

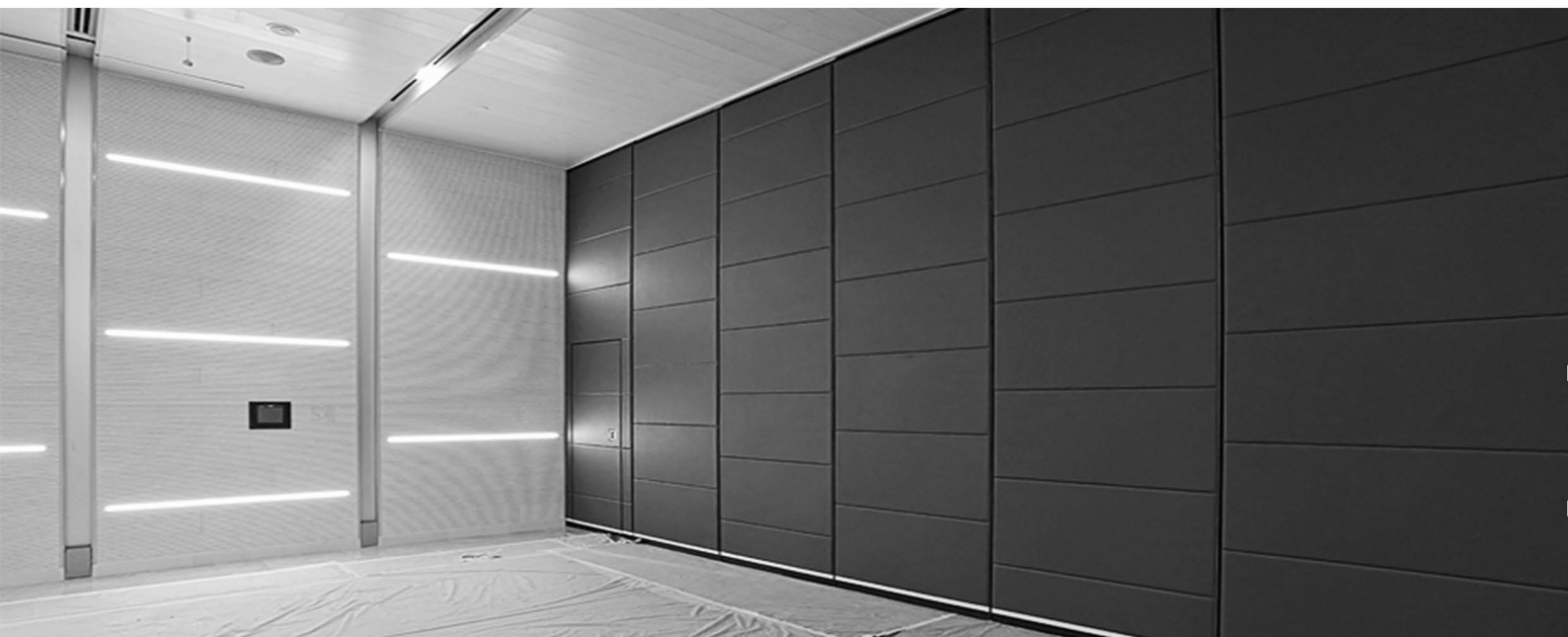


COMPANY PROFILE



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MESSAGE FROM THE PRESIDENT AND CEO

I would like to start by thanking you for taking the time to read this message and for getting a better understanding of my company Mediterranean Building Materials (MBM). To begin with, I will share the origins of the name of the company. The first company I had ever worked for growing up was *Trans Mediterrane* (currently Trans Med), and this was during my high school days. My job with them was a simple one as I worked mostly as an office-boy during the summers while studying in school. Ever since then I had decided that the first company I ever open will have the same name and hence almost 20 years later I started Mediterranean Building Materials.

Established in 1992, the concept of the business was one that met a critical gap in the UAE construction industry at the time. Providing value for money Engineered Products while offering much needed product related consultancy to Contractors, Consultants and Clients alike. More than 25 years later, this basic model still forms the basis of our competitive advantage and our product offering. Over the period of time, MBM has been associated with well-established manufacturers across the world to provide sustainable solutions for the ever-growing Middle Eastern construction industry. We are proud to be associated with major governmental, commercial, healthcare, educational and hospitality developments in the region.

We have come a long way from the humble beginnings and I am proud to note that we have become regional leaders in our areas of expertise. Moreover, we have expanded our regional presence to include offices in Dubai, Doha, Muscat, Kuwait and Beirut. Our success was only made possible due to our investment in the most competitive workforce, offering diverse range of products, our relentless commitment to fiscal discipline and working diligently on our vision promised to our clients.

To add further success in the business, we now focus on expediting the implementation of our growth strategies to further strengthen our brand across the global market. I am very pleased and positive about our future in the market and believe the best for MBM is yet to come.

Paul Khawaja



Exellence in every dimension

COMPANY INTRODUCTION

Mediterranean Building Materials (MBM) is a specialty supplier of construction related products that was founded in Abu Dhabi in the year 1992. Over the years and with the dedication of everyone involved, MBM has become a regional leader in the Production, Supply and Installation of specialized construction products. Over the years we have expanded our operations to cover the Middle East by opening offices in Dubai, Doha, Muscat, Kuwait and Beirut.

a) VISION STATEMENT

Our vision is to become a global leader in providing specialized engineering solutions for the construction industry.

b) MISSION STATEMENT

Our mission at MBM is to provide our customers with materials that are superior in quality, well-engineered, cost efficient and performance of which meets the international industrial standards. We shall continue to develop our product offering to be in line with the best Market standards in terms of quality and value for money.

c) VALUES

Our company values are targeted to ensure that all stakeholders involved in our business operations are content with their dealings with MBM.

- a) The use of the best available techniques and resources.
- b) Development of our staff to enhance skills and participation.
- c) Improvement of both, internal and external communication.
- d) Setting of objectives and measuring of performance against targets.
- e) Integrity and Honesty in all our business dealings.
- f) Building stronger relationships internally with our staff and externally with our clients.

At our core, we are specialist suppliers of construction related products with four main divisions of operation. Our product offering varies with each country that we operate-in but our major products are covered in most of the locations.

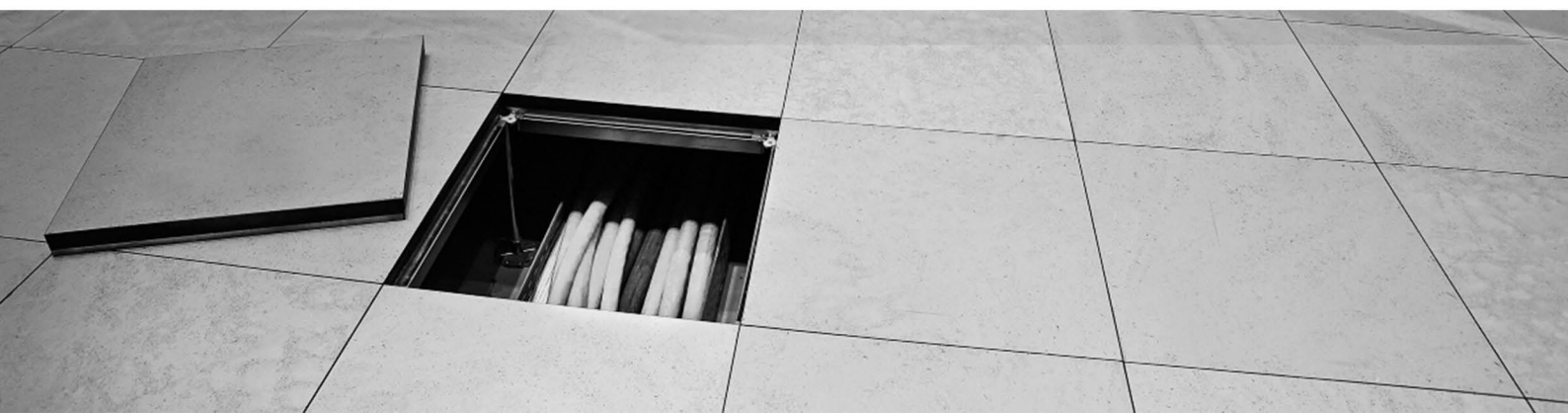


COMPANY OPERATIONS

ARCHITECTURAL DIVISION

First is the **Architectural** division with vast range of products. Our involvement is mainly in Educational Facilities, Government Buildings, Hotels, Exhibition Centers and Substations. Our range of products as follows are divided by product, manufacturer, country of origin and area of coverage:

Products	Manufacturer	COO	MBM Coverage
Telescopic Seating System	Hussey Seating	USA	MENA
Premium Telescopic Seating	Hussey Seatway	UK	MENA
Auditorium & Theater Seating	Ezcaray	Spain	UAE
Auditorium & Theater Seating	Ascender	Spain	UAE
Waiting Area Seating System	Zoeftig	UK	UAE & Qatar
Movable Folding Partitions	Espero	Holland	UAE & Qatar
Movable Folding Partitions	Megafold	Malaysia	UAE, Qatar, Oman
HPL Toilet Cubicles & Lockers	Sunshine	UAE	MENA
Metal Lockers	Mades	Turkey	UAE, Qatar, Oman
Raised Access Flooring	Lindner	Germany	UAE & Qatar
Raised Access Flooring	Medfloor	China	MENA
Rubber Flooring	Artigo	Italy	UAE
PVC Flooring	LG Hausys	Korea	UAE
Waste Bins	FinBin	Finland	UAE
Wall Protection	Propad	Hungary	MENA
Stairs Safety Edges	Ecoglo	New Zealand	UAE
Acoustic Fabric Wall Cladding	ESK	Turkey	UAE & Qatar



COMPANY OPERATIONS

INFRASTRUCTURAL DIVISION

Second is the **Infrastructural** division which is mainly targeted towards offering products for Bridges, Highways and specialty barriers. Our range of products as follows are divided by product, manufacturer, country of origin and area of coverage:

Products	Manufacturer	COO	MBM Coverage
Bridge Bearings & Expansion Joints	FPC	Italy	UAE, Qatar, Bahrain
Aluminum & Steel Parapet Railing	Varley & Gulliver	UK	MENA
Car Park Barriers	Berry Systems	UK	GCC
Wire rope safety systems	Hill & Smith	UK	GCC

STRUCTURAL DIVISION

Third is the **Structural** division in which we offer various different type of products. This division mainly caters to vibration control and movement control for building structures. Our range of products as follows are divided by product, manufacturer, country of origin and area of coverage:

Products	Manufacturer	COO	MBM Coverage
Tension rod and compression strut systems	Murmann M-Connect	Germany	UAE & Qatar
Tune Mass Dampers	Vicoda	Germany	UAE, Qatar, Oman & Bahrain
Architectural Expansion Joints	ALGA FE	Hong Kong	GCC

DIVERSE PORTFOLIO OF SUPPLIERS

SPORT AND LEISURE DIVISION

Fourth is the Sports and Leisure division in which we offer various products and solutions catered to sports and wellbeing projects. Our range of products as follows are divided by product, manufacturer, country of origin and area of coverage:

Products	Manufacturer	COO	MBM Coverage
Sports Equipment	Draper /MTB	USA /Poland	GCC
Acrylic Tennis and Multipurpose Sports Surfacing	Nova Sports	USA	GCC
Fitness and Safety Rubber Flooring	Kraiburg Relastec	Germany	UAE
Wooden Sports Flooring	Junckers	Denmark	UAE & Oman
EPDM Granules (Running Tracks & Safety Surfaces)	Fairmont	Malaysia	UAE
Squash Courts	CourtTech / ArmourCoat	UK	UAE
Padel Courts	Euronix	Spain	UAE
Polyurethane Sports Flooring	Polytan	Germany	UAE

OPERATIONAL CAPABILITIES

Since the company's inception, we have never supplied off the shelf items and our focus has always been on high quality and cost efficient engineered products. With our team of Engineers, Certified technicians, Sales and Marketing Specialists, Estimators and of course our substantial support staff we are able to provide our clients with all the required technical and commercial assistance required on their projects.

In addition to our vast scope of products, MBM deals with the maintenance and servicing of many of our products including the Telescopic Seating Platforms, Folding Partitions, Expansion Joints and Barriers. This offering allows our clients to ensure a longer lifetime for their projects.



AFFILIATED COMPANIES

MBM has made partnerships with sister companies within the same field in order to cater for larger scope of works all over the region.

Perfect Building Materials, UAE: Founded in 1995 in Abu Dhabi, Perfect Building Materials has become one of the most successful companies in offering specialty contracting solutions in the U.A.E. market and abroad. Today, PBM belongs to a well-established group in the building sector that includes, among other services, Suspended Metal and Gypsum Ceiling, Specialized Ceiling Cooling System, Partition solutions, Fully Equipped Modern Kitchen Technologies, as well as complete Turnkey solution.

Professional Trading and Contracting, Qatar: Established in 2019 in Doha - Qatar, PTCC covers the supply of a vast range of Architectural and Infrastructure products.

FINANCES AND MAJOR PROJECTS

Mediterranean building Materials and its affiliates has executed till date projects in the excess of 350 million US\$ with MBM executing projects in the excess of 250 million US\$. On average, MBM is executing between 250 – 300 projects a year with references available on our website for download. A sample of some of our notable projects include:



SAMPLE PORTFOLIO

The Dubai Metro Project, UAE (2008 – 2012)

Scope

Bridge Bearings	: 2,000 Nos.
Waste Bins	: 800 Nos.
Waiting Area Seating	: 3,500 Nos.

Al Raha Beach Development, UAE (2008 – 2012)

Scope

Bridge Bearings	: 300 Nos.
Parapet Railing	: 11,000 LM.

UMM Lafina, DOT, Abu Dhabi (2019)

Scope

Bridge Bearings	: 200 Nos.
Bridge Expansion Joints	: 200 LM.

Lusail Development Project, Qatar (2011 – 2017)

Scope

Parapet Railing	: 10,700 LM.
Bridge Expansion Joints	: 416 LM.

Project Al Shindagha Corridor, UAE

Scope

Bridge Bearings	: 195 Nos.
Bridge Expansion Joints	: 600 LM.

Project Dubai – Alain Road, UAE

Scope

Bridge Bearings	: 87 Nos.
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Project Sharjah to Khorfakan, UAE

Scope

Parapet Railing	: 3,800 LM.
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Project Bridges for Al Zahia City Center, UAE

Scope

Bridge Expansion Joints	: 600 LM.
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Dubai Convention Center, UAE (2001 – 2002)

Scope

Movable Walls	: 600 Panels.
Retractable and Fixed Seats	: 4,500 Seats.
Parapet Railing	: 400 LM.

AUH Future School Program, UAE (2011- 2019)

Scope

Retractable Seating	: 10,400 Seats.
Auditorium Seating	: 6,400 Seats.
Lockers	: 3,100 Nos.
Toilet Cubicles	: 2,500 Nos.
Sports Flooring	: 23,000 SM.
Acoustic Cladding	: 2,000 SM.
Movable Walls	: 120 Panels.
Wall Protection Padding	: 7,400 SM.

Dubai International Airport, UAE (2014 – 2015)

Scope

Waiting Area Seating	: 7,000 Seats.
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KACC, KSA (2019)

Scope

Retractable Seating	: 1,200 Seats.
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American University of the Middle East, Kuwait (2014)

Scope

Retractable Seating	: 1,000 Seats.
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Royal Guard Multipurpose Hall, Oman (2014)

Scope

Retractable Seating	: 875 Seats.
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Al Ain Hospital, UAE (2017-2019)

Scope

Raised Access Flooring	: 8,200 SM.
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One Zabeel, UAE (2017-2019)

Scope

Raised Access Flooring	: 6,000 SM.
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COMPANY OBJECTIVES

ALWAYS EXCEEDING EXPECTATIONS

BUSINESS GOALS AND OBJECTIVES – SHORT TERM GROWTH

Our goals and objectives are reviewed and refined as the company grows and as we adapt with the ever-changing world.

1. Improve our internal processes, strategic procurement and the human resources management. This will be done by continuously evaluating and improving our operations.
2. Be ranked among the top three suppliers for each product we do business with for every country we have operations in.
3. Increase our sales in each of our active regions be consistent with point (2) above.
4. Expand our operations so that we are directly active in different markets throughout the Middle East region within the next five years.
5. Improve our relationship with the factories that we currently represent in the region.
6. Expand our product portfolio within each of our four divisions.

BUSINESS GOALS AND OBJECTIVES – LONG TERM GROWTH

MBM long term growth strategies are based on our vision statement and our aim to become global leaders in providing engineered solutions.

1. Increase our sales divisions from the existing ones via acquisitions or through organic growth within our organization
2. Vertical integration with suppliers where there is mutual benefit.
3. Horizontal integration with our competitors through acquisitions.
4. Set-up active operations in Central and Northern Africa to benefit from expected growth in the Construction Industry in that part of the world
5. Set-up active operations in the Balkan states to benefit from expected growth in the Construction Industry in that part of the world





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