

EMAAR

Press Release

Emaar records property sales of more than AED 19.233 billion (US\$ 5.236 billion) and achieved Net Profit of AED 6.200 billion (US\$ 1.688 billion) in 2019

- *UAE property sales reached AED 14.949 billion (US\$ 4.070 billion) in 2019*
- *Sales backlog now stands at AED 45.795 billion (US\$ 12.468 billion), to be recognized in the coming three to four years*

Dubai, United Arab Emirates – February 12, 2020: Emaar Properties PJSC (DFM: EMAAR), exhibited a resilient performance in FY 2019 by recording net profit of AED 6.200 billion (US\$ 1.688 billion) as compared to net profit of AED 6.139 billion (US\$ 1.671 billion) in FY 2018. Emaar recorded revenue of AED 24.586 billion (US\$ 6.694 billion) for 2019.

Emaar maintained its positive performance in 2019 recording property sales in Dubai of AED 14.949 billion (US\$ 4.070 billion). This performance is a result of Emaar's ongoing investment in customer-centric innovation across its businesses and continued interest from foreign investors in both residential and commercial developments as well as new, first time home buyers entering the UAE property market.

Mohamed Alabbar, Chairman of Emaar Properties and Emaar Development, said "Emaar's performance in 2019 was resilient, maintaining growth within a challenging market. Emaar's sales achievements in 2019 are a testament to the products and people behind these innovations. Each year we set the bar higher, raising expectations across the business to ensure Emaar maintains the level of excellence the brand is synonymous with. Optimizing resources, improving efficiency and maximizing our productivity has directly contributed to enhancing our performance and positively impacted our results".

He added: "Our main focus is to bring the best talent to achieve our goals consistently. Our resources are focused on enhancing our customer happiness while providing superior results to our shareholders. We are also implementing new digital initiatives which will significantly enhance the value of our properties and assets to our customers whilst enabling us to innovate through new products and services."

Key Performance Highlight

To date, Emaar has handed over more than 63,000 residential units in Dubai and other international markets. More than 30,000 residences are under development in the UAE and over 14,000 units in global markets. Emaar now has a total sales backlog of AED 45.795 billion (US\$ 12.468 billion) of which AED 33.736 billion (US\$ 9.185 billion) is in UAE, to be recognized as revenue in the coming years.

Emaar Development

In 2019, Emaar Development PJSC (DFM: EMAARDEV), recorded a net profit of AED 2.700 billion (US\$ 735 million) and revenue of AED 12.746 billion (US\$ 3.470 billion).

During 2019, Emaar Development has launched 22 new projects across various master plans in Dubai and has sold 70 per cent of its units launched in 2019, indicating a stronger connection of customers with Emaar's strong brand value. Emaar Development has also introduced 3 new master-planned communities in 2019, Arabian Ranches III, Mina Rashid and The Valley, with a sell-out response, demonstrating the demand for expansive communities and family homes.

The notable launches of 2019 include: The Palace, Bay Shore and Creek Edge in Dubai Creek Harbour, Sun, Joy and Spring in Arabian Ranches III, Grand Bleu and South Beach Holiday Homes in Emaar Beachfront, Green View and Parkside in Emaar South. Other than this we have also launched couple of projects in Dubai Hills Estate, Mina Rashid and The Valley master-planned developments.

Emaar International

Emaar's international property development operations recorded 43 per cent increase in revenue to AED 4.399 billion (US\$ 1,198 million) in 2019 as compared to AED 3.081 billion (US\$ 839 million) in 2018. This was primarily led by Emaar's operation in Egypt and India. Emaar International represents 18 per cent to the total Group revenue.

In 2019, Emaar's subsidiary in Egypt has received an allocation of 500 acres of land plot in Sheikh Zayed City for a mixed-use masterplan development, this will increase Emaar's real estate portfolio and expand in West Cairo.

Emaar Malls and other businesses

Emaar Malls (DFM: EMAARMALLS) recorded 5 per cent increase in revenue to AED 4.673 billion (US\$ 1.272 billion) in 2019, compared to AED 4.446 billion (US\$ 1.210 billion) in 2018. Overall net profit in 2019 amounted to AED 2.286 billion (US\$ 622 million) as compared to net profit of AED 2.230 billion (US\$ 607 million) in 2018.

Occupancy levels within Emaar Malls assets – The Dubai Mall, Dubai Marina Mall, Gold & Diamond Park, Souq Al Bahar and the Community Retail Centres – remained strong at 92 per cent. In 2019, the malls and retail centers of Emaar Mall welcomed approximately 136 million visitors collectively with The Dubai Mall maintaining its exceptional performance welcoming 84 million visitors in 2019.

Namshi, the regional e-commerce fashion and lifestyle platform was fully acquired by Emaar Malls in 2019. The online retailer recorded a revenue of AED 1.028 million (US\$ 280 million), increasing by 21 per cent compared to the previous year. Namshi's consistent success is attributed to its popular 'Black November' campaign and considerable growth in the Saudi market.

Emaar's recurring revenue generating businesses, hospitality & leisure, entertainment, commercial leasing business along with Emaar Malls, reported a revenue of AED 7.293 billion (US\$ 1.986 billion), representing 30 per cent of the total Group revenue. The hotels under Emaar Hospitality Group (including managed hotels) in Dubai reported an average occupancy of 80 per cent, higher than the industry average.

Emaar continued to win accolades across the industry with recognition as the top developer in the UAE as per 2019 Brand Advocacy rankings by YouGov after being ranked #1 Real Estate Companies and #20 among all industries in the Forbes World's best-regarded companies rankings earlier in the year. Emaar is also listed as 14th among the world's strongest real estate companies in 2019, with an estimated brand value of AED 9.9 billion (US\$ 2.7 billion) according to a new ranking by Brand Finance. Emaar has a landbank of over 1.7 billion square feet in key markets.

Visit <https://www.emaar.com/en/investor-relations> for more information.

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Note to Editors

About Emaar Properties:

Emaar Properties PJSC, listed on the Dubai Financial Market, is a global property developer and provider of premium lifestyles, with a significant presence in the Middle East, North Africa and Asia. One of the world's largest real estate companies, Emaar has a land bank of 1.7 billion sq. ft in the UAE and key international markets.

With a proven track-record in delivery, Emaar has delivered over 63,000 residential units in Dubai and other global markets since 2002. Emaar has strong recurring revenue generating assets with over 880,000 square metres of leasing revenue generating assets and 21 hotels and resorts with 4,875 rooms (includes owned as well as managed hotels). Today, 48 per cent of the Emaar's revenue is from its shopping malls & retail, hospitality & leisure and international subsidiaries.

Burj Khalifa, a global icon, and The Dubai Mall, the world's most visited retail and lifestyle destination, are among Emaar's trophy developments. Emaar has now announced, Dubai Creek Tower, a magnificent icon that will serve as the centerpiece of the Dubai Creek Harbour development, as well as Dubai Square, the retail metropolis of the future. For more information, please visit our website www.emaar.com

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EMAAR PROPERTIES PJSC
Consolidated Income Statement

(AED Millions)

For the year ended	
31 Dec 2019	31 Dec 2018
	Restated

	Unaudited	Audited	% change
Revenue	24,586	25,694	(4%)
Cost of revenues	(13,023)	(12,811)	(2%)
Gross Profit	11,563	12,883	(10%)
Selling, marketing, general & administration expenses	(4,450)	(4,782)	7%
Other income	919	889	3%
Share of results from associated companies	(128)	50	(356%)
Income tax expense	306	12	2450%
Minority interest	(2,010)	(2,913)	31%
Net profit for the period	6,200	6,139	1%
Earnings per share (AED)	0.87	0.86	1%

Chairman.....

Date:-