The idea is to attract 2 to 3 top real estate developers, and the number may later increase in the work of a new entity with a new name, and the percentage of AluSystems ranges from 25 to 35%, and real estate developers the rest of the shares.

1. On the assumption of the entry of Adel Al-Saif Company, Al-Fahd Investment Company, and Osus Company.

|  |  |  |
| --- | --- | --- |
| Partner Name | Quota from  Money capital  Million Saudi Riyals | Share percentage of  Money capital |
| 1. Hello System | 2.10 | 35 % |
| 1. Adel Alsaif | 1.50 | 25 % |
| 1. Al Fahad Investment | 1.20 | 20 % |
| 1. establish | 1.20 | 20 % |
| Total | 6.00 | 100 % |

1. The company's capital will be 5-6 million.
2. This company is working on real estate development projects
3. Only companies that have stakes in the company. If there is available production capacity, it is covered by the local market and sales are increased.

Advantages of this company:

1. 30 to 40 million riyals will be saved from each developer partner in this company annually without any effort and its value increases over time.
2. Expected sales of the company to be established: -

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| General | 2024 | 2025 | 2026 | 2027 | 2028 |
| Expected sales amount  Million Saudi Riyals | 50 | 100 | 125 | 150 | 200 |

1. The developer's ability to get it properly won't be a cash flow problem due to the developer's ability to make large payments that finance projects, so there are no financing problems.
2. The presence of this entity will increase sales from AluSystems paint, glass, wood, iron and iron doors factories.
3. The profits generated by this entity will be in addition to AluSystems annual earnings.
4. This is a guarantee of AluSystems presence as a key partner in this entity, in exchange for the experience and name of AluSystems, let it be 10% of the profits that can be agreed upon later).
5. AluSystems have the right to manage
6. It is also possible for the company to grow, and be listed on the stock market because there are big names among them, and they are interested in increasing the size of the company and maximizing its market value.

Company Headquarters: -

Has a plot of land that can be used through Al-

Mr. Jameel Mr. Musallam Eng. Walid, with an area of 50,000 square meters and a covered area of 30,000 square meters in Al-Kharj city.

An area of about 10,000 square meters is leased to the new entity, while the rest of the area can be used by AluSystems to increase the production capacity of steel or invest it in any other activity.

Alternative solution for headquarters: -

The factory can be purchased from AluSystems and the required space for the new entity can be leased from AluSystems

Workaround 2 for headquarters: -

It is possible to offer the steel factory to developers to buy it, which I do not like because the space is large and AluSystems can benefit from it in its future projects and expansions.