

# DOLMEN

development



## France Project 2021





## **TABLE OF CONTENT**

- ❖ **CEO Message**
- ❖ **About Val Dóise (95) – France**
- ❖ **Development of Residential Project**
- ❖ **Dolmen Development UK**

## CEO MESSAGE

**Dolmen Development UK** is a private limited company **established in the United Kingdom**. The company is specialized in development, contracting, services and trading in the real estate and Healthcare industry , our Team have been involved in challenging healthcare projects worldwide for the past 25 years

**Dolmen Development UK** offers full development working on Commercial ,Residential ,Healthcare , mixed use projects and renovation. They also offer services of branding, marketing, facility management and design. On top of that they have built strong relationships with brands which allows them to provide solutions for end users to build a core team that can manage , execute and Operate.

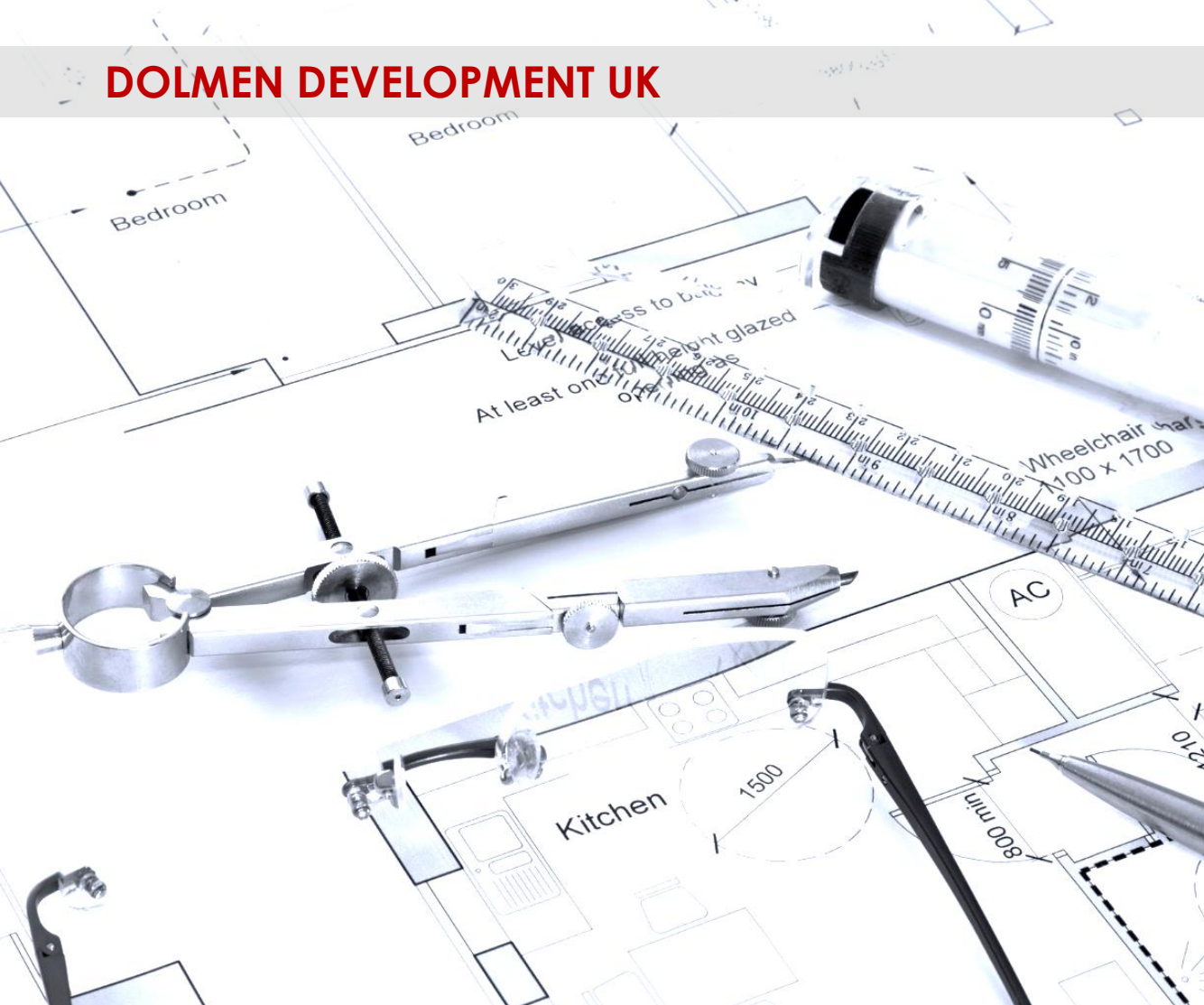
**Dolmen Development UK** services and will be the base of future projects. Later on, based on each project the team can be expanded to reach the target of each project. The competitive advantage of DOLMEN will lie in its ability to leverage on its strong experience in The **Mena region** and **West Africa** and in conducting the right marketing and sales strategy to build relationships with UK customers.

**Dolmen Development UK** has been excelling in the domain of **development \ contracting Renovation \ supplying materials \and services**. With extensive attention to details, we have prided ourselves in being leaders in applying avant-guard methods of construction while using the newest products and construction materials.

**Dolmen Development UK** 's new vision in the Mena Region and West Africa in expanding to trade of **Construction material** and **Healthcare activities** comes from a strong belief that any project, no matter how big or small, needs to be catered to from A or to Z. our company recently-acquired lines of trade include finishing material, such as paint, walls and floor coverings, facade engineering , FF&E and Hotel Furniture ,and lines of trade Healthcare & Medical Design ,Procurement and Medical Equipment Planning related to **COVID-19 Activities** such as Temporary filed hospitals and Pulmonary rehabilitation Module, with specific know-how and experience in the COVID-19 Pandemic Emergency, We have been supporting Governments and major International Institutions.

*Mohamad Ayash*

## DOLMEN DEVELOPMENT UK



**Dolmen Development UK** is well acquainted with the demands of today's fast-paced contracting field and thus we offer the finest products and services, in conjunction with a complete adherence to the program of works that we impose.

**Dolmen Development UK** puts forward undeniable enhancements to projects through our exceptional Design and Engineering team in addition to effective performance and leadership skills of the Management and Contracting teams.

The Manufacturing sector is equipped with multiple production line machines that allow the successful accomplishment of a multitude of specialized trades to suit specific requirements for each project.

**Dolmen Development UK** will operate mainly in the following business units:

- Trading of construction materials and FF&EE
- Health Care Inception \Protocol Assessment\ICT Systems
- Real Estate & Assets management
- Engineering and Project Management services
- Facilities and Property Management

## OUR TEAM

Dolmen Development Ltd UK benefits from a highly experienced team of dedicated staff with a broad mix of international real estate, engineering, architecture, Project and Construction Management, finance and banking expertise.



**Carlo Cattero**

**President**

Italian nationality, studied Architecture in Turin Politcnico, he now splits his life between London, Turin and the Middle East.

In this area he spent his last 15 years.

He started as Head of Design of an Engineering firm in Abu Dhabi, then became Project Director of some mega projects between Iraq and KSA and lately Deputy Branch manager in Riyadh of one of the top 100 Engineering firm.

He now works as a trusted advisory partner to develop and manage big projects internationally and specifically in the Middle East area.

Carlo Joined Dolmen Development as President in 2018.



**Michele Ayash**

**Founder & CEO**

Michele Ayash started Dolmen for Contracting & Construction management. After graduating with a Mathematics degree, he earned his Architecture degree from the Lebanese University.

Today, the ensemble of the 13 firms forming Dolmen Development thrives to be “the leader in creating new architectural and engineering designs, in developing innovative projects; and in providing related exceptional products and services in Lebanon and beyond”.

His vision is to mark Dolmen's presence internationally; serving the most eminent corporate names and meeting the most challenging design criteria.



**Prof. Ali Mesmar**

**Senior Vice President**

Ali Mosmar. Lebanese Italian Professor at Lebanese University Department Interior Architecture Head department Master scenography.

Vice President Chamber of Commerce for Mediterranean Country.

He has a deep knowledge and experience in interior Design and scenography projects.  
General secretary of Lebanese Federation, Canoing and Kayak.

President of association Kon Jadir ONG

## OUR TEAM

The senior management in Dolmen Development Team has over 25 years of experience. Our highly experienced team allows us to secure the best projects and execute construction at the highest quality standards and on time.



**Eng. Ali Salman**  
**COO**

French nationality, Civil engineer graduated from the High Studies in Construction in Paris. After 20 years of experience in the field of construction engineering this profession of builders continues to fascinate him.

Ali Salman has extensive experience in the study of reinforced concrete structures.

Thanks to his long career in engineering consultancy and particularly on the structural level, he led designs and studies of major projects in France, such as the rehabilitation of Radio France in Paris, Canon Tower in Paris, Hotel Holiday Inn at Charles De Gaulle Airport



**Diana Ayash**  
**Deputy CEO**

From devising project time plans to managing project budgets, employee compensation and financial statement preparation, Diana Ayash has spent the past 11 years in the field of construction and contracting, eventually rising in the hierarchy to become an indispensable member of the Office of the President of Dolmen Development.

Diana is not only pivotal for coordination and ensuring smooth operational workflows across Dolmen and other Holding members, she also acts as the Budget Controller at Dolmen, ensuring close monitoring of the company's financial aspects.



**Paolo Cattero**  
**CFO**

Italian nationality, studied Political Sciences in Turin, he now lives London.

He spent his first part of his career working in developing financial recovery strategies for the Public Sector in Italy. He then moved to the private sector founding a group of companies working in the motor sport field, real estate, construction business and design managing all financial and banking aspects of the group.

He joined Dolmen in 2019 to work on the creation of Dolmen Development LTD in UK as Chief Financial Officer.

## OUR TEAM

Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results.



**Hannes Triebnik**

**Business Development Manager**

Austrian citizen, grown up in the south of Austria. Studied at the University of Graz and graduated in Masters of Science as an Architect. Multiple employments in various architectural offices and graphic design companies. Independently worked in the field of web design and graphic design. In 2004 he was brought to the company Input Project Development, As he worked as a project developer, designer and project manager. In 2017 he has been successful as CEO of Input.

With his team of designers, he has realized more than 150 projects in more than 30 countries and combines the local conditions with the latest technical achievements and creates individual, demanding leisure destinations.



**Adnan Abou Ghazaleh**

**Strategic Planning Director**

American Nationality, studied Business management and finance in Lebanese American University, Adnan comes from a finance background in the Middle East Stock Markets with more than 15 years covering the listed companies in the real estate market, he's currently handling the communication between The Company team and the clients.

In addition Adnan is the one responsible for initiating new projects, conducting the necessary research and coordinating with the engineers in order to deliver accurate and precise information for the clients. He joined Dolmen in 2009 to structured the necessary platform for international expansion and cover the African and Scandinavian markets



**James Anthony Platania**

**Legal Advisor**

British nationality, lawyer registered in London, he lives in London, but with a strong experience in Italy and the Middle East. He knows very well Middle East since he was former Legal Affairs Director for a Middle East Real Estate company in their Head Quarter in London.

James has a strong background in the following fields: Construction, Energy and natural resources, Financial services, Mergers and acquisitions, Venture Capital and Start Up

He is part of Dolmen strategic advisory board for all legal matters since 2018



**ABOUT Val Dóise (95) –  
France**



## About France (Economy)

The economy of France is highly developed and free-market-oriented. It is the world's seventh-largest economy by 2020 nominal figures and the tenth-largest economy by PPP. As of September 30, 2020, it is the 3rd largest economy of Europe, after the economy of Germany and the United Kingdom.

France has a diversified economy, that is dominated by the service sector (which represented in 2017 78.8% of its GDP), whilst the industrial sector accounted for 19.5% of its GDP and the primary sector accounted for the remaining 1.7%. France was in 2020 the largest Foreign Direct Investment recipient in Europe, Europe's second largest spender in Research and development, ranked among the 10 most innovative countries in the world by the 2020 Bloomberg Innovation Index, as well as the 15th most competitive nation globally, according to the 2019 Global Competitiveness Report (up 2 notches compared to 2018). The fifth-largest trading nation in the world (and second in Europe after Germany), France is also the most visited destination in the world, as well the European Union's leading agricultural power.

According to the IMF, in 2020, France was the world's 20th country by GDP per capita with \$39,257 per inhabitant. In 2019, France was listed on the United Nations's Human Development Index with a value of 0.901 (indicating very high human development) and 23rd on the Corruption Perceptions Index in 2019.



## About France (Construction Sector)

Despite the effects of the global finance crisis of the early aughts, innovation has not halted in France. The country's construction sector finally recovered in 2017, registering a growth of 2.6% after a period of sustained struggle that hit in 2008, recovering in no small part due to a reinvigorated confidence from both investors and consumers, as well as governmental investments into transport infrastructure.

France's construction industry is projected to continue experiencing positive growth until 2022, getting investments in energy, transport infrastructure, commercial as well as industrial projects. More investments and more consumers mean more construction. The country will be investing around 375 billion Euro into construction in the near future. The housing market will most likely remain in the lead, reaching a 40.3% share of the construction industry's total value in 2022. The loan interest rate on housing is set to remain low due to the government's efforts to provide affordable housing (40,000 units per year as of 2020) under the Housing First plan.

But it's not just housing that will contribute to the industry's growth. Not one to be left behind by flashier companies like Tesla, French automotive behemoth Renault SA will invest 1 billion Euro into local plants for the production of electric vehicles. Japan's Toyota is planning to invest 300 million Euro into refurbishing and expanding their French manufacturing operations close to the Belgian border.

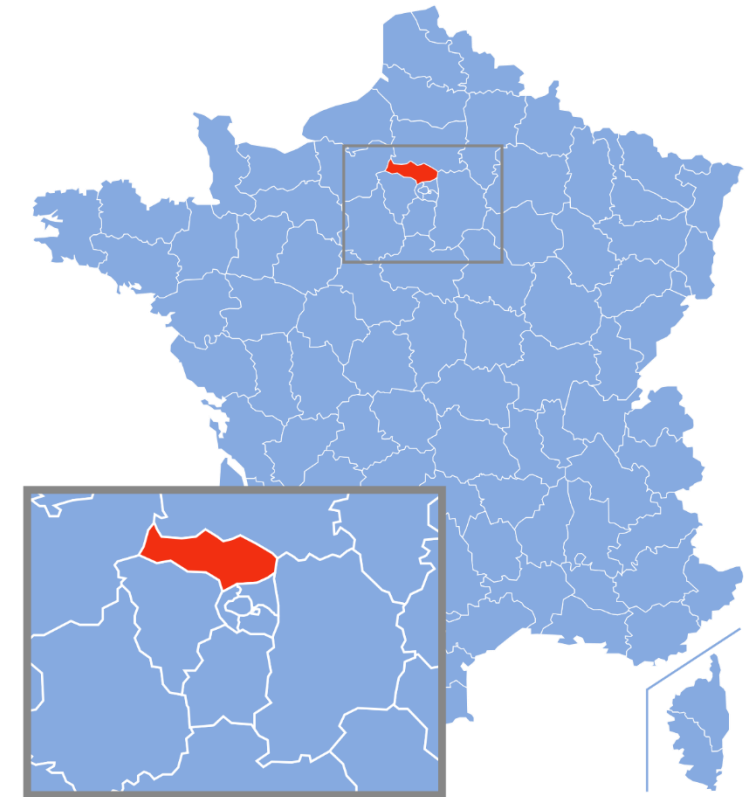


## About Val D'oise – France (Geography)

**Val D'oise 95** is a French department belonging to the Île-de-France region , created in 1968 following the dismemberment of the Seine-et -Oise . It constitutes the northern part of the Parisian agglomeration . It is one of the departments of the greater crown of the Paris basin . It is characterized by its contrasting territory regrouping, in particular in its two regional natural parks, a certain tourist and natural heritage on the one hand and, on the other hand, highly urbanized areas, the first airport in continental Europe ( Paris Charles-de-Gaulle ), dynamic centers of economic activity with national influence and international (including nine competitiveness clusters ). It takes its name from the Oise , a major tributary of the Seine which crosses it after having taken its source in Belgium and traversed the north-east of France . The city of Pontoise is the capital of the department. INSEE and La Poste give it the code 95.

It borders the departments of Oise to the north, Seine-et-Marne to the east, Seine-Saint-Denis , Hauts-de-Seine , Yvelines to the south and Eure to the Where is.

The east is formed by most of the plain of France . This essentially rural territory presents a particularly contrasting aspect, seeing the great cereal cultivation and villages in the north coexist with a fairly unspoiled landscape, disadvantaged popular cities to the south, and Paris-Charles-de-Gaulle airport , including the he footprint also extends over the departments of Seine-et-Marne and Seine-Saint-Denis . The south of Val-d'Oise is made up of the Montmorency valley and part of the Seine valley . The center and the south-east of the department are very urbanized and are assimilated to the Parisian agglomeration. The west, made up of part of the French Vexin , has remained largely rural. The department also has 21,300 hectares of woods and forests, or 21% of its territory, the main ones being the forests of Montmorency , L'Isle-Adam and Carnelle 3 .



## About Val D'oise – France (Transportation)

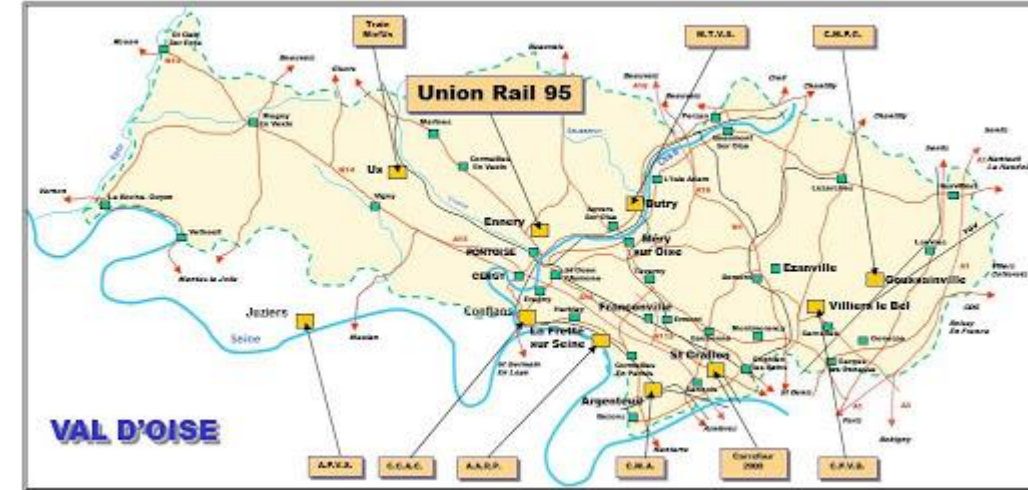
The department has a good communication network, made up of several railway lines , important road links, the presence of a river (the Seine) and a river (the Oise), as well as the first French international airport.

The road network is made up of two major radial axes: the A1 to the east and the A15 to the west. The first serves the airport of Paris-Charles-de-Gaulle , the second the valley of Montmorency and the agglomeration of Cergy-Pontoise; it continues in the direction of Rouen by the national road 14 , converted into an expressway in the department. The national roads 1 , 16 and 17 constitute important axes in this plain of France. All of them are linked by the Francilienne , a regional bypass expressway located about thirty kilometers from the center of Paris.

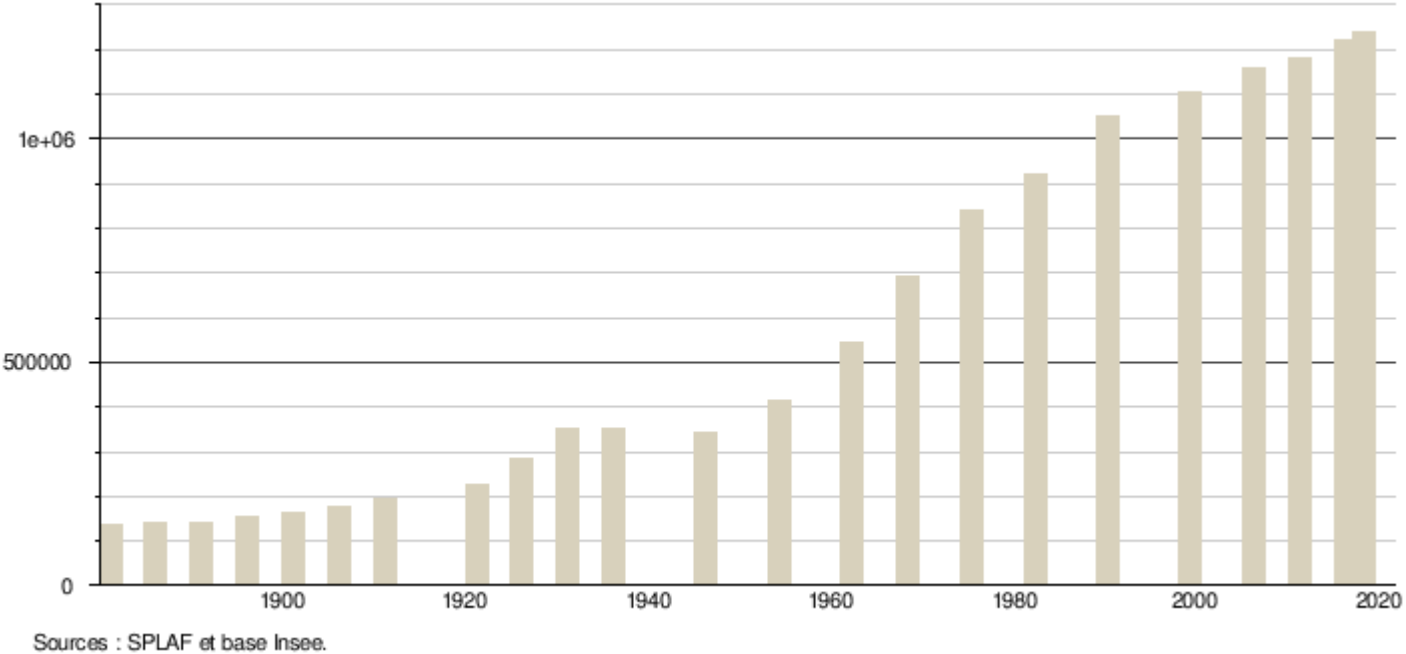
The railways provide good distribution with Paris, but with the exception of the Pontoise-Creil connection via the Oise valley, the network lacks radial axes. The major departmental relationship Cergy-Pontoise - Roissy-CDG requires a change in Paris and proves little competitive with the automobile, even if the connection by express coach 95-18 now directly connects the center of Cergy-Pontoise to the terminals of the Roissy-CDG airport 5 .

The Val d'Oise has the Paris Roissy Charles-de-Gaulle international airport (CDG), the leading airport in continental Europe for the number of passengers received, as well as the business airports of Paris Le Bourget (LBG), Europe's leading business airport for passenger traffic, and Pontoise-Cormeilles (POX), which serves the Cergy-Pontoise conurbation .

River traffic is developing on the Seine and the Oise, opening the department to the ports of Rouen and Le Havre (via the Seine) and Northern Europe (via the Oise). A new river port accommodating container traffic is being developed to the north of the Val d'Oise territory, in Bruyères-sur-Oise.



# About Val Dóise – France (Demography)



The inhabitants of Val-d'Oise are the Val-d'Oisiens . In 2018, the department had 1,238,581 inhabitants, an increase of 3.67% compared to 2013 ( France excluding Mayotte : + 2.36%).

## About Val D'oise – France (Economy)

**Val d'Oise** has a double face: on the one hand, an urbanized area over its entire southern fringe, from the Argenteuil - Bezons sector , to the municipalities in the south-east ( Sarcelles , Gonesse , Garges-lès- Gonesse ), considered to be one of the poorest sectors in France with a very high crime rate and on the other hand, very large rural areas maintained in agricultural production zones: mixed farming and breeding in the French Vexin (covered by a Regional Nature Park ), large-scale agriculture with high added value in the Plaine de France .

On its territory is the Paris-Charles-de-Gaulle airport , with an integrated TGV station , allowing connections to the main French and European metropolises.

The economic fabric of the department is made up of a large majority of SMEs - SMI's . These are oriented, in particular, towards a whole series of technological activity sectors: mechanical manufacturing and industrial equipment, digital and electronic activities, high added value manufacturing... Val-d'Oise is thus at the top of the list. French rank in the robot production sector .

The agglomeration of Cergy-Pontoise, the industrial basin of Argenteuil-Bezons (known as Les rives de Seine ), and the area of Roissy-en-France (near the airport) host the sites of large companies and transnational companies: 3M , Air Liquide , SPIE , BP , SC Johnson , Dassault , Sagem , Peugeot , Thales , Thomson , Huawei , Brother , Mori Seiki , Air France Industries , Fujitsu Siemens , Sharp , Akai , Konica , Opel , Rover , Yamaha , ACNielsen (en) , Sony Mobile , Kubota , Delphi , Hispano Suiza , Pioneer ... More than 800 companies with mainly foreign capital are located in the department, including nearly 150 companies in the North. American companies, 130 British companies, 110 German companies, 67 Japanese companies (among the 368 Japanese companies established in France), and 6 Chinese companies (including the European headquarters of the Huawei and Broad companies).



# RESIDENTIAL PROJECT





# Project Brief

**Dolmen Development UK** provides projects that depend on the horizontal real estate development, in order to provide and cover the growing housing needs, through the establishment of new urban communities with good housing environments that provide personal and public spaces for its residents. It also seeks to create new employment opportunities in these communities at the construction and service levels.

The project under study is based on a 1,200 sqm land in Val Doise 95 in France. Below are the details

<b>Development Cost</b>			
	<i>Area</i>	<i>Dev Cost per sqm</i>	<i>Dev. Cost</i>
Floor 1 Parking	500	800 euros	400,000.00
Ground Floor	500	900 euros	450,000.00
1st Floor	300	1,500 euros	450,000.00
2nd Floor	300	1,500 euros	450,000.00
3rd Floor	300	1,500 euros	450,000.00
4th Floor	300	1,500 euros	450,000.00
5th Floor	300	1,500 euros	450,000.00
<b>Total</b>	<b>2500</b>		<b>3,100,000.00</b>

<b>Land Details</b>	
Land Size	1,200 sqm
Price per Sqm	500 euros
<b>Total Land Price</b>	<b>600,000 euros</b>

# Project Brief

## Sales Assumptions

According to our market study, and after a thorough research of the region, we have considered the sales price to be 4,100 euro per squared meter on the first floor, and the price would increase by 100 euros each additional floor. We believe this to be a conservative scenario for the development of the project.

### Sales Assumptions

	<i>Area</i>	<i>Sales Price per sqm</i>	<i>Sales Price</i>
1st Floor	280	4,100 euros	1,148,000.00
2nd Floor	280	4,200 euros	1,176,000.00
3rd Floor	280	4,300 euros	1,204,000.00
4th Floor	280	4,400 euros	1,232,000.00
5th Floor	280	4,500 euros	1,260,000.00
<b>Total</b>	<b>1400</b>		<b>6,020,000.00</b>

# Project Brief

## Other Assumptions

In this project, we have taken other assumptions for the success of the project. We believe that further in the project we need to add other expenses that are abiding by the construction and sales rules in the country. According to our financial models, we have assumed additional costs of:

1. Sales and Marketing expenses. The norm in France is to have 5% of sales value as marketing and sales cost. This will add to be around **300,000 euros**
2. Another assumption will be regarding the financing cost. We have taken a 10% interest rate on the land and development cost to be financing cost. This figure will be adjusted once financial institutions are discussed with this project. For now we will consider a financing cost of **370,000 euro**
3. Moreover, IS Tax will be applied on the profits of the project. A 25% tax will be paid after the project is fully sold. The expected tax is **412,250 euros**.

## Profitability

After taking all the above into consideration, we believe the project will have a NET PROFIT of **1,250,000 euros**.

Taking different scenarios into consideration, if we receive 50% financing of the land and development (1,850,000 euros out of 3,700,000 euros) **the ROI would be around 67% over a period of 2 years.**

# Project Brief

## Perspectives and Layouts



# Project Brief

## Perspectives and Layouts



# Project Brief

## Perspectives and Layouts



### Introduction

Durability, aesthetic appeal, and  
rarity.

These are the characteristics of Ivory.

Just like luxurious jewels are carved  
from tusks, Ivory is carved on the  
historical streets of Beirut, ever so  
precious.

This is the creation of purity and  
unparalleled beauty.

This is the newest ornament on  
Beirut's neck.

This is Ivory.



# Project Brief

## Perspectives and Layouts



# Project Brief

## Perspectives and Layouts



### Living Ivory

Connect with the city you love.

Connect with its entourage and buzz while enjoying the luxury of Ivory.

Luxurious interiors, pools and terraces, unobstructed views of the horizon and Beirut skyline; what more could define a fancy lifestyle?

Invest in Ivory and live Ivory.





# Project Brief

## Perspectives and Layouts



## General Specifications

### Elevations:

- Building design is in full compliance with the approved façades by Solidere.
- Stone-clad elevations with decorative cornices.
- Aluminum: TECHNAL double glazed sliding doors and windows or equivalent.
- Frameless glass balustrades for balconies and terraces.

### Building Entrance:

- Floors and walls: A combination of high quality marble or granite floors, paint and wood cladding.
- Ceilings: Gypsum board false ceilings with indirect lighting.

### Apartments:

- Floors: 1 st choice 100\*100 cm composite marble or equivalent
- Ceilings: Gypsum board false ceilings for lobbies and corridors
- Walls: Water-based paint.
- Doors: Natural oak wood doors
- Bathrooms: European sanitary fixtures.
- Ceramics: 1 st choice European ceramic tiles.
- VRV air conditioning system, Toshiba or equivalent.
- Wiring devices: VIMAR (Made in Spain), LeGrand (Made in France) or equivalent.

# Project Brief

## Perspectives and Layouts



### Basements:

- Floors: High-performance anti-slip epoxy paint
- Water softener system.
- Fire hose reel cabinets.
- Dedicated car parking spaces for residents and visitors.
- Ventilated basements.

### Services:

- High quality, luxurious cabin elevator.
- One 450 kVA backup generator by Perkins or equivalent.
- Auto-control parking gate, ELVOX (Made in Italy) or equivalent.
- Central satellite and TV outlet ports, ALCAD (Made in Spain) or equivalent.
- CCTV camera at the main entrances, Micro Digital or equivalent.
- Lighting protection, Schintec (Made in Austria) or equivalent.
- Earthing systems, FURSE (Made in UK) or equivalent.
- Hot water storage tank for each residential unit with one coil (electrical, chauffage).

# Project Brief

## Perspectives and Layouts



THE TOUCH OF MODERN ART



# Project Brief

## Perspectives and Layouts



# Project Brief

## Perspectives and Layouts



### Interior

With a total of 19 residential units divided into one, two or three bedroom apartments, each apartment will be tailored to the needs and requirements of the residents. With beautiful 1x1 meter floor tiles, fine natural wood doors and fully equipped bathrooms, Ivory is truly a place you can call home.



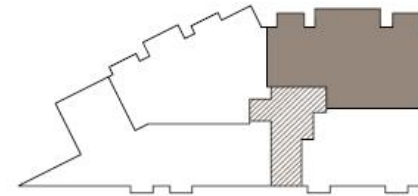
# Project Brief

## Perspectives and Layouts

Typical Floors 1 - 2 - 3  
Typical Apartments C1 - C2 - C3



Apartment: 113.5 Sq.M.  
One parking  
Storage area



# Project Brief

## Perspectives and Layouts

Typical Floors 1 - 2 - 3  
Typical Apartments D1 - D2 - D3



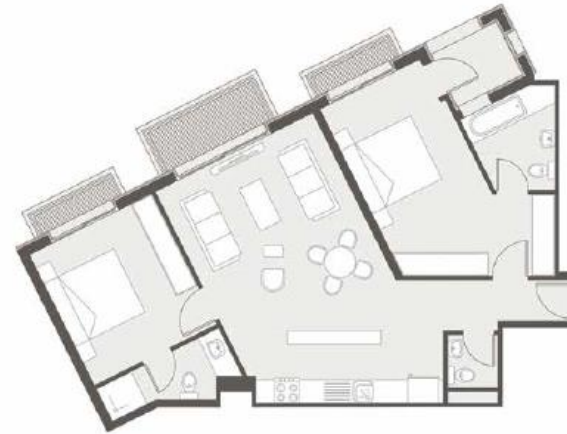
Apartment: 82 Sq.M.  
One parking  
Storage area



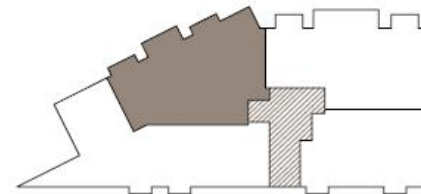
# Project Brief

## Perspectives and Layouts

Typical Floors 1 - 2 - 3  
Typical Apartments B1 - B2 - B3



Apartment: 111.5 Sq.M.  
One parking  
Storage area

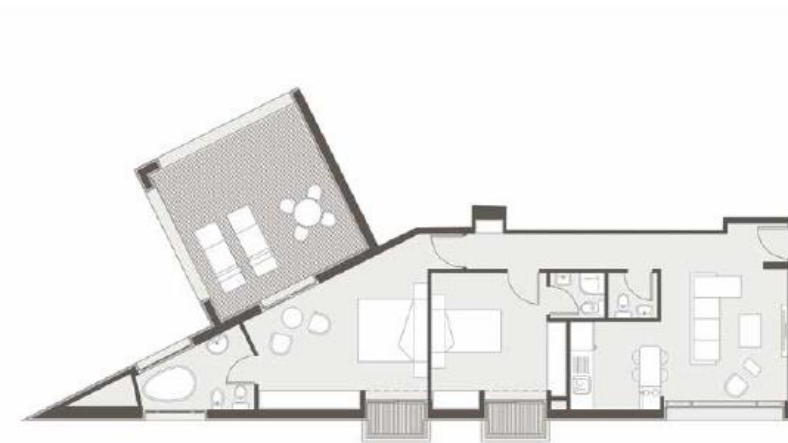




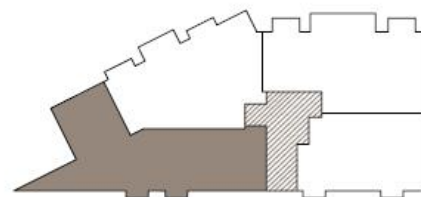
# Project Brief

## Perspectives and Layouts

Typical Floors 1 - 2 - 3  
Typical Apartments A1 - A2 - A3



Apartment 124.5 Sq.M.  
One parking  
Storage area



# Project Brief

## Perspectives and Layouts

Typical Floors 1 - 2 - 3  
Option 2: Typical Apartments D1 - D2 - D3



Apartment 82 Sq.M.  
One parking  
Storage Area



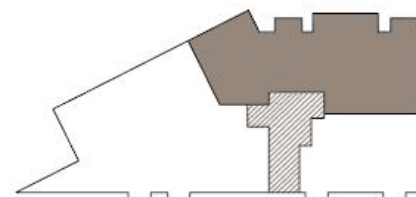
# Project Brief

## Perspectives and Layouts

Floor 4  
Apartment B4



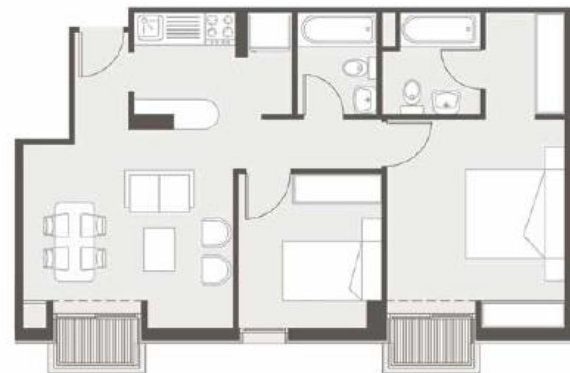
Apartment: 154 Sq.M.  
One parking  
Storage area



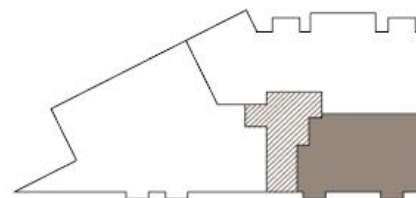
# Project Brief

## Perspectives and Layouts

Typical Floors 4 - 5  
Typical Apartments C4 - C5



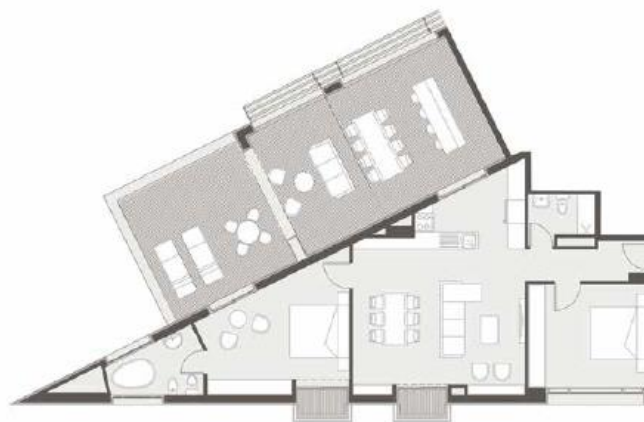
Apartment: 82 Sq.M.  
One parking  
Storage area



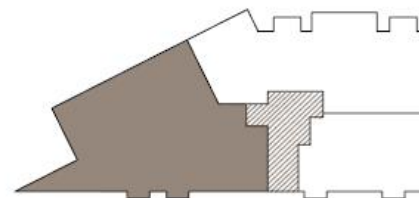
# Project Brief

## Perspectives and Layouts

Floor 4  
Apartment A4



Apartment 187.5 Sq.M.  
One parking  
Storage area



# Project Brief

## Perspectives and Layouts

Floor 6  
Apartment A6



Apartment: 376 Sq.M.  
Two parkings  
Storage area



**DOLMEN DEVELOPMENT UK**



## MISSION ,VISION AND CORE VALUE

For over a decade, **Dolmen Development UK** have been excelling in the domain of engineering, project management, construction and contracting. With extensive attention to details, we have prided ourselves in being leaders in applying avant-guard methods of construction while using the newest products and material Solutions.



**Dolmen Development UK Vision:** in expanding its services related to Development, our core role will be to bridge the gap between the GCC and Wets Africa countries and Europe (in particular UK) in the field of design and construction projects, leveraging the international expertise and network of connections. DOLMEN UK would also like to become an international hub for GCC and West Africa clients who are willing to operate in UK and in Europe in general and for UK and European companies which are interested in approaching and tackling the GCC market. Therefore, DOLMEN UK will offer them the full support with their offices in London, Turin, Beirut, Cotonou and Kuwait and the local expertise in supplying and execution in both European and other markets.



**Dolmen Development UK Mission:** To achieve our goal by providing distinguished Development services in the global markets by constant Innovation in Technology Methods, Illuminating the surroundings by sharing our knowledge and adopting an Integral approach towards work thus creating a congenial and a nurturing environment that will enable us to increase our revenues consequently increasing the assets for all our stakeholders. Partnering with various clients help in bringing fresh ideas into the firm ensuring our youth in innovation, thus improving our quality standards accompanied with growth in the business productivity and Being a trustworthy and fair business partner , and Maintaining and upgrading the quality of work and motivating people to constantly deliver work to client's satisfaction.



## MISSION ,VISION AND CORE VALUE

**Dolmen Development UK** originally has started operations 30 years ago as contractor and it's still operating in the following sectors:

1. Trading Building Material
2. Contracting & Construction Management
3. Facility Management

**Dolmen Development UK** was founded to take advantage of the long and intensive international experience made by its Italian founders in the **creative services related to constructions, engineering and healthcare industries.**

**Dolmen Development UK** and its panel of partners collected over the years is able to guarantee the best quality solution for any specific project selected in Italy or abroad.

**Dolmen Development UK** expands its experience abroad. Its **strong presence in Saudi Arabia for 5 years** (with an office and one of its founders), the company opens a new office in Turin in 2015, in 2018 two new offices are established, one in Shanghai and another in Beirut.

**Dolmen Development UK** act as a key driver to find new opportunities and projects for a panel of selected companies which are consistent and complementary, in order to complete one another and to cover the maximum range of fields of business and activities, based on the strong and long track of experience DOLMEN UK has collected over the past years.



# DOLMEN VALUE

Dolmen's core values creation moves from a 360 degrees perspective designed in our long professional and life experience.

➤ **FLEXIBILITY**

We built a flexible environment where all alternatives deeply evaluated to support the best possible outcome.

➤ **STRONG PARTNERSHIP**

We established a strong culture of reliable partnership with selected international players of the Made in Italy brand.

➤ **HIGH QUALITY SERVICES**

We committed to build our platform of companies, services and products driven by the highest of quality.

➤ **PEOPLE**

We strongly believe in people. All relationships are build on personal level and we commit to create a people citric approach either with our Client or Partners.

The diagram shows the equation:  $V = \frac{Q + S}{C}$ . On the left, a large red 'V' is labeled '(VALUE)'. To its right is an equals sign. Further right, an orange 'Q' is labeled '(QUALITY)' and a blue 'S' is labeled '(SERVICE)', with a plus sign between them. A horizontal line is drawn below 'Q' and 'S'. Below this line, a green '\$' symbol is labeled '(COST)'.

## DEVELOPMENT STRATEGY

01

**PROFESSIONAL EXPERTISE :** We are able to provide a level of professional expertise on par with a top tier global firms whilst retaining the responsiveness, independence and senior management commitment of a smaller firm. We have a strong track record behind us and continue to deliver excellent value and returns to our partners.

02

**SYNERGIES :** Our development and management activities are highly complementary. With a highly experienced team drawn from international engineering, finance and banking, investors benefit from synergies across the business. We have created a collegiate culture, which facilitates sharing insights and services oriented themes throughout the firm. With the full weight of the team's financial and intellectual resources behind it, DOLMEN offers a personalized service and hands-on approach to all our clients, creating compelling value.

03

**CREATING VALUE:** We create value by applying active management through project our approach. This model allows for full control operations-oriented and hands-on management of the assets, as well as an accurate resources allocation and management focus at each key stage of the value creation process We give partners access to core, value-add and opportunistic strategies in the best and most interesting project markets within Middle East, UK, Italy and Europe in general

04

**INTERNATIONAL PLATFORM:** DOLMEN is well placed to source compelling opportunities anywhere in the world through our offices in London, Turin, Beirut, Shanghai and Wenzhou and an established network of international relationships. Our vertically integrated team and hands-on approach assures close, detailed supervision of each project, and excellent on-site management. The property portfolio is well diversified not only from a market perspective

# SERVICES AND PRODUCTS

## Design and Engineering

Our Design and Engineering teams succeed in the fulfillment of all your demands in design, quantity survey, bill of quantities, detailed shop drawings, etc...

Also the Design and Engineering teams highlight the problems and weaknesses during the project study phase, and provide customized solutions and enhancements accordingly which helps to avoid potential esthetical and technical problems.

## Manufacturing

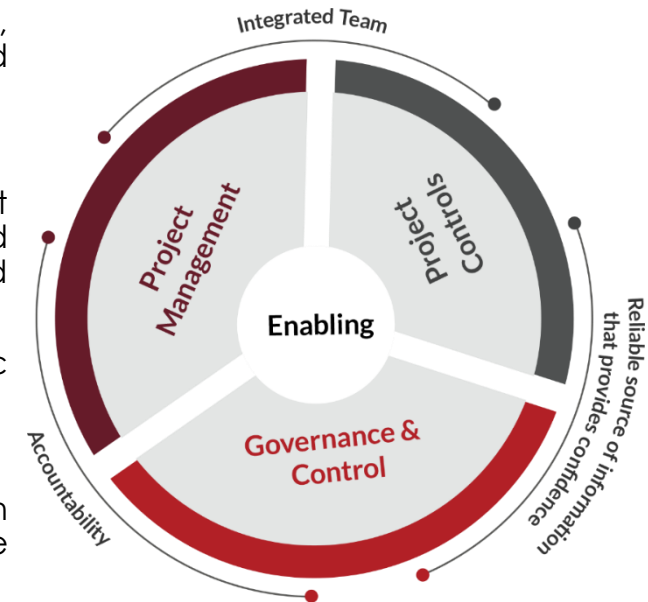
Our Manufacturing teams carry out a multitude of operations in the most efficient approaches and the best techniques available. Our Manufacturing sector benefits from the availability of high standard machines and equipment's used for production and the procurement of high quality raw materials and finishing products, and offers a meticulous execution of the required works.

Within our manufacturing sector, a specialized artistic finishing team is dedicated to offer the most authentic modern or antique and aging touch-ups and finishes.

## Management and Contracting

Our Management and Contracting teams supervise the progress of a project from its launching and all through its development stages (design, manufacturing, etc...) with the purpose of guaranteeing adherence to the program of works as well as high quality standards in design, manufacturing and execution as the case might be.

Our Management and Contracting teams organize for every project an efficient installation team composed of quick-witted people with ingenuity, initiative and resourceful skills who in-turn contribute intensively in the triumphant realization of the project. Dolmen's Projects that we've done in the past have always been challenging fast track projects and in certain cases they were design and build projects.

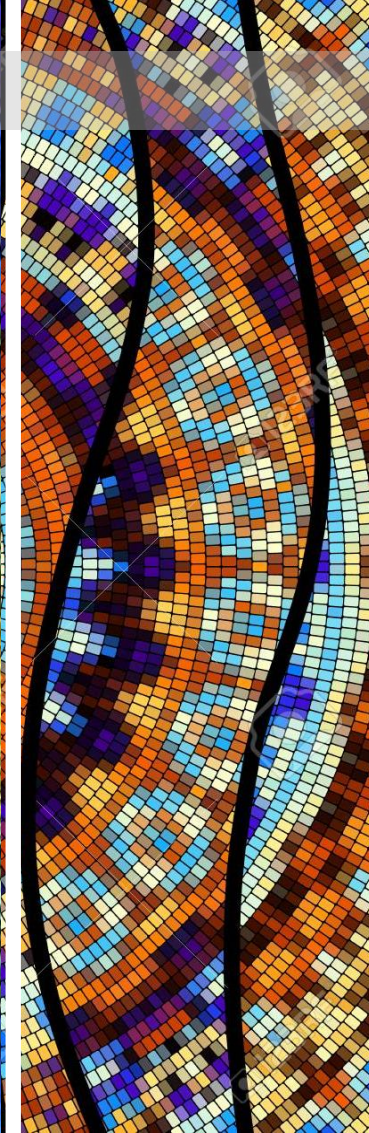
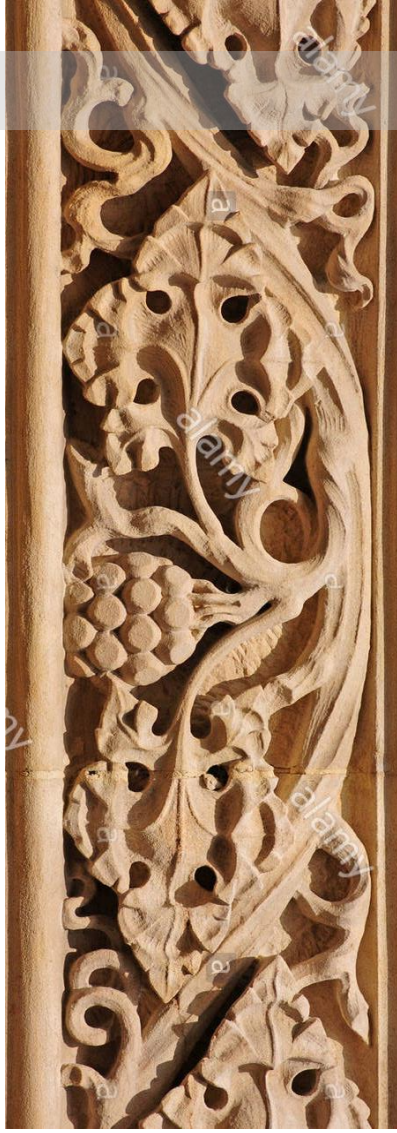


# SERVICES AND PRODUCTS

## Products

Our Research and Development department ensures the highest standards and specifications for all our products and is continuously working for the growth and enlargement of the wide variety of products and for introducing other innovative trades.

- **Architectural Works**
- **Civil Works**
- **Furniture ,Fittings and Equipment**
- **Electromechanical Works**
- **Engineering Facades and Envelopes**
- **Accessories and special products**
- **Clinical Experience & Advanced Technology**
- **IT Big Data Management**
- **Sustainable Healthcare Ecosystem**
- **Construction and Medical Equipment**  
(Project & Construction Management, EPCM)



## SERVICES AND PRODUCTS

**Dolmen Development UK** has extensive experience in providing a wide range of expertise to the real estate industry. In the United Kingdom the company starts with three core areas of activities. They takes on development contracts, provide services to the real estate third parties and connect contractors with brands that are specialized in finished materials.

### **A-Development \ Contracting \ C&PM**

Full Development and Renovation works on residential and mixed-use projects, with full fledge services from design to execution for the full development part. For the renovation part the company has been leveraging on team building knowledge of highly qualified mechanical, plumbing and electrical specialists. After a thorough study of the project,

DOLMEN Ltd UK believes that it can have a major role in the different phases of the project. DOLMEN UK 's role can start in the design development after the concept design has been done in order to expand on the needed drawings for the execution of the project DOLMEN can also secure debt financing for the project through international financial institutions and trough securing subsidized green energy loan

### **B-Trading**

DOLMEN Ltd UK has been excelling in the domains of construction and contracting . Our years of expertise allowed us to attract and acquire the sole representation of the finest Italian brands, thus generating the best solutions in the fields of Engineering facades, finishing materials, and hotel furniture . Our aim is to become a hub for International Architects, Engineers, consulting firms, developers, and contractors who would like to execute their projects in an area where they don't have any previous experience or partners.

What differentiates us from the market is that our aim is not to make a sale, our culture is to first educate our customers on why they need our solutions, and the added values that they will be getting by acquiring them, Then explaining and showing how our solutions can be easily adapted to their needs in terms of consultancy for products, labor, and installation.

# SERVICES AND PRODUCTS

## C-Services - Branding and facilities management

**Dolmen Development UK** provides three type of services in the United Kingdom

### Branding

The company is specialized in branding, marketing and advertising with very creative ideas to move any business to the next level in terms of exposure and digital presence,Some of the branding services include:

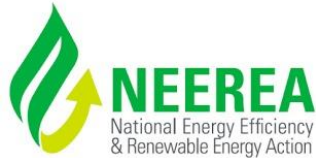
- *Brand Identity and Image Creation*
- *Product Launch and Positioning*
- *Full Marketing Campaigns*
- *Restaurants Conceptualizing and mood board creating/material choosing*
- *Packaging, Remodeling and testing*
- *Websites Development*
- *Hosting & Maintenance*
- *Digital Marketing Analysis & Digital Media*
- *Strategies and Implementation*
- *Media Bookings & Events Organizing*
- *Production TV/Radio/Movies/Clips*
- *Architectural visualization & 3D animation*

### Facilities and Property Management

The company also proposes facility management that can handle simple to complex projects with excellent services.



# AFFILIATIONS





# STRATEGIC PARTNERS



# Contacts

Get in touch with us if you have a query or would like to know more about our services, projects or ideas.



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