

► GRAY ROCK CONCRETE WORKS LLC.



INVESTMENT MASTER BUSINESSES PLAN

GRAY ROCK – Leadership in Every Mix
PRESENTATION LINE



- Gray Rock operational structure is intentionally designed with lean manpower optimization while maintaining full operational control over logistics, pumping, maintenance, and transportation activities

Fadi Saeed

*Gray Rock
Managing Director.*



GRAY ROCK
Concrete Work's

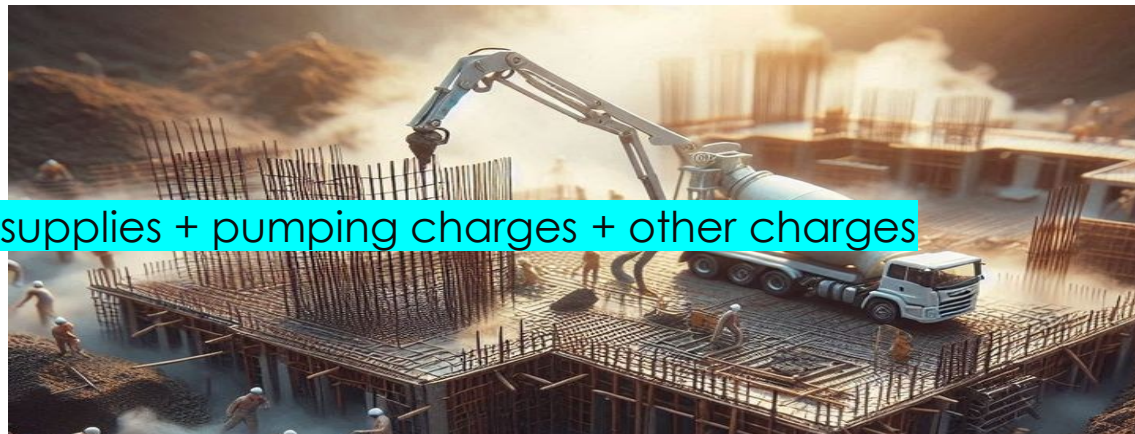


AGENDA

- Business Model
- FADI SAEED resume
- Organization chart
- BUSINESS DASHBOARD
- Fleet Structure
- Investment Allocation
- Profit & ROI
- Expansion Plan
- Closing Statement

BUSINESS MODEL

- The business model is designed to maximize return while minimizing risk.
- We operate as a concrete trading and supply platform, where revenue is generated through:
- Margin per cubic meter supplied
- Pumping service charges
- Logistics efficiency
- By avoiding high initial capital investment in batching plants, we focus on **asset utilization, fast cash cycles, and operational efficiency.**
- **This creates a business that starts generating income immediately and scales with demand.”**
 - Lean trading model
 - Load and supply
 - Own fleet delivery
 - Main revenue scope of Concrete supplies + pumping charges + other charges



FADI SAEED REFERENCE | RMC. Specialist

I bring over 19 years of hands-on leadership experience in the UAE ready-mix concrete industry.

Today, I'm presenting a business model built on one clear objective:

to generate consistent, scalable profit through efficient concrete trading and controlled operations.

This model is not theoretical — it is based on real market demand, existing relationships, and proven operational strategies.

Our focus is simple:

- Secure high-volume cash projects
- Control cost per cubic meter
- Maximize return on assets

We are not just supplying concrete — we are building a high-performance supply business.”

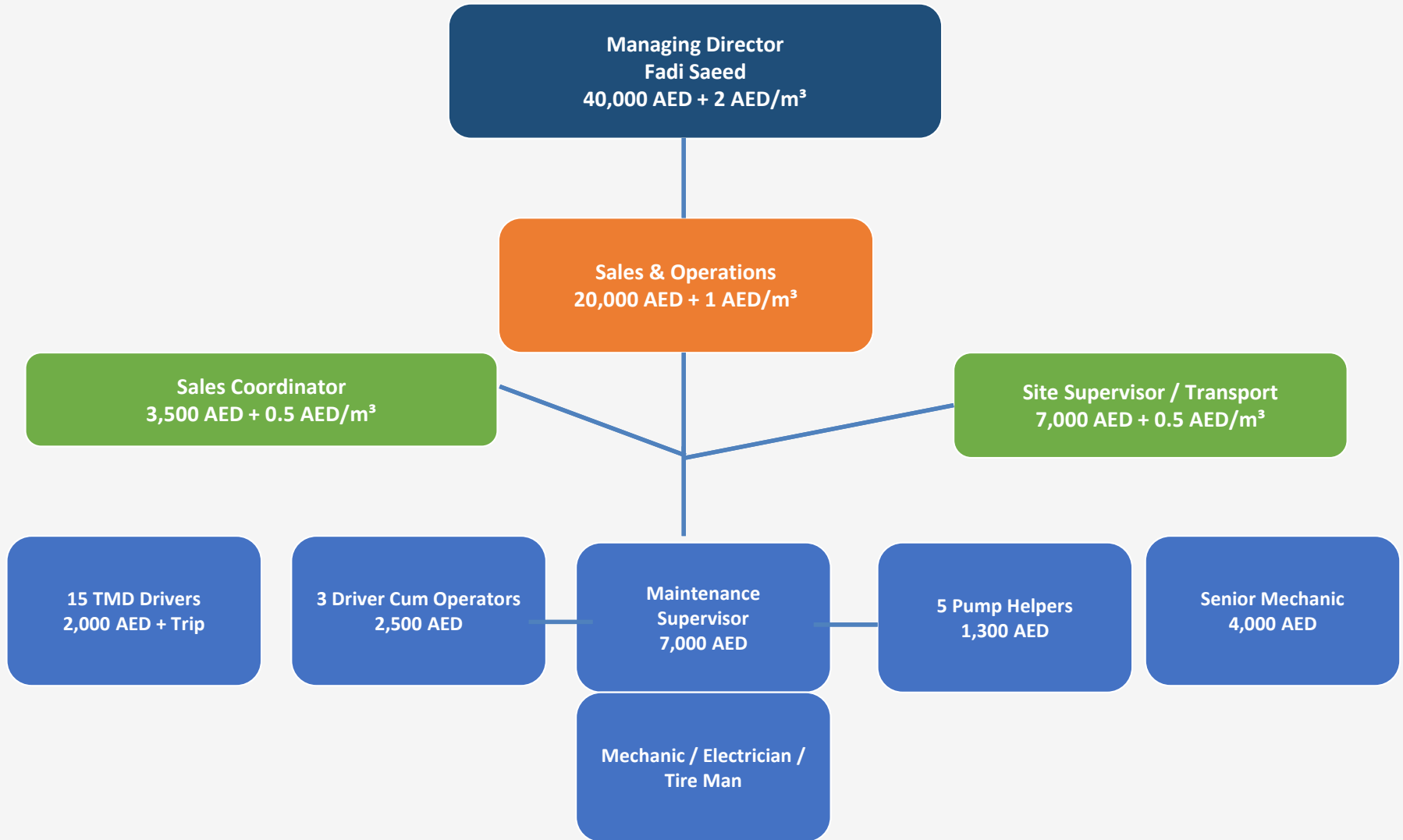
Fadi Saeed
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Our focus is simple
Secure high-volume cash projects.
Control cost/m3
Maximize return on assets

GRAY ROCK CONCRETE TRADING & SUPPLY

Organization Chart & Operational Manpower Structure



Total Workforce: 33 Employees | Monthly Capacity: 10,400 m³ | Estimated Margin: 43 AED/m³

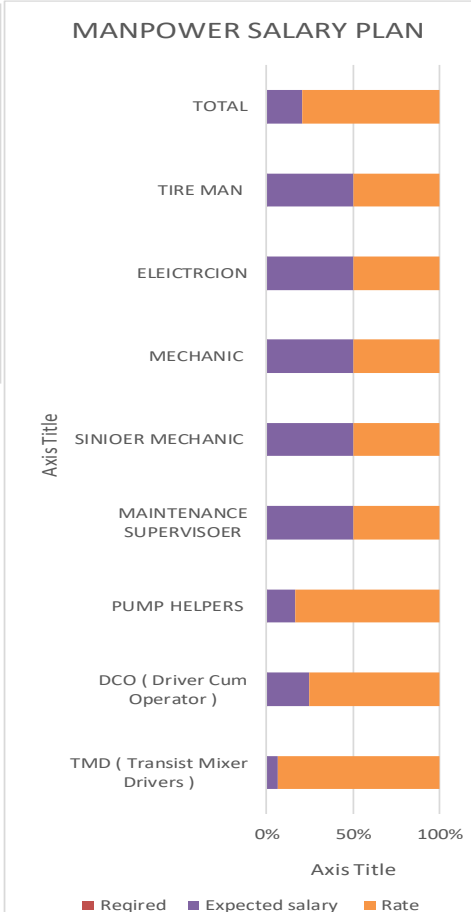
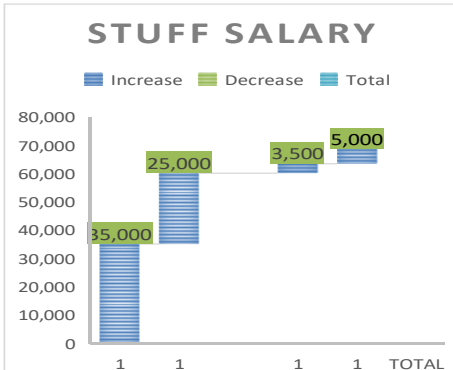
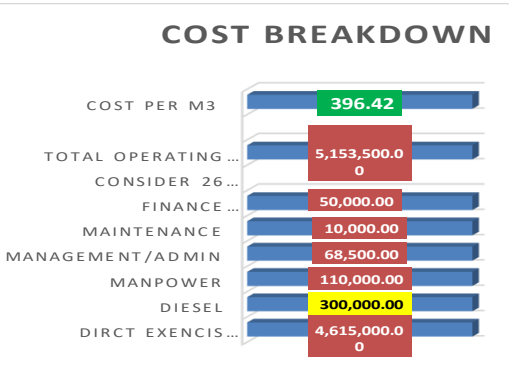
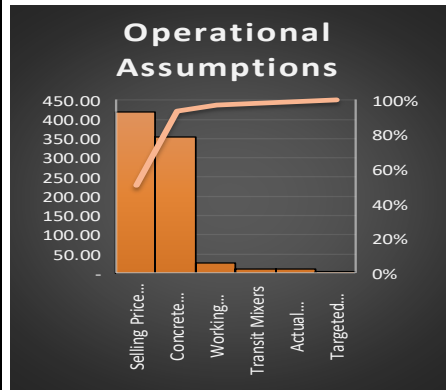
Gray Rock Concrete Trading & Supply - Investor Business Plan Dashboard

Operational Assumptions	QTY
Transit Mixers	10.00
Actual Loading Capacity (m³)	10.00
Targeted Trips per Day	5.00
Working Days per Month	26.00
Selling Price AED/m³ included pump charges	420.00
Concrete Purchase Cost AED/m³	355.00

Business KPI, Objectivis	SCORE
1st. yaer Monthly Production Volume (m³)	13,000.00
Total Cost per m³	396.50
Profit per m³	23.50
Monthly Net Profit	305,500.00
Profit Margin %	6%

Cost Breakdown	TOTAL
Dirct Exencis (CONCRETE PURCHASE)	4,615,000.00
Diesel	300,000.00
Manpower	110,000.00
Management/Admin	68,500.00
Maintenance	10,000.00
Finance Installment (Depreciation)	50,000.00

consider 26 working days	
Total Operating Cost	5,153,500.00
cost per m3	396.42



STUFF & MANPOWER PLAN			
Managments Orgnisations	Required	Salary	TOTAL
Managing Dirctor	1	35,000	35,000
Sales & Operations	1	25,000	25,000
Sales Coordinator	1	3,500	3,500
site supervisor /transportation Incharges	1	5,000	5,000
TOTAL			68,500

Manpower List	Reqired	Expected salary	Rate
TMD (Transist Mixer Drivers)	15	4,500	67500
DCO (Driver Cum Operator)	3	5,000	15000
PUMP HELPERS	5	2,000	10000
MAINTENANCE SUPERVISOER	1	7,000	7000
SINIOER MECHANIC	1	3,000	3000
MECHANIC	1	2,500	2500
ELEICTRCION	1	2,500	2500
TIRE MAN	1	2,500	2500
TOTAL	32	29,000.00	110,000

INVESTMENT ALLOCATION

Consider All Equipment's brand new

Investment Allocation

ASSET / FLEET/GENERAL EXPENSE	Qty	Unit Cost	Total Cost
Mixer trucks	10	300,000	3,000,000
Concrete Pump 56m	1	950,000	950,000
Concrete Pump 42m	1	800,000	800,000
General mobiliztion	1	100,000	100,000
3 Ton Service Pickup	1	120,000	120,000
Trade License / Setup	1	50,000	50,000
Visa Cost	24	7,000	168,000
Total Investment			5,188,000

CLARITY OF RELATED TO SLIDE 5

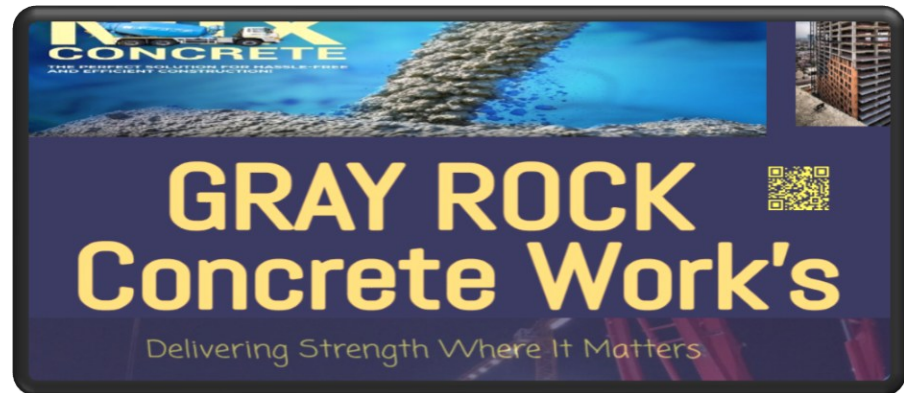
General mobilization

contents

ASSET / FLEET/GENERAL EXPENSE

- Mixer trucks
- Concrete Pump 56m
- Concrete Pump 42m
- **General mobilization**
- 3 Ton Service Pickup
- Trade License / Setup
- Visa Cost

Business establishments,
offices, hiring, and further
to any emergency cases



FLEET STRUCTURE

- Targeted 10 Mixer Trucks
 - ✓ Required Daily Avg trip 5 per truck
- Targeted 2 Concrete Pumps 56 Lth. 42 Lth size.
 - ✓ Daily productivity target is 150 m³/day, based on the concrete element status, and order qty. m³
- Mandatory Mobile Workshop 3 ton pickup.
 - ✓ Designed to serve and attend to any sudden breakdown during Operation's

MONTHLY PAYROLLS

STUFF & MANPOWER PLAN

Managements Organisations	Required	Salary	TOTAL
Managing Director	1	35,000	35,000
Sales & Operations	1	25,000	25,000
Sales Coordinator	1	3,500	3,500
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TOTAL			68,500

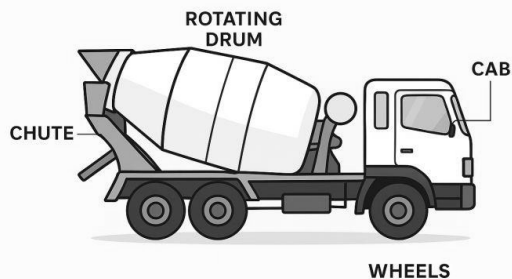
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PUMP HELPERS	5	2,000	10000
MAINTENANCE SUPERVISOR	1	7,000	7000
SENIOR MECHANIC	1	3,000	3000
MECHANIC	1	2,500	2500
ELECTRICIAN	1	2,500	2500
TIRE MAN	1	2,500	2500
TOTAL	32	29,000.00	110,000

FLEET REVENUE STATUSES

FLEET EFFCINCIES & REVENUE

FLEET	QTY	Efficinceis /trip's	TM /m3	Working. Days	Total volume /m3	ASP	TOTAL REVENUE
TM	10	5	11	26	14300	400	5720000

TRANSIT MIXER TRUCK





CLOSING STATEMENT

- Strong Cash Flow
- Low Risk Entry
- Scalable business concept towards growth
- Market Demand Expectations (Positive)
- Drive the business towards success,
building a solid structure through teamwork

Fadi Saeed

Managing Director.