

Emaar Development PJSC

Q1 2018 Results

April 2018



Emaar Development PJSC, for themselves and the Group, give notice that: The particulars of this presentation do not constitute any part of an offer or a contract.

Given that the presentation contains information based on forecasts and roll outs, all statements contained in this presentation are made without responsibility on the part of Emaar Development PJSC, their advisors, or members of Emaar Group (including their directors, officers and employees).

None of the statements contained in this presentation is to be relied upon as a statement or representation of fact.

All parties must satisfy themselves as to the correctness of each of the statements contained in this presentation.

Emaar Development PJSC and members of the Emaar Group do not make or give, and neither members of the Emaar Group nor any of their directors or officers or persons in their employment or advisors has any authority to make or give, any representation or warranty whatsoever in relation to this presentation.

This presentation may not be stored, copied, distributed, transmitted, retransmitted or reproduced, in whole or in part, in any form or medium without the permission of Emaar Development PJSC.



Development

 KEY HIGHLIGHTS

 OPERATIONAL OVERVIEW

 BALANCE SHEET

 APPENDIX

Key Achievements – Q1 2018

AED 3.9 Bn

Property sales
across all projects

95% growth in
revenue to AED 3.3 Bn

62% growth

in net profit
to AED 819 Mn

(Net Margin 25%)

AED 1.3 Bn

sales achieved in newly
unveiled Emaar
Beachfront project

c. 27,200

Units Under
Construction

c. 34,800

residential units
delivered since 2002

c. 41 Bn
total Backlog⁽¹⁾

(in AED)

77% sold
of total units under
development

176 Mn

SQFT
of land bank
(164 Mn SQFT of GFA)

Overview of Emaar Development

- Emaar spearheaded the development of freehold master planned lifestyle communities in Dubai
- About 34,800 residential properties delivered in the UAE since 2002 with strong future pipeline
- About 27,200 units currently under development with sales value of AED 75 Bn.
- Targeted average gross margin of 40% across projects
- All master plans are mixed use development, currently various malls, retail and hospitality projects are under development on behalf of Emaar Properties PJSC for a management fee.

Master plans

100% Owned Developments	Downtown Dubai
	Arabian Ranches
	Dubai Marina
	Emirates Living
100% Consolidated JVs	Dubai Hills
JVs/JDA with 50% Share	Dubai Creek
	Emaar South
	Zabeel Square
Land bank (100% owned)	Emaar Beachfront*
	Al Marjan, Ras Al Khaimah

Successfully launched 7 new projects (+2,500 units) in Dubai during Q1 2018 with a total value of over AED 5.5 Bn

AED 3.9 Bn of sales booked and 1,720 units sold across all projects during Q1 2018

c. **59,000**
properties sold since inception

c. **27,200**
Units Under Construction

AED 41 Bn
UAE Backlog⁽¹⁾
to be recognized within the next 3-4 years

AED 9.9 Bn
Escrow balance⁽²⁾

Q1 -2018 Launches



Beach Vista



Sunrise Bay



Golf Place



The Collective



Socio



The Grand



Saffron

(1): Sales value of properties sold but not yet recognised as revenue under IFRS including 100% ownership of joint ventures as of 31 Mar 2018;

(2): Including 100% of Escrow balances of Joint Ventures

The strategy going forward



Emaar Development

- ✓ Focus on being a pure UAE developer of projects for build-to-sell centred around iconic assets
- ✓ Consolidate Emaar's leadership position as a developer of choice in the UAE
- ✓ Construction to be financed from pre-sales with minimal commitment for land purchases
- ✓ Develop expansive land bank in prime locations to drive future growth
- ✓ Continue to leverage favourable GRE partnership in the UAE to gain access to significant and prime land bank with minimal capital outlay
- ✓ Leverage strong brand position to continue to achieve premium pricing

Development - Overview

	100% Owned Developments				100% Consolidated JV	JVs/JDA with 50% Share			Land bank (100% owned)		Total
	Downtown Dubai	Arabian Ranches	Dubai Marina	Emirates Hills	Dubai Hills	Dubai Creek ⁽⁴⁾	Emaar South ⁽⁴⁾	Zabeel Square ⁽⁴⁾	Ras Al Khaimah	Emaar Beachfront*	
Total units under development #	8,714	556	840	562	6,990	6,056	1,708	847	In Planning Stage	907	27,180
% of units sold ⁽¹⁾	87%	71%	95%	99%	74%	66%	51%	8%	In Planning Stage	60%	77%
Backlog to be recognised (AED Bn) ⁽²⁾	17.8	0.7	1.6	0.2	11.9	6.0	0.8	0.1	In Planning Stage	1.4	40.6
Gross margin achieved (%) ⁽¹⁾	42%	52%	38%	31%	44%	28%	30%	25%	In Planning Stage	26%	38%
Remaining GFA and Units to be launched in future ⁽³⁾											
Total Remaining GFA (Million Sqf)	3.8	0.5	-	0.2	57.3	103.3	31.7	0.0	1.3	9.0	207.0
Remaining GFA of Build-to-Lease (BTL) / Build-to-Operate (BTO) (Million Sqf)	0.5	0.0	-	0.0	13.8	24.6	3.0	0.0	0.2	0.7	42.9
Remaining GFA of Build-to-Sale (BTS) (Million Sqf)	3.3	0.5	-	0.2	43.6	78.7	28.6	0.0	1.1	8.3	164.1

(1) Based on units sold which are under development as at 31 Mar 2018, margin is not necessarily indicative of margin at completion

(2) Sales value of properties sold but not yet recognised as revenue under IFRS including 100% ownership of joint ventures as of 31 Mar 2018

(3) Details are based on current master plan as of 31 Mar 2018

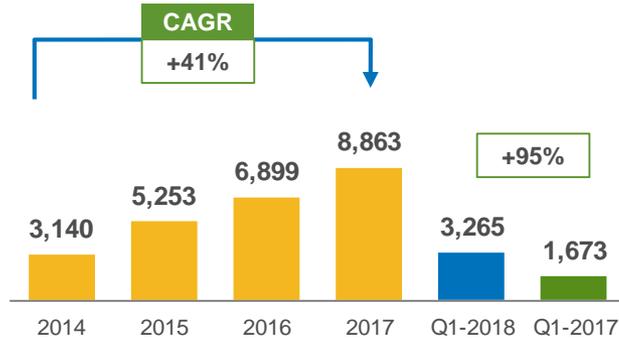
(4) JVs/JDA numbers are on the basis of the full project and not proportional to Emaar's share, while Emaar's entitlement/share of profits is 50%

(5) BTL/ BTO are being developed on behalf of Emaar Properties PJSC for a management fee

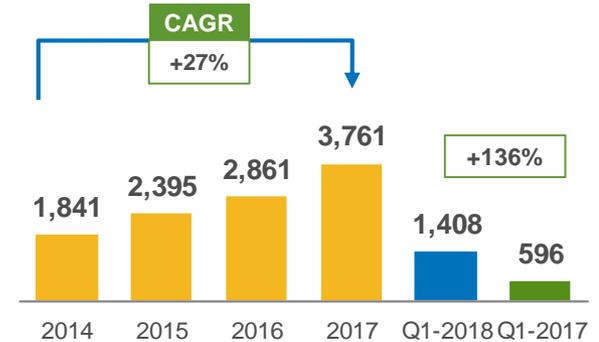
Emaar Development - Financial Performance

AED Million

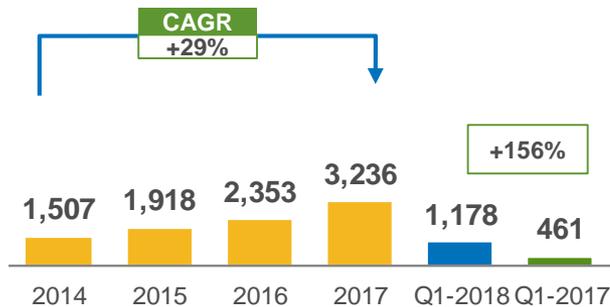
Revenue



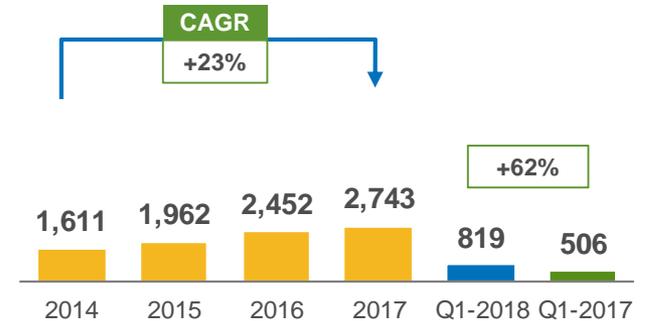
Gross Profit



EBITDA



Net Income (Net of Minorities)



Revenue on a growth trajectory supported by significant backlog of about AED 41Bn expected to be recognized in the next 4 years

Balance Sheet Overview

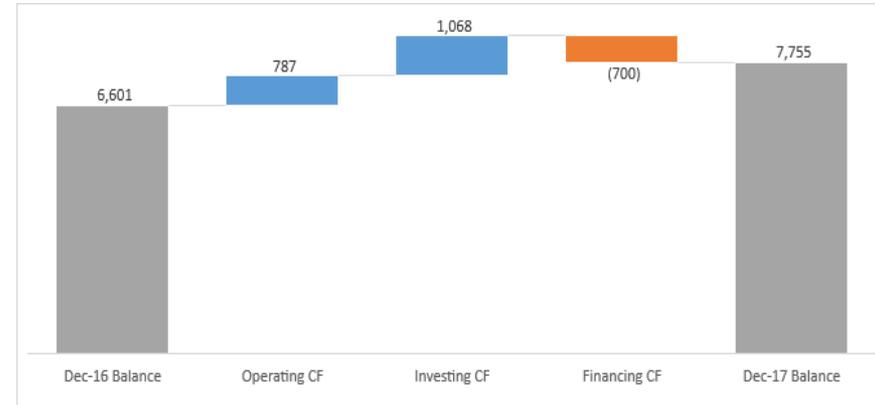
%

Total: AED 24,173 Mn



Change in Cash & Cash Equivalents

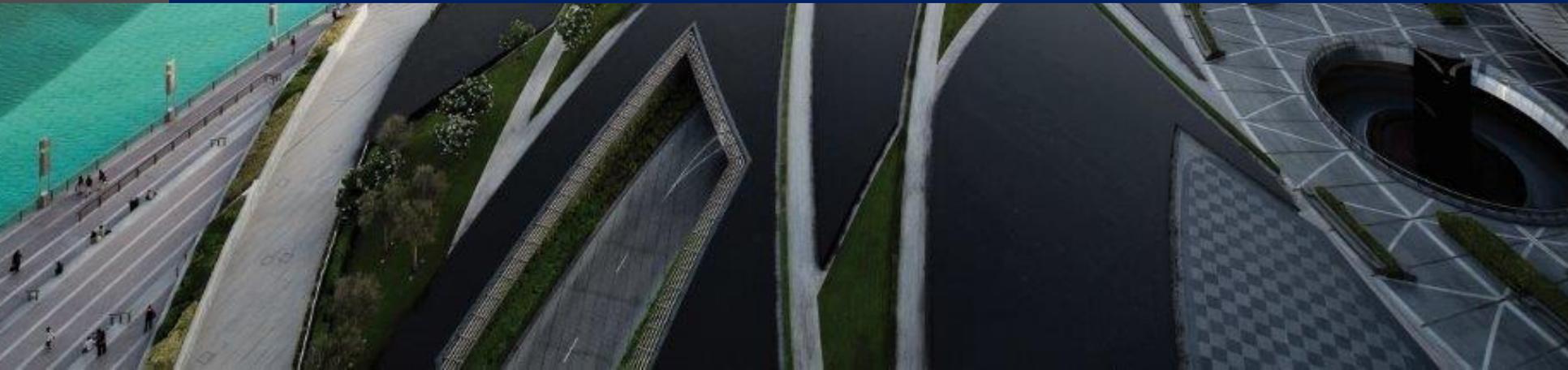
AED million



US\$ 1,080 million (AED 3,967 million) drawdown out of a 5 year financing facility of US\$1.3Bn (AED 4.8Bn) and up-streamed US\$ 1,064 million (AED 3,910 million) as dividend payment to parent, Emaar Properties PJSC



Appendix





Appendix – Overview of Development



Wholly-owned projects

Downtown Dubai

All under-construction projects (including Sky Views, BLVD Heights, BLVD Crescent, Fountain Views, Burj Vista, Boulevard Point, Vida Residence, Downtown Views), inventory and undeveloped land for sale



- *First Launched in 2004*
- Development value (currently under development) AED 32.1 Bn
- Backlog AED 17.8 Bn ⁽¹⁾
- 8,714 units under development
- 2,142 units expected to be launched and developed on remaining land
- Expected completion 2020-2022
- Average gross margin achieved on units under development 42% ⁽¹⁾

Arabian Ranches

Expansion of the current Arabian Ranches community adjacent to a golf course and in close proximity to the Dubai Polo & Equestrian Club to create over 1,400 additional units



- *First Launched in 2002*
- Development value (currently under development) AED 2 Bn
- Backlog AED 0.7 Bn ⁽¹⁾
- 556 units under development
- 847 units expected to be launched and developed on remaining land
- Expected completion 2018-2021
- Average gross margin achieved on units under development 52% ⁽¹⁾

Dubai Marina

Two waterfront residential/commercial towers, near to Bluewaters Island, and the newly-developed Vida serviced apartments tower



- *First Launched in 2000*
- Development value (currently under development) AED 2 Bn
- Backlog AED 1.6 Bn ⁽¹⁾
- 840 Units under development
- Expected completion 2020
- Average gross margin achieved on units under development 38% ⁽¹⁾

Emirates Living

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



- *First Launched in 1999*
- Development value (currently under development) AED 1.3 Bn
- Backlog AED 0.2 Bn ⁽¹⁾
- 562 Units under development
- 19 units expected to be launched and developed on remaining land
- Expected completion 2018
- Average gross margin achieved on units under development 31% ⁽¹⁾

100% consolidated JV

Dubai Hills Estate

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



- Launched in 2013
- Development value (currently under development) AED 18.3 Bn
- Backlog AED 11.9 Bn ⁽¹⁾
- 6,990 Units under development
- 22,692 units expected to be launched and developed on remaining land
- Expected timeline 18 years
- Average gross margin achieved on units under development 46% ⁽¹⁾

JVs/JDAs with 50% share

Dubai Creek Harbour

Joint Venture between Emaar and Dubai Holding for the development of an iconic mixed-use waterfront project situated on the banks of the historic Dubai Creek



- Launched in 2014
- Development value (currently under development) AED 12.4 Bn
- Backlog AED 6.0 Bn ⁽¹⁾
- 6,056 Units under development
- 58,940 units expected to be launched and developed on remaining land
- Expected timeline 26 years
- Average gross margin achieved on units under development 28% ⁽¹⁾

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



- Launched in 2016
- Development value (currently under development) AED 2.3 Bn
- Backlog AED 0.8 Bn ⁽¹⁾
- 1,708 Units under development
- 21,321 units expected to be launched and developed on remaining land
- Expected timeline 18 years
- Average gross margin achieved on units under development 30% ⁽¹⁾

Zabeel Square

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



- Launched in 2017
- Development value (currently under development) AED 1.68Bn
- 847 units underdevelopment
- 853 units expected to be launched
- Expected completion date 2022
- Expected Average gross margin 25%

Projects overview (cont'd)

at 31 Mar 2018

Land bank (100% owned)

Al Marjan - Ras Al Khaimah

A project of c.1m sqft of land located at the top of Al Marjan Island ideal to build 5 stars hotel and service apartments



(100% owned)

Emaar Beachfront *

- Launched in 2018
- Development value (currently under development) AED 2.38 Bn
- Backlog AED 1.4 Bn ⁽¹⁾
- 907 Units under development
- 6,268 units expected to be launched and developed on remaining land
- Average gross margin achieved on units under development 26% ⁽¹⁾



Overview of projects under development

at 31 Mar 2018

Project (100% Owned)	Units	Amount (AED) ⁽¹⁾	Area (SQF)	Launched Period	Expected Completion Date	% Unit Sold	% Value Sold	% Collected of sold units	% Completion Mar.18	% Gross Margin Mar.18 ⁽²⁾
Downtown Dubai	8,714	32,145,368,978	11,797,335			87%	83%			42%
Fountain Views	289	1,061,528,716	390,196	Jan-13	Jul- Oct-18	99%	99%	83%	91%	26%
Fountain Views 2	289	1,101,966,520	392,485	Feb-13	Jul- Oct-18	99%	99%	83%	88%	29%
Fountain Views 3	208	1,142,159,704	356,367	Sep-13	Feb-19	98%	97%	80%	84%	33%
The Address Sky View *	551	2,886,359,866	984,654	2013-2014	Dec-18	98%	97%	67%	68%	30%
Burj Vista	666	1,930,309,606	867,737	Apr-13	Jun-18	99%	97%	82%	94%	50%
Blvd Crescent *	339	1,097,549,032	469,893	Mar-14/ Oct-15	Feb-19	86%	81%	58%	72%	51%
Blvd Heights *	550	1,769,500,756	773,089	Sep-14/ Mar-16	Dec-19	78%	73%	51%	28%	50%
Vida Downtown	328	1,325,264,376	468,475	Jan-14	Jul-19	94%	92%	53%	52%	41%
Boulevard Point	377	1,240,653,654	540,394	Jan-14	Oct-18	100%	100%	59%	49%	26%
Opera Grand Residential Tower	288	2,051,907,577	507,466	May-14	Jan-19	87%	88%	52%	37%	59%
The Downtown Views	478	1,230,953,464	573,081	Apr-15	Mar-19	97%	97%	45%	7%	46%
FORTE *	817	2,415,210,402	970,347	Apr-Sep-15	Dec-19	84%	79%	33%	14%	41%
Address Opera *	809	3,833,176,392	1,093,771	Dec-15/ Mar-16	Jul-20	96%	84%	24%	11%	53%
IL PRIMO	119	2,729,078,672	719,335	Jun-16	Sep-20	39%	40%	17%	5%	46%
Act One Act Two	630	1,661,872,440	656,678	Aug-16	Nov-20	64%	60%	30%	11%	38%
Downtown Views 2 *	1,355	3,041,719,240	1,425,583	Jan-Apr-17	Dec-20	90%	85%	21%	1%	31%
Vida Dubai Mall *	621	1,626,158,561	607,784	May-Jul-17	Oct-21	91%	91%	13%	3%	49%
Emirates Living	562	1,309,890,339	772,899			99%	99%			31%
The Hills-Residence	426	892,755,571	572,220	Jun-13	Aug-18	100%	100%	88%	88%	32%
Vida Residence - The Hills	136	417,134,768	200,679	Dec-13	Oct-18	97%	97%	82%	79%	27%
Dubai Marina	840	1,921,433,146	936,655			95%	95%			38%
52-42	483	1,084,837,904	515,866	Apr-16	Sep-20	96%	96%	45%	26%	39%
Vida Residence at Dubai Marina	357	836,595,242	420,789	Mar-17	Dec-20	94%	93%	23%	5%	36%
Arabian Ranches	55	396,887,658	310,507			33%	31%			64%
Aseel	55	396,887,658	310,507	Jun-14	Aug-18	33%	31%	61%	95%	64%
Arabian Ranches II	501	1,648,699,888	1,130,274			75%	72%			49%
Samara	177	729,070,176	467,319	Apr-14	Jul-18	71%	65%	75%	97%	52%
Azalea	108	414,414,904	264,151	Feb-15	Nov-18	62%	61%	40%	58%	47%
Reem Community	216	505,214,808	398,804	Dec-16	Dec-19	85%	89%	21%	1%	46%
Emaar Beachfront³	907	2,386,210,980	946,544			60%	43%			26%
Beach Vista	447	1,179,107,161	472,966	Jan-18	2021	90%	87%	5%	-	25%
Sunrise Bay	460	1,207,103,819	473,578	Feb-18	2021	27%	27%	5%	-	27%
Total 100% Owned	11,579	39,808,490,989	15,894,214			85%	82%			41%

*Projects launched in phases

1. Total monetary value of units under development based on expected selling price

2. Corresponds to gross margin for units sold not necessarily indicative of margin at completion

Note: Revenues of project under construction are recognized once 20% construction completion and 20% collection is achieved

3. Emaar Beachfront partial acquisition completed and launched in Jan 2018, in March 2018 an MOU with Aldar was signed to jointly develop the project; formal agreement is under process

Overview of projects under development (cont'd)

at 31 Mar 2018

Project (Joint Ventures)	Units	Amount (AED) ⁽¹⁾	Area (SQF)	Launched Period	Expected Completion Date	% Unit Sold	% Value Sold	% Collected of sold units	% Completion Mar.18	% Gross Margin Mar.18 ⁽²⁾
Dubai Hills Estates ⁽³⁾	6,990	18,300,930,822	12,401,977			74%	78%			44%
Mulberry Park Heights	664	1,247,861,632	817,210	Mar-14	Sep-18	88%	86%	66%	54%	29%
Acacia Park Heights	537	1,046,427,812	677,047	Feb-15	Jan-19	87%	85%	41%	47%	31%
MAPLE	646	1,745,009,821	1,215,738	Apr-15	May-19	96%	96%	59%	59%	48%
MAPLE 2	666	1,732,405,408	1,229,258	Oct-15	Sep-19	99%	99%	48%	57%	46%
SIDRA	475	2,006,445,800	1,291,737	Feb-16	Mar-19	100%	100%	35%	50%	44%
Fairway Vista	65	985,366,720	502,931	May-16	Jun-19	100%	100%	29%	34%	57%
Parkway Vistas	61	867,151,168	466,172	Aug-16	Jun-19	87%	89%	27%	33%	57%
Park Point	333	479,245,704	331,171	Oct-16	Feb-19	61%	51%	29%	40%	36%
SIDRA 2	422	1,735,245,551	1,127,673	Oct-16	Oct-19	100%	100%	28%	14%	44%
Park Heights I	270	313,122,760	216,135	Apr-17	Mar-20	93%	88%	21%	10%	31%
Park Heights II	550	638,849,400	439,949	May-17	Mar-20	93%	87%	21%	13%	39%
Maple 3	562	1,447,029,056	1,029,810	May-17	Dec-19	63%	60%	19%	2%	45%
Park Ridge	492	663,914,896	885,607	Sep-17	Jun-20	38%	33%	14%	0%	41%
DE Sidra 3	339	1,344,809,033	881,928	Jul-17	Nov-20	96%	97%	15%	0%	42%
Club Villas	144	545,186,873	351,500	Nov-17	Oct-20	96%	95%	6%	0%	48%
Golf Place	100	942,379,800	550,459	Jan-18	Apr-21	42%	48%	6%	0.0%	52%
Collective	332	282,733,928	193,826	Mar-18	Jun-21	22%	19%	6%	0.0%	29%
Socio	332	277,745,460	193,826	Feb-18	Mar-21	100%	100%	10%	0.0%	44%
Dubai Creek Harbour	6,056	12,456,868,661	6,757,789			66%	60%			28%
Dubai Creek Residences *	872	2,233,801,047	1,302,168	Nov-14/Jan-15	2018	92%	89%	62%	77%	26%
Harbour Views & Creekside 18 *	1,186	2,221,709,168	1,286,448	Sep-15/ Mar-16	2019	89%	81%	37%	19%	25%
Creek Horizon	509	962,565,992	555,117	Aug-16	2020	70%	59%	20%	12%	29%
The Cove	50	131,234,400	65,105	Nov-16	2020	100%	100%	35%	5%	32%
Creek Gate	368	642,640,784	370,668	Jan-17	2020	90%	86%	17%	6%	31%
Harbour Gate	491	871,860,008	504,216	Feb-17	2020	69%	57%	15%	10%	31%
The Cove Building 2	89	198,727,032	106,523	Mar-17	2020	70%	58%	22%	5%	32%
Creek Rise	496	859,496,448	496,964	May-17	2020	49%	43%	12%	6%	31%
The Cove Building 1	137	350,819,167	168,019	Sep-17	2020	47%	45%	17%	5%	32%
17 Icon Bay	315	536,229,720	310,191	Aug-17	2021	71%	62%	8%	2%	25%
Address Harbour Point	686	1,725,431,879	681,493	Sep-17	2021	63%	58%	15%	2%	26%
Island Park	308	545,022,504	322,584	Nov-17	2020	11%	8%	7%	1%	27%
The Grand	549	1,177,330,512	588,293	Mar-18	2021	28%	27%	5%	0%	33%
Emaar South	1,708	2,304,630,704	2,294,625			51%	43%			30%
URBANA I, II, III *	932	990,335,616	1,065,804	Sep-16/ Apr-17	2019	67%	66%	35%	14%	30%
Golf Views	288	297,912,744	253,035	Feb-17	2019	67%	60%	35%	9%	16%
Golf links	204	545,269,152	460,544	Jul-17	2020	27%	30%	22%	1%	39%
Saffron	284	471,113,192	515,242	Feb-18	2020	19%	6%	10%	0%	29%
Zabeel Square	847	1,688,226,138	795,188			8%	7%	9%	1%	25%
Vida	847	1,688,226,138	795,188	Oct-17	2022	8%	7%	9%	1%	25%
Grand Total (100% Owned + JVs)	27,180	74,559,147,314	38,143,793			77%	77%			38%

*Projects launched in phases

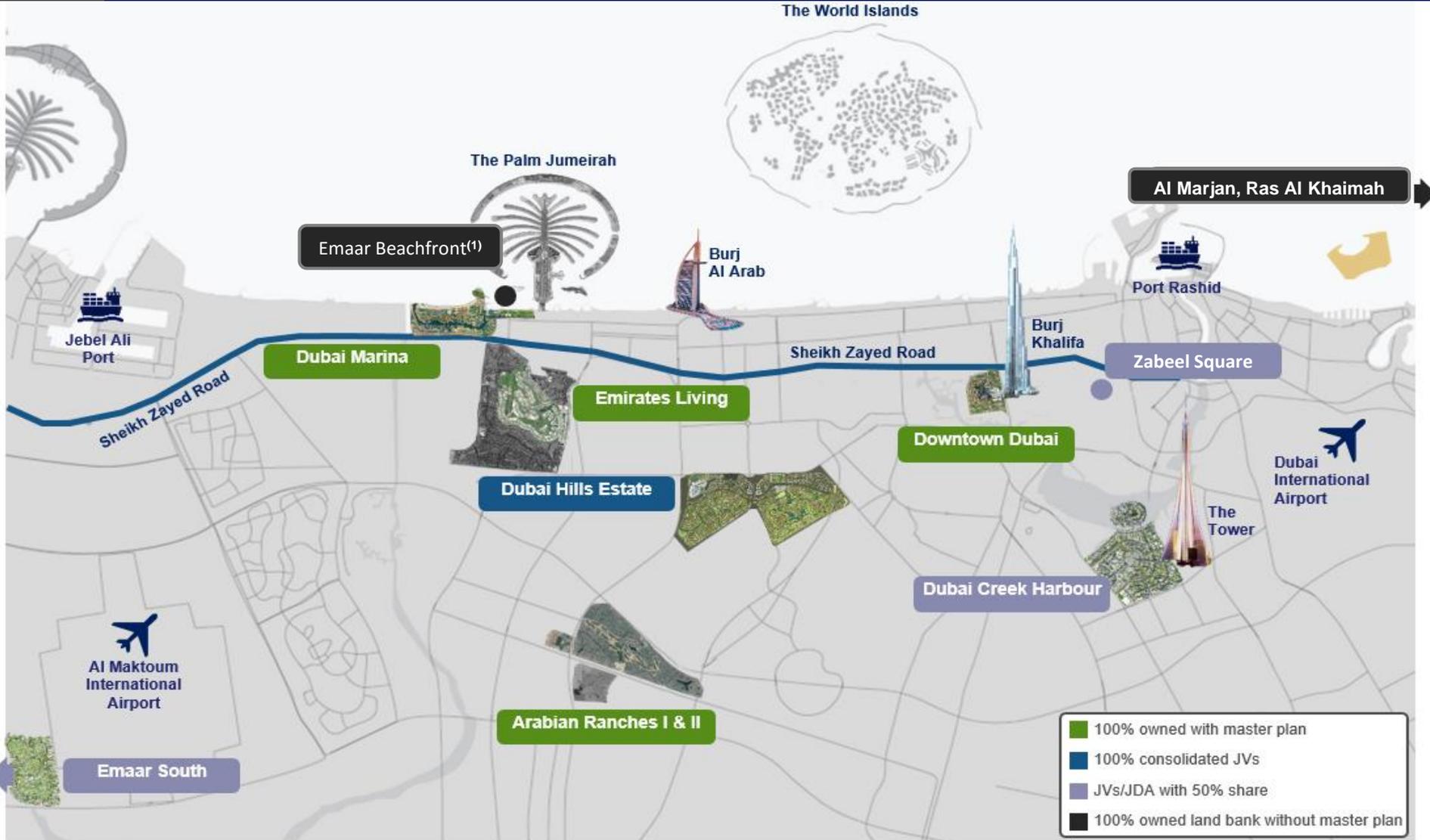
1. Total monetary value of units under development based on expected selling price

2. Corresponds to gross margin for units sold not necessarily indicative of margin at completion

Note: Revenues of project under construction are recognized once 20% construction completion and 20% collection is achieved

3- Dubai Hills Estates does not include land plots available for sale

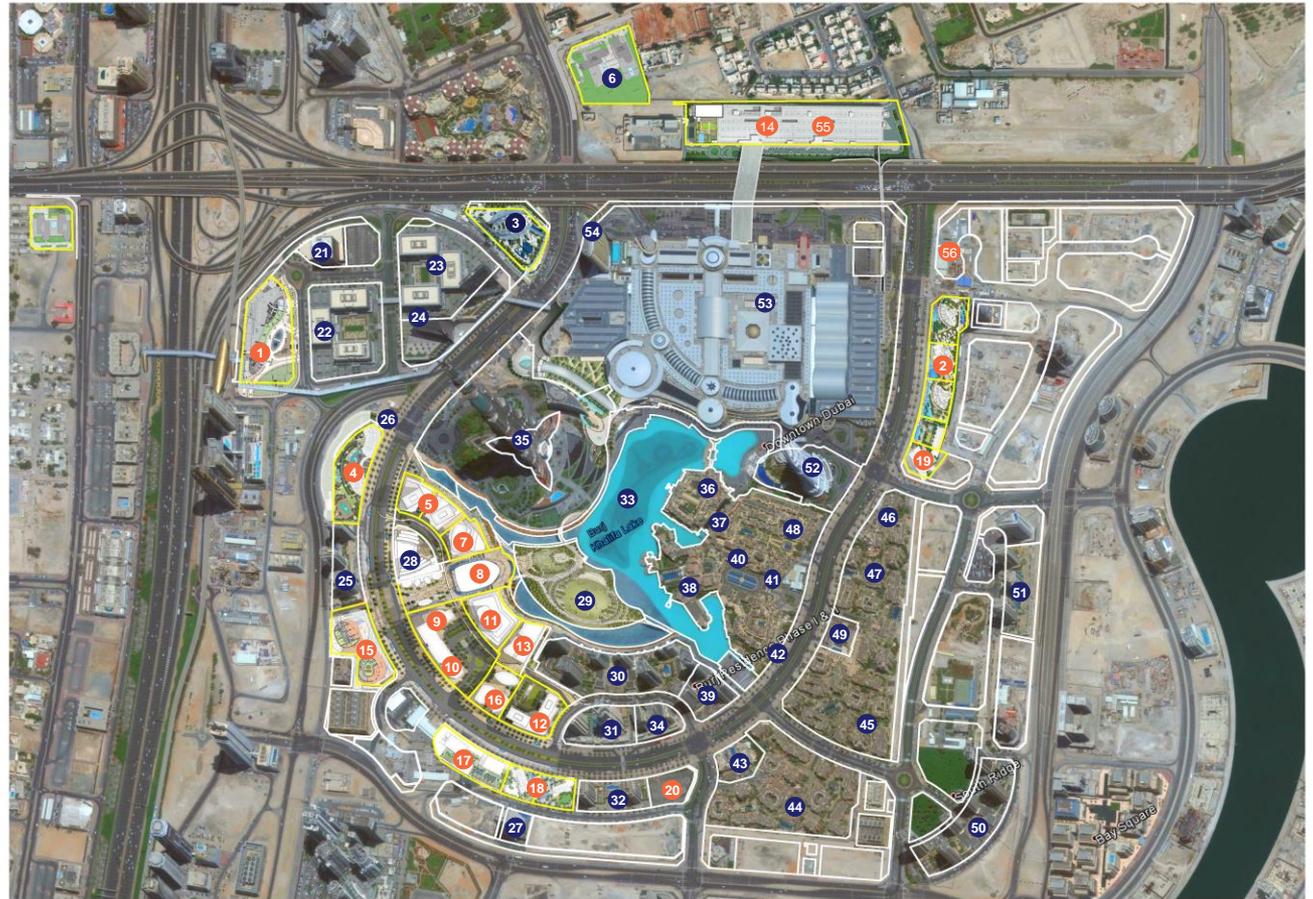
Location of Development Projects



(1) Emaar Beachfront partial acquisition completed and launched in Jan 2018. In March 2018 an MOU with Aldar was signed to jointly develop the project; formal agreement is under process

Location of Development Projects: Downtown Dubai

- 1 The Address Sky View
- 2 The Address Fountain Views
- 3 The Address The BLVD
- 4 Burj Vista
- 5 The Address Residences Dubai Opera
- 6 Rove Hotel (Downtown)
- 7 Il Primo
- 8 Opera House
- 9 B1
- 10 B2
- 11 B4
- 12 Act one Act two
- 13 C3
- 14 Downtown Views
- 15 Forte
- 16 Opera Grand
- 17 BLVD Heights
- 18 BLVD Crescent
- 19 BLVD Point
- 20 Vida Residence Downtown
- 21 Standard Chartered Building
- 22 Emaar Square 1,2,3
- 23 Emaar Square 4,5,6
- 24 Boulevard Plaza
- 25 The Lofts
- 26 Mohammed Bin Rashid Boulevard
- 27 8 BLVD Walk
- 28 Stand Point
- 29 Burj Park
- 30 Burj Residences
- 31 29 BLVD
- 32 Claren
- 33 The Dubai Fountain
- 34 BLVD Central
- 35 Burj Khalifa Tower
- 36 Souk Al Bahar
- 37 Al Bahar Residences
- 38 The Palace
- 39 Burj Residences
- 40 The Old Town Island
- 41 Sahaa Offices
- 42 Attareen Residences
- 43 Vida Hotel



- 44 The Old Town Qamardeen District
- 45 The Old Town Al Manzil District
- 46 Al Dukkan Yansoon Offices
- 47 Al Manzil Residences

- 48 Tajer Residences
- 49 Al Manzil Hotel
- 50 South Ridge
- 51 Burj Views

- 52 The Address Downtown Dubai
- 53 The Dubai Mall
- 54 The Address Dubai Mall
- 55 The Dubai Mall Za'beel Expansion

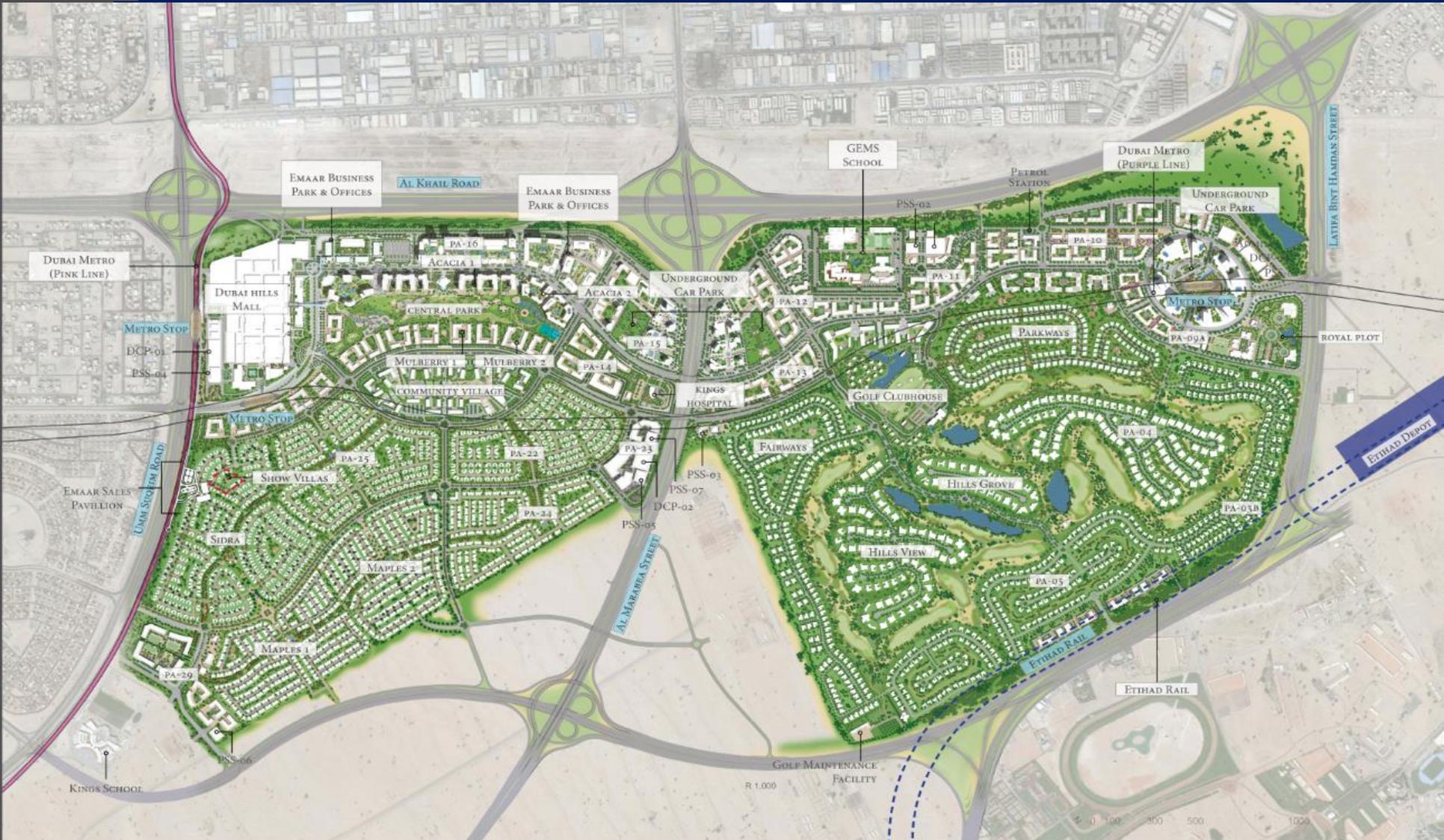
- 56 Vida Dubai Mall

Location of Development Projects: Arabian Ranches

- 1 Al Reem 1
- 2 Al Reem 2
- 3 Al Reem 3
- 4 Saheel
- 5 Golf Homes
- 6 Dubai Polo Club
- 7 Mirrador La Coleccion 1
- 8 Mirrador La Coleccion 2
- 9 Hattan
- 10 Alvorada 1
- 11 Alvorada 2
- 12 Alvorada 3
- 13 Alvorada 4
- 14 Palmera 1
- 15 Palmera 2
- 16 Palmera 3
- 17 Palmera 4
- 18 La Avenida 1
- 19 La Avenida 2
- 20 Alma 1
- 21 Alma 2
- 22 Savannah
- 23 Al Mahra
- 24 Terranova
- 25 Mirrador
- 26 School
- 27 Retail Center Mosque
- 28 Golf Course
- 29 Residents Club
- 30 Retail School Centre
- 31 Sub Station
- 32 Lila
- 33 Palma
- 34 Rosa
- 35 Casa
- 36 Rasha
- 37 Samara
- 38 Yasmin
- 39 Azalea



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



Location of Development Projects: Dubai Creek



Overview of Expected UAE Delivery Schedule

(based on project launched till 31 Mar 2018)

# of Units	Completed	Under Development	UAE Delivery Schedule					
			Cumulative till 2017	2018	2019	2020	2021	2022
A - Emaar Development (fully consolidated)								
Downtown	10,411	8,714	10,411	2,172	3,008	2,913	621	-
Emaar Beachfront	-	907	-	-	-	-	907	-
Dubai Marina	4,450	840	4,450	-	-	840	-	-
Arabian Ranches	4,305	55	4,305	55	-	-	-	-
Arabian Ranches II	737	501	737	285	216	-	-	-
Emirates Living (Excluding Land)	14,370	562	14,370	426	136	-	-	-
Emaar Towers	168	-	168	-	-	-	-	-
Dubai Hills Estate	56	6,990	56	664	3,767	964	1,595	-
Umm Al Quwain	277	-	277	-	-	-	-	-
Total - A	34,774	18,569	34,774	3,602	7,127	4,717	3,123	-
B - Joint Ventures								
Dubai Creek Harbour	-	6,056	-	872	1,186	2,448	1,550	-
Emaar South	-	1,708	-	-	1,220	488	-	-
Zabeel Square	-	847	-	-	-	-	-	847
Total - B	-	8,611	-	872	2,406	2,936	1,550	847
Total (A + B)	34,774	27,180	34,774	4,474	9,533	7,653	4,673	847

Largest Master Developer and Preferred Development Partner

Emaar Universe

Emaar Development Fully Owned Land Bank



13.3 m sq ft remaining GFA¹ of BTS² assets in Master Developments and Land Bank³



Access to Land Through Existing JVs

150.9 m sq ft remaining GFA of BTS Through Existing JVs



43.6 m sq ft



Dubai Aviation City Corporation

28.6 m sq ft



78.7 m sq ft

Emaar is the Preferred Master Developer for GREs⁵

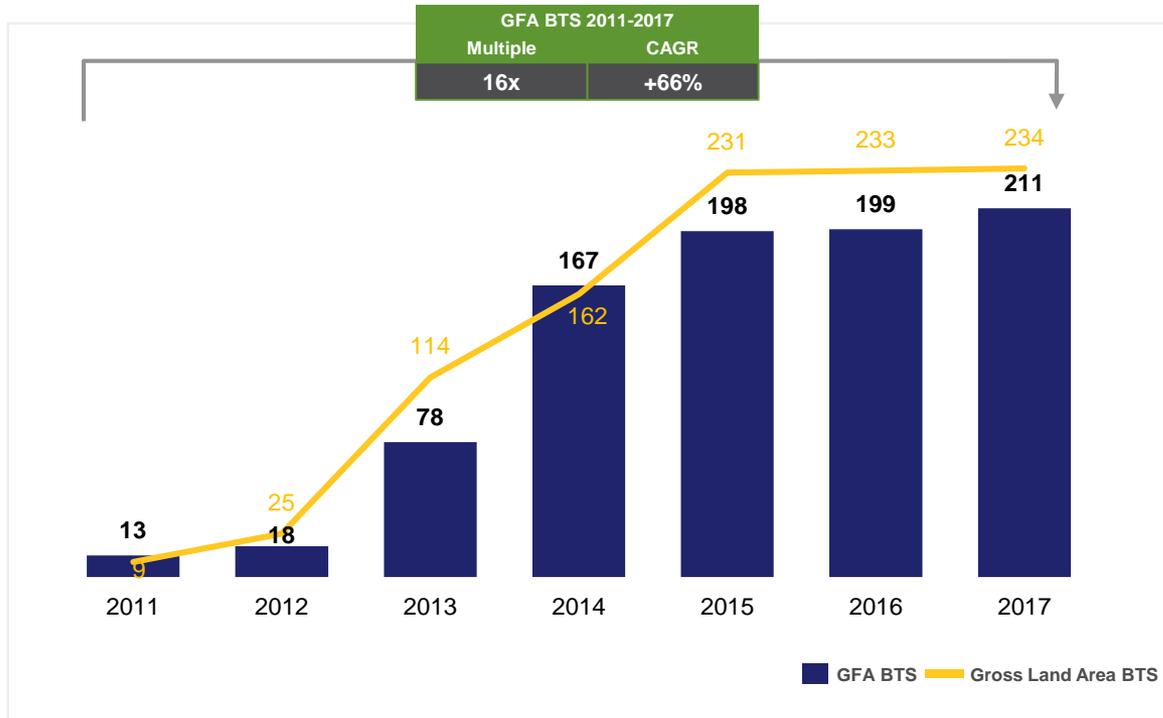
Key Highlights

- c. 12 years of Premium Available Land Bank for Development
 - 164 m sq ft GFA BTS^{1,2,3,4}
- Significant Potential to Access New Land at Prime Locations
 - Preferred Developer for GREs⁵, Government and Large Owners of Land Banks
 - Recognised ability to create value through integrated lifestyle master developments

Superior Brand Provides Unrivalled Access to Land for Premium Projects

1. Gross Floor Area
2. Build-to-Sell ("BTS")
3. Including Emaar Beachfront (launched in Jan. 18)
4. Gross floor area relating to build-to-sell units to be launched in future
5. Government related entities ("GREs")

Land Bank Evolution Through Investments & Strategic Partners



No Long Term Need for Land Purchase

YEAR	AREA
2012	Arabian Ranches II
2013	Dubai Hills Estate
2014	Dubai Creek Harbour
2015	Emaar South
2016	Downtown Views Ras Al Khaimah
2017	Zabeel Square & Emaar Beachfront*

Available Land Bank	Gross Land Area (Mn Sqf)
UAE wholly owned	4.66
<i>Ras Al Khaima</i>	<i>0.84</i>
<i>Others (Downtown, Arabian Ranches etc.)</i>	<i>3.01</i>
<i>Emaar Beachfront*</i>	<i>0.81</i>
Dubai Hills	50.95
Dubai Creek	56.41
Emaar South & others	64.03
Total Available Land Bank	176.04

Note: Cumulative historical GFA BTS not adjusted for GFA developed post 2011 nor GFA currently under development

Accounting Treatment

Emaar Development

- Full revenue and cash flow for BTS projects from 100% owned master plan and land
- Development of BTL / BTO assets (including projects under JV / JDA) on a management fee basis

Dubai Hills

- Fully consolidated by Emaar Development for BTS JV under IFRS
- 50% interest of JV partner disclosed as Minority Interest on consolidation
- Management fee paid for BTS projects to Emaar Development eliminated on consolidation

Dubai Creek

- Joint Development Agreement
- 50% of profits of BTS projects recognised as management fee within revenue

Emaar South & Zabeel Square

- Equity accounted as a joint venture and not consolidated
- 50% share in net profits recorded as share of profit from JV
- Management fee for carrying out development, recognised within revenue

