



Company Profile

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Branch Offices: Dubai, Doha, Muscat, Manama and Beirut

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1. Business and Administrative Information

- a) Company Name: Mediterranean Building Materials
- b) Business Type: Establishment
- c) Head Office: Reem Island, Sky Tower Offices, 6th Floor Offices 602 & 603
Telephone: 0097124483232
Fax: 0097124483236
Postal Address: P.O.Box 44694 Abu Dhabi. UAE
Email: mbm@mbmauh.ae
- d) Regional Offices: Dubai, Doha and Muscat
- e) Sister Company: Perfect Building Materials, UAE
GEMA Trading and Contracting Company, Qatar
- f) Regional Traders: Kuwait and the Kingdom of Saudi Arabia
- g) Regional Operations Covered: Middle East, Levant and North Africa

2. Company Introduction

a) Company History

Mediterranean Building Materials (MBM) was first founded in Abu Dhabi in 1992 and with the dedication of the Company founder and the entire MBM team we have become regional leaders 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, Manama, Doha, Muscat and Beirut. We are proud to be associated with major governmental, commercial, health care, educational and hospitality developments in the region.

b) Company Operations

At our core, we are specialist supplier of construction related products with two main divisions of operations. Our product offering varies with each country that we operate in but our major products are covered in most locations.

1. The first division is the Infrastructure division mainly targeted towards offering products for Bridges and Highways. Our range of products includes Bridge Bearings, Bridge Expansion Joints, Aluminum and Steel Bridge Parapet Railings and Safety Fence Systems.

Product	Manufacturer	COO	MBM Coverage
Bridge Bearings & Expansion Joints	ALGA	Italy	UAE, Qatar, Bahrain
Bridge Bearings & Expansion Joints	Hirun	China	MENA
Aluminum & Steel Parapet Railing	Varley & Gulliver	U.K.	MENA
Wire rope safety systems	Hill & Smith	U.K.	GCC

2. The second division is the Architecture division with a vast range of project applications. Our involvement is most notable in Educational Facilities, Government Buildings, Hotels, Exhibition Centers and Substations. Our range of products including Telescopic Seating, Stadium Seating, Auditorium Seating, Waiting Area Seating, Raised Access Flooring, Sports Flooring, Rubber Flooring, Operable Partitions, Toilet Cubicles and Lockers, Exterior and Interior HPL Cladding, Acoustic Panels and Waste Bins.

<u>Product</u>	<u>Manufacturer</u>	<u>COO</u>	<u>MBM Coverage</u>
Lecture Hall Seating, Stadium & Telescopic Seating System	Hussey Seating	U.S.A	MENA
High End Telescopic Seating System	Hussey Seatway	U.K.	MENA
Auditorium & Theater Seating	Ezcaray	Spain	UAE
Auditorium & Theater Seating	Ascender	Spain	Oman
Waiting Area Seating System	Zoefitg	U.K	UAE & Qatar
Movable Folding Partitions	Panelfold	U.S.A	UAE, Oman
Movable Folding Partitions	Abopart	German	UAE, Qatar, Oman
Specialty Doors	L'invisible	Italy	GCC
HPL Toilet Cubicles & Lockers	Sunshine	U.A.E	MENA
HPL, Exterior Cladding	Fundermax	Austria	UAE
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	Texaa	France	UAE, Qatar
Architectural Expansion Joints	ALGA FE	Hong Kong	UAE
Sports Equipment	Draper	U.S.A	UAE

c) Operational Capabilities

From the company's inception, we never supplied off the shelf items and our focus was only 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.

d) Sister Companies

Perfect Building Materials, UAE: Founded in 1995 in Abu –Dhabi, Perfect Building Materials has become one of the most successful companies in offering 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.

GEMA Trading and Contracting, Qatar: Established in 2010 in Doha - Qatar, GEMA Trading & contracting W.L.L. is a specialized Interior Fit-out Contractor. We provide the complete spectrum of solutions from the concept design till the final execution of the projects. Our market coverage includes residential, commercial, private villas, hospitals & retail interior works.

3. Finances

Mediterranean building Materials has executed till date projects in the excess of 250 million US\$ with particular concentration on projects executed during the peak years of 2005-2010.

Key Financial Data:

Average Turnover 2010-2015: 10 – 17 million USD

Record Turnover: 33 million USD in 2009

Number of Projects Executed yearly: 200 – 250

MBM Net Equity: 14.4 million USD

Number of full time staff at MBM: 55

Number of full time staff at sister companies: 110

4. Strategy

a) Vision Statement

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

b) Mission Statement

Our mission at MBM is to provide our customers with materials that are of superior quality, well-engineered, cost efficient and the performance of which meets the industry's international standards.

c) Values

Our company values are simple and are targeted to ensure that all stakeholders involved in our business operations are content with their dealings with MBM. These include the following:

1. The use of the best available techniques and resources.
2. Development of our staff to enhance skills and participation.
3. Improvement of both, internal and external communication.
4. Setting of objectives and measuring of performance against targets.

5. Integrity and Honesty in all our business dealings.
6. Building stronger relationships internally with our staff and externally with our clients.

d) Business Goals and Objectives – 5 Year Plan

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 region we have operations in to be consistent with point (2) above.
4. Expand our operations so that we are directly active in different markets throughout the MENA 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 two divisions.

e) 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 current Architecture and Infrastructure. This can be done via acquisitions of other companies or through starting new divisions within our company.
2. Vertical integration with suppliers where there is mutual benefit.
3. Horizontal integration with our competitors through acquisitions.

Assuring you always of our commitment to provide the best service and support,

Paul Khawaja
President, Chief Executive Officer

Mediterranean Building Materials

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