

# INVESTMENT OPPORTUNITIES IN UAE REAL ESTATE

PRESENTED BY **CA ANKUR AGGARWAL**  
CEO & Founder - Bricks n Woods Real Estate



# INVESTMENT OPPORTUNITIES IN UAE REAL ESTATE

DUBAI – ABU DHABI – RAS AL KHAIMAH





ESTABLISHED IN 1971 - **CONSISTS OF 7 EMIRATES**

Largest spending budget in the country's history in 2023

**AED 290 Billion**



# KEY ECONOMIC INDICATORS OF 2022



## GROSS DOMESTIC PRODUCTION

**USD 503 BILLION IN 2022**

Less dependent on Oil in  
comparison to other GCC Nations



## TOURISM

**15.46 MILLION VISITORS**

Ranked Highest in the MENA Region  
on the WEF Travel & Tourism Dept. In  
2021-23



## FOREIGN DIRECT INVESTMENT

**USD 23.7 BILLION INFLOW**

Highest FDI among ARAB Countries & Ranked 19th in  
the world

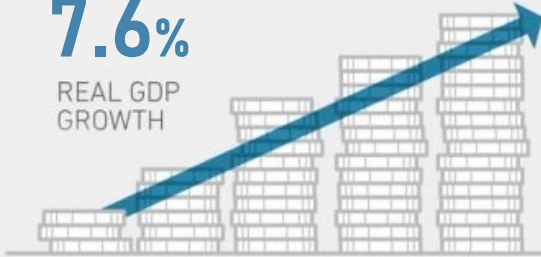


# KEY INDICATORS

## UAE ECONOMY CONTINUES TO GROW

**7.6%**

REAL GDP  
GROWTH



**70%**

OF ECONOMIC  
ACTIVITY COMES  
FROM **NON-OIL**  
SECTORS



**TOP  
COUNTRY**  
FOR ENTREPRENEURS  
IN THE MENA REGION



## GLOBAL AVIATION HUB

DXB IS THE  
WORLD'S BUSIEST  
AIRPORT FOR  
INTERNATIONAL  
TRAVELERS



CONNECTING

**100+  
MILLION**  
PASSENGERS TO  
**240+  
DESTINATIONS**

## COMMERCIAL TRADE



DP WORLD IS THE  
**4<sup>TH</sup>** LARGEST  
INTERNATIONAL  
PORT OPERATOR

## IMPACT OF EXPO 2020



**27,000**

JOBS WERE CREATED

## RENEWABLE ENERGY

**4**  
CIVILIAN  
NUCLEAR  
REACTORS



WILL MEET **25% OF THE UAE'S**  
DOMESTIC ENERGY NEEDS BY 2025

## POLITICAL & ECONOMICAL STABILITY

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ZERO CORRUPTION REPORTED

STABLE GDP GROWTH RATE

AED IS PEGGED TO USD



# UAE OFFERS INVESTORS

## FAVOURABLE BUSINESS ENVIRONMENT

-----  
HIGHEST RANKED ECONOMY  
IN THE MIDDLE EAST &  
NORTH AFRICA

HOSTS 400 OF ALL THE  
WORLD'S FORTUNE 500  
COMPANIES AND MAJOR  
INTERNATIONAL EVENTS



## GEOGRAPHICAL ADVANTAGES

-----  
DIRECT TRADE ROUTES TO GROWING  
GCC, INDIA & AFRICA

HIGHLY DEVELOPED PORTS &  
ACCESS TO MAJOR ROUTES



## MODERN INFRASTRUCTURE

-----  
HIGH-END TELECOMMUNICATION FACILITIES  
WITH AI, AUTOMATION AND IT INFRASTRUCTURE

PREMIUM LOGISTICS INFRASTRUCTURE



# RENOWNED PERSONALITIES WHO INVESTED IN UAE

- **SHAH RUKH KHAN**
- **ROGER FEDERER**
- **DAVID AND VICTORIA BECKHAM**
- **HUDA KATTAN**
- **TOM CRUISE**
- **MICHEL SALGADO**
- **LINDSAY LOHAN**
- **BRAD PITT**
- **SANIA MIRZA-SHOAIB MALIK**
- **MUKESH AMBANI**
- **LIONEL MESSI**
- **KEVIN HART**
- **JASON MOMOA**
- **MICHAEL SCHUMACHER**
- **HILARY SWANK**





A wide-angle photograph of the Abu Dhabi skyline at dusk. The sky is a mix of deep blue and soft purple. Several skyscrapers are visible, including the Yas Viceroy Hotel on the left, which has a distinctive curved, blue-glass facade. To its right is the Etihad Towers, a cluster of three towers with a unique, rounded design. Further right is the Yas Viceroy Hotel, a large, ornate building with many lit-up windows. The entire skyline is reflected in the calm water in the foreground. The text 'ABU DHABI' is overlaid in large, white, sans-serif capital letters across the center of the image.

# ABU DHABI

LARGEST OF SEVEN EMIRATES CONSISTS OF 200 ISLANDS



# ABU DHABI – ON THE RISE



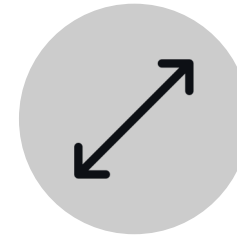
Total number of transactions reached **5,472** units including sales and mortgages Q1 2023



Value of property deals from Q1 2023 **AED 27.9 B**



**Q1 2023** boasts an increase of **268%** in total transactional value



**75%** year-on-year increase in the number of non-resident investors



**1,769** new investors were attracted

# ABU DHABI – RUYA (VISION 2030)

1. Sustainable, value-added, and Integrated Economy.
2. Reduce GDP Volatility.
3. Enlargement of enterprise base
4. Enhanced productivity
5. New attractions  
(Yas Golf Collection Views, Lamar residences)





# ABU DHABI – 2022 SALES RECORDS



YAS ISLAND

**AED 4.2 Billion**



AL REEM ISLAND

**AED 3.4 Billion**



SAADIYAT ISLAND

**AED 3.1 Billion**



An aerial photograph of Ras Al Khaimah, showing the city's urban landscape, a large body of water, and a prominent Ferris wheel in the foreground. The city is densely packed with buildings, and the coastline is visible with some greenery. In the background, there are mountains under a clear sky.

# RAS AL KHAIMAH

RAS AL-KHAIMAH IS KNOWN FOR ITS RICH HISTORY, STUNNING  
NATURAL LANDSCAPES, AND GROWING ECONOMIC OPPORTUNITIES.



# FUTURE PROSPECTS

## CHANGING DEMOGRAPHICS

Expected population growth is more than 11% in less than 5 years

## IMPROVING ECONOMY

Diversified economy, contributing more than 20% in GDP.

## EXCELLENT POSITIONING

Multiple 5 Star Hotels & Resorts with International Brands and affordable Pricing.

## EXCELLENT ACCESSIBILITY

International Airport Expansion  
Multiple seaports & marinas  
E 311 & E611 highway connected to AUH & DXB to RAK  
Upcoming Etihad Railway.

## INVESTMENT IN INFRASTRUCTURE

Improved retail offerings like Sports infrastructure, Investments in leisure & entertainment

## EXCELLENT MARKETING

New destination market  
Increased 75% in tourist arrivals





# VISION BY 2030

**BECOME A REGIONAL LEADER TO ATTRACT 3 MILLION VISITORS ANNUALLY**

**TRANSFORM RAK TOURISM INDUSTRY TO A SUSTAINABLE DRIVER OF UAE ECONOMY**

**POSITION AND PROMOTE RAK'S TOURISM TO TARGET INTERNATIONAL MARKET TO GENERATE HIGHER YIELD CUSTOMERS**

**EXPAND TOURISM-DRIVEN EMPLOYMENT TO IMPROVE QUALITY OF WORK LIFE**

**ENHANCE LIVABILITY BY IMPROVING THE LIFESTYLE OF LOCAL EMIRATES AND RAK RESIDENTS**

DUBAI, HOME TO AN ICONIC SKYLINE, WARM WEATHER AND  
OPULENT LIFESTYLES, OFFERS MANY EXCITING INVESTMENT OPPORTUNITIES.

# DUBAI





# A CITY DRIVEN TO EXCEL

Currently having a population of  
more than 3.6 Million among  
which **89% Expats**  
**11% Locals**



With an annual traffic of 29.1 million in 2022,  
Dubai International Airport is the world's busiest  
airport for the 8<sup>th</sup> consecutive year



80% of the Fortune 500 companies have chosen  
Dubai as their regional headquarters



Dubai boasts an extremely diverse population,  
with over 200 nationalities residing in the city



“

DUBAI WILL NEVER SETTLE  
FOR ANYTHING LESS THAN  
FIRST PLACE.

His Highness Sheikh Mohammed  
Bin Rashid Al Maktoum

-----  
PRIME MINISTER RULER OF DUBAI





# VISION 2040

✓ Sustainability ✓ Technology ✓ Community

**ENHANCED POPULATION  
BY 2040**

**DEVELOPMENT OF  
5 NEW URBAN CENTERS**

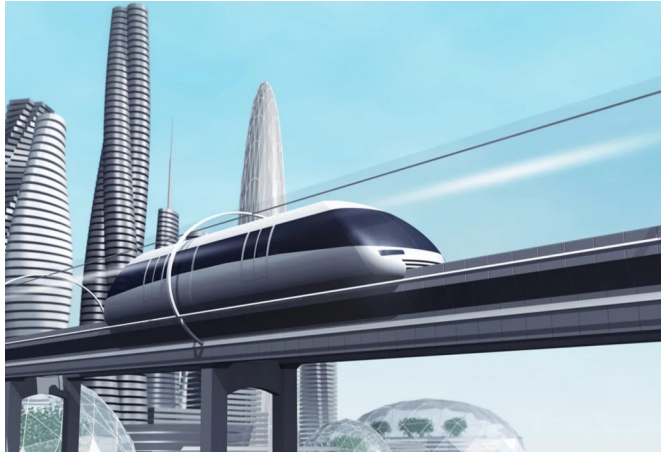
**DOUBLING THE SIZE OF  
GREEN & RECREATIONAL  
AREAS**

**25% OF  
TRANSPORTATION WILL  
BE AUTONOMOUS**

**BUILD WORLD'S LARGEST  
SOLAR PARK,  
IT WILL PRODUCE 5,000  
MW BY 2030.**

**1.7 BILLION SQ.FT. OF  
NEW LAND DEDICATED  
TO NEW INDUSTRIAL &  
ECONOMIC ACTIVITIES**

Aims to establish the city as a knowledge-based, sustainable and innovation-centric global to generate USD 43.5 billion in revenue.



## PLANS FOR 2040

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Dubai will generate 75% its energy from clean resources.

In 2019, the city announced plans for the Dubai Future District, the region's largest district dedicated to develop the new economy.

# DUBAI REAL ESTATE : HUGE MARKET OPPORTUNITY

Sale Mortgage Gifts

January 1, 2023 - June 30, 2023



Date: Jan 01, 2023 - Jun 30, 2023

61,024

Total Transactions



179.42B AED

Total Worth



47,890

Unit/s

5,594

Building/s

7,540

Land/s



# PROJECTS SOLD ON THE LAUNCHING DAY



**||| MERAAS**

- ✓ CITY WALK APARTMENTS
- ✓ MJL LIVING - JUMEIRAH



**DUBAI**  
PROPERTIES

- ✓ MUDON TOWNHOUSES
- ✓ VILLANOVA
- ✓ VILLANOVA AMARANTA



**EMAAR**

- ✓ DUBAI CREEK HARBOUR
- ✓ ARABIAN RANCHES
- ✓ ADDRESS RESIDENCES
- ✓ RIVANA THE VALLEY



**OTHER VILLA  
PROJECTS**

- ✓ TILAL AL GHAF - MAJID  
AL FUTTAIM
- ✓ PULSE VILLAS - DUBAI  
SOUTH
- ✓ MUROOJ AL FURJAN  
WEST - NAKHEEL

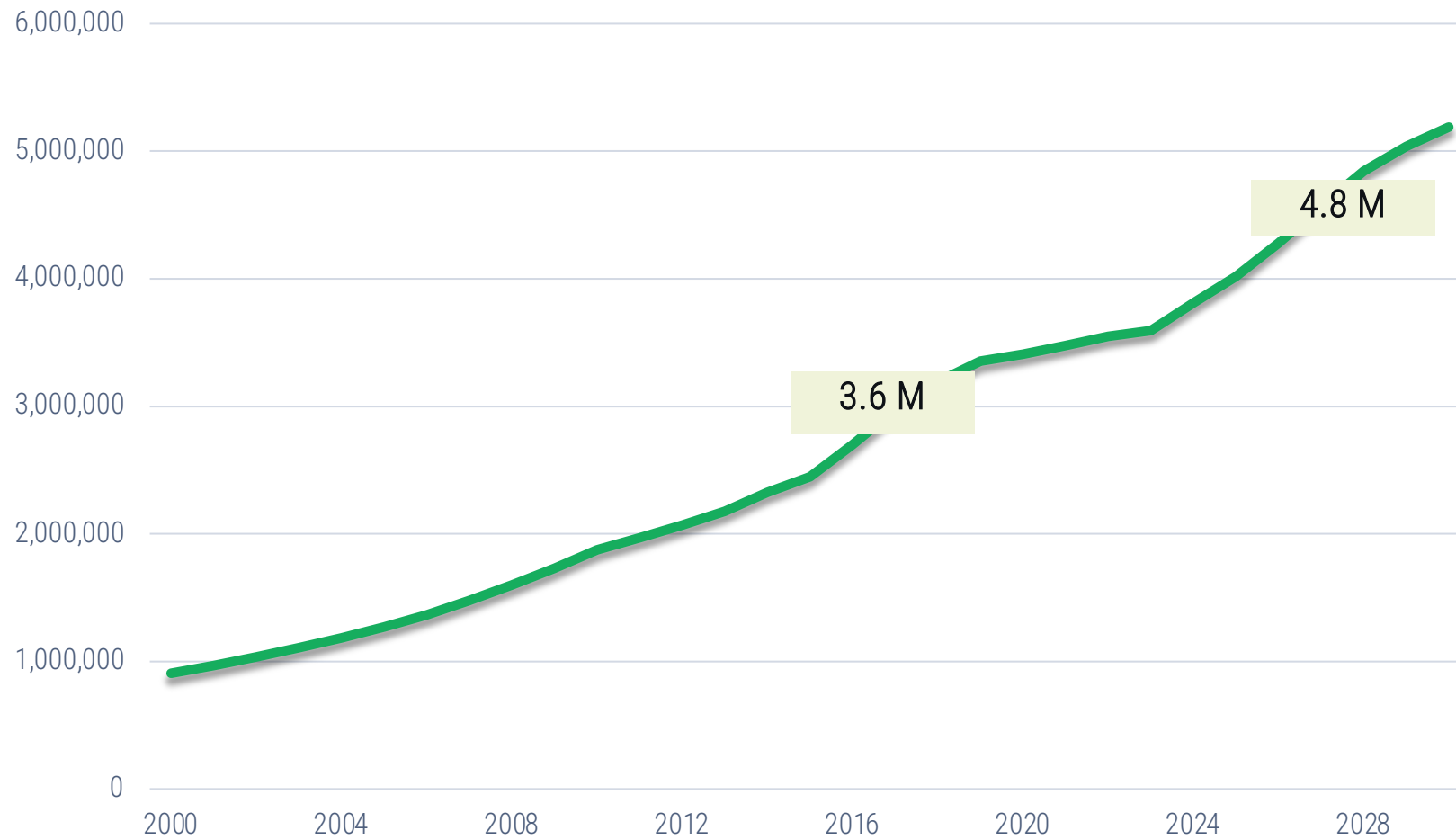


**OTHER APARTMENT  
PROJECTS**

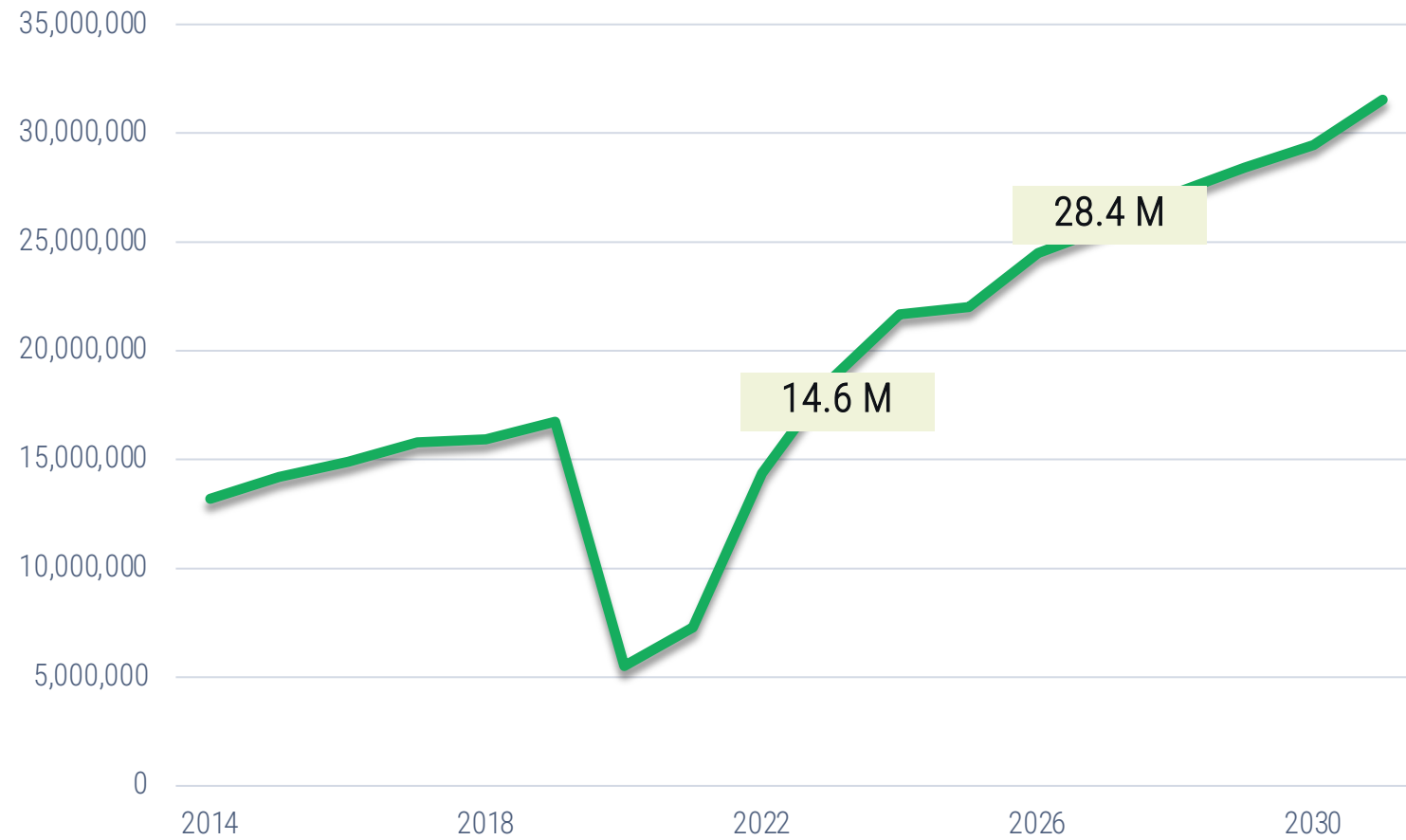
- ✓ OPALZ - DANUBE
- ✓ PENINSULA ONE -  
SELECT GROUP



# DUBAI 2030 POPULATION PREDICTION

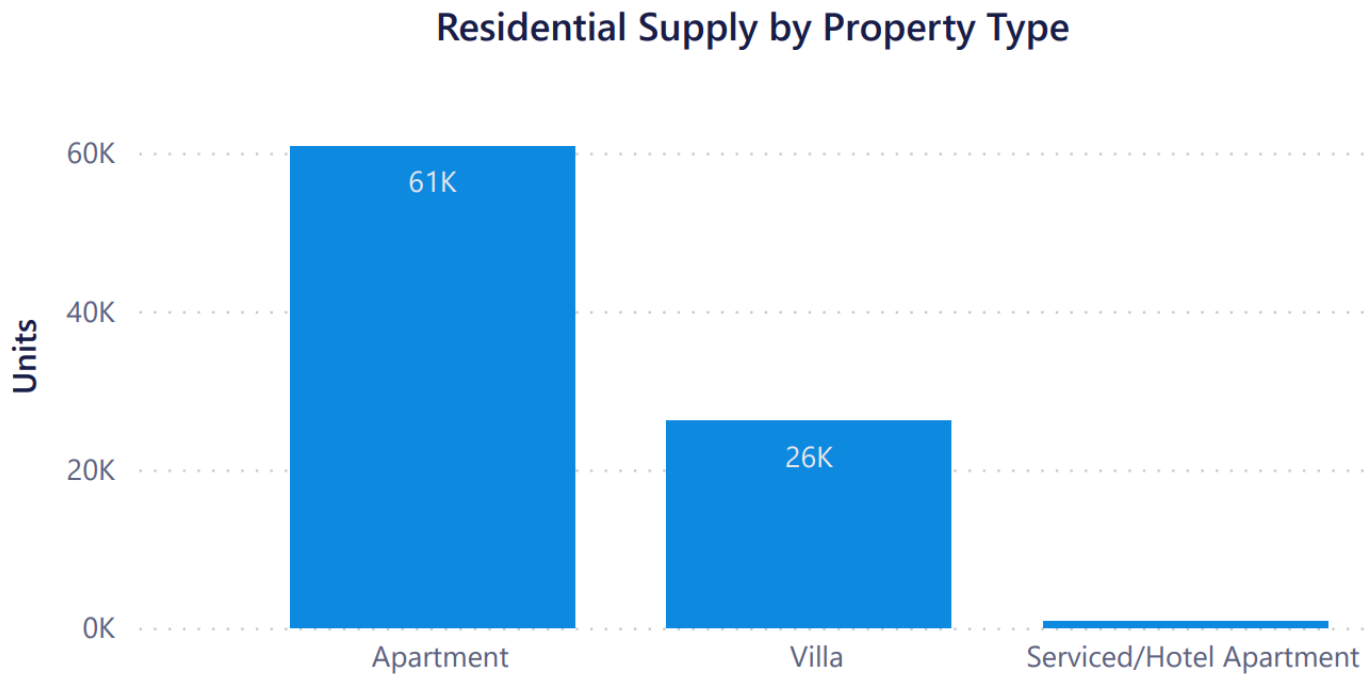


# DUBAI 2030 TOURISM





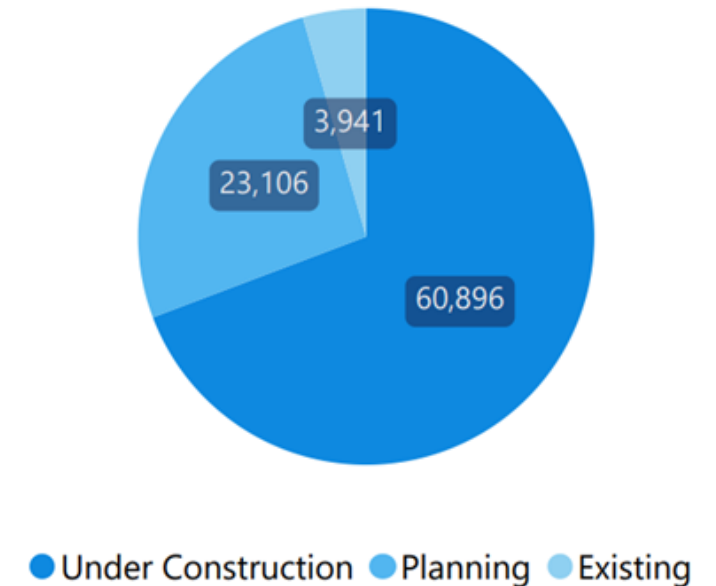
# UPCOMING SUPPLY IN DUBAI IN NEXT 5 YEARS



TOTAL SUPPLY PLANNED

**87,943**

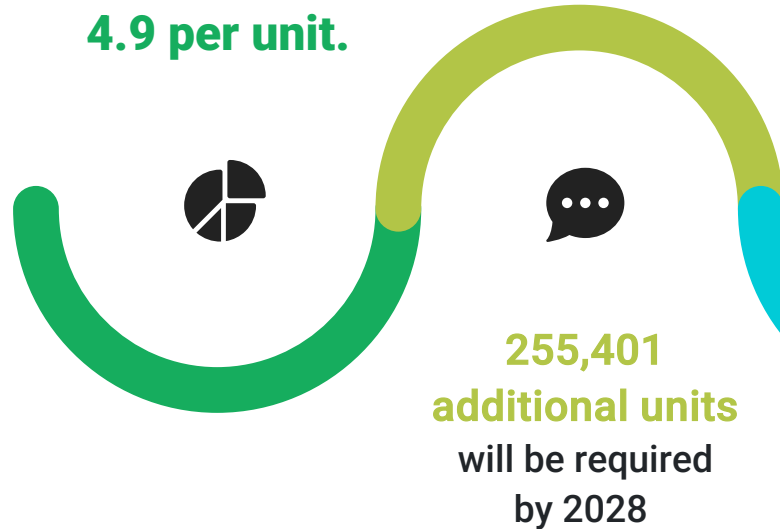
Residential Supply



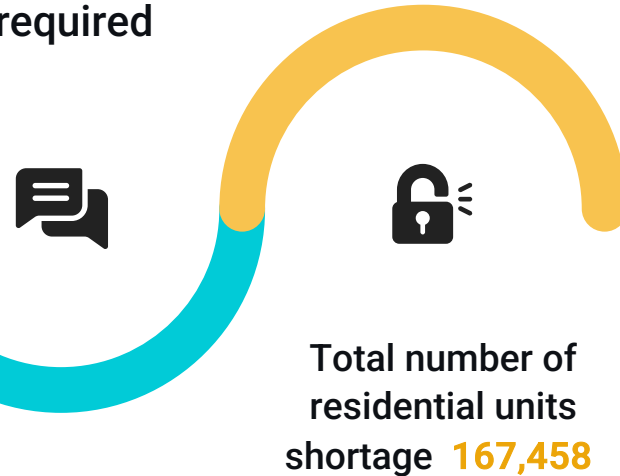
# DEMAND & SUPPLY ANALYSIS - 5 YEARS

**87,943**  
NEW SUPPLY

Approximate  
household size of  
**4.9 per unit.**



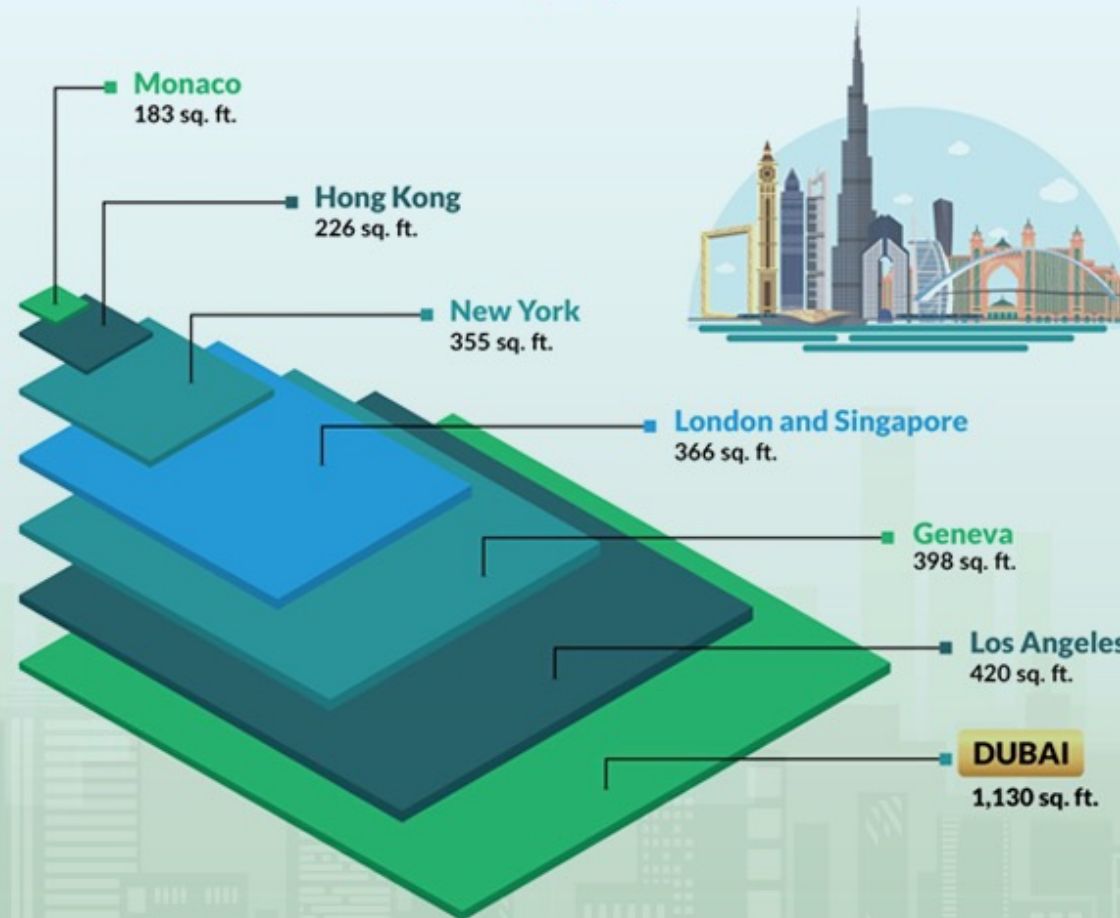
Nearly  
**51,000 units per year**  
required



# DUBAI v/s THE WORLD

## How much space can \$1 million get you?

Average Square Footage that a Million Dollars Gets You Around the World!



\*The data shown in the illustration is based on Knight Frank's 2023 Wealth Report.







# ELITE INVESTMENT FRONTIERS

EXPLORE THE 4 MOST REWARDING  
OPPORTUNITIES







# 1. BEING A DEVELOPER



# RESIDENTIAL SUPPLY DATA

## 2020 - 2028

 The Emirates	 Properties & Clusters	 No. of units	 No. of Developers
<b>DUBAI</b>	<b>369</b>	<b>88,227</b>	<b>75</b>
<b>ABU DHABI</b>	<b>12</b>	<b>5,241</b>	<b>5</b>



# DEVELOPER MODEL (OFF - PLAN SALES)

Area	Land AED/sq ft	Construction Cost /sqft AED ( sellable area )	Total AED	Escrow (40% on CC) AED	Cashflow Requirement AED	Selling Price AED/Sqft	Profit AED/Sqft (3 years tenure)	Profit on Cashflow (%) (3 years tenure)	Annualized Profit %
Dubai Marina	450	800	1250	320	770	2700	1450	188.31	62.77
Downtown	550	750	1300	300	850	3500	2200	258.82	86.27
Healthcare City	425	550	975	220	645	2250	1275	197.67	65.89
Business Bay	500	700	1200	280	780	2750	1550	198.71	66.23
RAK (Marjan Island)	150	625	775	250	400	2200	1425	356.25	118.75
JVC	110	500	610	200	310	1400	790	254.83	84.94
Furjan	80	500	580	200	280	1200	620	221.42	73.80

# DEVELOPER MODEL (OFF - PLAN SALES)

AREA	SQFT GFA	TOTAL COST	CASHFLOW REQUIREMENT	TOTAL PROFITS (3 years tenure)	ANNUAL PROFIT
Dubai Marina	100,000	AED 125.0 M	AED 77.0 M	AED 145.0 M	AED 48.3 M
Downtown	100,000	AED 130.0 M	AED 85.0 M	AED 220.0 M	AED 73.3 M
Healthcare City	100,000	AED 97.5 M	AED 64.5 M	AED 127.5 M	AED 42.5 M
Business Bay	100,000	AED 120.0 M	AED 78.0 M	AED 155.0 M	AED 51.7 M
RAK (Marjan Island)	100,000	AED 77.5 M	AED 40.0 M	AED 142.5 M	AED 47.5 M
JVC	100,000	AED 61.0 M	AED 31.0 M	AED 79.0 M	AED 26.3 M
Furjan	100,000	AED 58.0 M	AED 28.0 M	AED 62.0 M	AED 20.7 M



## 2. BEING A JV PARTNER





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Investor 1

Land Investor

**45 M**  
25% Profit

165 Million

**3,00,000 GFA**

660 Million  
*In 3 years*



Investor 2

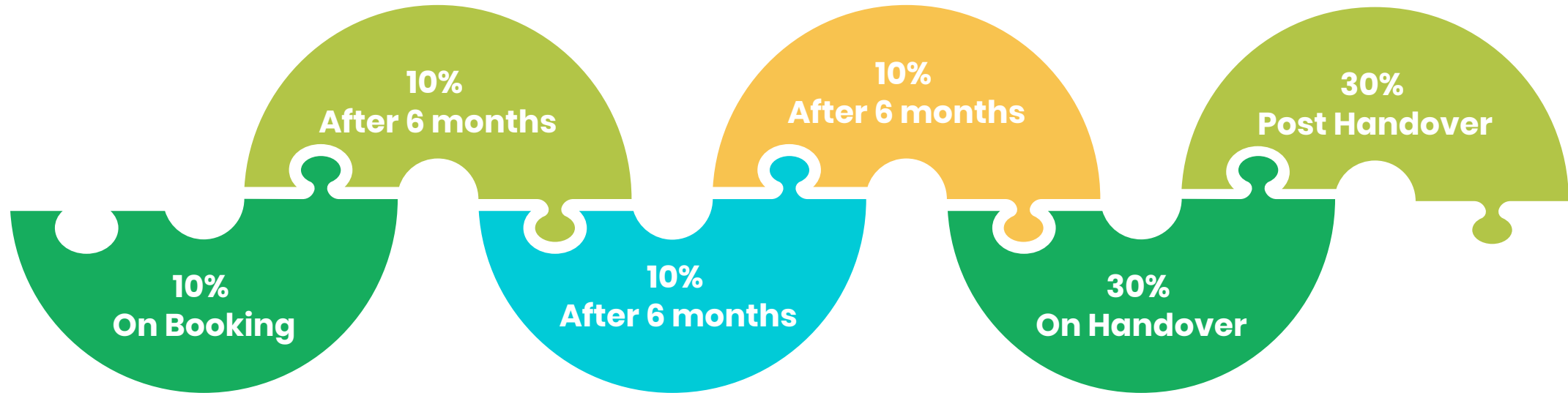
Construction  
Company

**75 M**  
75% Profit

495 Million



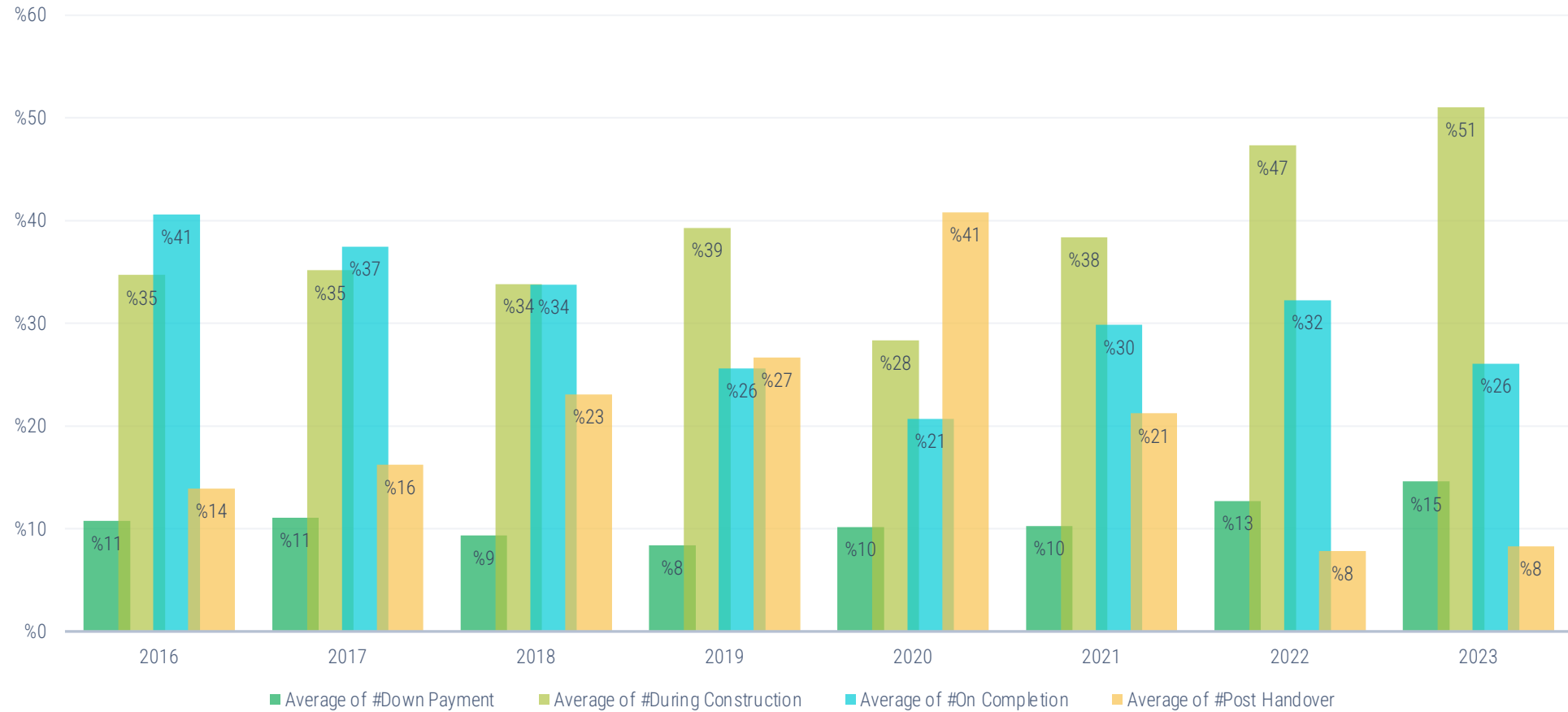
### 3. UNDERWRITING MODEL



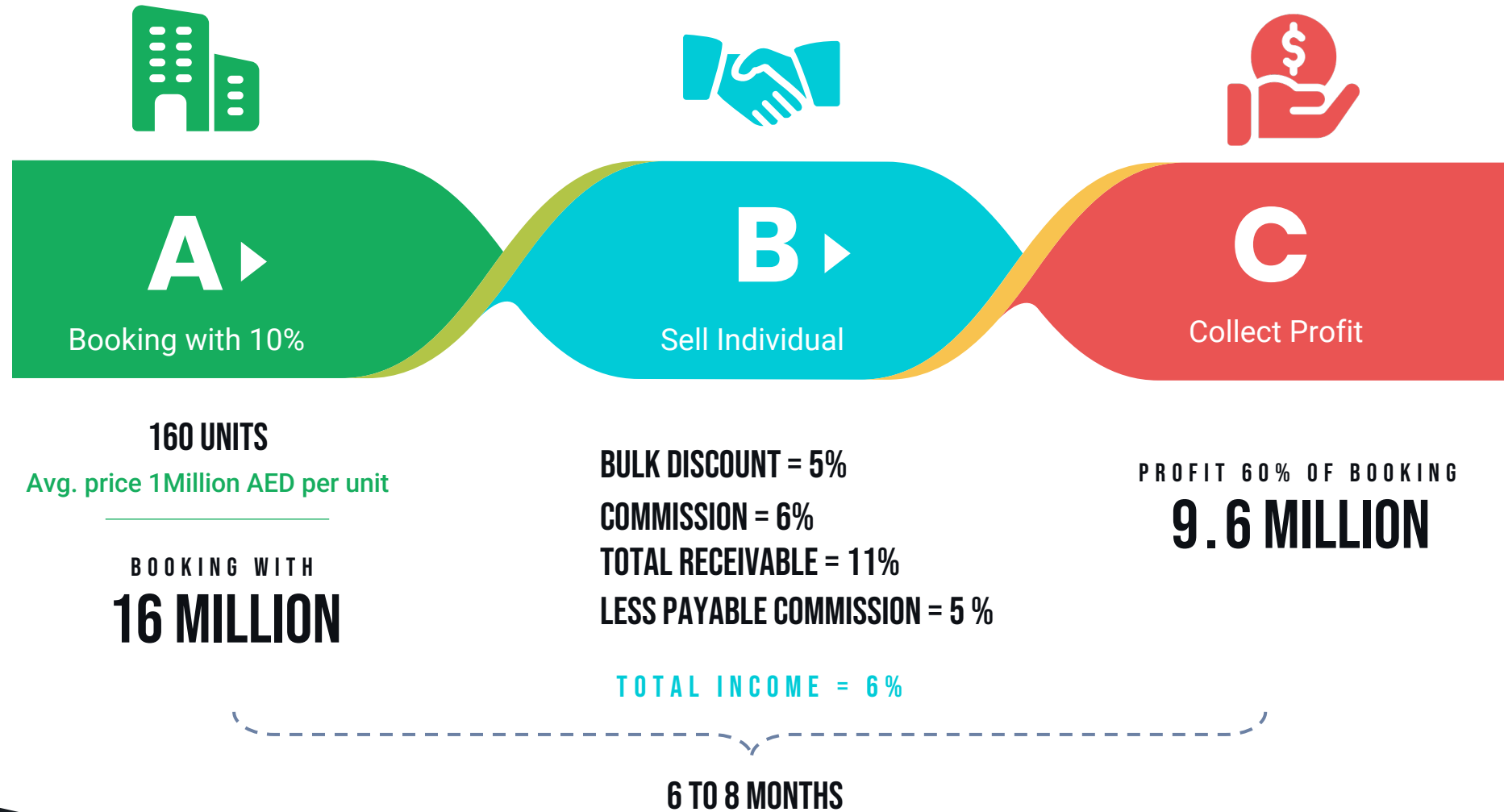
### Anatomy of a Payment Plan



# UNDERWRITING PAYMENT GRAPH



# UNDERWRITING MODEL





# 4. INVEST IN GEM - MARJAN ISLAND



A golden destination  
for investors,  
tourists, developers  
and residents.



**2.7 SQKM**

**Reclaimed  
Land**



**8,000**

**Planned Hotel  
Rooms**



**12,000**

**Planned  
Residential Units**



**7.8 KM**

**Pristine  
Beaches**



**23 KM**

**Waterfront**



**600**

**Holiday Villas**





# A “WYNN” WIN FOR RAS AL KHAIMAH



## WORKING BY 2027

- ☐ LEGALIZED CASINO GAME
- ☐ 1000 HOTEL KEYS
- ☐ 20,000 SQMT. RETAIL & F&B SPACE
- ☐ BIGGEST ENTERTAINMENT ZONE

# AL MARJAN ISLAND UPCOMING SUPPLY



R O V E  
HOTELS



F  
FENDI



W  
HOTELS  
WORLDWIDE



Λ  
ADDRESS  
HOTELS + RESORTS





# THANK YOU FOR JOINING ME

LET ME KNOW IF YOU HAVE  
ANY QUESTIONS

