



NEW VENTURES

01 · LOGISTICS REAL ESTATE

B2B Warehousing

Four warehouse formats. Four
separate underwriting cases.

CONDITIONAL GO
UAE

CONTROLLED VENTURE DECK · 2026



01 · WHAT THE BUSINESS DOES

One model. Four controlled steps.

**01 Choose format**

Dry, industrial, cold and medical stay separate.

02 Secure demand

Confirm tenant or anchor demand before commitment.

03 Verify site

Price power, access, installed cost and regulation.

04 Operate

Use a licensed operator where required.

02 · MARKET AND REVENUE POTENTIAL

There is demand. There is no honest blended market funnel.

USD 1.83B

UAE cold-chain market

INDUSTRY ESTIMATE · 2026

AED 6.99B

Broad healthcare 3PL ceiling

INDUSTRY ESTIMATE · 2025

NOT VERIFIED

Dedicated medical-storage TAM / SAM / SOM

PUBLIC DATA NOT AVAILABLE

PUBLICATION RULE

Modelled figures stay modelled. Missing market data stays unverified.

03 · EXECUTION MODEL

Where the group creates an edge.

- 01 **Imperial Alfa property sourcing**
- 02 **BBZoubi structures and insulated systems**
- 03 **Shared campus infrastructure**
- 04 **Separate licensed medical operation**



04 · COMMERCIAL MECHANICS

Money in. Revenue out.

AED 46-73M

Industrial planning capital

AED 4.5-7.5M

Industrial stabilised annual rent

**QUOTE
REQUIRED**

Cold and medical installed cost

REVENUE STREAMS

01 Industrial lease income**02 Cold-storage contracts****03 Licensed medical storage**

05 · COST DRIVERS AND BOTTLENECKS

The operating model breaks here first.

COST DRIVERS

- 01 **Land or acquisition basis**
- 02 **Power and refrigeration**
- 03 **Specialist staffing and licences**
- 04 **Maintenance and backup systems**

OPERATING BOTTLENECKS

- 01 **Tenant demand**
- 02 **Installed power**
- 03 **Medical operator route**
- 04 **Format-specific CAPEX**

06 · RETURN PROFILE

Only the industrial return is locked.

RISK LEVEL

**MEDIUM · MEDICAL
MODULE HIGH**

Lower

**12%**

Midpoint

**13.5%**

Upper

**15%**

MODELLED FIVE-YEAR EQUITY IRR · INDUSTRIAL CASE ONLY

07 · DECISION GATE

Advance only when tenant demand, site power, entry yield, installed cost and the regulatory route are confirmed.

REQUIRED BEFORE COMMITMENT

01

Secure tenant or anchor demand

02

Quote complete installed cost

03

Confirm medical licence and operator

CONDITIONAL GO