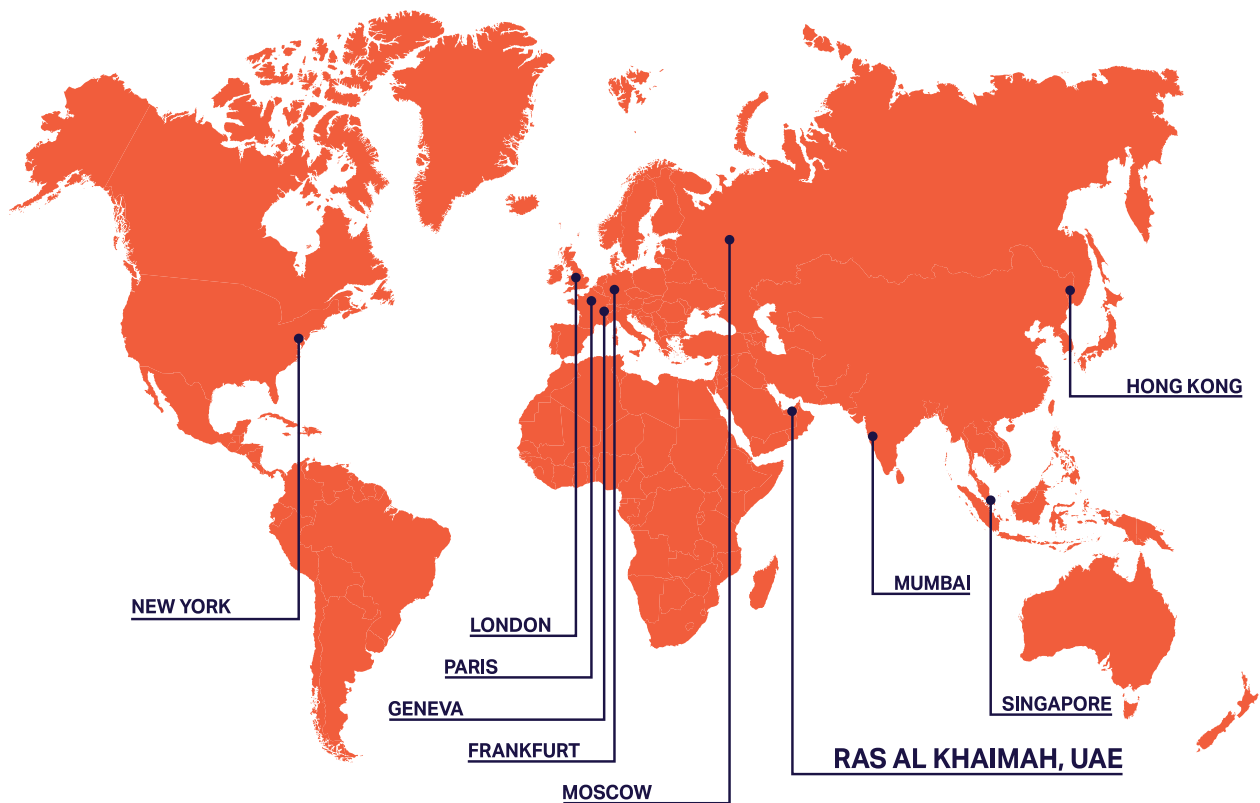


INVEST IN RAS AL KHAIMAH

United Arab Emirates

ABOUT THE UNITED ARAB EMIRATES

The United Arab Emirates is ranked 1st in the MENA region for doing business and is also ranked 11st globally according to the World Bank. It was also ranked as the 16th most competitive nation in the world out of 137 in a competitiveness report published by the World Economic Forum.



4 hours away from 31% of the world's population, representing 11% of global GDP.

8 hours away from 76% of the world's population, representing 53% of global GDP.

Political & Economic Stability



- One of the most stable political systems in the wider Arab region
- Strong economic growth
- Diversified and business-friendly economy

Geographic Advantages



- Strategically located on the axis of the GCC, Asia and Africa
- Direct trade routes to growing GCC markets as well as India and Africa
- Highly developed ports and access to major sea routes

Favourable Business Environment



- Highest ranked economy in the Middle East and North Africa Region in the "Doing Business" Report issued by the World Bank
- Hosts 400 of the world's Fortune 500 companies

Modern Infrastructure

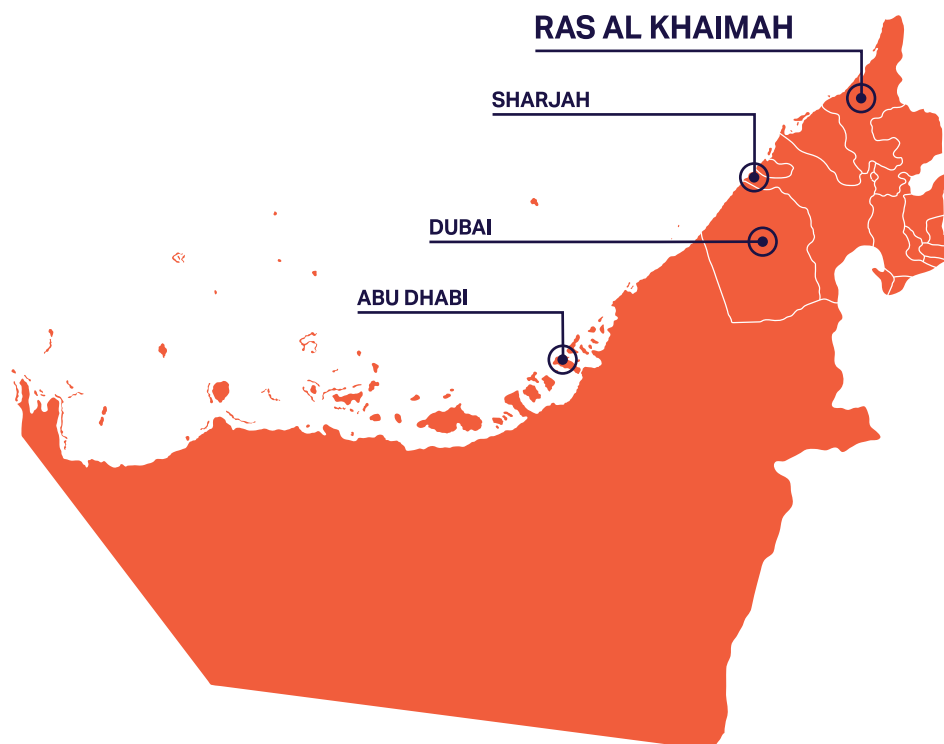


- High-end telecommunication facilities and IT infrastructure
- Premiere logistics infrastructure

INVEST IN RAS AL KHAIMAH

Ras Al Khaimah, is the northernmost of the seven emirates that make up the United Arab Emirates. The Emirate is a land rich with opportunities for all. It is a popular tourist and lifestyle destination.

What makes Ras Al Khaimah truly special is the diversity of its natural landscapes, with its strategic location. The Emirate is connected to 3 main international airports: Ras Al Khaimah International Airport (25 minutes), Sharjah International Airport (35 minutes) and Dubai International Airport (45 minutes).



RAS AL KHAIMAH

25 minutes away
from Ras Al Khaimah
airport by vehicle.

DUBAI

45 minutes away
from Ras Al Khaimah
by vehicle.

SHARJAH

35 minutes away
from Ras Al Khaimah
by vehicle.

Reasons To Invest in Ras Al Khaimah



10% Growth in 2018
in Visitor Arrivals



Transparent Legal
Framework



Strong Leisure
Demand



A Secure
Investment Market



10% Lower Development
Cost than Regional Average



Strategic Location
& Connectivity

Investment Returns (IRR)

15.8%

Equity IRR for
Hospitality Assets



20-30%

Equity IRR on Residential
Developments for Sale





MAIN ATTRACTIONS

MUSEUMS & CULTURAL SITES



- Ras Al Khaimah National Museum
- Dhaya Fort
- Jazirat Al Hamra

NATURAL ATTRACTIONS



- Hajar Mountains
- Khatt Springs
- Jebel Jais
- Ras Al Khaimah Natural Beaches

AL MARJAN ISLAND



- Global Beach and Resorts Destination

ADVENTURE SPORTS



- The World's Longest Zipline
- Diving, Snorkelling and Hiking
- Desert Safari Bedouin Camp

CULTURE



- Archaeological findings dating back to 5,000 BC
- Area continuously inhabited for 7,000 years
18 historic forts, castles and towers
- Offers a unique perspective of United Arab Emirates and Ras Al Khaimah heritage

MOUNTAINS



- Jebel Jais, the United Arab Emirates's tallest mountain at 1,900 metres
- Offers views of the coastline and valleys
- Up to 20°C drop differential to coastline
- Offers hiking, rock climbing, off-road trails and longest zipline in the world

DESERT



- One of the United Arab Emirates's most accessible pristine deserts
- Easily accessible from both the beach and the mountains
- Unique fauna and flora with dedicated nature reserves
- Offers off-roading, camping and safaris

COASTLINE



- A unique and pristine coastline
- White sand beaches and crystal-clear waters
- Natural mangroves
- Offers water sport activities

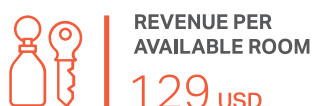
Ras Al Khaimah Facts & Figures

Ras Al Khaimah has the aspiration to reach 2.9 million visitors by 2025, as well as improve average visitor length of stay and visit or spend.

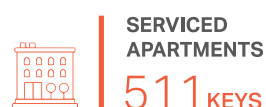
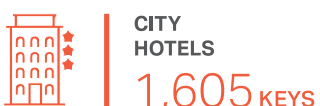
RAS AL KHAIMAH*



AL MARJAN ISLAND*



Hospitality Supply Characteristics



* Source: Ras Al Khaimah Tourism and Development Authority 2018.





ABOUT MARJAN

Marjan is the leading master developer of freehold land in the Emirate of Ras Al Khaimah, offering ample development and investment opportunities with 100% foreign ownership and tax benefits. Marjan is staying true to its belief of creating vibrant communities and supporting the growth of the Emirate by developing waterfront, urban and mountain master plans.

We play a vital role in the implementation of the Ras Al Khaimah government's long-term economic plan. Through the freehold development of hospitality, commercial, residential and mixed-use projects across the Emirate, Marjan positions the Emirate as the preferred destination for investors.

Hospitality Case Study*

A 5-star hotel with 200 room keys managed by an international hotel operator and capitalised with 50% debt.



**AL MARJAN ISLAND
RAS AL KHAIMAH**



**PALM JUMEIRAH
DUBAI**



**SAADIYAT ISLAND
ABU DHABI**

Occupancy (%)	72%	80%	72%
Average Daily Rate (USD)	210	300	232
RevPAR (USD)	151	240	167
Profit Conversion (%)	37%	31%	32%
Site Acquisition and Construction Cost (USD 000's)	68,065	87,602	71,485
Equity IRR (%)	15.8%	16.1%	13.1%

*Case study by Colliers International

Marjan Development Opportunities

EXISTING & UPCOMING PROJECTS



- Waterfront developments
- Urban developments
- Mountain developments

DESTINATION HOTELS



- Opportunity to further develop resort properties offering an extensive range of leisure facilities
- Opportunity to develop wellness resorts around natural thermal springs and the coastline

BRANDED RESIDENCES



- Branded residences within resort properties to cater to investors
- Market gap for serviced apartment products within resort properties

ECOTOURISM



- Opportunity to further develop sustainable, eco-friendly desert & mountain resorts and camping
- Family friendly resorts with education activities and a focus on conservation

MIDMARKET RESORTS



- Simple and efficient in design, with modern amenities and meeting facilities
- Opportunity for new brands to enter the market with large-scale family friendly resorts

TRENDY F&B OFFERS



- Focus on unique F&B concepts to act as a draw factor for hotels and attract walk-in guests
- Opportunity to introduce new F&B concepts through leasing or franchising

Services Offered By Marjan

MASTER PLANNING

As master developer, Marjan is responsible for designing and developing Ras Al Khaimah's key freehold master plans. Our experienced teams shape our diverse portfolio of current and upcoming projects to meet our stakeholders' vision.

DEVELOPMENT AND PROJECT MANAGEMENT

Development services include a portfolio review, feasibility studies, site assembly/acquisition, review of legal title information, and any salient surveys including structural and soil surveys, preparation of the design brief, budget and project programme, and preparation of the scope of services.

REAL ESTATE INVESTMENT IN RAS AL KHAIMAH

We are focused on promoting Ras Al Khaimah as the prime real estate investment destination in the United Arab Emirates. We do this by bringing the attention of regional and international investors to the benefits of investing in Ras Al Khaimah's freehold developments.

Investment Benefits

100%

Foreign Ownership



100%

Repatriation of Capital & Profits



100%

Availability of Utilities



0%

Corporate Tax



0%

Personal Tax



5%

VAT on services as of 2018



AL MARJAN ISLAND OPERATIONAL PROJECTS

1,669

Hotel
Keys



1,952

Residential
Units



AL MARJAN ISLAND PLANNED PROJECTS

3,841

Hotel
Rooms



2,205

Residential
Units



AL MARJAN ISLAND FACTS

2.7 SQKM

Reclaimed
Land



7.8 KM

Pristine
Beaches



23 KM

Waterfront



400

Wellness
Retreat Rooms




600

Holiday
Villas



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