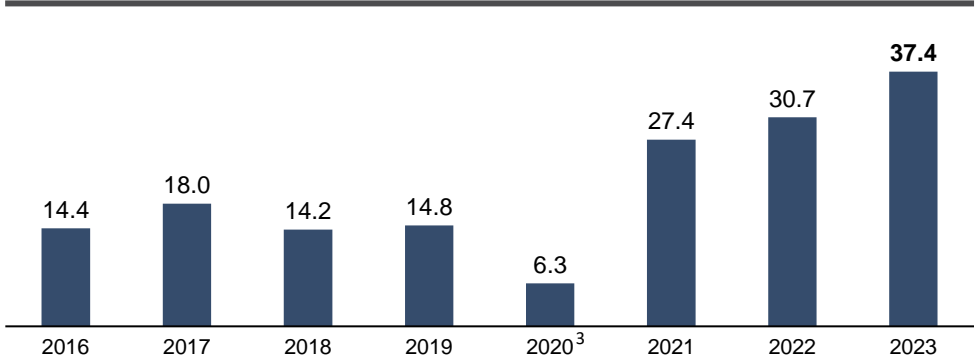
- ✓ One of the **Largest Man-Made Marina** (3.5 sq.km.) development of its kind
- ✓ Total development area of **66 Mn sq. ft.**
- ✓ Includes c. 0.4 Mn sq. ft. **Dubai Marina Mall**



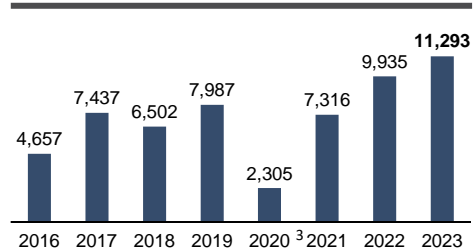
# ...Having Stood Multiple Tests of Time

**Emaar's Unique Proposition of Integrated Masterplans and Superior Quality helped to Deliver Consistent Performance in UAE**

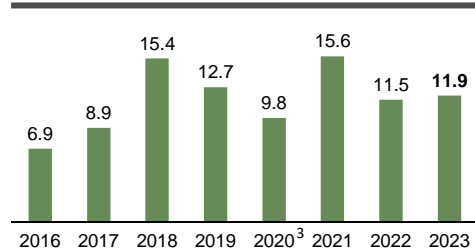
**UAE Development Sales<sup>1</sup> (AED Bn)**



**Number of Units Sold<sup>1</sup>**



**Revenues<sup>2</sup> (AED Bn)**



- ✓ Significant **long-term value creation** through Integrated Master Developments centred around Iconic Assets / Attractions
- ✓ Strong **customer trust** and brand loyalty
- ✓ **Acquired Dubai Creek Harbour** in 2022, unlocking lucrative potential in a prime Dubai location
- ✓ **Purchased ~140 Mn sq.ft. of land bank** near “The Oasis” masterplan with **development value of AED 96 Bn**
- ✓ Highest ever property sales in UAE of around **AED 48 Bn in 9M-2024**
- ✓ Revenue backlog from property sales in UAE reached **AED 93.8 Bn** as of 30<sup>th</sup> September 2024, expected to boost future revenue

## Renowned For Its Iconic Retail Assets...



### Dubai Mall – Most Visited Mall in the World

- ✓ **One of the world's largest and renowned shopping & entertainment destination**
- ✓ **4.9 Mn sq. ft. GLA<sup>1</sup> having 99.5% Occupancy<sup>1</sup>**
- ✓ **1,300+ stores with leading retailers and marquee global brands**
- ✓ **With record 105 Mn visitors, Dubai Mall becomes Most Visited Place on Earth in 2023<sup>2</sup>**
- ✓ **Witnessed record 82 Mn visitors so far in 9M 2024**
- ✓ **Announced AED 1.5 Bn investment for expansion, introducing 240 new luxury retail options**

1) As at 30<sup>th</sup> September 2024 and inclusive of Zabeel Expansion and Fountain Views Expansion

2) By Arabian Business

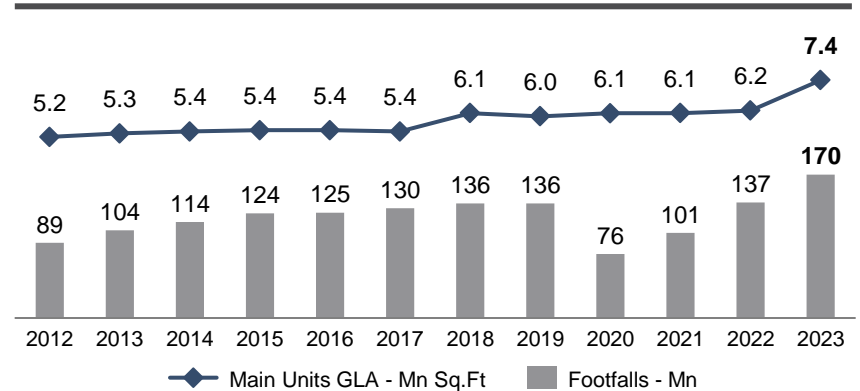
# ...Delivering Robust Growth

## Emaar Malls Management Delivered Consistent Growth over 2012 to 2023

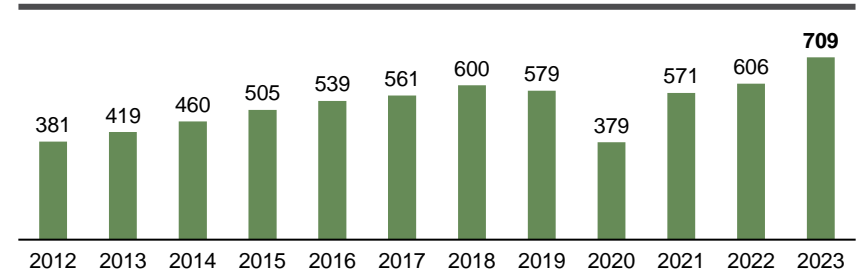
- ✓ Preferred gateway to Dubai's consumers for aspiring retailers and brands
- ✓ Urban lifestyle destination and unique retail experience
- ✓ Benefits from mature catchment created by the integrated master community developments of Emaar
- ✓ Emaar's malls are top choice for retailers, due to our well-established presence
- ✓ Superior positioning, preferred destination for UAE tourists and strong footfall
- ✓ Opened Dubai Hills Mall<sup>1</sup>, an Iconic lifestyle destination, with ~2 Mn sq. ft. GLA in Feb 2022

1) A joint venture (JV)

### Robust Growth in Footfalls<sup>1</sup>...



### Along with Steady Increase in Rent psf. (AED)<sup>1</sup>



1. Represents rent psf. of assets owned by Emaar Mall Management only, it excludes JV and International assets

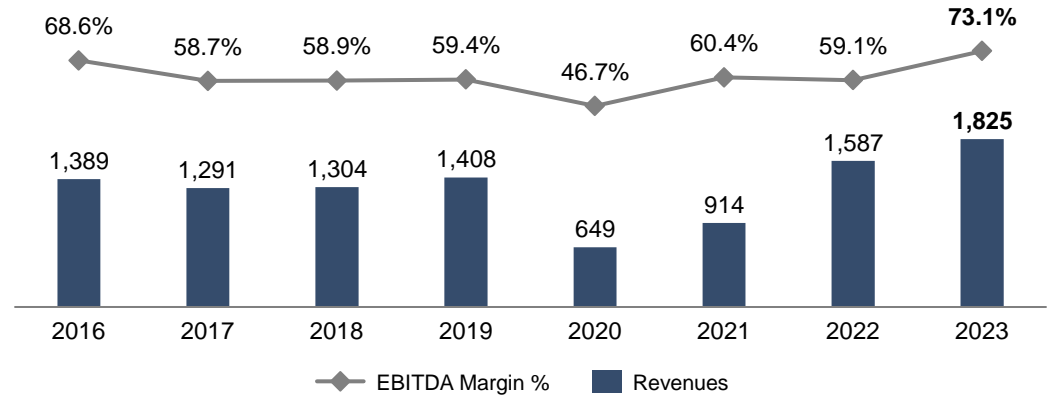
# ...Complemented by Immersive Entertainment Avenues

## Major Tourist Attractions driving Footfalls at our Malls

- ✓ **At The Top**, world's highest observation desk
- ✓ **Dubai Aquarium & Underwater Zoo** featuring one of the world's largest acrylic viewing panels
- ✓ **Penguinarium**, an all-immersive encounter with Gentoo Penguin
- ✓ **KidZania**, children's edutainment centre
- ✓ **Reel Cinemas**, UAE's largest 26-screen megaplex with different experiences
- ✓ **Play DXB**, mix of VR attractions and Arcade zone park spread over 75,000 sq. ft.
- ✓ **Dubai Ice Rink**, Olympic-sized ice-skating & events venue

## Entertainment & Commercial Leasing: Robust Growth & Superior Margins

In AED Mn



- ✓ **Sky Views Observatory & Edge Walk**, with glass floor and slide. Edge Walk is Dubai's highest hands-free walk on a ledge encircling the Address Sky View tower
- ✓ **Fastest Vertical Launch Rollercoaster: Storm Coaster** at Dubai Hills Mall, entered into **Guinness World Records**.
- ✓ **Adventure Park** at Dubai Hills Mall targeting nearby residential communities
- ✓ **Expanding in Saudi Arabia & Bahrain** for exceptional entertainment experiences



# Hospitality Assets Deliver Steady Performance

## Strong Rebound in Performance Post Covid-19

### Emaar Hotels:

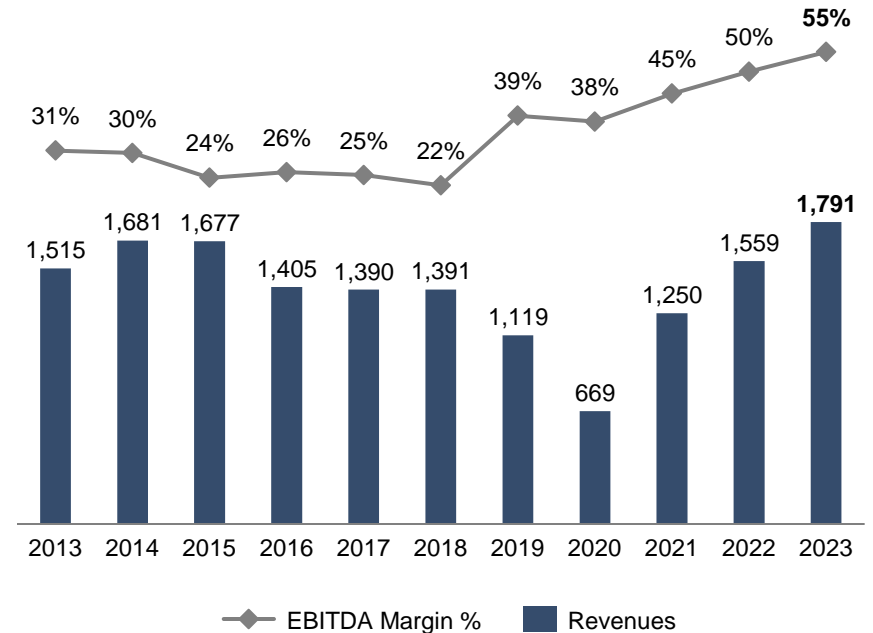
- ✓ Maintained healthy EBITDA margin with operating costs under control
- ✓ 4 new hotels started operation in 9M-2024 featuring around 500 keys
- ✓ Added 3 VEO gyms in the portfolio during 9M 2024
- ✓ Healthy pipeline of 18 hotels, more than 3/4<sup>th</sup> of which are under management contracts
- ✓ Established brands – Address Hotels & Resorts, Palace Hotels & Resorts, Vida Hotels & Resorts and Rove\* Hotels
- ✓ ADRs and Occupancy are higher than the average of Dubai's market

\*A joint venture

### Hospitality Business:

#### Resilient & Profitable

In AED Mn



# Replicating Our Success In International Markets

## Leverage Emaar's Strength And Unlock the Land Bank Potential in Key International Markets



### Development

- ✓ 49,100+ units sold & c. 44,000+ units delivered since 2002
- ✓ ~1.29 Bn sq. ft. land bank in key countries<sup>1</sup>

#### Major Projects:

- ✓ **Egypt: Uptown Cairo** - 'City within a city', **Marassi** - tourist resort with 7 distinct lifestyle districts
- ✓ **Turkey: Emaar Square** - mix-use development in the heart of Istanbul, **Tuscan Valley** - integrated community
- ✓ **Pakistan: Karachi** - integrated premium waterfront residential plan
- ✓ **India:** world class living spaces in Gurugram, Delhi, Mohali, Jaipur, Indore etc.



### Retail

- ✓ Own & operate iconic retail assets which will be part of Emaar's master developments
- ✓ Own & operating one of the largest mall in Turkey - **Emaar Square Mall** with 1.6 mn sq. ft. of GLA
- ✓ Emaar Square in Egypt, a development with outdoor shopping experience at Uptown Cairo
- ✓ Explore retail asset management contracts in GCC markets



### Entertainment

- ✓ Launch entertainment avenues complementing our retail assets
- ✓ Unique leisure attractions at Emaar Square Mall in Turkey - Discovery Centre, Aquarium & Underwater Zoo, Family Entertainment Centre, Ice Skating Rink, Mega Movie Theatre
- ✓ Expansion outside UAE, primarily in Saudi Arabia and Bahrain



### Hospitality

- ✓ Adopt an asset-light strategy to expand in key international markets
- ✓ Leverage established brands – Address Hotels & Resorts, Vida Hotels & Resorts and Rove Hotels
- ✓ Currently, owns and manage Al Alamein, Hotel Blanca, Address Marassi, Verdi Hub Marassi, in Egypt, Address Hotel in Turkey and Vida Marasi in Bahrain

<sup>1</sup>) Includes Emaar Economic City's land bank of c.1.1 Bn sq.ft., an associate of Emaar

An aerial photograph of a city skyline at dusk. The sky is a mix of blue and orange, with a bright sun low on the horizon creating a starburst effect. The city is filled with numerous skyscrapers and buildings. The most prominent feature is a very tall, slender skyscraper with a glass facade, which is the focal point of the image. Other buildings of varying heights and architectural styles surround it. In the foreground, there are some lower-rise buildings and what appears to be a park or green space with winding paths. The overall atmosphere is one of a modern, bustling city.

# Business Strategy & Outlook

## Top 3 Priorities

1

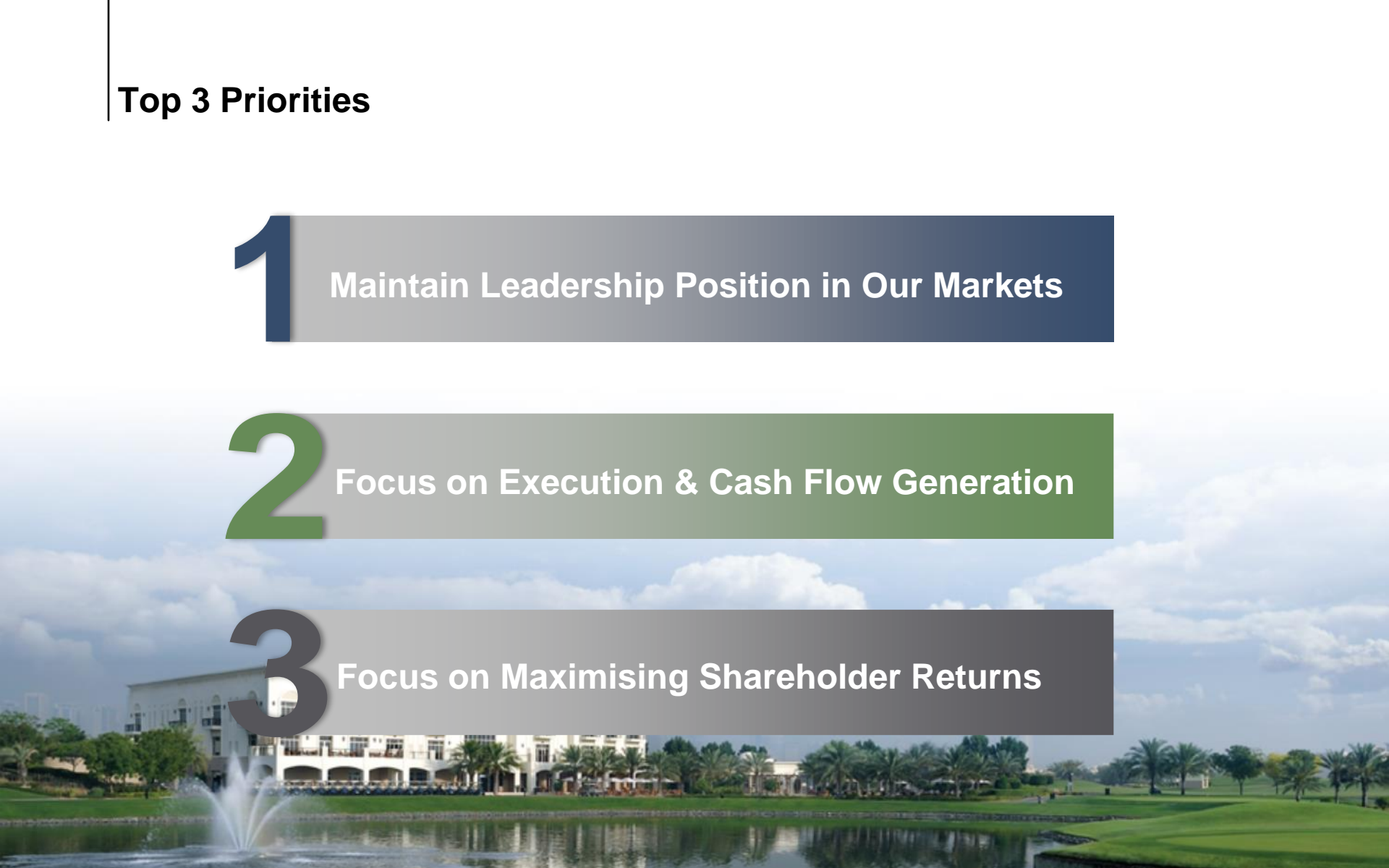
Maintain Leadership Position in Our Markets

2

Focus on Execution & Cash Flow Generation

3

Focus on Maximising Shareholder Returns





# UAE Development Strategy: Consolidate and Prepare for the Next Growth Phase

## Leverage the Strength of Master Developments

- Leverage on the existing master communities to launch new projects
- Strategic acquisition of lands within UAE, transition them into a premium lifestyle
- Provide 'City within a city' experience to discerning customers

## Product Innovations

- Unique product offering for Millennials
- Optimised unit sizes with larger community facilities
- Wider price-product range catering to diverse customer needs

## Marketing to International Customers

- Targeting international customers
- Business development in China, India, Saudi Arabia & other countries
- Seen strong response from Chinese customers

## Well-planned Execution & Delivery

- Timely completion of projects under development
- Healthy cash flow generation

## Development Through JV

- Access to premium land through JV with GREs<sup>1</sup>
- Preferred Development Partner for GREs
- Expansion and penetration of Emaar Brand in existing and new markets over longer term

- Return on Capital Accretive - lower capital (minimum immediate cash outlay for land purchase)
- Earn development profit share and project management fees
- Conserved cash to be used for judicious purchase of prime land

<sup>1</sup>) Government Related Entities

# UAE Retail Strategy: Multi-format Growth Strategy

## Leverage Superior Asset Mix

- Offer diverse retailing experience - super-regional malls, regional malls, specialty retail, community retail centers
- Constant innovations and improvements to deliver superior experiences
- Well-entrenched in existing catchments & categories
- Increase competitiveness and enhance customer convenience

## Robust Retail Space Growth

- Well-planned extensions at Dubai Mall to enhance customer experience
- Leverage Emaar master developments to expand community retail centres
- Grow our portfolio in local market with timely completion of upcoming retail assets
- Potential growth through acquisition of third-party retail assets in the UAE and the GCC

## Quality & Profitability of Retail Assets

- Diversify lease payment risk across a significant number of tenants
- Maintain flexible lease terms with active tenant management
- Maintain high margins and strong collection rates
- Offer unique complementary attractions

# UAE Retail Strategy: Adopt Low-Risk Model For Future Expansions

## Operate As Pure Rental Income Play

- **Pure Rental Income Play**
  - ✓ Focus on rental income growth and cash flow generation
- **Minimal Development Risk**
  - ✓ Execute extensions & renovations at existing retail assets
  - ✓ Selectively add new community centres in Emaar master developments
- **New Expansions**
  - ✓ New retail assets to be developed primarily in Emaar's masterplans (independently or through Joint Ventures)

## Projects under Emaar

Project Name	GLA ('000 sq.ft.)	Expected Opening
Dubai Mall Expansion (Grand Drive)	c. 440+	H2 2028

## Projects under JV

Project Name	GLA ('000 sq.ft.)	Expected Opening
Dubai Expo Mall <sup>1</sup>	c. 385	H1 2026

# Sustainability

Environment, Social  
& Governance



# EMAAR'S ESG Strategy Framework

EMAAR'S ESG purpose is to create and sustain exceptional places to live, work and visit, with a commitment to sustainability at the forefront, enhancing community wellbeing, safeguarding the environment, and creating long-term value for all its stakeholders

## STRATEGIC PILLARS

**SAFEGUARDING THE ENVIRONMENT**

**MAXIMISING SOCIAL VALUE**

**STRONG GOVERNANCE & BUSINESS ETHICS**

## FOCUS AREAS

6 - CLIMATE CHANGE MITIGATION

9 - WATER MANAGEMENT

10 - WASTE MANAGEMENT

11 - CLIMATE CHANGE ADAPTATION

14 - SUSTAINABLE MATERIAL USE, DESIGN & CONSTRUCTION

20 - GREEN BUILDING CERTIFICATIONS

1 - CUSTOMER SATISFACTION

2 - HEALTH, SAFETY, & WELLBEING

15 - TALENT ATTRACTION & RETENTION

17 - TRAINING & DEVELOPMENT

19 - COMMUNITY IMPACTS

23 - DIVERSITY & INCLUSION

3 - LEGAL & REGULATORY COMPLIANCE

4 - ANTI-CORRUPTION & BRIBERY

5 - DATA PRIVACY & SAFETY

7 - ETHICS & TRANSPARENCY

8 - HUMAN RIGHTS

12 - RISK MANAGEMENT

13 - BOARD OVERSIGHT & ACCOUNTABILITY

16 - ECONOMIC PERFORMANCE & RESILIENCE

18 - STAKEHOLDER ENGAGEMENT

21 - INNOVATION & DIGITAL TRANSFORMATION

22 - RESPONSIBLE PROCUREMENT

HIGHLIGHTED FOCUS AREAS REPRESENT THE TOP 9 MATERIAL ISSUES OF HIGH IMPORTANCE.

## UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS (UN SDGS)

6 CLEAN WATER AND SANITATION



7 AFFORDABLE AND CLEAN ENERGY



9 INDUSTRY INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION



2 ZERO HUNGER



3 GOOD HEALTH AND WELL-BEING



4 QUALITY EDUCATION



5 GENDER EQUALITY



8 DECENT WORK AND ECONOMIC GROWTH



10 REDUCED INEQUALITIES



16 PEACE, JUSTICE AND STRONG INSTITUTIONS



17 PARTNERSHIPS FOR THE GOALS



## STRATEGIC OBJECTIVES

EXCEPTIONAL PLACES TO LIVE

EXCEPTIONAL PLACES TO VISIT

EXCEPTIONAL PLACES TO WORK

EXCEPTIONAL PLACES FOR THE ENVIRONMENT



# Our ESG Focus: Safeguarding the Environment

## Key Highlights and Achievements



### WATER MANAGEMENT

The recycling of swimming pool backwash water for car parking is a sustainable practice adopted across 30+ buildings in Emaar Communities in Dubai. These buildings have provisions in place for the reuse of water, either for parking area maintenance or backyard cleaning to save water.

Sewage water undergoes treatment through a Sewage Treatment Plant (STP) and is subsequently repurposed for irrigation in community landscapes. The STP processes over 6,000 cubic meters of sewage water daily.

Treated Sewage Effluent (TSE) is utilized in multiple District Cooling Plants in Emaar communities to reduce dependency on city main potable water sourced from the local electricity and water authority in Dubai.



### CLEAN ENERGY

Over 80 Electric Vehicle (EV) chargers have been successfully implemented within residential communities. The primary objective is to formalize the integration of charging infrastructure, thereby fostering the growing adoption of electric vehicles among residents.

We have increased the total installed solar capacity in the UAE by 21% YoY. We are also conducting feasibility studies to expand the use of solar energy in our energy mix.

Emaar's business units generated 16.5K MWh of electricity, primarily sourced from solar photovoltaic systems, offsetting 6.6K tons of CO2 equivalent from being emitted into the atmosphere.



### INDUSTRY, INNOVATION AND INFRASTRUCTURE

Burj Khalifa secured the Leadership in Energy and Environmental Design (LEED) Platinum certification highlighting our commitment to sustainable practices.

7 of our hotels in the UAE have been awarded the Green Key Certificate from UAE's Emirates Green Building Council – Address Sky View, Address Beach Resort, Address Downtown, Palace Downtown, Address Beach Resort Fujairah, Palace Beach Resort Fujairah, Vida Creek Harbour.

Introduced motion sensors in Emaar communities' common corridors, lift lobbies, and back-of-house areas leading to enhance energy efficiency.

Emaar has initiated an Energy & Benchmarking Dashboard that involves the comparison of similar facility types within the UAE market to compare and monitor current energy usage across all Emaar business units.

Emaar Properties PJSC has become a member of the Emirates Green Building Council (EGBC), a membership-driven organisation in the UAE whose purpose is to promote the development of sustainable buildings and construction in the UAE.



### RESPONSIBLE CONSUMPTION

Emaar Communities has replaced hazardous and harmful chemicals used for cleaning, disinfection, and sanitization with environmentally friendly alternatives. This approach led to a 75% reduction in the usage of conventional chemicals. The successful implementation of bio-enzymes spans 31 lakes.

Emaar hotels have installed Winnow - the AI Tracking mechanism for food waste measurement at the source. This was installed in five hotels in Dubai, with plans to expand Group-wide.

Emaar hotels in Dubai participated in the "No to Food Waste initiative" under the 1 million Surplus Meals during Ramadan 2024, led by UAE Food Bank in partnership with national food loss initiatives ne'ma and ReLoop. The aim was "Zero Food Waste to landfill."

As a result of the waste management and waste segregation initiatives introduced across our Emaar Malls at the start of this year, a total of 15,366 tons of waste (including dry recyclable waste and biodegradable waste) has been diverted from landfill, achieving a diversion rate of 52%.



### CLIMATE ACTION

Emaar has launched a tender process that includes retrofit and control solutions for all its facilities. The overarching strategy is to achieve a substantial reduction in energy consumption by 15-20% (~21,000 – 22,000 MTCO2eq) reduction in energy consumption across Emaar buildings through the implementation of a tailored Energy Management Program encompassing retrofit and control initiatives to reduce energy consumption and enhance energy efficiency.

A GHG emissions accounting project has commenced in 2024 to calculate Scope 1, 2 and 3 emissions across key markets Group-wide.

Established a Scope 2 emission monitoring and reporting dashboard to track monthly utility-associated emissions across Emaar's diverse business units.

# Our ESG Focus: Maximizing Social Value

## Key Highlights and Achievements



### EMPLOYEE WELFARE AND COMMUNITY IMPACTS

- Contributed approximately AED 54 Mn as CSR expenditure by the Group in FY 2023. We donated AED 5 million to the Red Crescent Society, supporting critical humanitarian efforts in Syria and Turkey, and provided AED 315 thousand to the Securities and Commodities Authority (SCA) to enhance trading environment security.
- 37,330+ hours H&S-related job-specific training were provided to workers across UAE, Egypt, Pakistan and India and zero fatalities across the Group in FY 2023
- Conducted 42 employee engagement programs, including awareness days, health and fitness, blood donation campaigns and community events.
- Organized community programs and supported the International Day of Charity by donating food to food banks, International Women's Day, Emirati Women's Day, Dubai Center for Special Needs, World Down Syndrome Day, Autism Day, Health checkup camp, Blood donation drive, World Environment Day, International Yoga day, 1 Billion Meals Endowment Initiative, Orphan visit to Emaar Entertainment attractions, Earth Hour '24 and donated 300 Iftar meals. In 2024, a community program was launched in the UAE to encourage residents to donate electronic devices for refurbishment and reuse in schools.
- Emaar One Mobile Application – developed the Emaar One App to digitally empower our customers, enabling them to conduct real-time interactions and apply for services such as property transfers, updates, move-in and move-out permits, maintenance requests, advance payments for properties, and home services. Additionally, the app facilitates convenient payments for instalments and service fees
- Emaar Hospitality Won the 1st Annual World's Sustainable Travel and Hospitality Award under the category - Leading Sustainable Health & Well-being Initiative 2024.



### DIVERSITY & INCLUSION: A DIVERSE AND INCLUSIVE CULTURE MAKES US BETTER IN EVERY WAY

- Emaar employs 6,450+ employees\*: 26% Female and 74% Male with over 100 nationalities as of September 2024
- Board of Directors involved actively in Emaar Properties' workforce retention & engagement. Emaar employees contribute to a culture that drives its success
- 1 Board Member and 2 Top Leadership Team are women.

\*In UAE

# Our ESG Focus: Ensuring strong governance and business ethics

## Maintaining Strong Corporate Governance Practices



### ESG POLICY

Emaar launched its Group ESG Policy and ESG Strategy in 2024, which outline Emaar's ambitions and approach to integrate ESG in its operations.

Emaar's purpose is to create and sustain exceptional places to live, work and visit, with a commitment to sustainability at the forefront. Its Group ESG Strategy guides this approach to embed ESG within every aspect of Emaar's business operations.



### DATA MANAGEMENT

Emaar leverages multiple data sources to measure performance and gain deeper insights across financial, operational, customer, and workforce metrics. Emaar's approach is rooted in strong corporate governance principles, ensuring that all data used is clean, verified, and consolidated for accuracy. By employing predictive analysis and data-driven decision-making, business outcomes are optimized, while safeguarding personal data and upholding human rights. Emaar is committed to genuine transparency and accountability in all aspects of data management, reinforcing its commitment to ethical practices and compliance.



### CYBER RISK AND THREAT MANAGEMENT

As part of Emaar's commitment to protecting sensitive data and ensuring the security of its systems, several key cybersecurity controls have been implemented, including (but not limited to) Data Loss Prevention (DLP), Web application security, and Endpoint protection. Emaar is committed in following international best practices and is certified to the ISO 27001:2022 standard for information security management. This certification demonstrates Emaar's commitment to continuously improving its security posture, managing risks effectively, and ensuring that its processes meet stringent global security requirements to safeguard both organizational assets and the personal information of customers and stakeholders.



### ESG GOVERNANCE

Emaar hired an ESG Head & established an ESG Steering Committee to embed ESG considerations within our corporate governance framework. The Committee comprises Executive Management team members that report to the Chairman of the BODs. The Committee is responsible for setting & oversight of our ESG strategy, ensuring effective assessment and management of ESG risks and opportunities and alignment of the ESG strategy with Emaar's business strategy. Committee members performance is also linked to ESG KPIs.

# Our ESG Focus: Ensuring strong governance and business ethics

## Maintaining Strong Corporate Governance Practices



### STANDARDS OF CONDUCT POLICY

Emaar developed Standards of Conduct Policy to maintain the highest standards of professionalism, honesty, integrity and fairness. It outlines organizational values, principles and correlates them with expected standards of professional conduct by associates, vendors and contractors



### ANTI CORRUPTION & BRIBERY POLICY

Emaar's Anti Corruption and Bribery Policy prohibits employees from offering, promising, giving or receiving anything of value to improperly influence a decision or to gain an improper or unfair advantage in promoting, enhancing, obtaining or retaining business. This policy extends to our Board and management team as well as all our employees



### NO GIFT POLICY

Emaar has issued strict guidelines to employees on non-acceptance of gifts offered by existing or potential vendors/ contractors / customers or non-associates having relationship with the Company



### WHISTLEBLOWER POLICY

Emaar has established a comprehensive Corporate Anti-Fraud and Whistleblower Policy to voice concerns related to unethical or improper practice. The Emaar Group Audit Committee, as mandated by the Board of Directors, is responsible for the administration, revision, interpretation and application of this Policy



**9M 2024  
Results Update**



## 9M 2024 Key Highlights

### Strong Property Sales<sup>1</sup>

**AED 50 Bn**

**+60% vs 9M-23**

### Robust Revenues

**AED 23.8 Bn**

**+30% vs 9M-23**

### Healthy EBITDA

**AED 12.6 Bn**

**+47% vs 9M-23<sup>2</sup>**

### Net Profit (attributable to equity holders)

**AED 8.5 Bn**

**+30% vs 9M-23<sup>2</sup>**

### UAE Property Sales<sup>1</sup>

**AED 48 Bn**

**+66% vs 9M-23**

### Revenue Backlog<sup>1</sup>

**AED 100+ Bn**

from Group property sales,  
expected to boost future revenue

### Recurring Operation

**Contributing**  
**29% - Total Revenues**  
**41% - Total EBITDA**

### Impressive Credit Ratings

**Investment Grade**  
**BBB / Baa2**  
by S&P, Fitch and Moody's  
with **Stable Outlook**

### Expanding Recurring Ops.

- Commenced AED 1.5 Bn Dubai Mall expansion project
- Added 3 new VEO Gyms

## Key Highlights

AED Million	Q3 2024	Q3 2023	% Change	9M 2024	9M 2023	% Change
<b>Group Property Sales <sup>(1)</sup></b>	<b>18,453</b>	10,974	↑ 68%	<b>49,903</b>	31,143	↑ 60%
<b>Revenue</b>	<b>9,385</b>	6,102	↑ 54%	<b>23,792</b>	18,370	↑ 30%
<b>Gross Profit</b>	<b>5,253</b>	4,625	↑ 14%	<b>13,631</b>	11,393	↑ 20%
<i>GP Margin (%)</i>	<b>56%</b>	76%		<b>57%</b>	62%	
<b>EBITDA</b>	<b>4,671</b>	4,409	↑ 6%	<b>12,636</b>	11,923	↑ 6%
<i>EBITDA Margin (%)</i>	<b>50%</b>	72%		<b>53%</b>	65%	
<b>Net Profit <sup>(2)</sup></b>	<b>4,212</b>	4,101	↑ 3%	<b>11,046</b>	9,849	↑ 12%
<i>NP Margin (%)</i>	<b>45%</b>	67%		<b>46%</b>	54%	
<b>Total Assets <sup>(3)</sup></b>	<b>150,248</b>	139,397	↑ 8%	<b>150,248</b>	139,397	↑ 8%
<b>Total Equity <sup>(3)</sup></b>	<b>91,539</b>	86,831	↑ 5%	<b>91,539</b>	86,831	↑ 5%
<b>Cash <sup>(3)</sup></b>	<b>42,935</b>	33,855	↑ 27%	<b>42,935</b>	33,855	↑ 27%
<b>Debt <sup>(3)</sup></b>	<b>9,622</b>	12,271	↓ (22%)	<b>9,622</b>	12,271	↓ (22%)
<b>Net Cash <sup>(3)</sup></b>	<b>33,313</b>	21,584	↑ 54%	<b>33,313</b>	21,584	↑ 54%

~5%

**GP Margin  
improvement\***

+47%

**EBITDA Growth\***

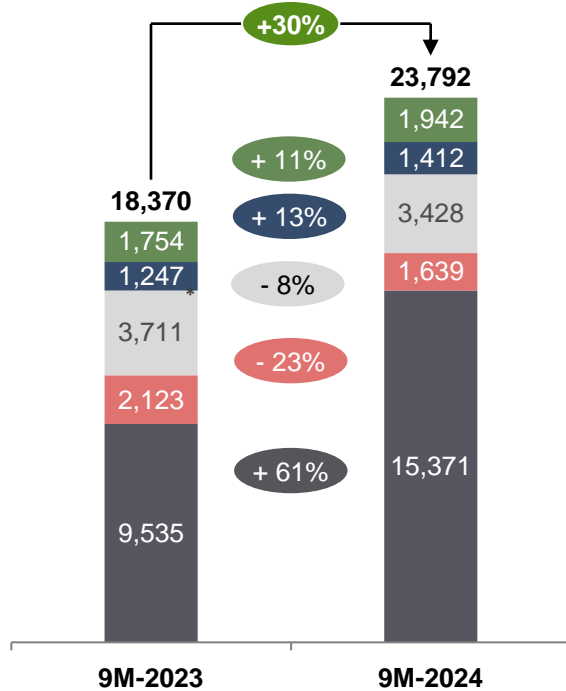
+36%

**NP Growth\***

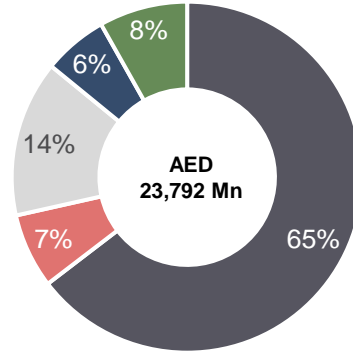
\* YoY growth, excluding one off items recorded in 9M-2023

# Segment Analysis

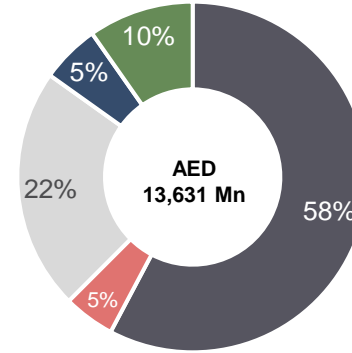
Segment Wise Revenues (AED Mn)



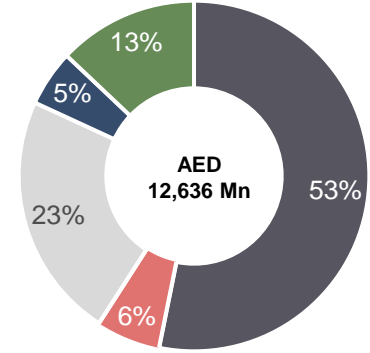
Revenue Share %



GP Share %



EBITDA Share %



## Contribution From Recurring Businesses

Revenue: 29%

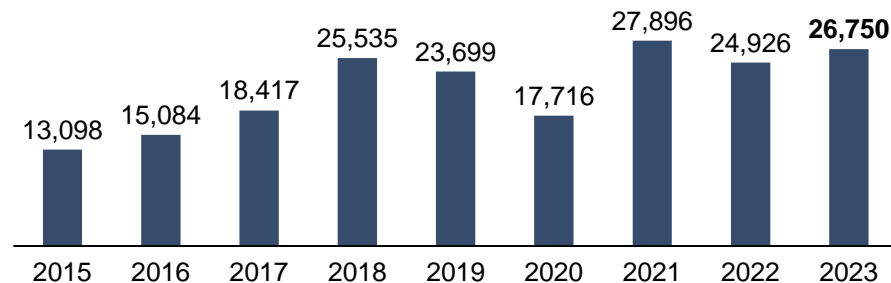
EBITDA: 41%

■ UAE Development 
 ■ International Development 
 ■ Emaar Malls Management 
 ■ Emaar Hospitality 
 ■ Entertainment, Leasing & Others

# Historical Trend

## Revenues

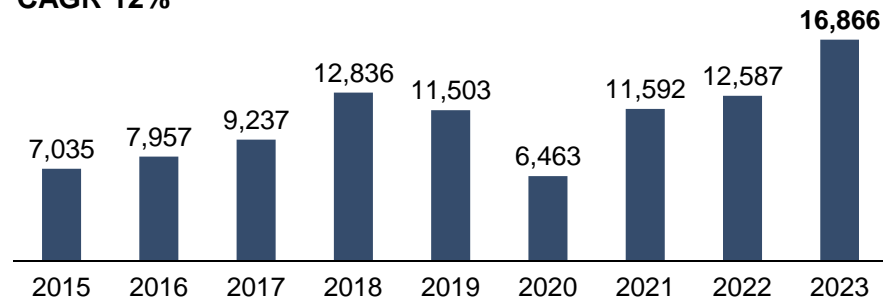
CAGR 9%



## Gross Profit

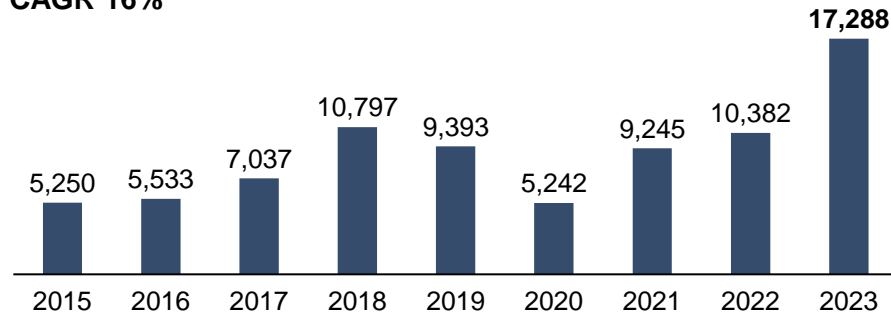
In AED Mn

CAGR 12%



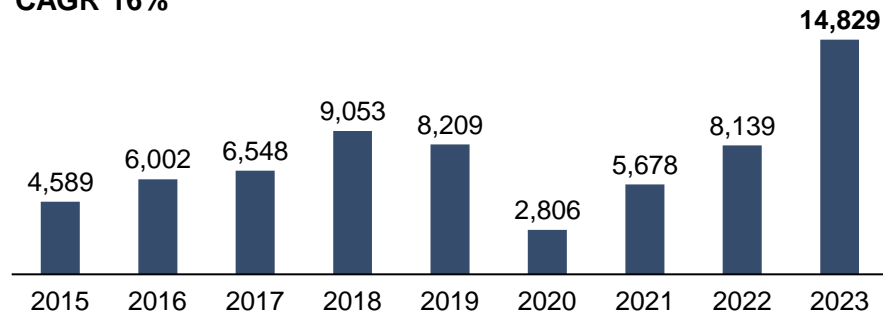
## EBITDA

CAGR 16%



## Net Profit

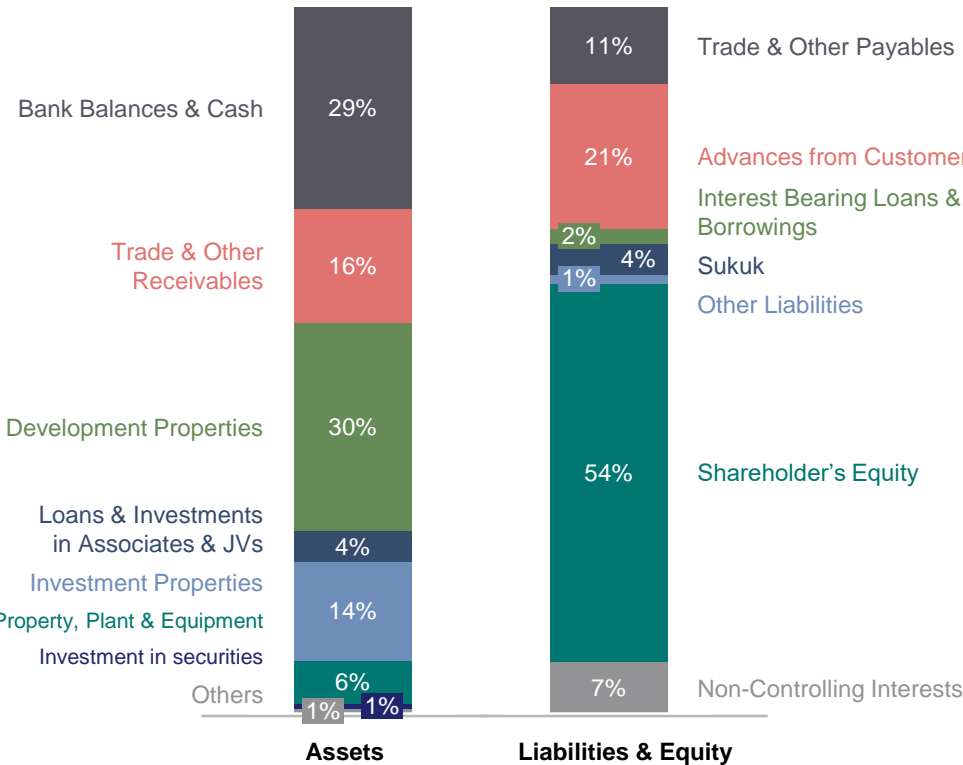
CAGR 16%



# Balance Sheet & Cash Flow Overview

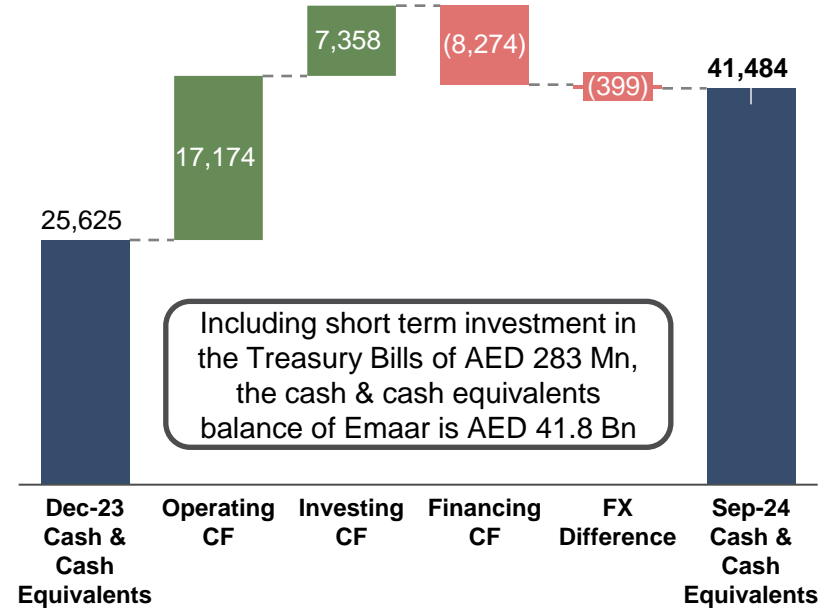
## Balance Sheet Overview

Total: AED 150,248 Mn



## Cash Flow Overview

In AED Mn



Including short term investment in the Treasury Bills of AED 283 Mn, the cash & cash equivalents balance of Emaar is AED 41.8 Bn

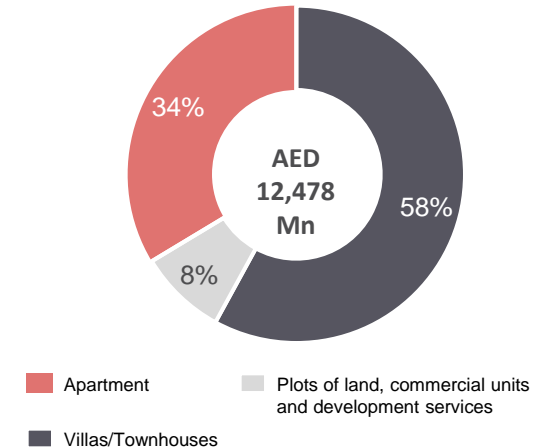
As of 30 September 2024, total balance of project escrow accounts is AED 29.7 Bn, these balances are not under lien



## Emaar Development – Key Highlights<sup>1</sup>

AED Million	9M 2024	9M 2023	% Change	
<b>Property Sales</b>	<b>48,024</b>	28,916	↑	66%
<b>Revenue</b>	<b>12,478</b>	7,369	↑	69%
<b>Gross Profit</b>	<b>6,846</b>	4,682	↑	46%
<i>Margin (%)</i>	<b>55%</b>	64%		
<b>EBITDA</b>	<b>6,003</b>	4,454	↑	35%
<i>Margin (%)</i>	<b>48%</b>	60%		
<b>Net Profit</b>	<b>5,972</b>	4,754	↑	26%
<i>Margin (%)</i>	<b>48%</b>	65%		

### 9M-2024 Revenue Breakup



#### Customer Default Rate

**c. 0.5%**  
of Sales Value

#### Units Delivered since 2022

**c. 73,000**

#### Land Bank<sup>2</sup>

**c. 416 Mn SQFT**

#### Units Under Construction<sup>2</sup>

**c. 39,800**  
To be delivered in next 4 years

#### Revenue Backlog<sup>3</sup>

**AED 93.8 Bn<sup>2</sup>**  
To be recognized over next 3-4 years

#### Cash Balance (including JVs)<sup>4</sup>

**AED 35.5 Bn**

# UAE Development – Current Project Status

Projects Under Development	100% Owned Developments									Consolidated JV <sup>3</sup>		Equity Accounted JV <sup>3</sup>		Other Land Bank <sup>10</sup>	Total <sup>5</sup>
	Downtown Dubai	Arabian Ranches <sup>4</sup>	Dubai Marina <sup>6</sup>	Emirates Living <sup>6</sup>	Emaar Beachfront	The Valley	Address Marjan Island	Dubai Creek <sup>7</sup>	The Oasis <sup>5</sup>	Dubai Hills (50%)	Rashid Yachts & Marina** (70%)	Emaar South (50%)	Zabeel Square (50%)		
Units	1,873	2,683	441	277	3,074	5,414	1,176	7,149	627	8,953	3,176	3,371	1,684	In Planning Stage	<b>39,898</b>
Area (Mn sq. ft.)	2.8	5.4	0.5	0.3	3.4	12.5	1.2	7.0	4.3	10.7	3.2	7.1	1.7		<b>60.1</b>
Value (AED Bn)	9.2	7.88	1.3	0.8	16.7	17.7	4.0	17.8	9.7	27.0	8.2	10.7	5.4		<b>136.4</b>
% Units Sold	100%	100%	100%	100%	97%	89%	68%	91%	89%	90%	93%	85%	100%		<b>92%</b>
% Value Sold	100%	100%	100%	100%	95%	86%	63%	90%	78%	91%	91%	84%	100%		<b>90%</b>
% Collected of sold units	54%	58%	41%	47%	41%	33%	27%	39%	22%	41%	31%	23%	24%		<b>38%</b>
% Remaining Collections of Sold Value	46%	42%	59%	53%	59%	67%	73%	61%	78%	59%	69%	77%	76%		<b>62%</b>
Till Handover	32%	35%	59%	53%	54%	67%	73%	60%	78%	52%	60%	76%	76%		58%
Post Handover	14%	7%	0%	0%	5%	0%	0%	1%	0%	4%	0%	1%	0%		3%
Revenue Backlog (AED Bn) <sup>1</sup>	5.0	2.8	1.0	0.5	12.9	12.6	2.6	11.7	8.2	16.5	5.9	8.6	5.4		<b>93.7</b>
Gross Margin Achieved <sup>2</sup>	42%	45%	63%	49%	60%	45%	55%	47%	23%	58%	45%	47%	43%	<b>48%</b>	
Total Remaining GFA (Mn Sqft) <sup>9,10</sup>	-	-	-	-	<b>3.5</b>	<b>32.2</b>	<b>0.0</b>	<b>91.9</b>	<b>24.7</b>	<b>31.4</b>	<b>7.2</b>	<b>23.0</b>	<b>0.0</b>	<b>50.6</b>	<b>264.5</b>
Build-to-Lease (BTL) / Build-to-Operate (BTO) <sup>8</sup>	-	-	-	-	0.5	0.5	0.0	24.3	0.3	13.7	0.1	3.0	0.0	0.5	<b>43.0</b>
Build-to-Sale (BTS)	-	-	-	-	3.0	31.7	0.0	67.6	24.4	17.7	7.1	20.0	0.0	50.1	<b>221.6</b>

1) Sales value of units sold but not yet recognised as revenue under IFRS for under development projects, including 100% ownership of joint ventures as of 30 June 2024

2) Based on units sold which are under development as at 30 Sep 2024, margin is not necessarily indicative of margin at completion

3) JVs numbers are on the basis of the full project and not proportional to Emaar's share, while Emaar's entitlement/share of profits is 70% in Rashid Yachts & Marina JV and 50% in other JVs

4) Includes Arabian Ranches III

5) Total land area is around 100Mn sq.ft. (including "The Oasis" under Emaar Development PJSC). Masterplan on the land under Emaar Development PJSC is still under designing stage hence GFA is subject to change

6) Includes a project launched under the perimeter of Emaar Properties PJSC

7) Emaar Properties PJSC has fully acquired Dubai Creek Harbour in December 2022

8) BTL/ BTO are being developed by Emaar Development PJSC on behalf of Emaar Properties PJSC/JV for a management fee agreed with Emaar Properties PJSC

9) Based on current master plan as of 30 Sept 2024

10) GFA for land bank without master plans is subject to change based on final master plans i.e. Grand Polo Club & Resort (100% owned) and The Heights Country Club & Wellness (100% owned)

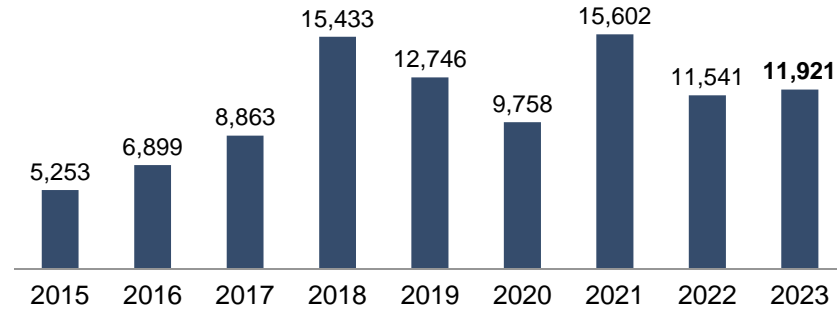
\*\*\*Rashid Yachts & Marina', formerly 'Mina Rashid'

Note: Project details are based on current projects under development

## Emaar Development – Historical Trend<sup>3</sup>

### Revenues

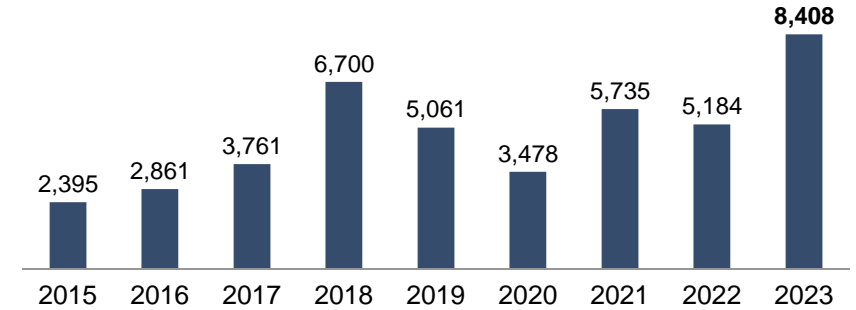
CAGR 11%



### Gross Profit

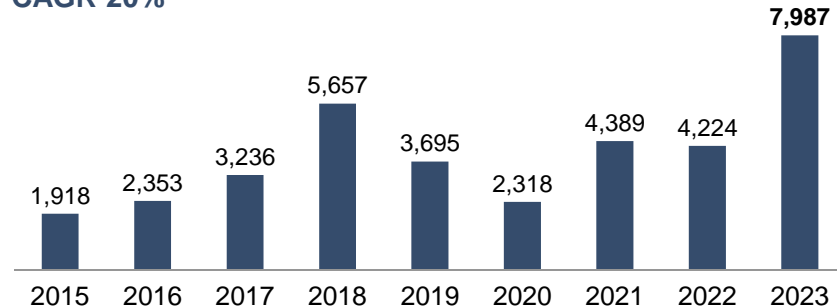
In AED Mn

CAGR 17%



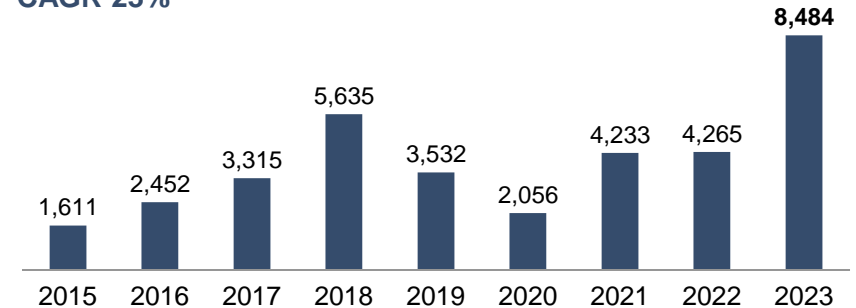
### EBITDA

CAGR 20%



### Net Profit

CAGR 23%



Notes: 1) Revenue is based on incremental percentage of completion (POC) achieved on development as per IFRS 15. 2) CAGR is calculated from 2015-2023

3) Numbers are as reported by Emaar Development PJSC

## International Development – Key Highlights

### Revenue Backlog<sup>1</sup>

**AED 7.1 Bn**

To be recognized over next 3-4 years

### Booked Sales

**AED 1.9 Bn**

in 9M-2024

### Contribution to Group Revenue

**7%**

in 9M-2024

### Units Under Construction

**8,200+**

### Units Delivered

**c. 44,000**

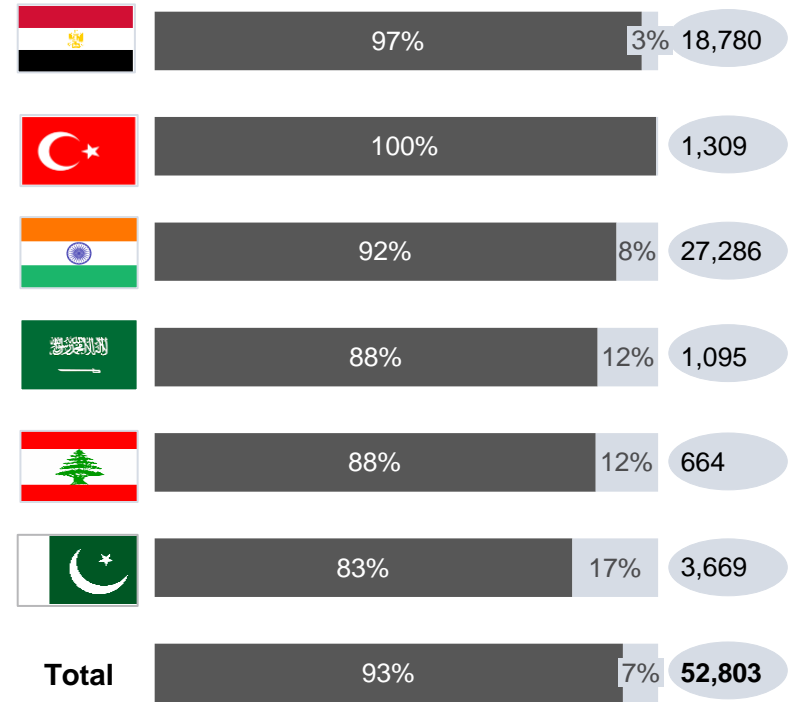
since inception

### Units Sold

**49,000+**

since inception

## International Sales – Units Released



■ % Sold of Units Released

■ % Unsold of Units Released

○ Units Released

1) Sales value of properties sold but not yet recognised as revenue under IFRS as of 30<sup>th</sup> September 2024

## International Development – Key Highlights

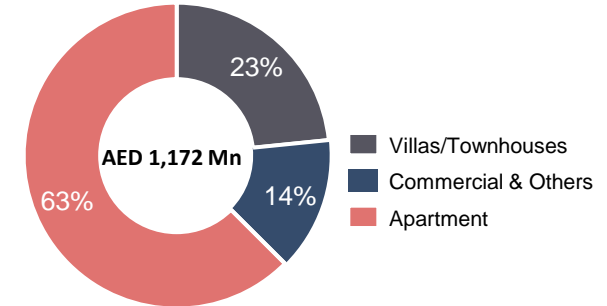
### Emaar Misr – Development<sup>1</sup>

	AED Million				EGP Million			
	9M 2024	9M 2023	% Change	9M 2024	9M 2023	% Change		
<b>Units Delivered</b>	1,175	1,079	↑ 9%	1,175	1,079	↑ 9%		
<b>Net Sales</b>	1,300	582	↑ 123%	15,011	4,847	↑ 210%		
<b>Revenue</b>	1,172	1,287	↓ (9%)	13,524	10,716	↑ 26%		
<b>EBITDA</b>	1,078	643	↑ 68%	12,449	5,350	↑ 133%		
<b>Margin(%)</b>	92%	50%		92%	50%			
<b>Net Profit</b>	881	546	↑ 61%	10,174	4,546	↑ 124%		
<b>Margin(%)</b>	75%	42%		75%	42%			

### Key Highlights

- Delivered 1,150+ units in 9M-2024
- Emaar Misr's revenue backlog<sup>2</sup> was AED ~4.6 Bn as on 30<sup>th</sup> September 2024<sup>1</sup>

### 9M-2024 Revenue Breakup



Emaar Misr positioned itself as Local Market Leader delivering superior growth



## Emaar Mall Management – Key Highlights

AED Million <sup>1</sup>	9M 2024	9M 2023	% Change
<b>Revenue</b>	<b>3,428</b>	3,711	↓ (8%)
<b>Gross Profit</b>	<b>3,048</b>	3,314	↓ (8%)
<i>Margin (%)</i>	<b>89%</b>	89%	
<b>EBITDA</b>	<b>2,876</b>	3,848	↓ (25%)
<i>Margin (%)</i>	<b>84%</b>	104%	
<b>Adjusted EBITDA</b>	<b>2,876</b>	3,148*	↓ (9%)
<i>Margin (%)</i>	<b>84%</b>	85%	
<b>Net Profit</b>	<b>2,178</b>	3,361	↓ (35%)
<i>Margin (%)</i>	<b>64%</b>	91%	
<b>Adjusted Net Profit</b>	<b>2,178</b>	2,661*	↓ (18%)
<i>Margin (%)</i>	<b>64%</b>	72%	

Excl Namshi

	9M 2024	9M 2023	% Change
<b>GLA (Mn SQFT)</b>	<b>7.6</b>	7.5	↑ 1%
<b>Occupancy Rate (%)</b>	<b>98%</b>	94%	
<b>Base Rent (AED Mn)</b>	<b>2,451</b>	2,480	↓ (1%)
<b>Turnover Rent (AED Mn)</b>	<b>238</b>	318	↓ (25%)
<b>Revenue (AED Mn)</b>	<b>3,428</b>	3,547	↓ (3%)
<b>EBITDA (AED Mn)</b>	<b>2,876</b>	3,148*	↓ (9%)
<i>Margin (%)</i>	<b>84%</b>	89%	

\*Excluding gain on sale of Namshi of AED 700 Million recorded in Q1 2023

**Expansion  
Commenced  
AED 1.5Bn  
Expansion**  
of Dubai Mall

**Tenant Sales**  
**+6%**  
Growth compared to  
9M-23

**Visitors Footfall<sup>3</sup>**  
**~142 Mn**  
+7% vs 9M-23

**WALT**  
**~3.1 Years**  
Weighted Average  
Lease Expiry Term

**Loyalty Program**  
**AED 18.6 Bn**  
Spend in Emirates  
Skywards MLP4 since  
inception

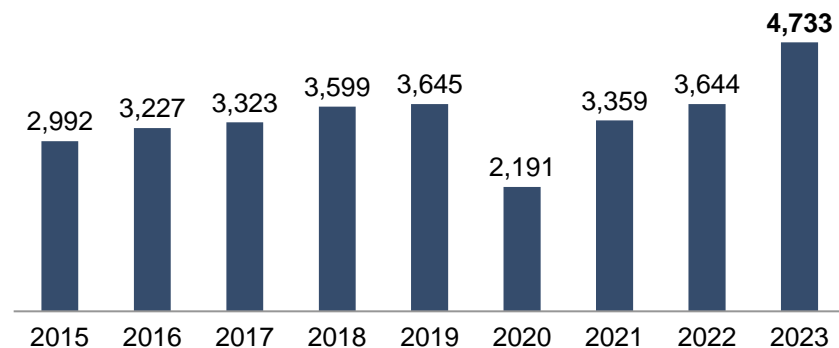
**Maintained robust occupancy of over 98% with upward trend of tenant sales continuing post Covid-19**

1) Values are after inter-company adjustments, 2023 includes Namshi till Feb-23 and reversal of provision for rent rebate related to Covid-19; 2) Represent GLA owned by Emaar Malls Management; 3) Footfall across all assets of Malls (including JV); 4) Emirates Skywards Miles Loyalty Program at Dubai Mall

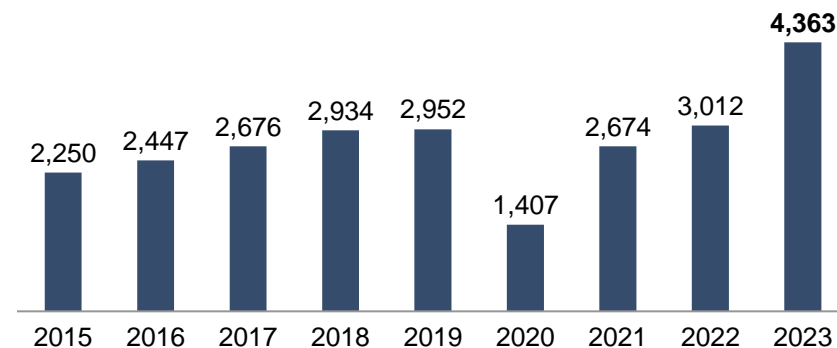
# Emaar Mall Management (Excl. Namshi) – Historical Trend

In AED Mn

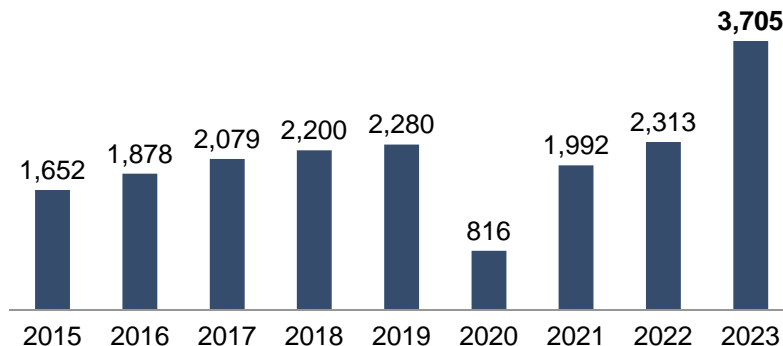
## Rental Income



## EBITDA



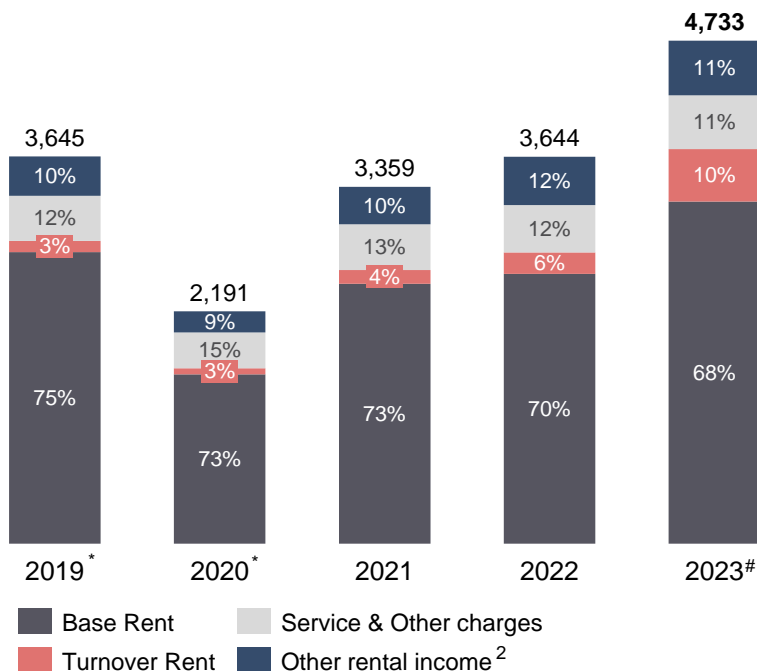
## Net Profit



Note: 2020 and Q1 2021 performance impacted due to Covid-19 pandemic related rent reliefs provided to tenants and 2023 includes reversal of Covid-19 pandemic related rent rebate provision that is no longer required

## ...And Steady Rental Income Growth, High Operating Profitability

### Steady Rental Income<sup>1</sup>



1) This relates to GLA owned by Emaar Malls Management; 2) Income from specialty leasing, multimedia sales, terrace & storage rent, various other fees and interest charges on deferred payments

\* Includes effects of Covid-19 pandemic related rent reliefs provided to tenants

# Includes reversal of Covid-19 pandemic related rent rebate provision that is no longer required

### Robust Revenue Model

#### Revenue Model:

- Rent equals higher of base rent or turnover rent
- Base rent is increased at a pre-defined rate over the lease term of 3-5 years
- Once the turnover rent exceeds base rent, in most of the cases, the base rent is reset at turnover rent level in the subsequent year
- Healthy waitlist to occupy vacant units

#### High operating margins:

- Continual improvement in operational excellence leading to healthy EBITDA margin

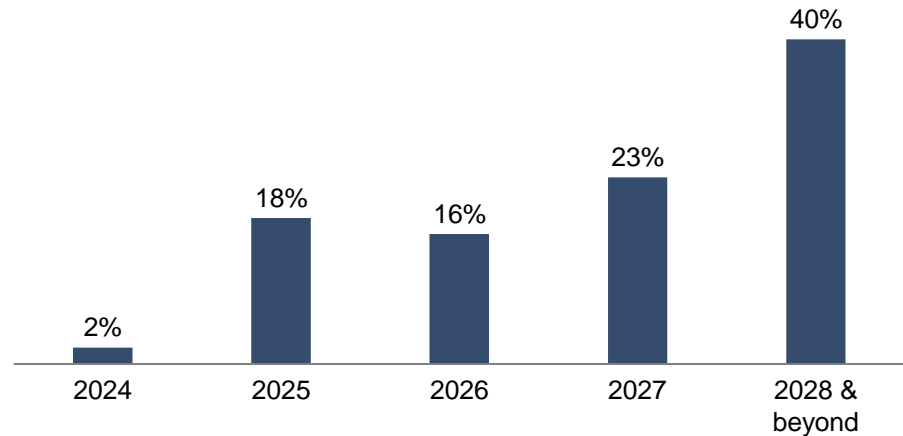
## Active Tenant & Space Management with Healthy Lease Renewals...

### Active Tenant Management

- Meet changing retail trends and evolving consumer needs
- Offer innovative & fresh retail concepts
- Tenant re-zoning & re-sizing to maximise sales productivity
- Short lease terms (3-5 years) and significant waitlist allows flexibility in tenant management

### Portfolio Lease Expiry Schedule<sup>1</sup>

#### % GLA of main unit expiring leases\*



- Weighted average lease expiry term of **~3.1 years**

1) Excluding JVs consolidated using share of profit mechanism.

\*Data is as on 30 September 2024

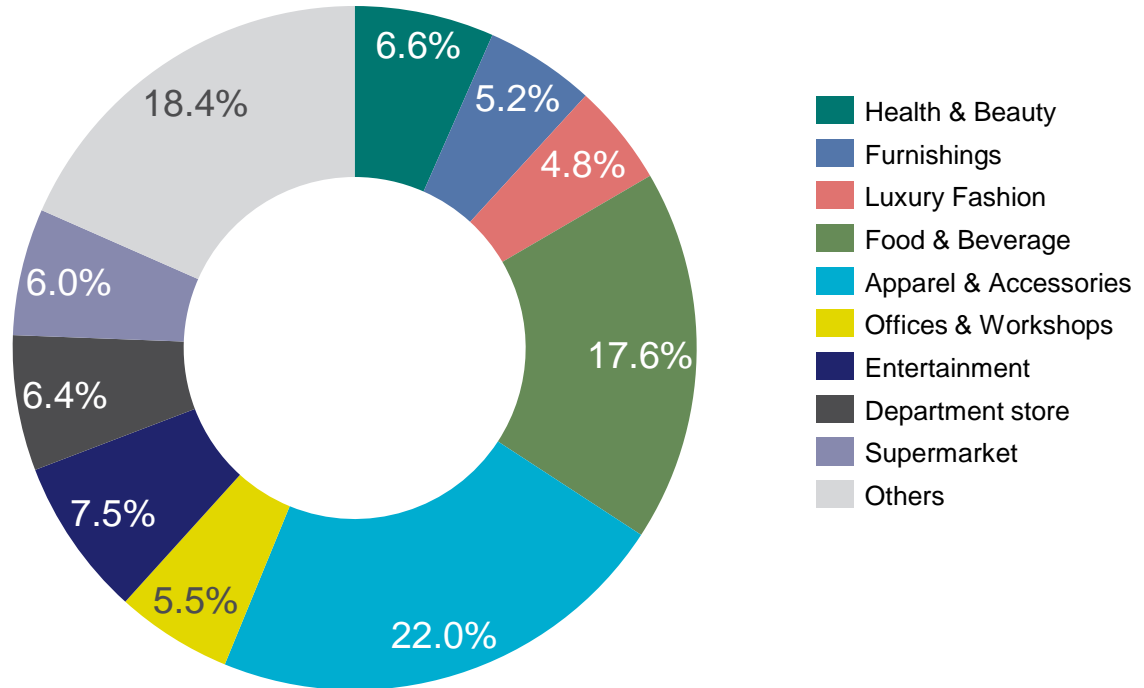
## Established Portfolio with Diverse Retailing Formats...

Retail Assets	Division	Total GLA ('000 sq. ft.)	Location & Catchment	Key Highlights
Dubai Mall	Super Regional Mall	4,970 <sup>1</sup>	<ul style="list-style-type: none"> <li>Downtown Dubai – 500 acre flagship mega-development</li> <li>Situated next to Burj Khalifa</li> </ul>	<ul style="list-style-type: none"> <li>World renowned shopping &amp; entertainment destination</li> <li>1,300+ stores, leading retailers, marquee global brands</li> <li>Major tourist attractions – At The Top, Dubai Aquarium &amp; Underwater Zoo, KidZania, Reel Cinemas, Play DXB, Ice Rink</li> </ul>
Dubai Hills Mall <sup>2</sup>	Regional Mall	2,023	<ul style="list-style-type: none"> <li>Dubai Hills Estate masterplan – over 118 Mn sq. ft. with over 2,000 villas and 20,000 apartments</li> </ul>	<ul style="list-style-type: none"> <li>550+ retail outlets</li> <li>Part of Dubai Hills Estate masterplan with proximity to Mudon, Arabian Ranches, Emirates Living, Al Barari, Al Barsha, Al Quoz, District One, Damac Hills, Jumeirah Village Circle and Triangle</li> </ul>
Dubai Marina Mall (Incl. Pier 7)		415	<ul style="list-style-type: none"> <li>Dubai Marina – 1,500 acre master integrated development</li> </ul>	<ul style="list-style-type: none"> <li>140+ outlets, high street fashion brands, aspirational boutique fashion, 6-screen Reel Cinemas, 7-storey Gourmet Tower (Pier 7)</li> </ul>
Souk Al Bahar	Speciality Retail	221	<ul style="list-style-type: none"> <li>Situated next to the Dubai Fountain and Burj Khalifa</li> </ul>	<ul style="list-style-type: none"> <li>Arabesque style shopping, fine dining, entertainment experience</li> <li>Hosting middle east's first food and cultural market - Time Out Market</li> </ul>
Gold & Diamond Park		535	<ul style="list-style-type: none"> <li>Located on prime Sheikh Zayed Road</li> </ul>	<ul style="list-style-type: none"> <li>Destination for the finest gold &amp; diamond jewellery &amp; accessories</li> </ul>
Other Centres (74 centres)	Community Integrated Retail	2,390	<ul style="list-style-type: none"> <li>Emaar's residential developments</li> </ul>	<ul style="list-style-type: none"> <li>Facilities and offerings for residents</li> <li>Neighbourhood venue for convenience shopping, dining and social interaction</li> </ul>

## Diversified Tenant Mix & Category Mix...

**Diverse Retailers And Marquee Brands With Many Having Exclusive Presence At Emaar Malls**

9M-2024 Category Mix - % GLA\*





## New Expansion – Strong Growth Potential



### Dubai Mall Expansion – Super Regional Shopping Mall

#### Superior Positioning & Offerings

- AED 1.5 Bn worth of investment
- Over 240 new luxury stores and F&B outlets
- Expansion towards Grand Drive with GLA of c. 440+ Mn sq. ft

#### Strong Catchment

- World's renowned shopping & entertainment destination
- Dubai Mall was the most visited place on Earth in 2023 with footfall of more than 105 Mn
- Surrounded by Iconic attractions – Burj Khalifa, Dubai Fountain
- Proximity to other established communities like Downtown, Business Bay, DIFC and located near Dubai Metro

## Upcoming Expansion – Strong Growth Potential



### Dubai Expo Mall – Regional Shopping Mall

#### Superior Positioning & Offerings

- Over 190 retail & F&B outlets
- 1,000+ parking spaces
- Excellent access & infrastructure to support the high volume of visitors

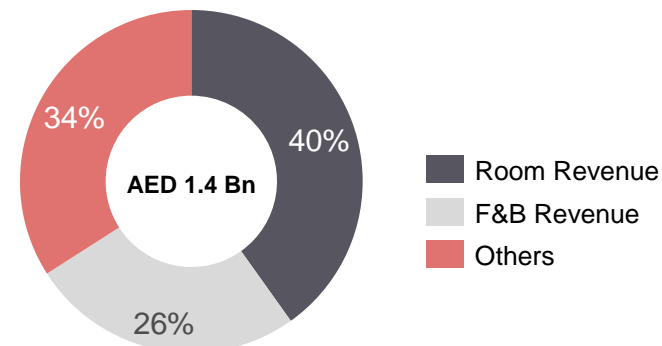
#### Strong Catchment

- Located close to Expo 2020 site
- Close proximity to Al Maktoum International Airport
- Part of Emaar South masterplan, over 5,000 residential units in the immediate vicinity
- 400,000 residences within 8km distance from the mall
- Located near major highways – Sheikh Mohammad Bin Zayed Road, Expo Road, Jebel Ali Road; and Dubai Metro route 2020

## Emaar Hospitality – Key Highlights

	9M 2024	9M 2023	% Change	
<b>#Keys</b>	<b>9,130</b>	8,685*	↑	5%
<b>Occupancy Rate (%)**</b>	<b>77%</b>	70%	↑	7%
<b>RevPar (AED)**</b>	<b>506</b>	564	↓	(10%)
<b>Room Revenue (AED Mn)</b>	<b>560</b>	501	↑	12%
<b>F&amp;B &amp; Other Revenue (AED Mn)</b>	<b>852</b>	746	↑	14%
<b>Total Revenue (AED Mn)</b>	<b>1,412</b>	1,247	↑	13%
<b>EBITDA (AED Mn)</b>	<b>654</b>	562	↑	16%
<b>Margin (%)</b>	<b>46%</b>	45%	↑	1%

### 9M-2024 Revenue Breakup



\* Include total hotel keys with Emaar including hotels in international locations and managed hotels (refer page 64), this excludes Keys for hotels whose management agreement got terminated as at Dec-23

\*\* Occupancy and RevPar is calculated only for the operational period for hotels in UAE

## Hospitality Group – Hotels / Service Apartments Under Development<sup>1</sup>

Hotel	Location	Launch	Keys	Serviced Apartments <sup>2</sup>	Estimated Completion
Address The Bay	Emaar Beachfront	2022	184	0	2026
Vida Dubai Mall	Downtown	2017	195	380	2024





Annexure

# Divisions Overview



UAE Development	International Operations	Malls <sup>1</sup>	Hospitality	Entertainment & Commercial Leasing
<ul style="list-style-type: none"> <li>• Leading master plan developer in Dubai</li> <li>• JVs with GREs</li> <li>• c. 73,000 residential units delivered since 2002</li> <li>• Projects under construction substantially sold (~92%)</li> <li>• 416 Mn sq. ft. of Land Bank in the UAE</li> <li>• UAE build-to-sell business is led by Emaar Development PJSC, listed on DFM since November 2017</li> </ul>	<ul style="list-style-type: none"> <li>• Active in targeted high growth countries</li> <li>• 44,000+ units delivered since 2006</li> <li>• Achieved overall sales level of 93% of units released</li> <li>• ~ 1.29 Bn sq. ft. of Land Bank in key countries</li> <li>• Emaar Misr is listed on the Egyptian Exchange since July 2015</li> <li>• Own and operates Emaar Square Mall at Turkey with ~1.6 Mn sq. ft. GLA</li> <li>• Portfolio of Address and Vida branded hotels in Egypt and Turkey</li> </ul>	<ul style="list-style-type: none"> <li>• Owner and operator of one of the most visited mall in the world, “Dubai Mall” with annual footfall of +105 Mn in 2023</li> <li>• Portfolio of ~10 Mn sq. ft. of GLA in retail properties in Dubai</li> <li>• Dubai Hills Mall unveiled in 2022, an Iconic lifestyle destination, with ~2 Mn sq. ft. GLA (JV with Meraas)</li> </ul>	<ul style="list-style-type: none"> <li>• Hotel owner and operator (38 hotels with around 9,200 keys, includes owned as well as managed assets in UAE and International locations)</li> <li>• The Address, Vida, Armani and Palace brands</li> <li>• Upscale affordable segment under Rove Hotels (JV with Meraas)</li> <li>• Marked historic milestone of over 60 hotel projects in its portfolio (includes both in operation and under development hotels)</li> </ul>	<ul style="list-style-type: none"> <li>• Provider of premium entertainment and manager of leisure assets</li> <li>• Operator of the At The Top, Dubai Aquarium, Underwater Zoo, Reel Cinemas, KidZania, Play DXB, Dubai Ice Rink, Storm Coaster and Sky Views Observatory.</li> <li>• Owner and operator of Dubai’s iconic cultural destination “Dubai Opera”</li> <li>• Portfolio of ~ 2.5 Mn sq. ft. of GLA in commercial properties in Dubai</li> </ul>



# UAE Development – Projects Overview

## Wholly-owned projects



**DOWNTOWN DUBAI**

Downtown Dubai is a dynamic city hub, which has catalyzed the economy and cemented Dubai's reputation as a true global icon. Offering world-class landmarks, entertainment, and glamour, Downtown Dubai is a true heart of the Emirate.



**ARABIAN RANCHES**

Golden landscape of shimmering sands in a beautifully designed community, inspired by the Arabian desert. Serving an enriching experience of life beyond the ordinary in the premium gated community of Arabian Ranches I, II & III.



**DUBAI MARINA**

Offering riviera-style living in a modern aesthetic setting, Dubai Marina is one of the region's largest and first-of-a-kind waterfront developments. With a total development area of 50 Mn sq ft, it gives access to a large 3.5 km water canal, making it a premier sailing destination



**EMIRATES LIVING**

Green-focused development featuring two low-rise apartment buildings that overlook the Emirates Golf Club and a two-tower mixed-use development



**EMAAR BEACHFRONT**

Emaar Beachfront is a thoughtfully designed beachfront residential development that blends cosmopolitan and tranquil seaside lifestyles. Offering stunning views of the sea and Dubai Marina, it is a prime location for an iconic waterfront lifestyle that is both serene and sophisticated.



**THE VALLEY**

An idyllic new township where the expanse of shimmering sands and green open spaces provide the perfect inspiration for a fulfilling life. This exclusive residential development offers open-plan living with exceptional facilities to meet unique requirements.



# UAE Development – Projects Overview

## Land Bank (100% Owned)



**ADDRESS MARJAN ISLAND**

A project of approx. 1.5 Mn sq.ft. of land located at the top of Al Marjan Island ideal to build 5-star hotels and apartments



**THE OASIS (FORMERLY LUSALIY)**

A contiguous land parcel of ~100 Mn sq.ft. (including Lusaily extension) located between Dubai Investment Park & Jumeirah Golf Estates in Dubai, ideal for residential development



**THE HEIGHTS COUNTRY CLUB & RESORT**

A project of approximately 81 Mn sq.ft. of land, with a focus on wellness for community residents, in line with Dubai's Quality of Life Strategy 2033 aimed at fostering individual and societal well-being while enhancing the city's allure



**GRAND POLO CLUB & RESORT**

A project of c.60 Mn sq.ft. of land, Located next to The Oasis community this remarkable development is set to revolutionise the concept of luxury living in the UAE and to boasts world-class amenities and conveniences

# UAE Development – Projects Overview

## CONSOLIDATED JVs



**DUBAI HILLS ESTATE**

A 50:50 Joint Venture between Emaar and Meraas Holding to create a mixed-use development with a series of unique neighbourhoods set around an 18-hole championship golf course



**RASHID YACHTS & MARINA\***

A 70:30 Joint Venture between Emaar and Mina Rashid Properties LLC to develop Dubai's latest and unprecedented residential marina masterpiece on the Arabian Gulf coast is driven by a desire to change the meaning of sophistication. An architectural endeavor that offers a new interpretation of luxurious seafront living.



**EMAAR SOUTH**

Joint Venture between Emaar and Dubai Aviation City Corporation that is part of 145 sqkm smart city set to become a pivotal hub in the global economy, located within Emirates' flagship urban project, Dubai South



**ZABEEL SQUARE**

Joint venture between Emaar and Meraas to create a mixed-use development near Zabeel Park, Dubai



**Dubai Creek Harbour**

Dubai Creek Harbour, a residential waterfront community in the heart of Dubai, represents the pinnacle of contemporary living. This innovative and creative development offers unparalleled panoramic views of the Downtown Dubai skyline from a private island amidst pristine natural beauty.

\*'Rashid Yachts & Marina', formerly 'Mina Rashid'

# UAE Development – Projects Under Development (100% Owned)

Project (100% Owned)	Units	Project Value (AED Mn) <sup>(1)</sup>	Launch Period	% Unit Sold	% Completion Sep-24
<b>Downtown Dubai</b>	<b>1,873</b>	<b>9,202</b>		<b>100%</b>	
Il Primo	120	2,679	Jun-16	99%	100%
Vida Dubai Mall	621	1,656	May-Jul-17	100%	93%
St. Regis Residences	1,097	3,955	Feb-22	100%	18%
The Residence BK*	35	912	Nov-22	100%	63%
<b>Dubai Marina</b>	<b>441</b>	<b>1,318</b>		<b>100%</b>	
Marina Shores*	441	1,318	Jul-22	100%	29%
<b>The Oasis*</b>	<b>627</b>	<b>9,731</b>		<b>89%</b>	
Palmiera	265	2,735	Aug-23	96%	6%
Mirage	204	3,883	Apr-24	93%	0%
Palmiera 2	56	555	May-24	100%	0%
Palmiera 3	59	562	Aug-24	86%	0%
Lavita	43	1,997	Sep-24	16%	-
<b>Arabian Ranches III</b>	<b>2,683</b>	<b>7,880</b>		<b>100%</b>	
Caya	247	1,091	May-21	100%	100%
Bliss	332	670	May-21	100%	100%
June	183	653	Oct-21	100%	84%
Elie Saab	129	659	Nov-21	100%	76%
Elie Saab II	131	686	Jan-22	100%	78%
Bliss 2	269	573	Feb-22	100%	69%
Raya	240	531	Oct-22	100%	60%
Anya	492	1,188	Jan-23	100%	46%
Anya 2	362	994	Mar-23	100%	29%
May	298	836	May-23	100%	25%
<b>Emaar Beachfront</b>	<b>3,074</b>	<b>16,704</b>		<b>97%</b>	
Palace Beach Residence	550	1,634	Apr-21	100%	93%
Beach Mansion	490	1,935	Sep-21	100%	78%
Address The Bay	447	2,312	Jun-22	100%	13%
Beachgate by Address	250	1,630	Aug-22	100%	16%
Seapoint	661	4,292	Apr-23	90%	4%
Bayview Tower 1 & 2	676	4,900	Jun-23	96%	4%
<b>Total 100% Owned</b>	<b>8,698</b>	<b>44,835</b>		<b>98%</b>	

Project (100% Owned)	Units	Project Value (AED Mn) <sup>(1)</sup>	Launch Period	% Unit Sold	% Completion Sep-24
<b>Dubai Creek Harbour</b>	<b>7,149</b>	<b>17,789</b>		<b>91%</b>	
DC Grove	262	513	Dec-21	100%	96%
Rosewater	211	445	Jan-22	100%	96%
Creek Palace	337	656	Mar-22	99%	91%
Lotus	267	398	Mar-22	100%	100%
Orchid	208	323	Apr-22	100%	100%
Creek Crescent	230	463	Jun-22	100%	89%
Island Park I	154	301	Jun-22	98%	66%
Island Park II	154	300	Jul-22	100%	65%
The Cove II	806	2,462	Nov-22	100%	30%
Palace Residences North	340	742	Feb-23	99%	36%
Savanna	187	372	Mar-23	97%	46%
Cedar	272	546	Mar-23	97%	38%
Creek Waters	450	1,233	Apr-23	100%	16%
Creek Waters 2	455	1,293	May-23	100%	16%
Aeon	262	664	Jan-24	98%	-
Oria	163	457	Feb-24	96%	-
Canopy	245	575	Mar-24	18%	45%
Moor	198	451	Mar-24	33%	37%
Valo	291	752	Apr-24	95%	-
Mangrove	135	307	May-24	82%	48%
Arlo	431	1,273	May-24	97%	-
Palace Creek Blue	487	1,501	Jun-24	92%	-
Altus	280	723	Jul-24	64%	-
Address DCH	324	1,041	Aug-24	85%	-
<b>The Valley</b>	<b>5,414</b>	<b>17,669</b>		<b>89%</b>	
Nara	372	566	Aug-21	100%	100%
Talia	330	546	Jan-22	99%	100%
Orania	308	526	Jun-22	100%	77%
Farm Gardens	146	861	Dec-22	100%	49%
Elora	430	802	Jan-23	100%	47%
Rivana	486	1,725	Jun-23	100%	23%
Nima	520	1,279	Sep-23	100%	8%
Alana	322	1,432	Oct-23	100%	8%
Farm Gardens 2	256	2,287	Feb-24	96%	-
Lillia	406	959	Mar-24	100%	26%
Venera	696	2,218	Jul-24	88%	-
Velora	488	1,495	Jul-24	88%	-
Avena	322	1,459	Jul-24	34%	-
Avena 2	332	1,515	Jul-24	34%	-
<b>Emirates Hills</b>	<b>277</b>	<b>751</b>		<b>100%</b>	
Golf Heights*	277	751	Oct-22	100%	33%
<b>Address Marjan Island</b>	<b>1,176</b>	<b>4,020</b>		<b>68%</b>	
Address Marjan Island	1,176	4,020	Dec-23	68%	-
<b>Total 100% Owned</b>	<b>22,714</b>	<b>85,065</b>		<b>92%</b>	

1. Total project value of units under development is based on the expected selling price  
 \* Project developed by Emaar Development PJSC on behalf of Emaar Properties PJSC

# Emaar Properties PJSC has fully acquired Dubai Creek Harbour in December 2022 from JDA partner

Note: Revenue of units sold related to projects under construction are recognized once 20% construction completion and 20% collection is achieved

**Average GP Margin of 100% owned projects under development is 46%**

## UAE Development – Projects Under Development (JVs)

Project (Joint Ventures)	Units	Project Value (AED Mn) <sup>(1)</sup>	Launch Period	% Unit Sold	% Completion Sep-24
<b>Dubai Hills Estates</b>	<b>8,953</b>	<b>27,048</b>	<b>634,284</b>	<b>90%</b>	
Golf Place II	128	1,460	Feb-21	100%	96%
Palm Hills	75	873	May-21	100%	91%
Majestic Vistas	40	1,189	Jun-21	100%	91%
Park Field	304	528	Jun-22	100%	70%
Lime Gardens	291	521	Jul-22	100%	67%
Hills Park	444	709	Aug-22	100%	57%
Address Hillcrest	138	3,277	Aug-22	99%	75%
Park Horizon	300	538	Nov-22	100%	61%
Elvira	892	2,048	Feb-23	100%	27%
Golf Grand	323	680	Apr-23	99%	33%
Greenside	490	1,071	Sep-23	98%	11%
Parkside Views	389	953	Oct-23	99%	17%
Club Drive	529	1,165	Oct-23	93%	5%
Park Gate	87	1,014	Nov-23	100%	4%
Parkside Hills	370	818	Feb-24	100%	5%
Park Lane	854	1,757	Mar-24	99%	3%
Vida DHE	217	629	Mar-24	100%	3%
Palace DHE	962	2,457	May-24	100%	-
Club Place	473	1,146	Jul-24	74%	-
Parkland	209	584	Aug-24	84%	-
Address DHE	582	1,582	Aug-24	77%	-
Golf Hillside	184	502	Sep-24	27%	-
Vida Club Point	672	1,546	Sep-24	38%	-

Project (Joint Ventures)	Units	Project Value (AED Mn) <sup>(1)</sup>	Launch Period	% Unit Sold	% Completion Sep-24
<b>Rashid Yachts &amp; Marina</b>	<b>3,176</b>	<b>8,181</b>	<b>499,632</b>	<b>93%</b>	
Seagate	282	638	Jun-22	99%	89%
Seascape	391	885	Dec-22	100%	27%
Sunridge	130	244	Jun-23	100%	25%
Clearpoint	477	1,038	Sep-23	100%	8%
Avonlea	161	386	Nov-23	100%	3%
Bayline	151	356	Nov-23	100%	2%
Ocean Star	217	522	Mar-24	100%	-
Ocean Point	154	374	Apr-24	98%	-
Marina Views	545	1,761	Jul-24	99%	-
Ocean Cove	233	563	Jul-24	88%	-
Ocean Views	78	285	Sep-24	53%	-
Pier Point 1	122	390	Sep-24	71%	-
Pier Point 2	121	380	Sep-24	52%	-
Porto View	114	359	Sep-24	62%	-
<b>Emaar South</b>	<b>3,371</b>	<b>10,725</b>		<b>85%</b>	
Greenview 2	292	359	Jul-19	99%	100%
Greenview 3	241	391	Apr-22	100%	87%
Fairway Villas	49	182	Dec-22	100%	32%
Fairway Villas 2	309	1,290	May-23	100%	12%
Fairway Villas 3	72	404	Mar-24	100%	-
Greenway	232	847	Apr-24	100%	-
Golf Lane	574	3,202	Jun-24	100%	-
Greenway 2	492	1,549	Jun-24	92%	-
Golf Point	590	762	Aug-24	99%	-
Greenridge	520	1,740	Sep-24	10%	-
<b>Zabeel Square</b>	<b>1,684</b>	<b>5,358</b>	<b>45,292</b>	<b>100%</b>	
Address Zabeel	1,684	5,358	Jan-24	100%	-
<b>Total (Joint Ventures)</b>	<b>17,184</b>	<b>51,312</b>		<b>90%</b>	

<b>Grand Total (100% Owned + JVs)</b>	<b>39,898</b>	<b>136,377</b>		<b>92%</b>	
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1) Total project value of units under development is based on the expected selling price

**Average GP Margin of JV projects under development is 52%**

**Average GP Margin of all the projects under development (100% owned + JVs) is 49%**

# UAE Development – Completed Projects<sup>1</sup> (100% owned)

Project (100% Owned)	Units	Project Value (AED Mn) <sup>(2)</sup>	Area (SQF)	% Unit Sold	% Remaining Collections of Sold Value
<b>Downtown Dubai</b>	<b>10,143</b>	<b>34,664</b>	<b>12,845,085</b>	<b>100%</b>	<b>10%</b>
Blvd Heights	551	1,805	775,306	99%	3%
Address Sky View	552	2,899	988,344	100%	0%
Blvd Point	450	1,371	596,217	100%	1%
Blvd Crescent	357	1,149	490,917	98%	1%
Vida Downtown	345	1,423	494,537	99%	1%
Fountain Views III	209	1,167	358,791	100%	0%
Burj Khalifa	896	4,536	1,586,532	100%	1%
The Downtown Views	479	1,240	574,530	100%	1%
Opera Grand Residential Tower	296	2,125	516,668	98%	5%
Burj Royale <sup>#</sup>	603	1,047	493,704	100%	2%
Act One Act Two	779	2,121	821,318	100%	24%
Downtown Views 2	1,510	3,562	1,614,488	100%	18%
Address Opera	867	3,819	1,105,178	100%	11%
Forté	919	2,620	1,064,651	100%	16%
Burj Crown	429	838	391,248	99%	11%
Grande	901	2,941	972,656	100%	41%
<b>Dubai Creek Harbour *</b>	<b>8,778</b>	<b>18,226</b>	<b>9,317,225</b>	<b>99%</b>	<b>9%</b>
Dubai Creek Residences	872	2,327	1,302,168	98%	1%
Harbour Views	777	1,570	868,763	100%	2%
Creekside 18	501	1,072	557,381	99%	4%
Creek Horizon	557	1,115	604,442	100%	8%
Creek Gate	491	1,001	530,085	99%	9%
The Cove	282	761	349,060	99%	4%
Creek Rise	540	1,067	559,628	99%	12%
Harbour Gate	514	1,020	535,031	98%	17%
17 Icon Bay	382	660	372,462	99%	9%
The Grand	561	1,272	603,857	100%	2%
Sunset	145	239	138,818	99%	9%
Breeze	205	342	197,663	99%	12%
Bay Shore	305	360	231,196	100%	10%
Surf	171	219	134,151	100%	18%
Vida Creek Beach	222	442	203,009	100%	10%
Summer	300	378	232,570	100%	16%
Address Harbour Point	801	2,222	839,718	99%	18%
Palace DCH	588	1,061	540,667	100%	23%
Creek Edge	564	1,099	516,556	100%	3%

Project (100% Owned)	Units	Project Value (AED Mn) <sup>(2)</sup>	Area (SQF)	% Unit Sold	% Remaining Collections of Sold Value
<b>Dubai Marina</b>	<b>1,015</b>	<b>3,565</b>	<b>1,578,777</b>	<b>97%</b>	<b>2%</b>
Marina Plaza	164	1,634	644,468	85%	3%
52-42	487	1,092	520,025	100%	1%
Vida Residence at Dubai Marina	364	839	414,284	99%	2%
<b>Emirates Hills</b>	<b>137</b>	<b>429</b>	<b>206,636</b>	<b>100%</b>	<b>1%</b>
Vida The Hills	137	429	206,636	100%	1%
<b>Arabian Ranches I</b>	<b>33</b>	<b>291</b>	<b>161,326</b>	<b>100%</b>	<b>1%</b>
La Avenida II	33	291	161,326	100%	1%
<b>Arabian Ranches II</b>	<b>1,888</b>	<b>5,895</b>	<b>4,404,263</b>	<b>100%</b>	<b>4%</b>
Reem	217	505	400,875	100%	1%
Samara	177	734	467,319	99%	5%
Azalea	109	420	266,572	98%	1%
Rasha	140	765	523,899	100%	3%
Lila	219	871	573,553	100%	1%
Yasmin	98	559	375,066	100%	0%
Polo Homes	71	733	500,316	100%	1%
Camelia	258	408	395,658	100%	10%
Camelia 2	168	270	257,880	100%	9%
Sun	431	628	643,125	100%	16%
<b>Arabian Ranches III</b>	<b>1,105</b>	<b>1,932</b>	<b>1,763,318</b>	<b>100%</b>	<b>24%</b>
Joy	486	766	740,435	100%	19%
Spring	154	241	232,332	100%	9%
Ruba	430	799	693,852	100%	34%
June 2	35	126	96,699	100%	26%
<b>Emaar Beachfront</b>	<b>2,574</b>	<b>7,492</b>	<b>2,638,946</b>	<b>100%</b>	<b>18%</b>
Sunrise Bay	460	1,273	473,623	99%	3%
Beach Vista	462	1,273	486,018	99%	4%
Beach Isle	396	1,186	410,319	100%	7%
Marina Vista	353	870	327,247	100%	13%
South Beach	270	653	235,318	99%	20%
Grand Bleu Tower	633	2,237	706,421	100%	40%
<b>The Valley</b>	<b>362</b>	<b>499</b>	<b>553,940</b>	<b>100%</b>	<b>19%</b>
Eden	362	499	553,940	100%	19%
<b>Total 100% Owned</b>	<b>26,035</b>	<b>72,992</b>	<b>33,469,516</b>	<b>99%</b>	<b>10%</b>

1) Completed projects with remaining inventory and/or remaining collections

2) Total Project value of completed projects based on expected selling price

# Group's share is 61.25%

\* Emaar Properties PJSC has fully acquired Dubai Creek Harbour in December 2022 from JDA partner

# UAE Development – Completed Projects<sup>1</sup> (JVs)

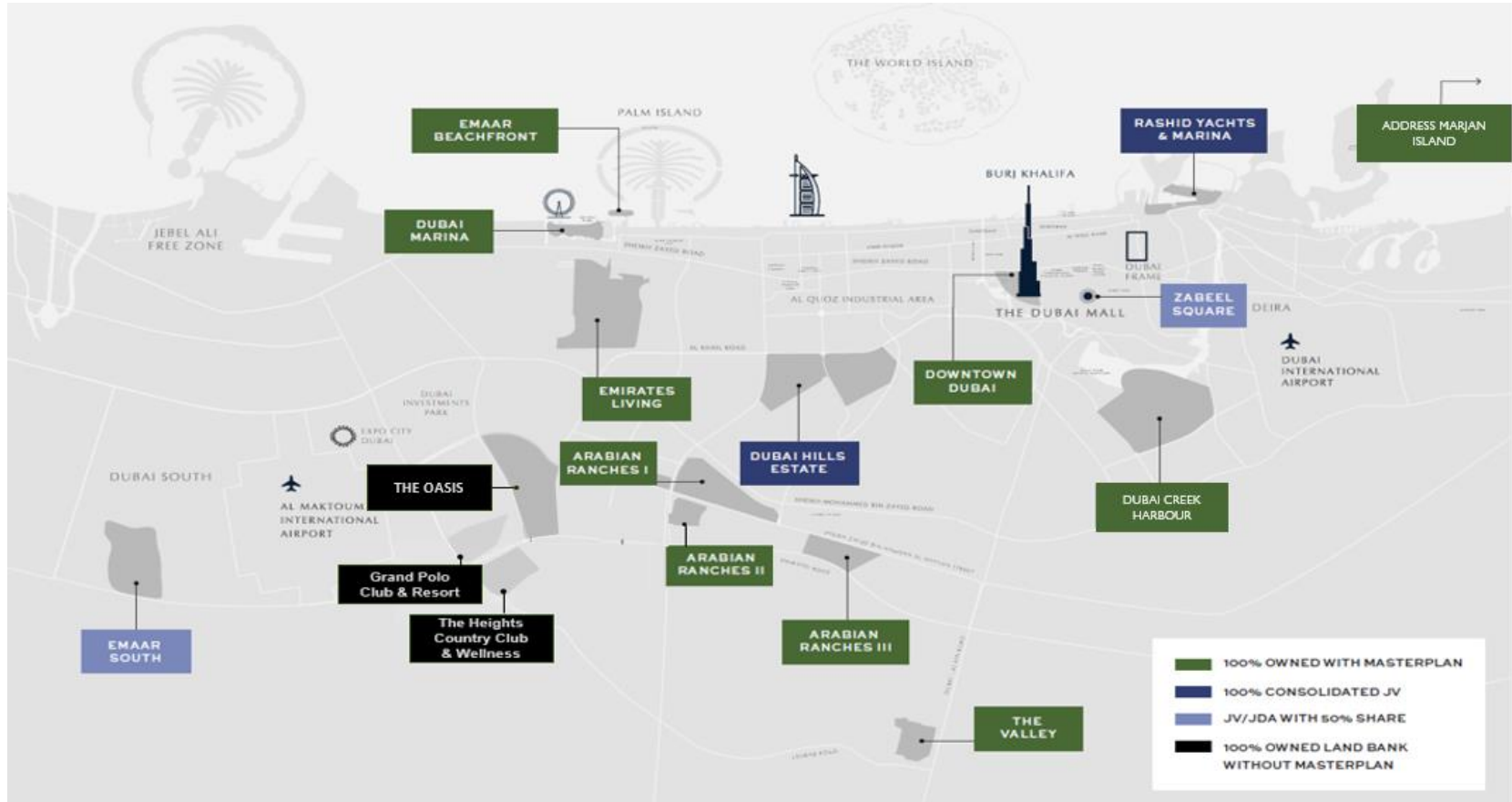
Project (Joint Ventures)	Units	Project Value (AED Mn) <sup>(2)</sup>	Project Value (AED Mn) <sup>(2)</sup>	% Unit Sold	% Remaining Collections of Sold Value
<b>Dubai Hills Estates</b>	<b>8,370</b>	<b>21,093</b>	<b>14,977,957</b>	<b>99%</b>	<b>4%</b>
Park Heights I	271	319	217,558	100%	2%
Park Heights II	556	652	443,518	100%	2%
Maple 3	563	1,494	1,031,496	100%	1%
Grove and Views	127	2,889	1,122,220	98%	5%
Maple 2	667	1,743	1,230,941	100%	0%
Acacia	538	1,103	678,133	96%	1%
Emerald Hills Plots	173	1,233	1,553,070	100%	4%
Maple 1	647	1,772	1,217,635	100%	0%
The Parkway Plots	116	686	1,058,832	100%	1%
Mulberry	677	1,387	859,952	97%	1%
The Fairway Plots	117	675	1,221,348	100%	0%
Park Point	334	490	332,371	100%	1%
Club Villas	151	584	370,593	99%	0%
Park Ridge	1,054	1,531	887,619	100%	5%
Collective	474	414	275,487	100%	4%
Golf Grove	167	577	407,900	99%	10%
Collective 2	496	459	286,184	100%	8%
Golf Place	161	1,603	931,419	98%	14%
Executive Residences I&II	562	822	464,128	100%	7%
Golf Suites	212	347	203,638	100%	16%
Golfville	307	314	183,915	100%	24%
<b>Emaar South</b>	<b>2,872</b>	<b>3,696</b>	<b>3,833,495</b>	<b>100%</b>	<b>16%</b>
Urbana I, II, III	932	1,050	1,065,804	100%	10%
Golf Views	289	318	253,641	100%	18%
Golf links	205	585	463,644	100%	5%
Parkside	372	443	510,843	100%	13%
Parkside 3	366	440	520,987	99%	20%
Parkside 2	422	510	604,920	100%	22%
Green View	286	350	413,656	100%	37%
<b>Total (JVs)</b>	<b>11,242</b>	<b>24,789</b>	<b>18,811,452</b>	<b>99%</b>	<b>6%</b>
<b>Grand Total (100% Owned + JVs)</b>	<b>37,277</b>	<b>97,781</b>	<b>52,280,968</b>	<b>99%</b>	<b>9%</b>

1. Completed projects with remaining inventory and/or remaining collections

2. Total Project value of completed projects based on expected selling price



# UAE Development – Location of Development Projects



Notes: 1) 'Rashid Yachts & Marina', formerly 'Mina Rashid'; 'Address Marjan Island', formerly 'Al Marjan RAK'; 2) Masterplan visuals are approximated for reference

3) "The Oasis" includes a portion of land under Emaar Development PJSC whose masterplan is still under designing stage

## UAE Development – Expected Delivery Schedule (Units)

	Delivered as at 31-Dec-2023	Delivered YTD 30-Sep-24	Total Delivered as at 30-Sep-24	Under Development	Under Development Delivery Schedule					
					Q4-2024	2025	2026	2027	2028	2029
<b>A - Emaar Properties (Consolidated)</b>	<b>67,664</b>	<b>2,306</b>	<b>69,970</b>	<b>34,843</b>	<b>1,621</b>	<b>3,787</b>	<b>6,780</b>	<b>8,124</b>	<b>8,050</b>	<b>6,481</b>
Downtown*	20,091	901	20,992	1,873	155	621	-	1,097	-	-
Dubai Creek Harbour**	8,759	-	8,759	7,149	475	781	1,944	806	1,330	1,813
Emaar Beachfront	1,936	633	2,569	3,074	-	550	937	250	1,337	-
Dubai Marina	5,298	-	5,298	441	-	-	-	441	-	-
Arabian Ranches	4,360	-	4,360	-	-	-	-	-	-	-
Arabian Ranches II	1,665	-	1,665	-	-	-	-	-	-	-
Arabian Ranches III	1,071	465	1,536	2,683	579	712	240	1,152	-	-
The Valley	362	-	362	5,414	372	638	576	1,734	1,398	696
Emirates Hills	14,968	-	14,968	277	-	-	-	277	-	-
Emaar Towers	168	-	168	-	-	-	-	-	-	-
Dubai Hills Estate	8,709	307	9,016	8,953	40	203	2,692	1,183	1,962	2,873
Umm Al Quwain	277	-	277	-	-	-	-	-	-	-
Rashid Yachts & Marina***	-	-	-	3,176	-	282	391	919	528	1,056
Oasis - EP	-	-	-	627	-	-	-	265	319	43
Address Marjan Island	-	-	-	1,176	-	-	-	-	1,176	-
<b>B - Joint Ventures</b>	<b>2,588</b>	<b>286</b>	<b>2,874</b>	<b>5,055</b>	<b>292</b>	<b>241</b>	<b>49</b>	<b>309</b>	<b>796</b>	<b>3,368</b>
Emaar South	2,588	286	2,874	3,371	292	241	49	309	796	1,684
Zabeel Square	-	-	-	1,684	-	-	-	-	-	1,684
<b>Total (A + B)</b>	<b>70,252</b>	<b>2,592</b>	<b>72,844</b>	<b>39,898</b>	<b>1,913</b>	<b>4,028</b>	<b>6,829</b>	<b>8,433</b>	<b>8,846</b>	<b>9,849</b>

\*Downtown includes Burj Royale project where Group's share is 61.25%

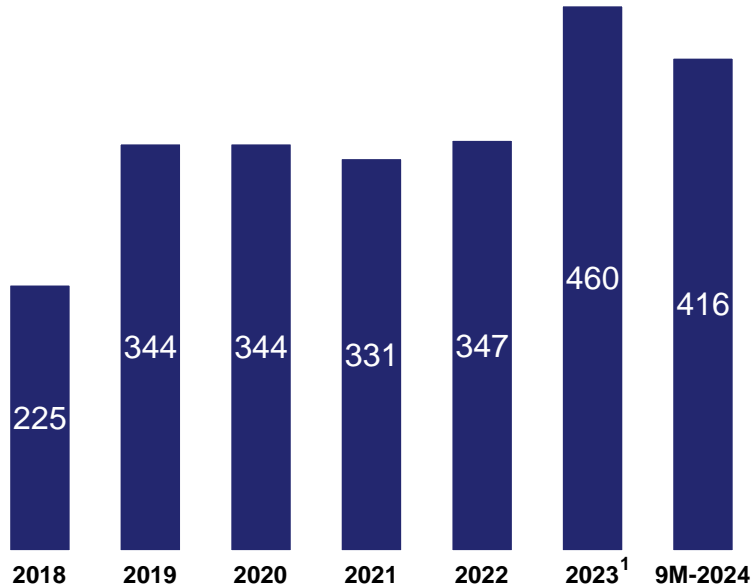
\*\* Emaar Properties PJSC has fully acquired Dubai Creek Harbour in December 2022 from JDA partner

\*\*\* 'Rashid Yachts & Marina', formerly 'Mina Rashid'

# UAE Development – Land Bank Details

## Available land bank

■ GLA (Mn sqft)



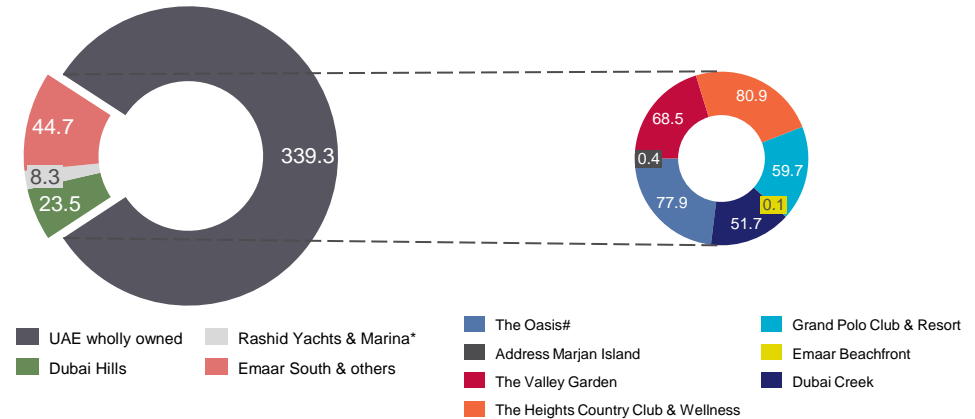
**Sufficient Land Bank For Long Term Development**

The above chart represents UAE land bank availability at the end of the respective year/period

1) Includes land bank of "The Heights Country Club & Wellness" and "Grand Polo Club & Resort",

Year	Masterplan
2012	Arabian Ranches II
2013	Dubai Hills Estate
2014	Dubai Creek Harbour**
2015	Emaar South
2016	Downtown Views, Address Marjan Island*
2017	Zabeel Square & Emaar Beachfront
2019	Arabian Ranches III, Rashid Yachts & Marina* and The Valley Garden
2022	The Oasis <sup>#</sup>
2023	The Heights Country Club & Wellness
2024	Grand Polo Club & Resort

## UAE Available Land Bank (Gross Land Area - Mn. Sq. ft.)



**Total UAE Available Land Bank: 416 Mn Sq. ft.**

\*Rashid Yachts & Marina, formerly Mina Rashid, and 'Address Marjan Island', formerly 'Ras Al Khaimah'

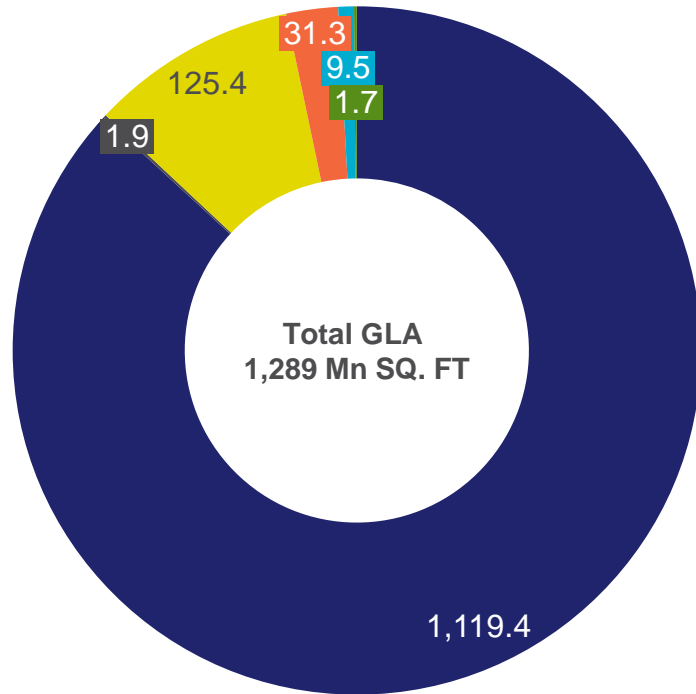
# Includes ~28.4 Mn sqft land under Emaar Properties PJSC and 49.5Mn sqft land under Emaar Development PJSC

\*\* Emaar Properties PJSC has fully acquired Dubai Creek Harbour in December 2022 from JDA partner

## International Development – Expected Delivery Schedule

Country	Entity	Completed	Under Development	To be developed	2024 (Q4)	2025	2026	2027 & Onwards
<b>Subsidiaries</b>								
	Emaar Misr	14,434	4,346	390	369	2,021	1,396	950
	Emaar Middle East	936	-	-	13	38	28	64
	Emaar Turkey	1,309	-	-	-	24	6	-
	Metn Renaissance	516	107	41	128	29	26	11
	EGKL & EDIL	2,204	1,630	-	5	496	428	726
	Emaar India	24,092	2,131	1,063	1,820	931	242	1,792
<b>Total</b>		<b>43,491</b>	<b>8,214</b>	<b>1,494</b>	<b>2,335</b>	<b>3,539</b>	<b>2,126</b>	<b>3,543</b>

# International Development – Land Bank Details (GLA)



- Saudi Arabia (Emaar Economic City)\*
- Saudi Arabia (Emaar Middle East)
- India (Emaar India)
- Egypt
- Pakistan
- Lebanon

*\* Emaar Economic City is an associate of Emaar, land bank data is as on 30 Sep 2020*

# JV Accounting Treatment

Accounting	P&L	Balance Sheet	Impact on Return on Capital
Dubai Hills – Consolidation	<ul style="list-style-type: none"> <li>Line by line consolidation</li> <li>50% Minority Interest</li> </ul>	<ul style="list-style-type: none"> <li>Line by line consolidation</li> <li>50% Minority Interest</li> </ul>	<ul style="list-style-type: none"> <li><b>Neutral impact on ROCE</b></li> </ul>
Rashid Yachts & Marina* – Consolidation	<ul style="list-style-type: none"> <li>Line by line consolidation</li> <li>30% Minority Interest</li> </ul>	<ul style="list-style-type: none"> <li>Line by line consolidation</li> <li>30% Minority Interest</li> </ul>	<ul style="list-style-type: none"> <li><b>Neutral impact on ROCE</b></li> </ul>
Emaar South & Zabeel Square – Equity Method	<ul style="list-style-type: none"> <li>50% profit recognised as per equity accounting method</li> <li>Management fee recognised as revenue by Emaar Development</li> </ul>	<ul style="list-style-type: none"> <li>Investments in associates and joint ventures</li> <li>Loans to associates and joint ventures</li> </ul>	<ul style="list-style-type: none"> <li><b>Higher ROCE</b> as Development Assets not recognised on company's Balance Sheet</li> </ul>

\* 'Rashid Yachts & Marina', formerly 'Mina Rashid'



# Hospitality Group – Current Portfolio

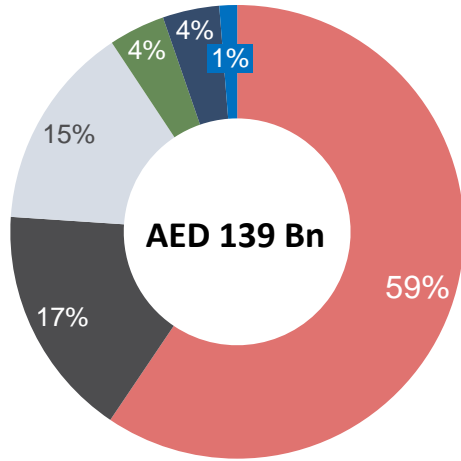
Hotel	Management Company	Ownership Type	Classification	Keys	Residences in Hotel Pool <sup>(3)</sup>	Operational
<b>Emaar Group Hotel Portfolio</b>						
<b>UAE</b>						
Armani Hotel at Burj Khalifa	Armani Hotel - Dubai	Owned	5 Star	160	NA	2010
Address Downtown Dubai	TAH&R <sup>(1)</sup>	Owned	5 Star	220	85	2008
Address Dubai Mall ( Address Fountain View )	TAH&R <sup>(1)</sup>	Owned	5 Star	193	NA	2019
Address Sky View	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	169	NA	2019
Address Beach Resort, Dubai	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	217	NA	2020
Address Beach Resort, Fujairah	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	196	NA	2021
Address Grand Creek Harbour	TAH&R <sup>(1)</sup>	Owned	5 Star	223	NA	2022
Palace Downtown Dubai	TAH&R <sup>(1)</sup>	Owned	5 Star	242	NA	2007
Palace Beach Resort, Fujairah	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	167	NA	2022
<b>Palace Creek Harbour</b>	<b>TAH&amp;R<sup>(1)</sup></b>	<b>Owned</b>	<b>5 Star</b>	<b>122</b>	<b>NA</b>	<b>2024</b>
Vida Emirates Hills	Vida Hotels & Resorts	Owned	4 Star	160	5	2007
Vida Creek Harbour	Vida Hotels & Resorts	Owned	4 Star	286	NA	2019
Vida Dubai Marina Yacht Club	Vida Hotels & Resorts	Owned	4 Star	158	NA	2022
Vida Creek Beach	Vida Hotels & Resorts	Owned	4 Star	99	NA	2023
Arabian Ranches Golf Club	Emaar Hospitality	Owned	Standard	11	NA	2007
Vida Umm Al Quwain	Vida Hotels & Resorts	JV	5 Star	143	NA	2021
Rove Downtown	ROVE <sup>(2)</sup>	JV	3 Star	420	NA	2016
Rove City Center	ROVE <sup>(2)</sup>	JV	3 Star	270	NA	2016
Rove Healthcare City	ROVE <sup>(2)</sup>	JV	3 Star	286	NA	2017
Rove Trade Center	ROVE <sup>(2)</sup>	JV	3 Star	270	NA	2017
Rove Dubai Marina	ROVE <sup>(2)</sup>	JV	3 Star	384	NA	2018
Rove At The Parks	ROVE <sup>(2)</sup>	JV	3 Star	579	NA	2019
Rove La Mer	ROVE <sup>(2)</sup>	JV	3 Star	366	NA	2020
Rove City Walk	ROVE <sup>(2)</sup>	JV	3 Star	566	516	2021
Rove Expo 2020 <sup>(6)</sup>	ROVE <sup>(2)</sup>	JV-Managed <sup>(6)</sup>	3 Star	331	NA	2021
<b>Rove JBR</b>	<b>ROVE<sup>(2)</sup></b>	<b>JV-Managed<sup>(6)</sup></b>	<b>3 Star</b>	<b>63</b>	<b>72</b>	<b>2024</b>
<b>International</b>						
Armani Hotel at Via Manzoni (Milan, Italy)	Armani Hotel-Milan	Lease	5 Star	95	NA	2011
Novotel (Hyderabad, India) <sup>(4)</sup>	Accor	JV	5 Star	287	NA	2006
Al Alamein Hotel (Marassi, Egypt) <sup>(5)</sup>	TAH&R <sup>(1)</sup>	Owned	4 Star	189	NA	2007 <sup>(5)</sup>
Verdi Hub (Marassi, Egypt)	NA	Owned	In process	19	NA	2020
Blanca (Marassi, Egypt)	NA	Owned	In process	30	NA	2020
Address Marasi Golf Resort (Marassi, Egypt)	TAH&R <sup>(1)</sup>	Owned	5 Star	48	NA	2020
Vida Beach Resort Marasi (Bahrain)	Vida Hotels & Resorts	Managed <sup>(6)</sup>	5 Star	157	NA	2021
<b>Vida Marina Resort Marasi ( Egypt )</b>	<b>Vida Hotels &amp; Resorts</b>	<b>Owned</b>	<b>4 Star</b>	<b>103</b>	<b>NA</b>	<b>2024</b>
Address Istanbul	TAH&R <sup>(1)</sup>	Owned	5 Star	182	17	2021
Address Beach Resort (Bahrain)	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	117	21	2022
Address Jabal Al Omar Makkah (KSA)	TAH&R <sup>(1)</sup>	Managed <sup>(6)</sup>	5 Star	1484	NA	2023
<b>Address Beach Resort Marassi Egypt (H9)</b>	<b>TAH&amp;R<sup>(1)</sup></b>	<b>Owned</b>	<b>5 Star</b>	<b>118</b>	<b>NA</b>	<b>2024</b>

Notes:

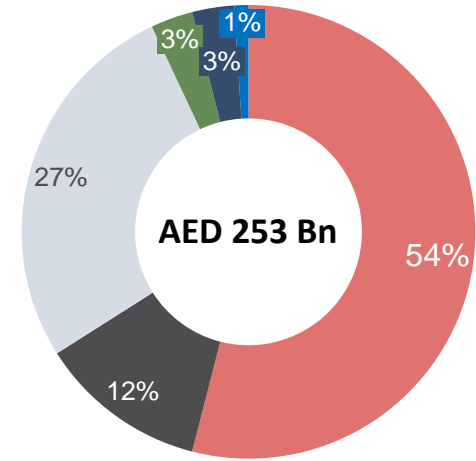
1. TAH&R: The Address Hotels and Resorts
2. Rove is a joint venture
3. Residences in the Hotel Pool are operated by Emaar Hospitality like hotel rooms, on behalf of unit owners, for a % of revenue
4. Novotel hotel not operated by Emaar Hospitality Group
5. Al Alamein Hotel is a landmark Egyptian hotel operating since 1964 and acquired by Emaar in 2007, includes 187 rooms and 2 villas
6. Emaar/Rove maintains management rights only

# Fair Valuation Overview – GAV By Segment

December 2023 Book Value Split



December 2023 Fair Value Split



**Market Value of Assets is ~ 1.8x of the Book Value**

## Fair Valuation Overview – GAV By Segment (Cont'd)

### GAV: Development Properties

AED Million	2023		2022	
	Book Value	Fair Value	Book Value	Fair Value
UAE	28,609	81,146	27,762	53,059
Egypt <sup>1</sup>	4,496	6,114	5,046	5,783
Turkey	259	334	384	394
India	5,902	10,472	7,146	11,211
KSA	434	579	578	766
Pakistan	549	1,803	455	1,620
USA	347	347	408	408
Lebanon	368	368	413	413
Morocco	34	108	41	95
Syria	1	1	7	9
<b>Total</b>	<b>40,999</b>	<b>101,272</b>	<b>42,240</b>	<b>73,758</b>

### GAV: Fixed Assets

AED Million	2023		2022	
	Book Value	Fair Value	Book Value	Fair Value
Hotels & Convention Center	5,277	7,224	4,776	6,135
District Cooling Plant <sup>2</sup>	883	883	728	728
At The Top <sup>2</sup>	221	221	235	235
Leisure & Entertainment <sup>2</sup>	913	913	975	975
Other Assets <sup>2</sup>	2,590	2,590	2,443	2,443
<b>Total</b>	<b>9,884</b>	<b>11,831</b>	<b>9,157</b>	<b>10,516</b>

Fair valuation is carried out by CBRE and other reputable valuers for development properties (including land), investment properties and revenue generating fixed assets related to hotels owned by Emaar.

1. Book Value in 2023 vs 2022 primarily due to ~ 21% currency devaluation.

2. Fair value of these assets have been considered at book value on a conservative basis; however, the real fair value will be much higher than this based on the income capitalization method.

# Fair Valuation Overview – NAV Table

In AED Mn

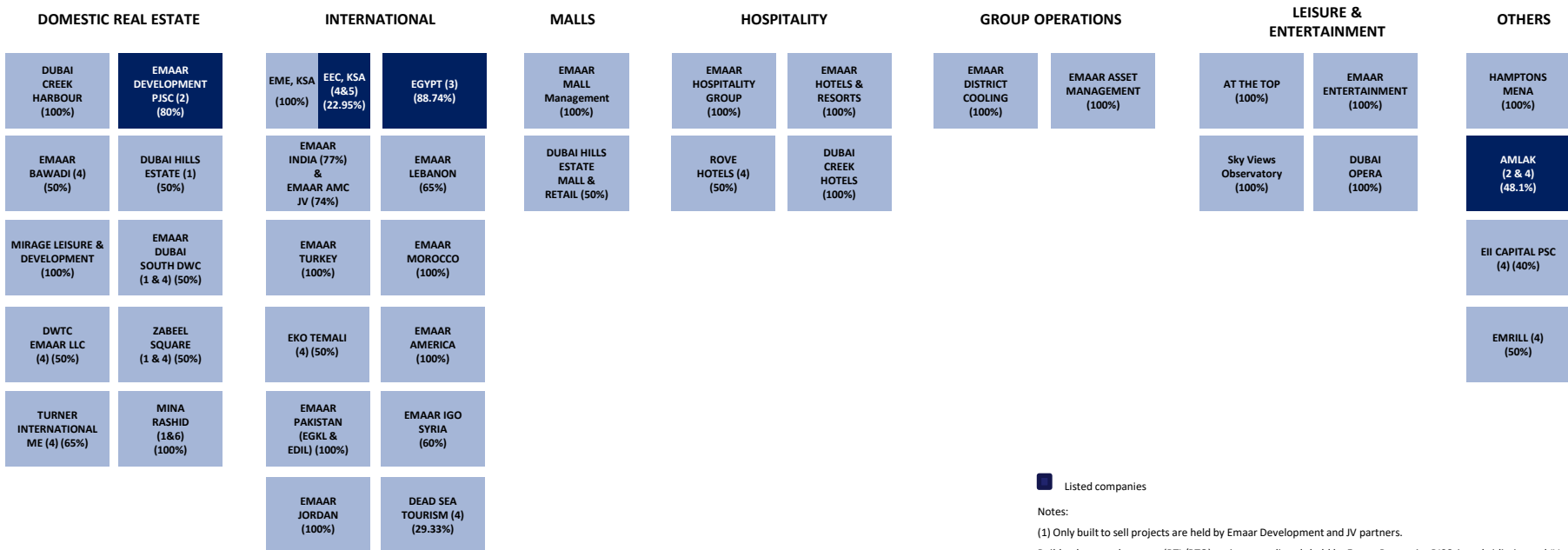
	2023		2022	
	Book Value	Fair Value	Book Value	Fair Value
Cash and bank balances	33,855	33,855	18,289	18,289
Trade and Other Receivables	24,019	24,019	27,984	27,984
Development Properties *	40,998	101,271	42,241	73,759
Investment in Associates and Joint Ventures	5,630	7,916	5,801	7,622
Securities and Loans to Associates and Joint Ventures	2,845	2,845	3,280	3,280
Investment Properties	21,494	70,027	22,688	66,177
Fixed Assets	9,491	12,157	9,884	11,831
Intangible assets	220	220	212	212
Assets Held for sale	-	-	1,030	1,030
Right of use assets	846	846	955	955
<b>Total Assets</b>	<b>139,398</b>	<b>253,156</b>	<b>132,364</b>	<b>211,139</b>
Total Liabilities (incl. Minority Interest)	(61,673)	(75,631)	(63,366)	(73,251)
<b>Net Asset Value</b>	<b>77,725</b>	<b>177,525</b>	<b>68,998</b>	<b>137,888</b>
Number of Shares Outstanding (in Million)	8,839	8,839	8,839	8,839
Net Asset Value per Share (AED)	8.79	20.08	7.81	15.60

\* Adjusted for future collections recorded as trade receivables in the books

Fair valuation is carried out by CBRE and other reputable valuers for development properties (including land), investment properties and revenue generating fixed assets related to hotels owned by Emaar.

# Group Structure\*

## EMAAR PROPERTIES PJSC (2)



Listed companies

Notes:

(1) Only built to sell projects are held by Emaar Development and JV partners.

Build to lease and operate (BTL/BTO) projects are directly held by Emaar Properties PJSC, its subsidiaries and JV partners

(2) Listed on DFM

(3) Listed on EGX

(4) Equity accounted joint ventures or associates

(5) Listed on Tadawul Exchange

(6) 30% of profit is shared with partner as management fee





Thank You

EMAAR

EMAAR PROPERTIES

Name – Abhay Singhvi

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