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# Building Destinations That Last

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Ras Al Khaimah, United Arab Emirates

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AL MARJAN ISLAND BOULEVARD, RAS AL KHAIMAH, UAE

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This land is ours  
It's not just the earth below our feet  
It's much more  
It has a voice, and a soul

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It speaks to us  
Reminds us about our history  
and gives us a vision of the future  
The corals tell us to be considerate  
and embrace the world  
The mountains echo of the wisdom

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To stand together for generations  
And when we dive into the ocean  
It whispers in our ears to resurface  
as the invincible  
We are building our world by listening  
to the heartbeat of our land

And now we invite you to witness all the  
depths and heights our land has to offer  
Come, get inspired and call it your own

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Inspired By

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The Land

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# About The UAE

Ras Al Khaimah shares the same vision as the United Arab Emirates. We are proud to carry on the legacy of our forefathers and see the nation progress through sustainable socio-economic development. This will benefit both our country as well as the Emirate of Ras Al Khaimah.

Ras Al Khaimah

We are made both proud and humble by the richness and diversity present in the UAE's economy, itself one of the largest in the GCC. The nation's economy has developed and grown over 200 times and now hosts 400 of all the world's Fortune 500 companies.

In the previous year the GDP of the UAE was 382.58 billion dollars, highlighting just how far a united vision can sustain a worthy ideal.

At Marjan, everything we do is for the betterment of our people and inspired by the land itself. The shared vision of the UAE is the lifeblood which has sustained not just our project, but the work of countless other collaborators across the decades.

The UAE is ranked 1<sup>st</sup> in the MENA region for doing business and is also ranked 21<sup>st</sup> globally according to the work World Bank. It was also ranked as the 17<sup>th</sup> most competitive nation in the world out of 137 in a competitiveness report published by the World Economic Form.

# About The UAE

## Political & Economic Stability



One of the most stable political systems in the greater 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 market as well as India and Africa

Highly developed ports and access to major sea routes

## Favorable 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 all the world's Fortune **500** companies

## Modern Infrastructure



High-end telecommunication facilities and IT infrastructure

Premium logistics infrastructure

Ras Al Khaimah - meaning 'top of the tent' in Arabic, is the northern most of the seven emirates that make up the United Arab Emirates. Ras Al Khaimah 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. It's home to fertile plains, towering mountains, milky white sandy beaches, abundant mangroves and a magnificent desert.

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Ras Al Khaimah

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At A Glance

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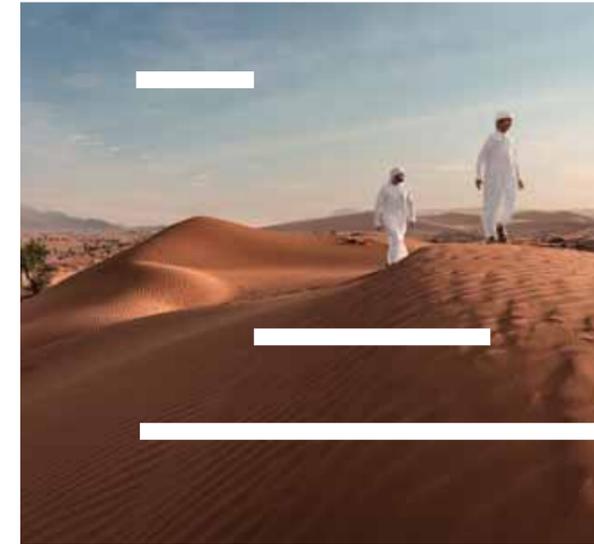
**Population**  
350,000



**Size**  
1,684 KM<sup>2</sup>



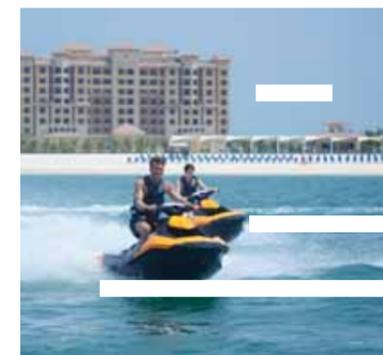
**Positioning**  
Luxury Within Reach



**Attractions**  
Sandy Beaches  
Beautiful Landscapes  
Heritage Sites  
Mountains  
Desert



**USPs**  
Safety  
Rich Culture  
Adventure  
Climate  
Strategic Location



**Economic Drivers**  
Real Estate  
Tourism  
Manufacturing  
Shipping

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## **ECONOMIC DIVERSITY**

Ras Al Khaimah has a diversified economy in which no single segment exceeds more than 20% of its GDP. The major industries are tourism, trading and manufacturing.

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## **VISION**

Ras Al Khaimah's government has embarked on an ambitious plan to expand the Emirate's infrastructure and improve connectivity.

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## **RAS AL KHAIMAH'S SOVEREIGN CREDIT PROFILE**

In 2018, S&P Global Ratings has affirmed its 'A/A-1' rating for Ras Al Khaimah, adding that the Emirate's outlook remains stable. Fitch also affirmed Ras Al Khaimah's rating at 'A' with a stable outlook.

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## **HOSPITALITY SECTOR**

The Ras Al Khaimah hospitality sector offers attractive opportunities due to the increased demand from domestic and international tourists. Ras Al Khaimah has experienced significant growth in visitors and is targeted to reach 2.9 million by 2025. Due to this growth investors can expect up to 16% Equity IRR from hospitality assets.

## **FREE ZONES**

Ras Al Khaimah offers multiple Free Zones to international businesses to conduct their operations in a secure 100% foreign ownership and tax free environment.

## CULTURE

Archeological findings dating back to 5,000 BC

Area continuously inhabited for 7,000 years

18 historic forts, castles and towers

Offers unique perspective of UAE and Ras Al Khaimah heritage

## MOUNTAINS

Jebel Jais, the UAE's tallest mountain at 1,900 metres

Offers views of the coastline and valleys

Up to 20°C temperature drop differential to the coastline

Offers hiking, rock-climbing, off-road trails and longest zipline in the world

## DESERT

One of the UAE'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 safari experiences

## COAST LINE

A unique and pristine coastline

White sand beaches and crystal-clear waters

Natural mangroves

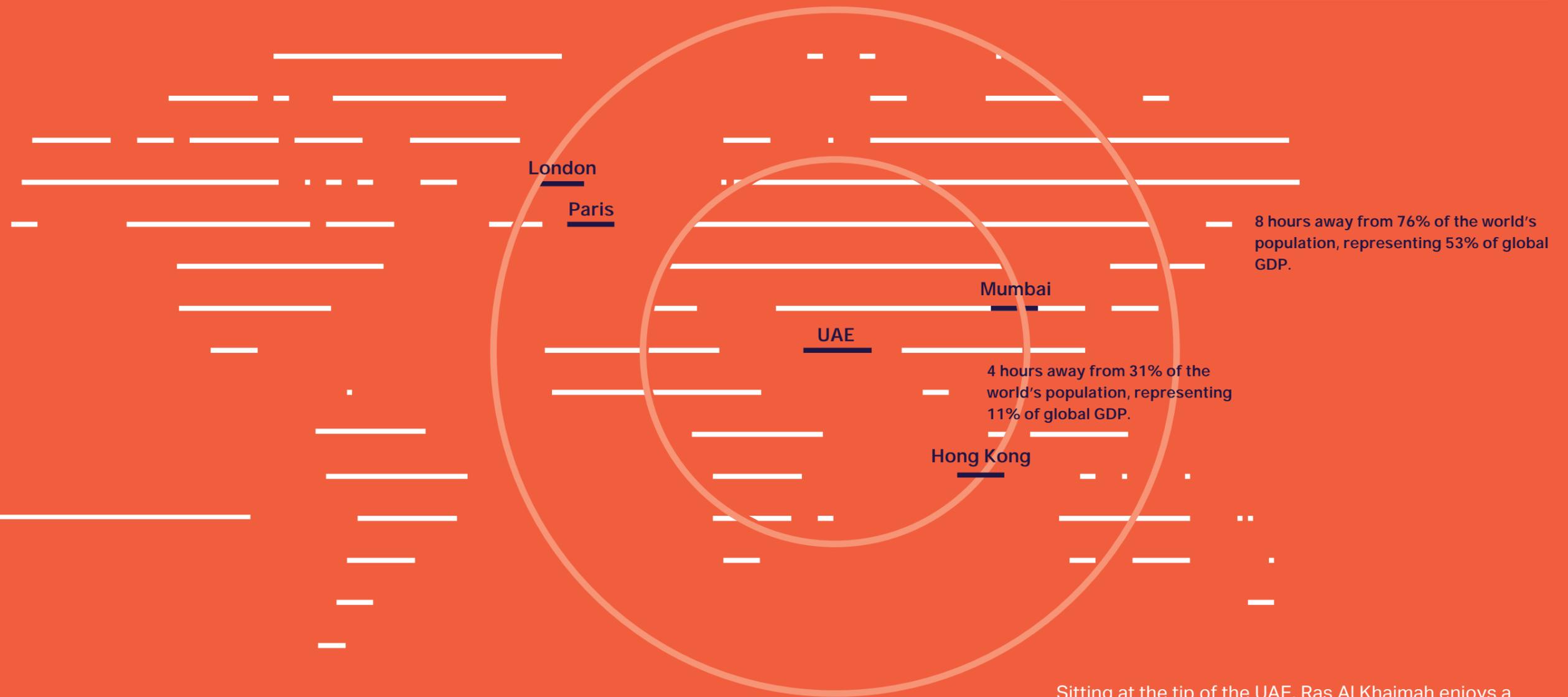
Offers water sport activities

# Strategically Connected

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Ras Al Khaimah is strategically located at the crossroad between Asia, Europe and Africa. As a part of the UAE, a member state of the Gulf Cooperation Council (GCC), Ras Al Khaimah shares important physical and economic connections to the rest of the world that make it an ideal place for future development.

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Sitting at the tip of the UAE, Ras Al Khaimah enjoys a strategic regional location; the city centre is only 20 minutes away from Ras Al Khaimah International Airport, 30 minutes from Sharjah International Airport and only 45 minutes away from Dubai International Airport. An advanced road network connects Ras Al Khaimah to the rest of the Emirates to the great benefit of our work here at Marjan.

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A Land Of

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Opportunities

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# Reasons To Invest In Ras Al Khaimah

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Ras Al Khaimah is constantly evolving and growing, while always staying true to its rich heritage and resources. We at Marjan believe that the integrity present in the region only further entices potential investors.

## **ATTRACTIVE INVESTMENTS RETURNS**

Equity IRR of 16.1% for hospitality assets.  
Equity IRR ~ 20 to 30% on residential developments for sale.

## **HIGHEST TOURISM GROWTH IN THE REGION IN 2017**

18% growth year over year.

## **LOWER DEVELOPMENT COST**

Approximately 10% lower than regional average.

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Ras Al Khaimah offers a business-friendly environment with ample opportunities for investors. There exists added security in a growing and stable economy which has long since diversified into four main pillars: real estate, trading, tourism and manufacturing.

The long-term development plan for the Emirate opens up many avenues for investment opportunities in hospitality, residential, commercial and healthcare.

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# Main Attractions

## Museums & Cultural Sites



Ras Al Khaimah National Museum

Dhaya Fort

Jazirat Al Hamra

## Al Marjan Island



Global Beach and Resorts Destination

## Natural Attractions



Hajjar Mountains

Khatt Springs

Jebel Jais

Ras Al Khaimah Natural Beaches

## Adventure Sports



The World's Longest Zipline

Diving / Snorkeling

Hiking

Desert Safari

Bedouin Camp

# About Marjan

Marjan is the leading master developer for 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.





# About Marjan

Along with our strategic partners, we seek to capitalize on our vast natural resources. Our development approach is a considered approach. One where we respect the land, so every development is in harmony with the environment.

Our guarantee of quality means we deliver the best infrastructure and community amenities by providing first class development services to investors.

As the leading Master Developer of Ras Al Khaimah, our goal is to create diversified real estate investment opportunities, while providing a welcoming environment for investors. An example of this vision would be our flagship development, Al Marjan Island, a man-made island which has successfully transitioned into a world-class luxury resort destination.

Every destination we plan is made to improve quality of life in as many ways as possible.



## **VISION**

We strive to be a leading master developer in the region by building communities that last and exceed our customers' expectations.

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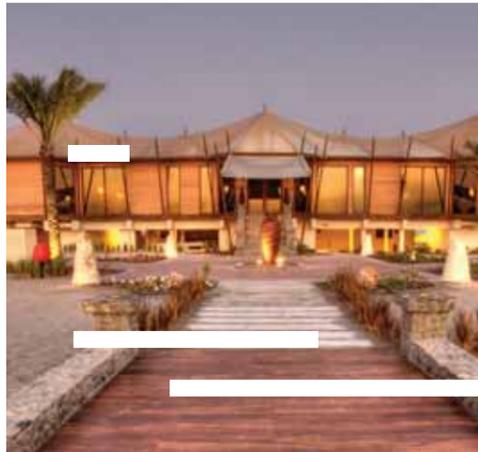
## **MISSION**

Our mission is to be at the heart of Ras Al Khaimah's master planning activities while delivering quality living communities.

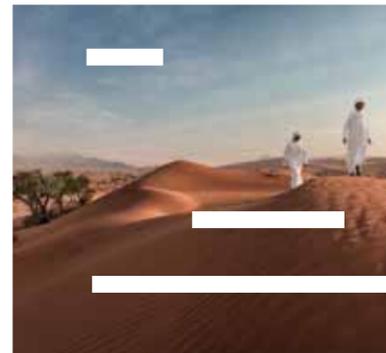
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Waterfront  
Development



Mixed-use  
Urban  
Development



Mixed-use  
Mountain  
Development



Residential  
Development

## Existing & Upcoming Projects

We build for the future and have a growth plan for the next 30 years. Our developments are expected to house up to 255,000 residents.

100%

Foreign  
Ownership



100%

Repatriation of  
Capital & Profits



100%

Availability  
of Utilities



0%

Corporate  
Tax



0%

Personal  
Tax



5%

VAT as  
of 2018



## Benefits

We offer our investors a host of attractive benefits. When it comes to getting the full measure of your investment; we can offer you 100% foreign ownership, 100% repatriation of capital & profits and 100% availability of utilities. Tax benefits include 0% corporate tax, 0% personal tax and a low VAT of 5% as of 2018.

**Services Offered**

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**By Marjan**

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# Master Planning

An aerial photograph of a coastal city, likely Ras Al Khaimah, showing a mix of modern high-rise buildings, a sandy beach, and a large body of water. The city is built on a peninsula or a large island, with a road and a promenade running along the coast. The water is a deep blue, and the sky is clear.

## **AS A MASTER PLANNER OUR RESPONSIBILITIES INCLUDE:**

- To develop a phasing and implementation schedule and identify priorities for action within each freehold community developed in the Emirate of Ras Al Khaimah.
  - To develop a framework for urban regeneration and attract private sector investment.
  - To define public, private and semi-private spaces along with public amenities.
  - To determine the mix of urban use and the physical relationship with the environment.
  - To engage with the local community and act as builder of consensus.
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# Real Estate Investment In Ras Al Khaimah

Here at Marjan we are focused on promoting Ras Al Khaimah as the prime real estate investment hub in the United Arab Emirates. To do this we focus on attracting regional and international investors, by bringing their attention to the benefits of our freehold developments as well as the tax incentives offered in Ras Al Khaimah and the UAE.



## **MARJAN SUPPORTS ITS INVESTORS IN THREE DISTINCT WAYS:**

- Identifying and configuring specific and attractive investment opportunities.
- Providing market intelligence and initial planning to investors.
- Supporting investors with project delivery from concept to completion.

# Development and Project Management

## **DEVELOPMENT SERVICES INCLUDE:**

- Developing business plans and feasibility studies.
  - Preparation of the design brief, budget and project programme.
  - Preparation of scope of services.
  - Appointment of the design team.
  - Co-ordination of key stakeholder and engagement from local authorities to statutory bodies.
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- Co-ordination of the professional team during design development to planning submission and consent.
  - Monitor fee accounts and payments, management of forecast construction costs including variations.
  - Management of duties regarding Health and Safety regulations.
  - Management of the construction and delivery phase.
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The Realisation

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Of A Vision

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Al Marjan Island is our flagship and signature development. Embodying our values and vision, the island is a man-made development which extends 4.5 kilometres into the Arabian Gulf. It has been meticulously master planned to deliver a mixed-use project that represents our commitment to making Ras Al Khaimah a global destination for investors, developers, travelers and residents. At Al Marjan Island we have created a world class, sustainable beach resort style community for all.

Al Marjan Island offers investors a unique opportunity to invest in a development project that is inspired and considerate of Ras Al Khaimah's natural bounty, yet is built to bring rich returns to everyone. Investors can choose to purchase from a mixture of land plots with development rights along with the added value of attractive payment plans. Each plot has been developed under a 'plug and play' infrastructure model and includes designations for residential units, boutique hotels, resort hotels, community facilities and retail spaces.

2.7 SQKM

Reclaimed  
Land



7.8 KM

Pristine  
Beaches



23 KM

WaterFront



6,500

Planned  
Residential Units



8,000

Planned  
Hotel Rooms



400

Rooms Wellness  
Retreats



600

Holidays  
Villas



**ONE ISLAND. UNLIMITED INVESTMENT OPPORTUNITIES.**

Conceived to provide additional and accessible waterfront real estate area, the topography and conditions are such that the site is ready for immediate mobilization and construction with all supporting infrastructure in place to minimise any future disruption. Each plot ensures that the final site has good visibility without compromising privacy.