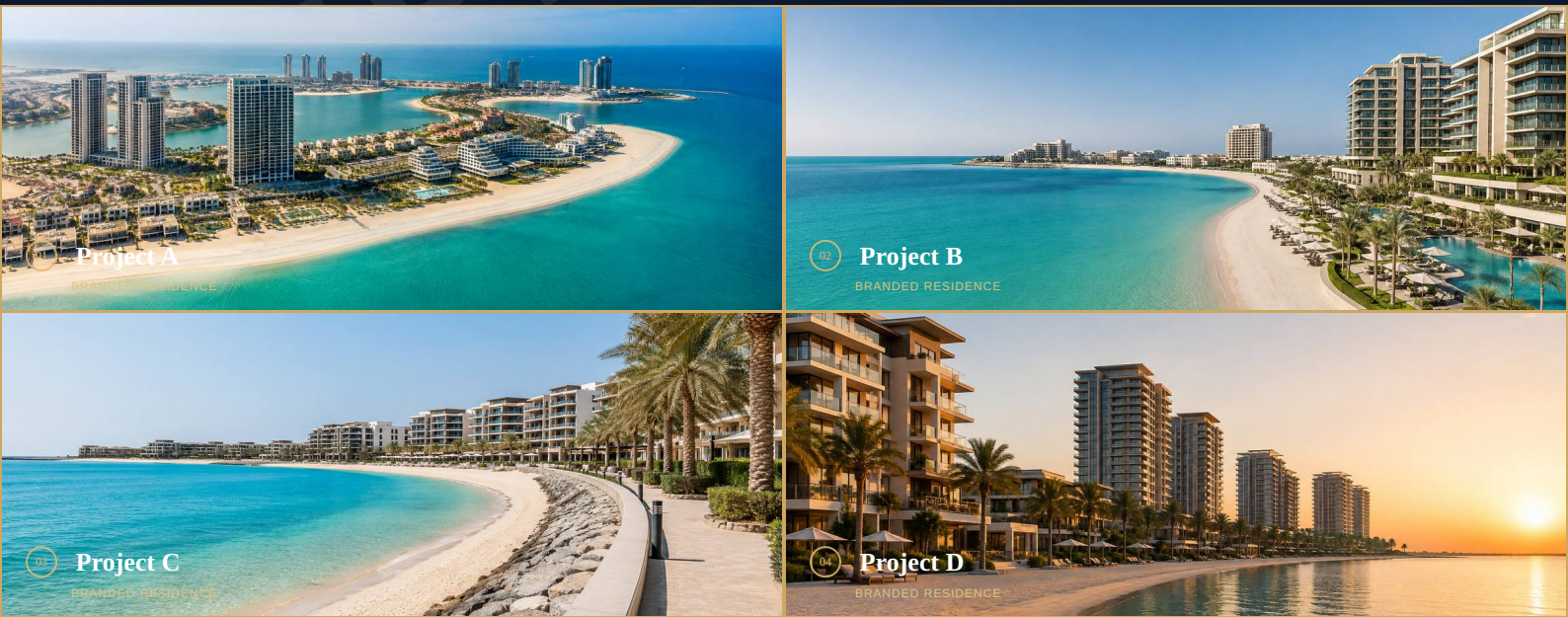


# 2-Bedroom Hotel-Branded Residences Comparison

AL MARJAN ISLAND · RAS AL KHAIMAH



Hello,

Please find attached our sample comparison report covering four 2-bedroom branded residence options on Al Marjan Island: **Project A, Project B, Project C and Project D.**

Inside the report you will find a side-by-side project comparison, current availability snapshots, selected unit examples, annual cash-flow illustrations, total acquisition costs, estimated annual service fees, and the rental or management model for each project.

**For consistency, we have chosen mid-floor, front-facing units to compare where possible.** Lower-floor and back-facing options are also available upon request, and we can prepare alternatives if you would like to target a lower entry price.

The purpose is to make the differences in price, size, payment timing, furnishing, completion, running costs and rental management as clear as possible before you shortlist.

Kind regards,

**RAKcompare** Team

THE LUXURY COLLECTION BY MARRIOTT

# Project A Residences

AL MARJAN ISLAND · RAS AL KHAIMAH

A fully furnished hotel-branded residence with private beach access, sea-facing options and a hotel-managed rental model. The project combines resort living with an owner experience designed for minimal day-to-day management.

Fully Furnished

Private Beach

Sea Views



Project A · Al Marjan Island

FURNISHING  
Fully furnished, included

PAYMENT PLAN  
30/70 overall · 10/10/5/5/70

ESTIMATED SERVICE CHARGE  
Approx. AED 35 / sq.ft

RENTAL MODEL  
Hotel-managed 55/45 split

COMPLETION  
Q1 2028

BEACH  
Private beach

### Selected 2-Bedroom Sample Unit

Selected sales-offer unit used for the cash-flow illustration

SAMPLE

|        | Unit  | Unit Type | View             | Suite sq.ft | Balcony sq.ft | Total sq.ft | Price AED / USD            |
|--------|-------|-----------|------------------|-------------|---------------|-------------|----------------------------|
| SAMPLE | A-101 | 2 Bed 1A  | Beach & Sea View | —           | —             | 1,631.70    | AED 6,068,000<br>USD 1.65m |

Unit details and price are taken from the sample offer. The 30/70 overall plan is scheduled as 10% on booking, 10% within 30 days / SPA, two 5% construction installments and 70% at handover. Availability and pricing are subject to change.

### SCHEDULED BUYER CASH OUTFLOW

A-101 · 30/70 overall plan

### Payment Schedule and Acquisition Cost

| Year | Payment event / cost component      | % of purchase price / fee basis | Amount (AED)  | Approx. USD   |
|------|-------------------------------------|---------------------------------|---------------|---------------|
| 2026 | On booking: 10% first installment   | 10%                             | AED 606,800   | USD 165,341   |
|      | Admin / Interim Registration Fee    | Fee                             | AED 8,250     | USD 2,248     |
|      | Initial cash requirement            | 10% + fee                       | AED 615,050   | USD 167,589   |
|      | Within 30 days / SPA: 10%           | 10%                             | AED 606,800   | USD 165,341   |
|      | During construction: 5% installment | 5%                              | AED 303,400   | USD 82,670    |
|      | 2026 total                          | 25% + fee                       | AED 1,525,250 | USD 415,599   |
| 2027 | During construction: 5% installment | 5%                              | AED 303,400   | USD 82,670    |
|      | 2027 total                          | 5%                              | AED 303,400   | USD 82,670    |
| 2028 | At handover: 70% final payment      | 70%                             | AED 4,247,600 | USD 1,157,384 |
|      | RAK Land Department registration    | 4%                              | AED 242,720   | USD 66,136    |
|      | 2028 total                          | 70% + 4%                        | AED 4,490,320 | USD 1,223,520 |
|      | PURCHASE PRICE                      |                                 | AED 6,068,000 | USD 1,653,406 |
|      | ADDITIONAL ACQUISITION COSTS        |                                 | AED 250,970   | USD 68,384    |
|      | TOTAL ACQUISITION COST              |                                 | AED 6,318,970 | USD 1,721,790 |

### ESTIMATED ANNUAL SERVICE CHARGE

AED 57,110 / year

1,631.70 sq.ft × AED 35 / sq.ft  
Approx. AED 14,278 quarterly · usually payable in advance

USD conversions use 1 USD = AED 3.67 (approx.). Prices, fees, availability, payment schedules and operating terms are subject to confirmation and change.

FAIRMONT RESIDENCES · ACCOR

# Project B

AL MARJAN ISLAND · RAS AL KHAIMAH

A premium private-beach residence offering some of the largest 2-bedroom layouts in this comparison. Project B combines generous sea-facing homes, resort services and a hotel-managed rental model designed for owners seeking space and hands-off operation.

Private Beach

Hotel-Managed

Large 2BR Layouts



Project B - Al Marjan Island

FURNISHING

Semi-furnished; 2BR furnishing package AED 200k

STANDARD PLAN

40/60

PROMO 2BR PLAN

30/70 may be available

ESTIMATED SERVICE CHARGE

Approx. AED 35 / sq.ft

COMPLETION

Q4 2028

RENTAL MODEL

Hotel-managed 60/40 split

## Selected 2-Bedroom Sample Unit

Selected unit used for the detailed cash-flow illustration

SAMPLE

| Unit                | View             | Floor | Area sq.ft | Price AED                  |
|---------------------|------------------|-------|------------|----------------------------|
| <b>SAMPLE</b> B-202 | Front Sea Corner | 7     | 1,426.11   | AED 5,025,502<br>USD 1.37m |

Sample Unit B-202 is used below for the detailed cash-flow illustration. Completion: Q4 2028.

SCHEDULED BUYER CASH OUTFLOW

B-202 · 40/60 Plan

### Payment Schedule and Acquisition Cost

| Year | Payment event / cost component                | % of purchase price / fee basis | Amount (AED)  | Approx. USD   |
|------|-----------------------------------------------|---------------------------------|---------------|---------------|
| 2026 | First installment on booking: 10%             | 10%                             | AED 502,550   | USD 136,935   |
|      | Seller Administration Fee                     | Fee                             | AED 5,250     | USD 1,431     |
|      | Initial cash requirement                      | 10% + fee                       | AED 507,800   | USD 138,365   |
|      | Within 30 days: 10% SPA payment               | 10%                             | AED 502,550   | USD 136,935   |
|      | 2026 total                                    | 20% + fee                       | AED 1,010,350 | USD 275,300   |
| 2027 | During construction: construction installment | 10%                             | AED 502,550   | USD 136,935   |
|      | 2027 total                                    | 10%                             | AED 502,550   | USD 136,935   |
| 2028 | During construction: construction installment | 10%                             | AED 502,550   | USD 136,935   |
|      | Handover · Q4 2028: final payment             | 60%                             | AED 3,015,300 | USD 821,608   |
|      | RAK Land Department registration              | 4%                              | AED 201,020   | USD 54,774    |
|      | Furnishing package at handover                | Package                         | AED 200,000   | USD 54,496    |
|      | 2028 total                                    | 70% + 4% + furnishing           | AED 3,918,870 | USD 1,067,812 |
|      | PURCHASE PRICE                                |                                 | AED 5,025,502 | USD 1,369,347 |
|      | ADDITIONAL ACQUISITION COSTS                  |                                 | AED 406,268   | USD 110,700   |
|      | TOTAL ACQUISITION COST                        |                                 | AED 5,431,770 | USD 1,480,046 |

ESTIMATED ANNUAL SERVICE CHARGE

AED 49,910 / year

1,426 sq.ft × AED 35 / sq.ft  
Approx. AED 12,478 quarterly - usually payable in advance

USD conversions use 1 USD = AED 3.67 (approx.). Prices, fees, availability, payment schedules and operating terms are subject to confirmation and change.

SHERATON BY MARRIOTT

# Project C

AL MARJAN ISLAND · RAS AL KHAIMAH

A fully furnished beachfront branded residence with direct beach access and a hotel-managed rental model. Project C offers a lower sample entry price while retaining international brand recognition and minimal day-to-day owner involvement.

Fully Furnished

Direct Beach

Hotel-Managed



Project C - Al Marjan Island

FURNISHING  
Fully furnished, included

2BR PROMO PLAN  
30/70

ESTIMATED SERVICE CHARGE  
Approx. AED 30 / sq.ft

RENTAL MODEL  
Hotel-managed 60/40 split

COMPLETION  
Q3 2028

BEACH  
Direct access

## Selected 2-Bedroom Sample Unit

Selected unit used for the detailed cash-flow illustration

SAMPLE

| Unit                        | Type  | Floor | Internal sq.ft | Balcony sq.ft | Total sq.ft | Price AED                  |
|-----------------------------|-------|-------|----------------|---------------|-------------|----------------------------|
| <b>SAMPLE</b> Project C_705 | 2 BHK | 7     | 994            | 147           | 1,142       | AED 4,059,000<br>USD 1.11m |

Sample Unit Project C\_705 is used below for the detailed cash-flow illustration. Completion: Q3 2028.

## SCHEDULED BUYER CASH OUTFLOW

Project C\_705 · 30/70 Plan

### Payment Schedule and Acquisition Cost

| Year | Payment event / cost component                   | % of purchase price / fee basis | Amount (AED)  | Approx. USD   |
|------|--------------------------------------------------|---------------------------------|---------------|---------------|
| 2026 | First installment on booking: 5%                 | 5%                              | AED 202,950   | USD 55,300    |
|      | Administration Fee                               | Fee                             | AED 5,250     | USD 1,431     |
|      | Initial cash requirement                         | 5% + fee                        | AED 208,200   | USD 56,730    |
|      | Within 30 days: 5% SPA payment                   | 5%                              | AED 202,950   | USD 55,300    |
|      | During construction: 5% construction installment | 5%                              | AED 202,950   | USD 55,300    |
|      | 2026 total                                       | 15% + fee                       | AED 614,100   | USD 167,330   |
| 2027 | Construction installment 1                       | 5%                              | AED 202,950   | USD 55,300    |
|      | Construction installment 2                       | 5%                              | AED 202,950   | USD 55,300    |
|      | Construction installment 3                       | 5%                              | AED 202,950   | USD 55,300    |
|      | 2027 total                                       | 15%                             | AED 608,850   | USD 165,899   |
| 2028 | Handover · Q3 2028: final payment                | 70%                             | AED 2,841,300 | USD 774,196   |
|      | RAK Land Department registration                 | 4%                              | AED 162,360   | USD 44,240    |
|      | 2028 total                                       | 70% + 4%                        | AED 3,003,660 | USD 818,436   |
|      | PURCHASE PRICE                                   |                                 | AED 4,059,000 | USD 1,105,995 |
|      | ADDITIONAL ACQUISITION COSTS                     |                                 | AED 167,610   | USD 45,670    |
|      | TOTAL ACQUISITION COST                           |                                 | AED 4,226,610 | USD 1,151,665 |

## ESTIMATED ANNUAL SERVICE CHARGE

AED 34,260 / year

1,142 sq.ft × AED 30 / sq.ft  
Approx. AED 8,565 quarterly · usually payable in advance

USD conversions use 1 USD = AED 3.67 (approx.). Prices, fees, availability, payment schedules and operating terms are subject to confirmation and change.

MONDRIAN BY ACCOR

# Project D

AL MARJAN ISLAND · RAS AL KHAIMAH

A design-led beachfront residence combining bold architecture, sea-facing homes and flexible short-term rental potential. Project D is positioned for buyers prioritizing a distinctive lifestyle concept and a lower stated service fee.

Design-Led

Short-Term Rental

Lower Service Fee



Project D - Al Marjan Island

FURNISHING

Unfurnished; paid package to be offered

2BR PROMO PLAN

50/50

ESTIMATED SERVICE CHARGE

Approx. AED 25 / sq.ft

SHORT-TERM RENTAL

Allowed

RESALE

After 25% paid

HOTEL RENTAL POOL

No Branded Residence hotel rental program

## Selected 2-Bedroom Sample Unit

Selected unit used for the detailed cash-flow illustration

SAMPLE

| Unit         | Type  | View            | Internal sq.ft | Balcony sq.ft | Total sq.ft | Price AED                  |
|--------------|-------|-----------------|----------------|---------------|-------------|----------------------------|
| SAMPLE D-404 | 2 Bed | South, Sea View | 1,013.00       | 408.60        | 1,421.60    | AED 4,922,768<br>USD 1.34m |

Sample Unit D-404 is used below for the detailed cash-flow illustration. Completion: Q4 2028.

SCHEDULED BUYER CASH OUTFLOW

Sample Unit D-404 · 50/50 Plan

### Payment Schedule and Acquisition Cost

| Year | Payment event / cost component                   | % of purchase price / fee basis | Amount (AED)  | Approx. USD   |
|------|--------------------------------------------------|---------------------------------|---------------|---------------|
| 2026 | First installment on booking / SPA: 20%          | 20%                             | AED 984,554   | USD 268,271   |
|      | Administration Fee                               | Fee                             | AED 5,250     | USD 1,431     |
|      | Initial cash requirement                         | 20% + fee                       | AED 989,804   | USD 269,701   |
|      | During construction: 5% construction installment | 5%                              | AED 246,138   | USD 67,068    |
|      | 2026 total                                       | 25% + fee                       | AED 1,235,942 | USD 336,769   |
| 2027 | Construction installment 1                       | 5%                              | AED 246,138   | USD 67,068    |
|      | Construction installment 2                       | 5%                              | AED 246,138   | USD 67,068    |
|      | Construction installment 3                       | 5%                              | AED 246,138   | USD 67,068    |
|      | 2027 total                                       | 15%                             | AED 738,415   | USD 201,203   |
| 2028 | Construction installment 4                       | 5%                              | AED 246,138   | USD 67,068    |
|      | Construction installment 5                       | 5%                              | AED 246,138   | USD 67,068    |
|      | Handover · Q4 2028: final payment                | 50%                             | AED 2,461,384 | USD 670,677   |
|      | RAK Land Department registration                 | 4%                              | AED 196,911   | USD 53,654    |
|      | Optional furnishing: excluded, price TBA         | Excluded                        | Not included  | Not included  |
|      | 2028 total                                       | 60% + 4%                        | AED 3,150,572 | USD 858,466   |
|      | PURCHASE PRICE                                   |                                 | AED 4,922,768 | USD 1,341,354 |
|      | ADDITIONAL ACQUISITION COSTS                     |                                 | AED 202,161   | USD 55,085    |
|      | TOTAL ACQUISITION COST                           |                                 | AED 5,124,929 | USD 1,396,438 |

ESTIMATED ANNUAL SERVICE CHARGE

AED 35,540 / year

1,421.60 sq.ft × AED 25 / sq.ft  
Approx. AED 8,865 quarterly · usually payable in advance

USD conversions use 1 USD = AED 3.67 (approx.). Prices, fees, availability, payment schedules and operating terms are subject to confirmation and change.

RAKCOMPARE INTELLIGENCE REPORT

# Value and Cash-Flow Ease Compared

Average price per sq.ft shows relative value, while the scheduled buyer outflows show which selected 2-bedroom is easier to fund through completion.

LOWEST TOTAL ACQUISITION COST  
Project C • AED 4.23m

LARGEST SAMPLE UNIT  
Project A • 1,632 sq.ft

LOWEST AVERAGE PRICE PER SQ.FT  
Project D • AED 3,000

## Average Price per sq.ft

Comparison average • AED and approximate USD per sq.ft



## Cash-Flow Comparison by Year

Shorter bar = lower cash requirement • selected sample units



**Easiest overall: Project C** It has the lowest 2026 outflow, the lowest 2028 completion-year outflow and the lowest total acquisition cost. Project A requires the least cash during 2027.

Cash-flow ease is based on the selected sample-unit schedules and stated fees. Project B includes the AED 200,000 furnishing package; Project D optional furnishing remains excluded because the price is TBA. Average price per sq.ft uses the comparison averages shown on Page 2. USD conversions use 1 USD = AED 3.67 (approx.).

# Four Projects Side by Side

## 2-Bed Hotel Residences Comparison

| RAKCOMPARE<br>INTELLIGENCE<br>REPORT                                                                                       | <b>A</b><br>PROJECT A<br>BRANDED RESIDENCE       | <b>F</b><br>PROJECT B<br>RESIDENCES              | <b>M</b><br>PROJECT D<br>RESIDENCES              | <b>S</b><br>PROJECT C<br>RESIDENCES              |
|----------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|--------------------------------------------------|--------------------------------------------------|--------------------------------------------------|
|  Brand                                      | Branded Residence                                | Project B                                        | Project D / Branded Residence                    | Project C                                        |
|  Property                                   | 2 Bedroom                                        | 2 Bedroom                                        | 2 Bedroom                                        | 2 Bedroom                                        |
|  Location                                   | Al Marjan Island 4                               | Al Marjan Island 4                               | Al Marjan Island 4                               | Al Marjan Island 2                               |
|  Developer                                  | Abu Dhabi National Hotels                        | Ardee                                            | Elevate                                          | Atara Development                                |
|  Price Range                                | AED 4.70m to 6.50m<br>approx. USD 1.30m to 1.77m | AED 4.60m to 5.30m<br>approx. USD 1.25m to 1.44m | AED 3.90m to 4.20m<br>approx. USD 1.06m to 1.14m | AED 3.70m to 4.40m<br>approx. USD 1.01m to 1.20m |
|  Average 2BR Size (sq.ft)                   | approx. 1,441 sq.ft                              | approx. 1,577 sq.ft                              | approx. 1,350 sq.ft                              | approx. 1,267 sq.ft                              |
|  Average Price per sq.ft                    | AED 3,910 / sq.ft<br>approx. USD 1,065 / sq.ft   | AED 3,139 / sq.ft<br>approx. USD 855 / sq.ft     | AED 3,000 / sq.ft<br>approx. USD 817 / sq.ft     | AED 3,197 / sq.ft<br>approx. USD 871 / sq.ft     |
|  Payment Plan                             | 30/70 overall<br>10/10/5/5/70 schedule           | 40/60 standard;<br>promo 30/70 possible          | Promo 50/50                                      | Promo 30/70                                      |
|  Beach Access                             | Private Beach                                    | Private Beach                                    | Direct Access                                    | Direct Access                                    |
|  Furnishing                               | Fully Furnished                                  | Semi-furnished;<br>paid furnishing package       | Unfurnished;<br>paid package                     | Fully Furnished                                  |
|  Pet Friendly                             | No                                               | Yes                                              | Yes                                              | No                                               |
|  Independent Short-Term Rental            | No                                               | No                                               | Yes                                              | No                                               |
|  Resale Allowed After                     | 40%                                              | 40%                                              | 25%                                              | 30%                                              |
|  Estimated Service Charge (AED per sq.ft) | approx. AED 35 / sq.ft                           | approx. AED 35 / sq.ft                           | approx. AED 25 / sq.ft                           | approx. AED 30 / sq.ft                           |
|  3D Walk-Through                          | Available                                        | N/A                                              | N/A                                              | Available                                        |
|  Hotel Units                              | 466                                              | 250                                              | 0                                                | 300                                              |
|  Residential Units                        | 392                                              | 523                                              | 343                                              | 168                                              |
|  Total Units                              | 858                                              | 773                                              | 343                                              | 468                                              |
|  Estimated Completion                     | Q1 2028                                          | Q4 2028                                          | Q4 2028                                          | Q3 2028                                          |
|  Total Acquisition Cost                   | AED 6,318,970<br>USD 1,721,790                   | AED 5,431,770<br>USD 1,480,046                   | AED 5,124,929<br>USD 1,396,438                   | AED 4,226,610<br>USD 1,151,665                   |



All figures are approximate and subject to change. Detailed pages use selected sample units.

# Next Steps

Once you have narrowed the comparison to one or two preferred projects, we can move from broad project information to the exact units, documents and payment obligations needed for a confident decision.

## Would you like to compare something different?

This report is not fixed. If you would prefer different units, another bedroom category, villas or additional Ras Al Khaimah projects, tell us what you want to review and we will adjust the availability, pricing and cash-flow comparison accordingly.

Different Units or Views

Other Bedroom or Property Types

Additional Projects

## Start with your shortlist

Select the projects that best match your priorities. Tell us whether the deciding factor is total price, payment timing, hotel management, private beach access, completion date, view or personal-use flexibility.

Project A

Project B

Project C

Project D

### 01 Confirm the shortlist

Choose one or two projects and share your preferred **budget, view, floor, payment profile and intended use**, whether for personal stays, hotel-managed rental or independent short-term rental.

### 02 Request the project pack

We can send the official **brochure, floor plans, current availability, developer fact sheet, rental information and construction update videos or site-progress material**, where available, before you select a specific unit.

### 03 Review with the developer

Arrange a developer sales-office visit and presentation. Where available, this can include the show apartment, material boards, master plan, construction update and view orientation.

### 04 Ask for exact-unit sales offers

After shortlisting, request sales offers for the best-matched units showing the **unit number, floor, view, area, AED and USD price, availability and offer validity**.

### 05 Build the detailed cash flow

For each exact unit, we prepare the payment schedule by date or quarter, including booking, SPA, construction, handover, the 4% RAK Land Department registration fee, administration and interim registration fees where stated, furnishing and recurring costs.

### 06 Complete the final comparison

RAKcompare can place the exact units side by side, identify the strongest trade-offs and confirm current availability before you decide whether to proceed with a reservation.

## Choose how you want to review the shortlist

In person or remotely

### IN PERSON

#### Developer Office Visit

Meet the project team, review plans and finishes, discuss the selected units and clarify the payment plan directly with the developer's sales representative.

### REMOTE

#### 15-Minute Zoom Presentation

If you are unable to visit, we can arrange a focused presentation covering the project, exact availability, floor plans, views, payment timing and your questions.

#### PROJECT

Your preferred one or two options

#### BUDGET

Target AED range and payment comfort

#### UNIT

View, floor, size and furnishing preference

#### MEETING

Office visit or 15-minute Zoom

### Important Disclaimer

The comparisons, observations and recommendations in this report reflect RAKcompare's assessment based on information available at the time of preparation. They are provided for general comparison and informational purposes only and are not financial, legal or investment advice. Prices, availability, payment plans, completion dates, fees, rental and resale terms, furnishing packages and operating arrangements may change. All details must be verified against the developer's current documentation and final SPA before purchase.