

INVESTOR PRESENTATION

Financial Results FY2019

April 2020



رأس الخيمة العقارية
RAK PROPERTIES.



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Vision

To be a world-class business generating long-term value by creating sustainable and successful lifestyle developments where people aspire to live, work and enjoy



Mission

To lead the development of real estate & tourism infrastructure in RAK, RAK Properties aims to attract foreign investors of repute to launch state-of-the-art projects, including luxurious hotels, resorts, malls and industrial areas. In doing so, RAK Properties serves as a catalyst for a dynamic property market in Ras Al Khaimah and the UAE in general



Values

- **Excellence** - recruit & retain top class employees
- **Ambition** - higher risk profile
- **Integrity** - on-time, on-budget
- **Creativity** - sourcing unique, valuable projects
- **Agility** - fast-response to market changes
- **Accountability** - at each employee level

KEY FINANCIAL HIGHLIGHTS



Financial Results FY2019

- Revenue increased to AED 192mn in 2019 from AED 101mn in 2018, (+90% YoY)
- Gross profit increased to AED 59mn in 2019 from AED 46mn in 2018, (+28% YoY)
- Net profit decreased to AED 101mn in 2019 compared to AED 151mn in 2018 (-33% YoY)
- Total sales backlog is AED 137mn to be recognized in the next 2-3 years based on construction percentage
- Total assets increased by 6.3% to AED 5.68bn versus AED 5.34bn in 2018



KEY FINANCIAL HIGHLIGHTS

Key Results FY2019 (AED '000)



Revenue

(AED '000)

192,423



Gross profit

(AED '000)

58,608



Net profit

(AED '000)

100,700



Total assets

(AED '000)

5,678,139



Total equity

(AED '000)

3,904,966



Total liabilities

(AED '000)

1,773,173



Sales backlog

(AED '000)

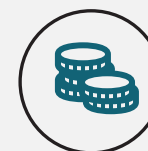
137,000



Earnings per share

(AED)

0.05



Cash Dividends

(AED per share)

0.04

KEY FINANCIAL HIGHLIGHTS

Quarterly Financial Results 2019	Q1	Q2	Q3	Q4
Income Statement	31-Mar	30-Jun	30-Sep	31-Dec
Revenue	45,793	32,673	56,028	57,929
Cost of revenue	(29,452)	(23,103)	(38,977)	(42,283)
Gross profit	16,341	9,570	17,051	15,646
Profit for the period	4,016	11,820	17,080	67,784

Balance Sheet	31-Mar	30-Jun	30-Sep	31-Dec
Non-current assets	4,516,324	4,557,833	4,612,962	4,719,595
Current assets	882,622	906,025	907,862	958,544
Total assets	5,398,946	5,463,858	5,520,824	5,678,139
Non-current liabilities	798,935	834,457	851,646	991,794
Current liabilities	782,917	800,059	822,373	781,379
Total equity	3,817,094	3,829,342	3,846,805	3,904,966
Total equity & liabilities	5,398,946	5,463,858	5,520,824	5,678,139



KEY FINANCIAL HIGHLIGHTS

Comparative Results

Income Statement	Annual		
	FY 2019	FY 2018	%Chg
Revenue	192,423	101,391	90%
Cost of revenue	(133,815)	(55,570)	141%
Gross profit	58,608	45,821	28%
Profit for the period	100,700	150,524	-33%

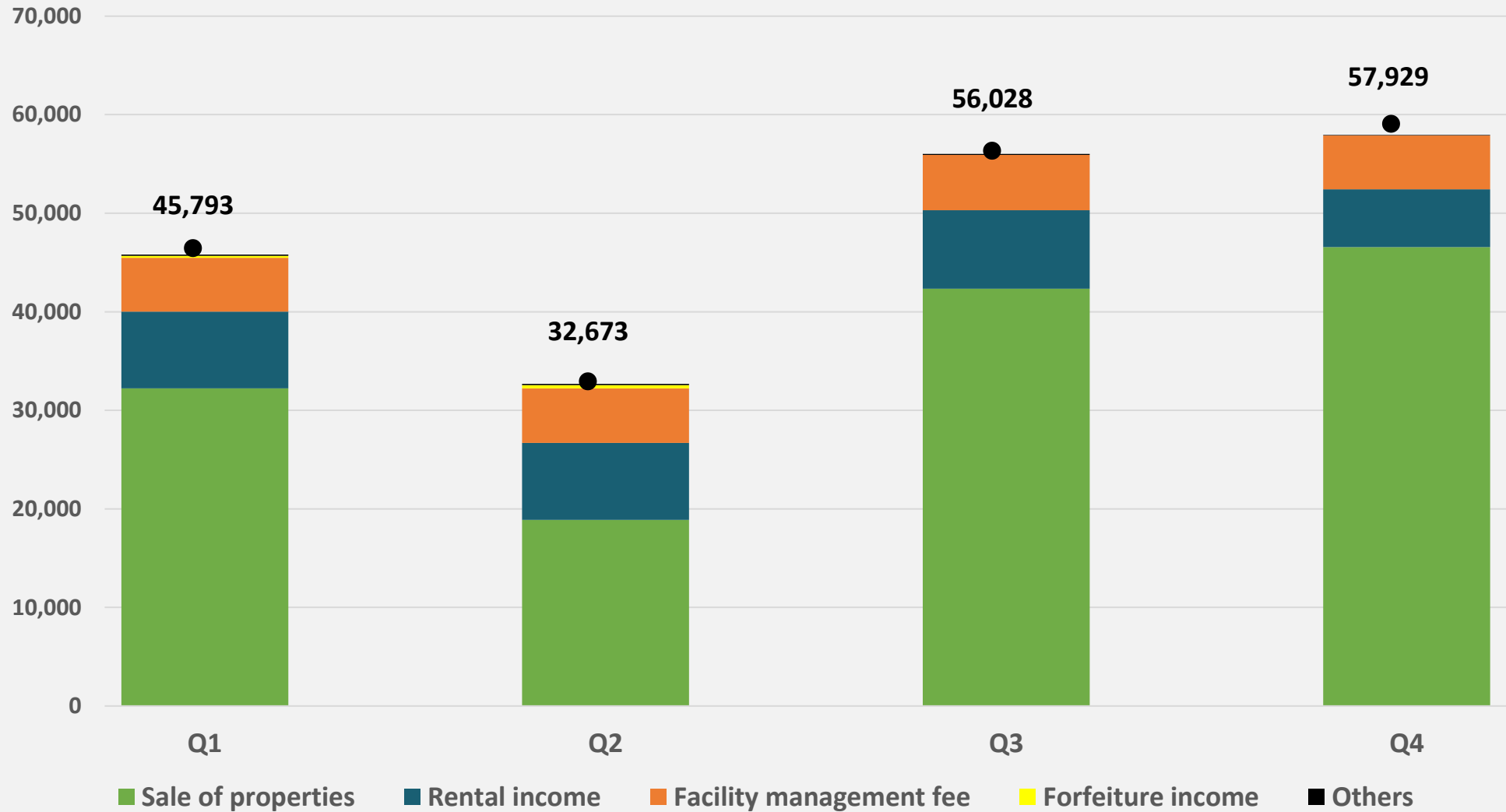
Balance Sheet

	FY 2019	FY 2018	%Chg
Non-current assets	4,719,595	4,494,704	5%
Current assets	958,544	846,372	13%
Total assets	5,678,139	5,341,076	6%
Non-current liabilities	991,794	722,981	37%
Current liabilities	781,379	804,638	-3%
Total equity	3,904,966	3,813,457	2%
Total equity & liabilities	5,678,139	5,341,076	6%



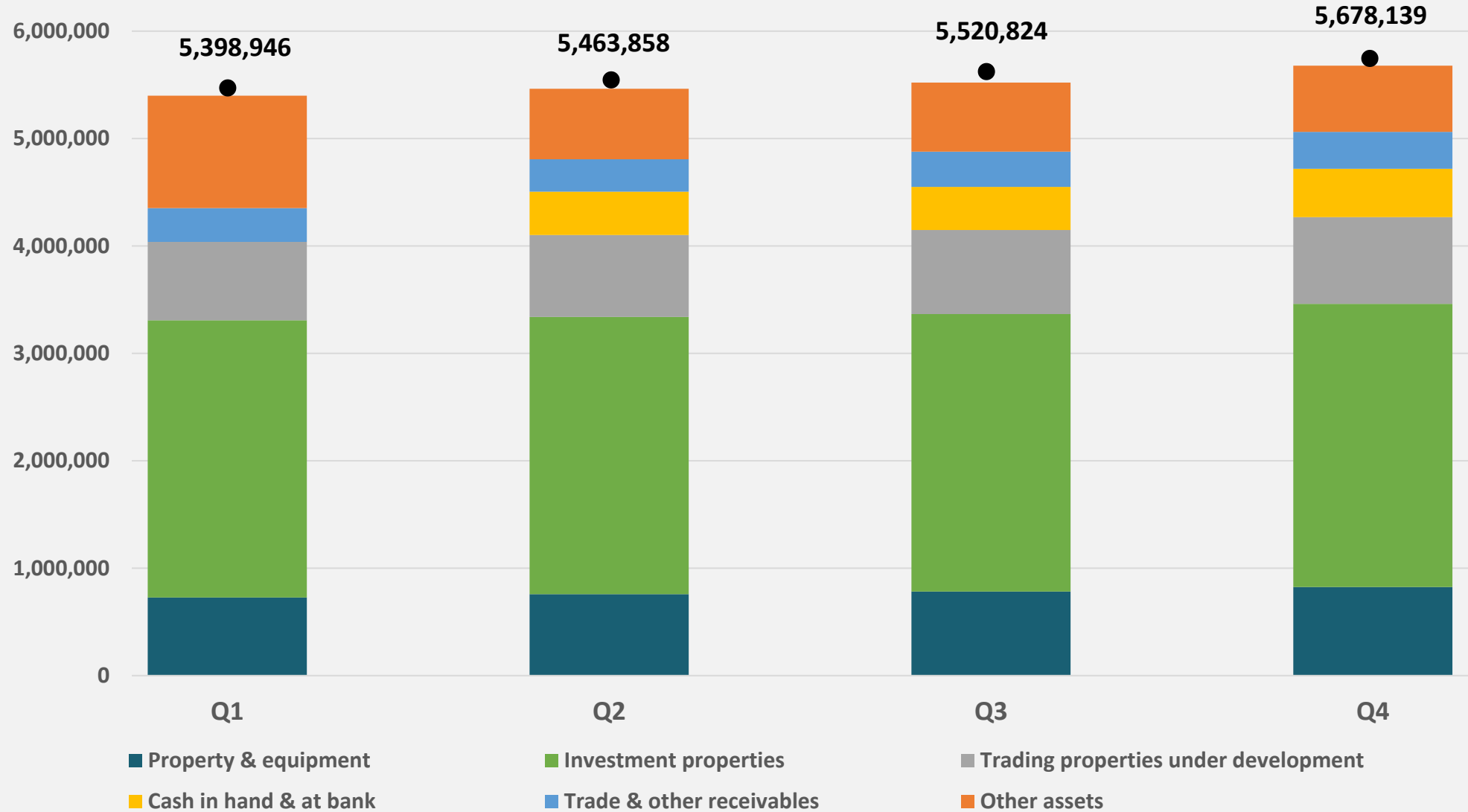
KEY FINANCIAL HIGHLIGHTS

Revenue Segments 2019 AED '000



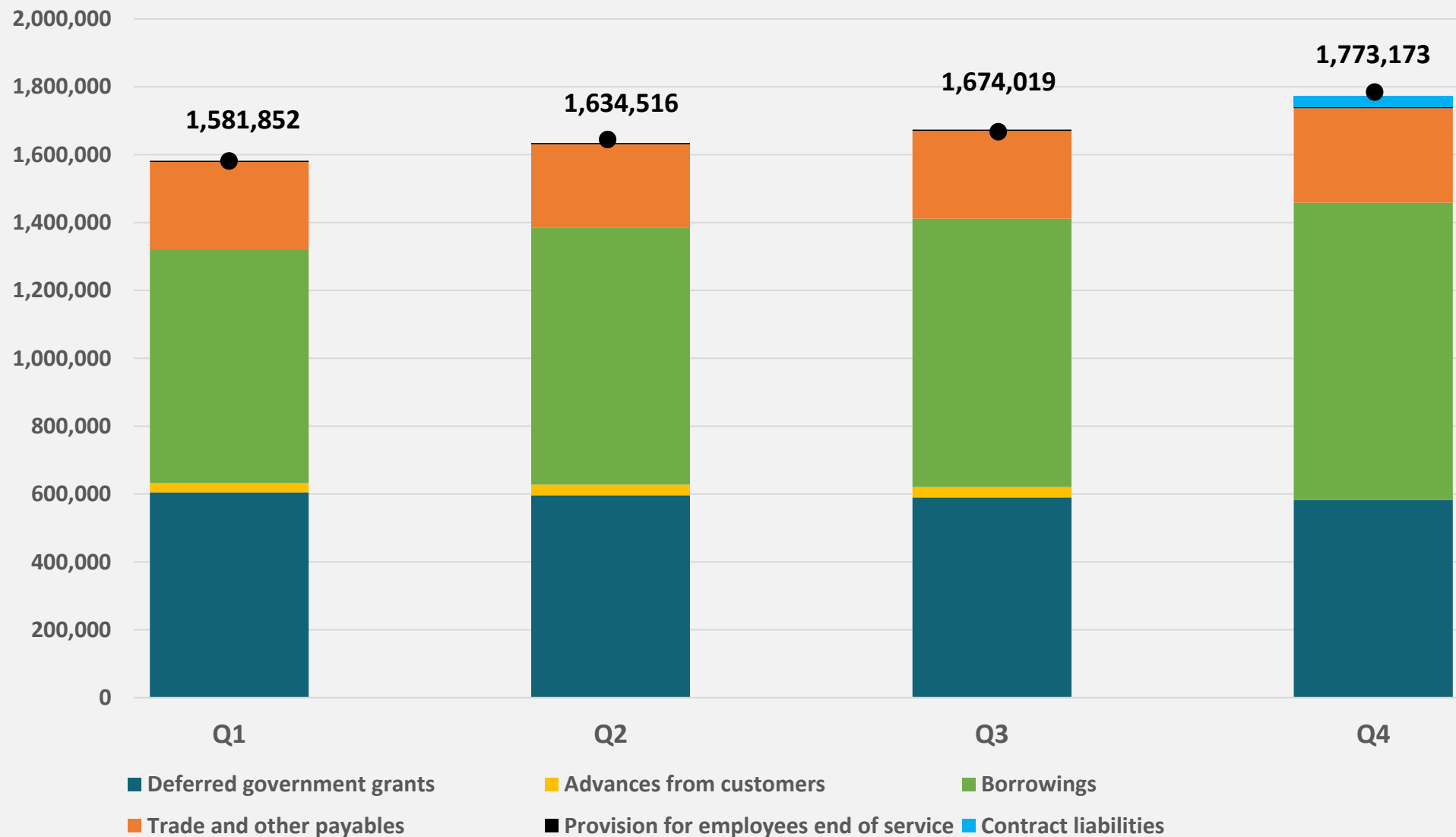
KEY FINANCIAL HIGHLIGHTS

Total Assets 2019 AED '000

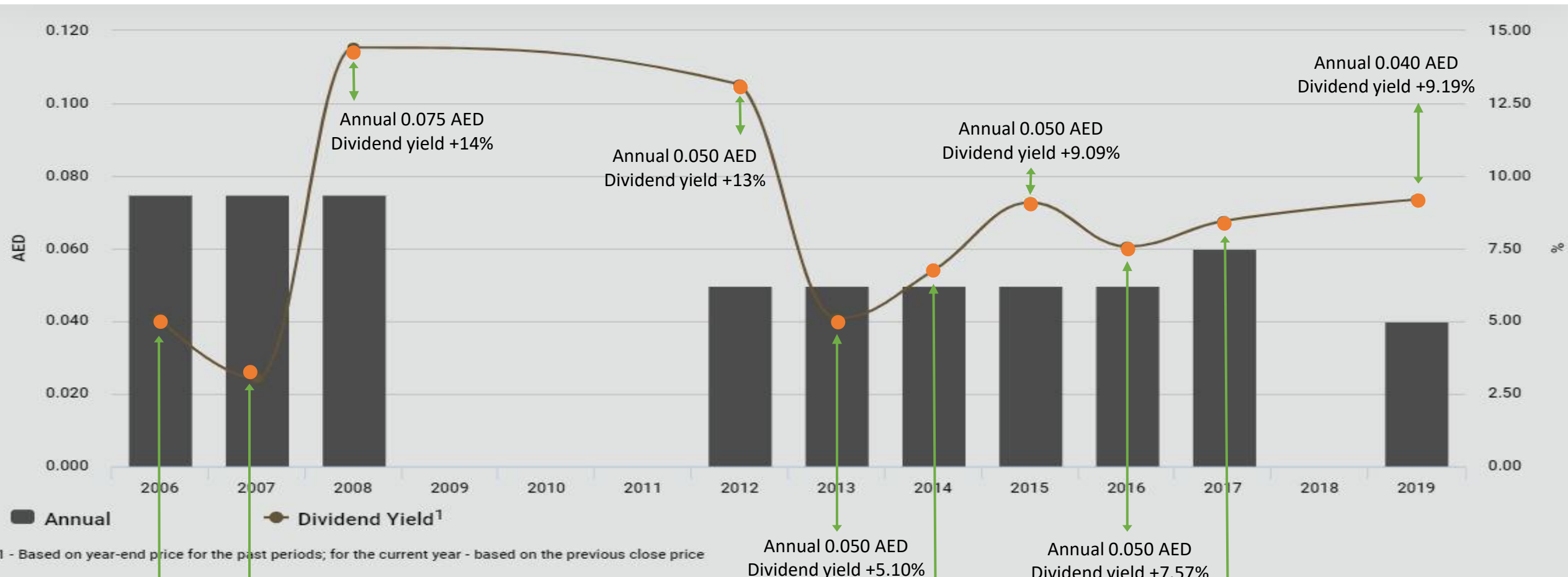


KEY FINANCIAL HIGHLIGHTS

Total Liabilities 2019 AED '000



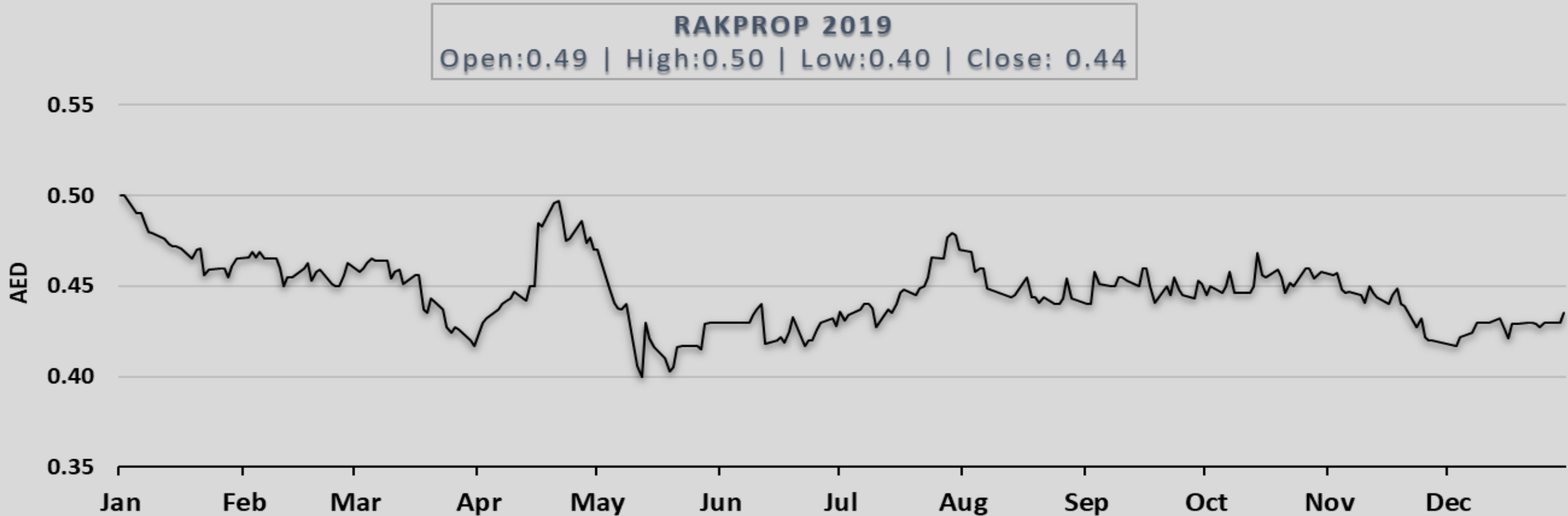
DIVIDEND HISTORY



1 - Based on year-end price for the past periods; for the current year - based on the previous close price

Total shareholder return (cumulative): Jan 2006 – Dec 2019 (57.5%)

SHARE PRICE PERFORMANCE



12 month performance (Jan 2019 – Dec 2019)

Currency – AED

Market – ADX

Symbol – RAKPROP

Industry – Real estate

Shares in issue – 2 billion

Market capitalisation – 880 million



Key facts about the business

- RAK Properties is a real estate development company located in Ras Al Khaimah, UAE
- A public joint-stock company, listed on the Abu Dhabi Securities Exchange since October 2005
- One of the largest real estate developers in the UAE, known for large-scale projects such as Julphar Towers, Hayat Island and Raha Island within flagship master development Mina Al Arab
- Mission is to lead the development of real estate and tourism infrastructure in Ras Al Khaimah
- Key developments are closely linked to nature providing an excellent location for outdoor activities
- Communities are built with a sustainable approach to create healthy and energy efficient environments
- Attracts foreign investors to launch state of the art projects, including luxurious hotels, resorts and malls
- Ownership – Nationals 73.3% / GCC 10.8% / Arabs (ex. GCC) 5.7% / Others 10.2%





Development

Historically RAK Properties has been investing in the development of residential, commercial, retail properties as well as the major infrastructure associated to the Mina Al Arab flagship project. Additionally, RAK Properties started sizeable investment in the development of hotel Property intended to generate hospitality income.

Further RAK Properties is investing in the additional infrastructure and community development in order to meet the development requirements.

In general creation of Five Star hospitality assets requires significant funding and the funding for the two hotel properties is facilitated by renowned banks in the UAE.

The following are the major developments being undertaken by RAK Properties and are at different stages of development





Gateway Residence

Raha Island, Mina Al Arab, RAK



Type

Residential building



Sales status

80% sold*



No of units / keys

144 apartments



Status

Handing over
May 2020



Marbella Villas

Hayat Island, Mina Al Arab, RAK



Type

Villas and Townhouses



Sales status

35% sold*



No of units / keys

205 villas and
townhouses



Status

Construction
in progress



Julphar Residence

Al Reem Island, Abu Dhabi



Type

Residential building



No of units

266 Apartments



Sales status

Not launched



Status

Handover expected
in Q2 2020



Northbay Residence

Hayat Island, Mina Al Arab, RAK



Type

Residential building



No of units

177 Apartments



Sales status

75% sold*



Status

Construction in
Q3 2020



Intercontinental Hotel & Resort Hayat Island, Mina Al Arab, RAK



Type
5 star luxury resort



Opening
Expected 2021



No of units / keys
350 keys



Status
Construction in progress



Anantara Mina Arab Hotel & Resort Mina Al Arab, RAK



Type
5 star luxury resort



Opening
Expected 2022



No of units / keys
174 keys



Status
construction in progress

CONTACT

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