



شركة بنان الأولى للإستثمار
Banan Aloula Investment Co.

Company Profile

Advantage through experience.
Success through partnership.



شركة بنان الأولول للاستثمار
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overview



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- Banan Aloula Investment company is a Principal investment firm in the Kingdom of Saudi Arabia, focused towards developing infrastructure Assets in Power, Water, Aviation, and Health sectors, It also offers projects delivery services through a range of brands of excellence in operation and management
- Banan Aloula was incorporated in 2017 by entrepreneurs having decades of experience in setting up and managing successful companies across multiple sectors. The founders of the company have extensive experience in developing & managing infrastructure assets both in the KSA and GCC. The Establishment of Banan Aloula came as a proactive step to address the new directions and opportunities in the local market emerged inline with the Kingdom 2030 vision which was announced in 2016.
- The company is driven by the assistance of strong relationships with international entities who hold global brand names as solution providers and possess the skills necessary to develop and operate infrastructure assets across sectors . This is backed by an established experience and relationships with concession grantors , governmental bodies as well as Saudi lenders, Combined with extensive exposure to the Saudi construction, industrial, and investment sectors and strong interaction with Saudi business houses creates a win-win situation for all.





MISSION

Develop infrastructure assets within KSA through partnering with leading international and local partners. Create value for shareholders and participate in the growth story of KSA



VISION

Build an active and diversified portfolio of infrastructure assets. Become a partner of choice for international companies looking to invest into KSA infrastructure. Develop expertise in select sectors to target investments in the wider GCC and beyond

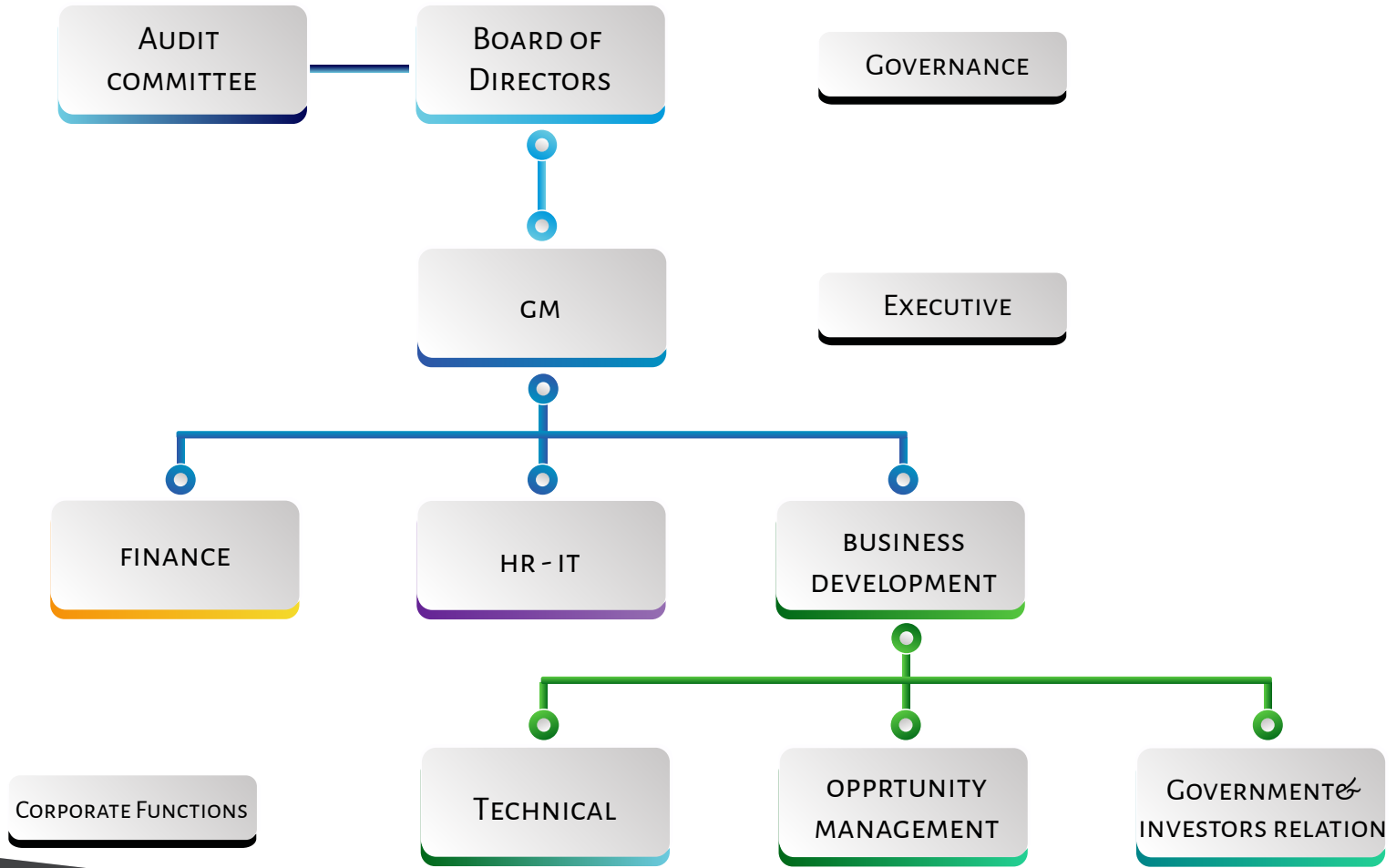


Value Creation Levers

- Long experience of doing business in KSA
- Relationships with concession grantors / Govt. bodies
- Relationships with Saudi lenders
- Experience in Saudi construction sector
- Relationships with Saudi business houses
- Relationships with Saudi contractors



Governance Organizational structure





OUR METHODOLOGY



Identifying Opportunities

Sector & client
Market intelligence
Client acquisition



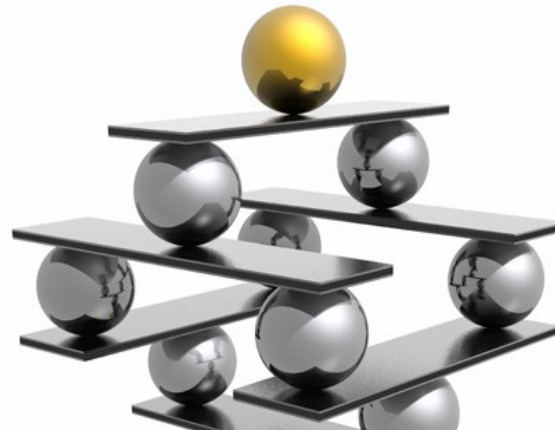
PMO

Development budget
Consortium building
Legal structuring
Financial structuring & closure



Defining projects

Problem solving approach
Technical partnerships
Business case study
Consultant approach





TARGET INVESTMENTS

Power & Water



- Banan Developing power generation and water projects on BOT
- Banan in consortium with multiple partners like Navasota Energy Solutions targeting Gneco's Privatization with SEC
- Banan in Alliance with WABAG is engaged with NWC for developing STP BOT projects
- Banan in Alliance with MHE engineering Canada for technical consultancy and advice with focus on renewable and increasing efficiency.



Aviation & Airports

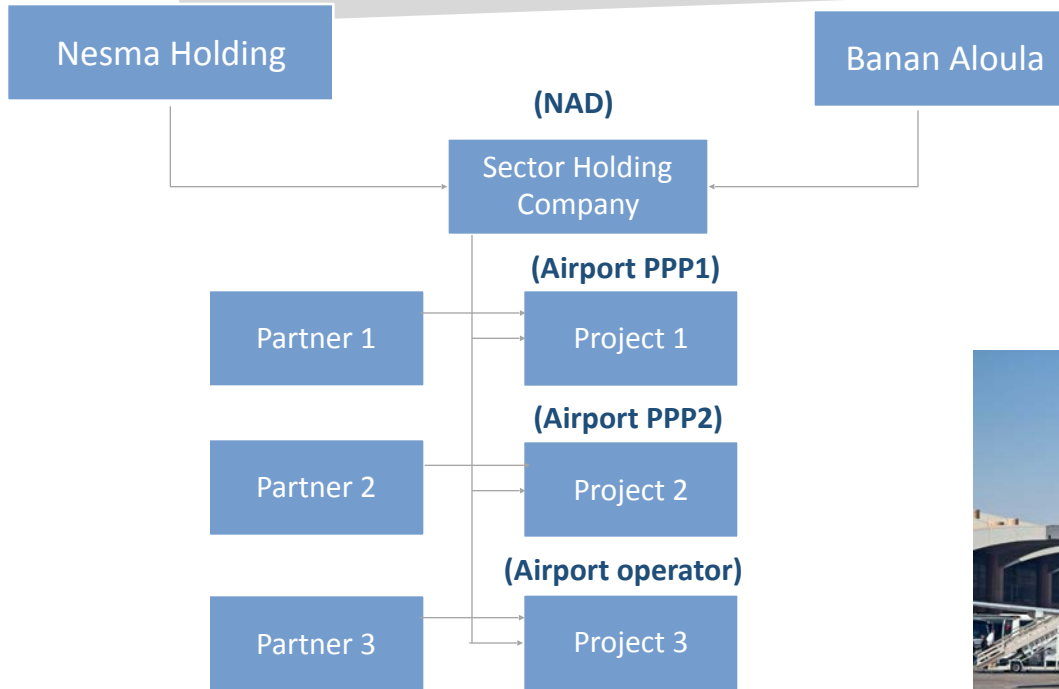


National Airport Development Co

- Discussions ongoing with GACA for obtaining concession to develop and operate regional airports.
- Targeting an investment stake at international airport BTO
- Formalized sector vertical developing various initiatives with airports business line.
- Banan with Nesma Holding has established NAD, its a consortium to target airports projects and operation on BOT level.



ENVISAGED PORTFOLIO STRUCTURE & GOVERNANCE FOR N.A.D.



Banan Aloula and Nesma holding form an airports holding company (NAD) for national airports development , this company mission is also includes aviation assets investment within Kingdom of Saudi Arabia.



Hospitals & Healthcare



- Formalized a special vehicle with partners for Medical Operation. Offerings across private and public sector developments.
- Developing Hospitals in Jeddah and other region in KSA.
- Banan has agreements with hospitals management and operation providers.
- Banan has the ability to develop and provide engineering services for new hospitals through multiple engineering firms.



Management & Operations



- Delivery Management for projects and development programs.
- Operation and maintenance of projects.
- Determining the size of manufacturing plants and project management methods.
- Implementing the structure of information technology networks.
- The management of inventory levels, including work-in-process levels and raw materials acquisition; quality control; materials handling; and maintenance policies.
- Operations management entails studying the use of raw materials and ensuring minimal waste occurs.
- Supply Chains and Logistics.





TRANSACTION STRATEGIES

Bilateral Deals

Leverage relationships with concession grantor' s to secure projects on bilateral basis

Stake Purchase

Purchase stake in awarded PPP projects

EPC to PPP Conversion

Partner with contractor to whom gov. projects have been awarded and payment has not yet been made. Work with the Govt. department to convert contract into PPP structure

Bids

Participate in bids for PPP projects



Fund raising strategy

- Raise non recourse project financing as debt wherever possible.
- If non recourse financing is not possible, Banan would strive to keep the to a minimum
- All equity partners would provide equity on a project basis.
- The consortium on each project would endeavor to raise Equity Bridge Loan funding .
- Banan would look to partially or fully exit from the project upon commissioning to monetize its developments.
- Banan would target recovering some of its development cost from development fee at financial closure for a project.





OUR PARTNERS

INTERNATIONAL



LOCAL



INVESTMENT COMMUNITY



THANK YOU



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