



NEW VENTURES

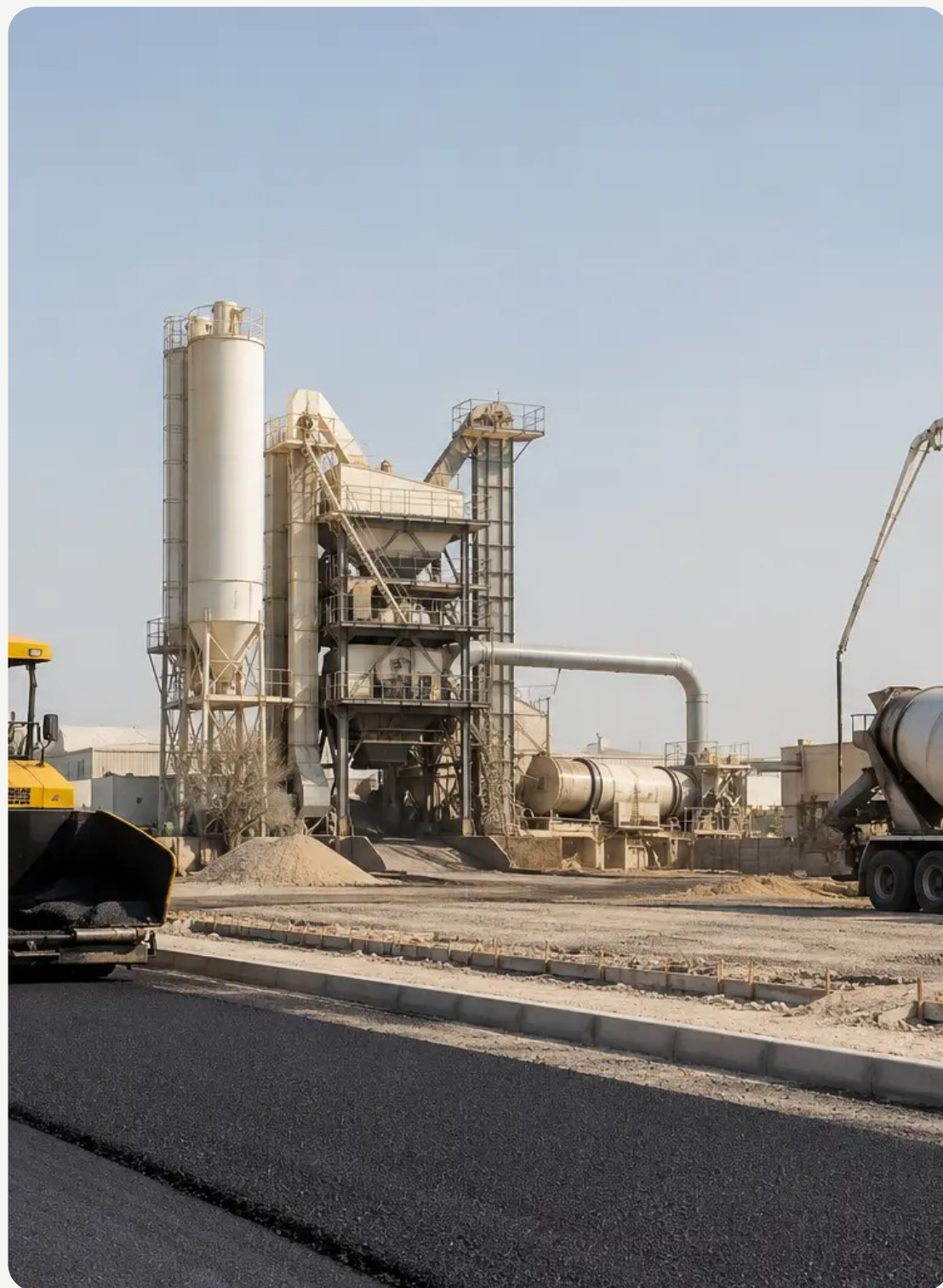


05 • CONSTRUCTION MATERIALS

Asphalt + Concrete

Two operating divisions. Two separate economic models.

CONDITIONAL GO • FEASIBILITY
UAE



01 · WHAT THE BUSINESS DOES

One model. Four controlled steps.

**01 Separate**

Keep asphalt and concrete as distinct divisions.

02 Quote

Confirm plant, fleet, site, utilities and materials.

03 Secure volume

Obtain executable customer offtake.

04 Reconcile

Approve one auditable model per division.

02 · MARKET AND REVENUE POTENTIAL

The operating case is defined. Market sizing is not locked.

25,000 t/mo

Asphalt working volume

MODELLED ASSUMPTION

AED 235/t

Asphalt selling price

MODELLED ASSUMPTION

NOT LOCKED

TAM / SAM / SOM

NO APPROVED MARKET FUNNEL

PUBLICATION RULE

Modelled figures stay modelled. Missing market data stays unverified.

03 · EXECUTION MODEL

Where the group creates an edge.

01 Asphalt Alpha operating knowledge

02 RAP and road-material expertise

03 UAE concrete proposal

04 BBZoubi equipment sourcing



04 · COMMERCIAL MECHANICS

Money in. Revenue out.

~AED 47M

Asphalt benchmark CAPEX

AED 5.188M

Concrete draft investment

AED 70.5M

Modelled annual asphalt sales

REVENUE STREAMS

01 Asphalt supply

02 Supply and lay

03 Concrete delivery and
pumping

05 · COST DRIVERS AND BOTTLENECKS

The operating model breaks here first.

COST DRIVERS

- 01 **Plant, land and utilities**
- 02 **Bitumen and aggregates**
- 03 **Fleet and maintenance**
- 04 **Working capital**

OPERATING BOTTLENECKS

- 01 **Concrete arithmetic**
- 02 **Plant and fleet quotes**
- 03 **Land and utilities**
- 04 **Executable offtake**

06 · RETURN PROFILE

No combined return is approved.

**NOT
MODELLED**

NOT MODELLED · CONCRETE PRICE, MARGIN AND STAFFING REMAIN
CONFLICTED

RISK LEVEL

HIGH

THE NEXT CAPITAL STEP

**Plant and fleet
quotations**

Customer offtake

**One reconciled model
per division**

07 · DECISION GATE

No capital approval until quotations, land, utilities, materials, offtake and concrete arithmetic reconcile.

REQUIRED BEFORE COMMITMENT

01	02	03
Plant and fleet quotations	Customer offtake	One reconciled model per division

CONDITIONAL GO · FEASIBILITY