



NEW VENTURES

07 · BUILDING ENVELOPE

Aluminium + Facades

Start as a qualified facade
integrator. Not a factory.

CONDITIONAL GO · ASSET-LIGHT
UAE

CONTROLLED VENTURE DECK · 2026



01 · WHAT THE BUSINESS DOES

One model. Four controlled steps.

**01 Sell**

Originate qualified facade and glazing packages.

02 Engineer

Control design coordination and approved systems.

03 Source

Use qualified fabrication and installation partners.

04 Deliver

Control QA, warranties, programme and collections.

02 · MARKET AND REVENUE POTENTIAL

A large market. The asset-light wedge is the disciplined entry.

AED 7.82B

Broad UAE facade TAM

INDUSTRY ESTIMATE · 2026

AED 1.63-2.63B

Curtain-wall SAM proxy

CALCULATED PUBLIC DATA

AED 40-70M

Years 3-5 SOM revenue target

MODELLED ASSUMPTION

PUBLICATION RULE

Modelled figures stay modelled. Missing market data stays unverified.

03 · EXECUTION MODEL

Where the group creates an edge.

- 01 **BBZoubi global sourcing**

- 02 **Group construction network**

- 03 **Design and procurement control**

- 04 **Partner fabrication and installation**



04 · COMMERCIAL MECHANICS

Money in. Revenue out.

AED 7.0M

Base opening capital

AED 68M

Modelled Year-5 revenue

AED 6.9MCash used by 60 extra
receivable days

REVENUE STREAMS

01 Facade packages**02 Glazing systems****03 Design and service**

05 · COST DRIVERS AND BOTTLENECKS

The operating model breaks here first.

COST DRIVERS

- 01 **Systems and materials**
- 02 **Partner fabrication and installation**
- 03 **Engineering and project payroll**
- 04 **Receivables and retention**

OPERATING BOTTLENECKS

- 01 **Approved systems**
- 02 **Warranty chain**
- 03 **Qualified pipeline**
- 04 **Cash cycle**

06 · RETURN PROFILE

The return is attractive because the model stays asset-light.

RISK LEVEL

HIGH

Downside

**-6.5%**

Base

**40.6%**

Upside

**69.0%**

MODELLED FIVE-YEAR IRR · INCLUDES 4x TERMINAL VALUE

07 · DECISION GATE

Launch only with approved systems, operator capability, an AED 20M+ qualified pipeline and cash-cycle controls.

REQUIRED BEFORE COMMITMENT

01

Approved systems and warranties

02

AED 20M+ qualified pipeline

03

Working-capital controls

CONDITIONAL GO · ASSET-LIGHT