

Kegan Real Estate

We build better world with luxurious life

Business Plan

[YEAR]

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Executive Summary

Market Opportunity

Demand for Housing

Management

Financing & Investment Forecast

Mr. Rashid Bin Said, a banking executive based in Riyadh, Saudi Arabia has developed a unique concept for residential housing communities to be located in the King Abdullah Financial District area of Riyadh located north of the city. The initial community

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Market Opportunity

According to a Jones, Lang, Lasalle report published in 2008, "the Saudi real estate market is in an early stage of development. It Is, however, poised for liftoff with demographic fundamentals and massive infrastructure investment providing the basis for growth To unlock help try Upmetrics! 🔒

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Demand for Housing

A strong demand for housing sterns sustainable for the near future, creating good opportunities for the real estate development business. Based on the most conservative estimates, housing units are expected to increase from 439 million ho To unlock help try Upmetrics! 🔒

Management



Mr. Rashid Bin Said, a US. educated career banker will build an outstanding team of individuals that will form the Kegan development team.

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Financing & Investment Forecast



In order to launch the Company, Kegan is seeking an investment of permanent capital in the amount of SR 50 million. In return for its cash investment, the new shareholders will receive an equity interest in the Company. The following financial summary is ba To unlock help try Upmetrics!

Company Overview

Introducing Kegan
Business Model
Short Term Goals
Long Term Strategies
Keys to Success

Introducing Kegan



Welcome to Kegan Real Estate Company, Saudi Arabia's newest home builder and developer of residential communities.



Start writing here..

Business Model

Kegan is a real estate developer in the truest sense of the word. It owns no construction equipment. Nor does it employ construction workers. There are no engineers, architects, or designers on its staff. Kegan buys land and utilizing the resources of To unlock help try Upmetrics!

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Short Term Goals

During the first two years of the planning period, Kegan will achieve the following goals and objectives:

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Long Term Strategies



Kegan has set the following longer-term strategies for the Company:

• The profits from the completion of the first community will be retained in the Company

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Keys to Success



Kegan believes it has the right combination of experience, skill, and vision to quickly put the Company on a rapid track for growth and profits. The following factors will contribute to its success:

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Kegan Villas

Location

Contemporary Living for the 21" Century

The Complete Package

Pricing Strategy

Implementation Strategy - Action Plan

Location

The Company's first residential development will be located in the King Abdullah Financial District area of Riyadh located north of the city. Riyadh is the capital city of the Kingdom of Saudi Arabia and now rivals any modem city in the world in the splend

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Contemporary Living for the 21" Century

In its first community, Kegan will build comfortable, affordable villas that are Saudi specific, yet unique and right for the way people want to live today. A typical Kegan three-story villa offers a versatile floor plan. The upper level is spacious with three bedrooms, To unlock help try Upmetrics!

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The Complete Package

Buying a Kegan villa is not only unique but is also the Company's principal competitive advantage. In Saudi Arabia new homes are typically sold as shells with only the fixtures, flooring, garage and landscaping included. The buyer buys the shell ar To unlock help try Upmetrics!

Pricing Strategy

Kegan has determined that its target customer can afford to pay SR 13-1.4 million for a completely furnished, nicely sized villa. Furthermore, Kegan has determined that to achieve its anticipated investment returns, the villas must be priced at a multiple

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Implementation Strategy - Action Plan

The following is a step by step approach to the successful development of Kegan's first residential community project. Please note that while a numerical order is provided, some activities will happen simultaneously.

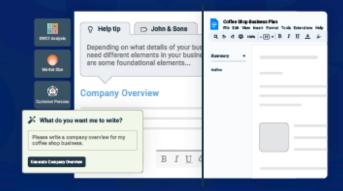
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Market Opportunity

Target Market Overview
Demand for Housing
Housing Prices
Kegan Home Prices

Target Market Overview

Riyadh, or Arriyadh, is the capital of Saudi Arabia and the nation's legislative, financial administrative, diplomatic, and commercial center. It is also the location for foreign embassies, universities, banks, and corporate headquarters.

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Demand for Housing

According to Jones Lang LaSalle, an international financial and professional services firm specializing in real estate services and investment management, Saudi Arabia's residential market is defined by two trends:

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Housing Shortage Overview in Saudi Arabia

Start writing here..

Colliers International released a report in 24" Quarter of 2009 that provided ample data on the housing shortage in Riyadh. The report summarized its findings as follows:

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Housing Shortage Overview in Riyadh

Housing Prices



The following was prepared by the Banque Saudi Francis in their first BSF Real Estate Survey conducted at the end of Q1 2010:

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Start writing here..

Kegan Home Prices



Kegan homes will be affordable at 350-500 sqm. This is the right size for the Company's target customer. Kegan believes that this largely un-penetrated demographic represents people who cannot afford a shell house worth more than SR 2 million but want a h To unlock help try Upmetrics!

Marketing & Sales

Market Positioning & Brand
Marketing Strategies
Sales Strategies
Sales Process

Market Positioning & Brand

In marketing Kegan, the developer has two challenges. The first is creating awareness for the community in a cost-efficient way that will drive a sufficient number of qualified prospects into its sales channels. The second challenge is to distinguish the Property

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Marketing Strategies

Kegan will achieve its marketing objectives through a carefully conceived and aggressively implemented marketing program highlighted by the following tactics:

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Sales Strategies

Kegan's marketing strategies are designed to drive prospective buyers into the Company's sales channels so that prospects can be converted into villa buyers. Kegan will implement a multi-faceted sales approach to attract, contact and retain

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Start writing here..

Sales Process

When prospective buyers visit the Kegan community sales center, they will be greeted by a sales agent and are asked how they might be assisted. Most visitors will be encouraged to first tour the sales center where they will be able to see graphically enhance.

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Competition & Competitive Advantages

Competitive Landscape
Direct Competitors
Competitive Advantages

Competitive Landscape

As was documented in Section 4 of this document, there is a significant demand for new housing in Saudi Arabia and specifically in the Riyadh metropolitan area. The response to this demand has been the growth of the residential building sector of the

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Direct Competitors

Features



Dar Al-Arkan

Dar Al-Arkan is now operating on a larger scale than before and believes it is now leading the way in the Kingdom in the design, project management and construction of master-planned lifestyle residential communities. Such communities are developed over large parcels of land and include social as well as public service utilities, leisure space, sporting facilities and other amenities. http:// www.slarkan.com/



Al-Saedan

Al-Saedan Real Estate Co is one of the leading real estate companies in Saudi Arabia and within Arab countries. The company has a strong profile of development achievements in the field of plans development, building commercial and residential centers, sellingand buying local and international real estates, providing consultation in real estates and providing valuation and estimation services. http://www.saedan.com/?p2



Almosa Real Estate

There does not appear to be a website on this company. However, Kegan believes that this company is similar to Dar Al-Arkan and Saedan in that Almosa is a large company that has more interest in buying land than in building communities with the people who live there in mind.

Competitive Advantages

Kegan Real Estate Company believes that once it begins operations it will have a small number of important competitive advantages over the other builders including:

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Company & Management

Company

Development Team

Future Senior Team Members

Other Staff

Independent Directors

Company

Kegan Real Estate Company will register as a corporate entity under the laws of the Kingdom of Saudi Arabia prior to raising the capital for the first development. Kegan's offices will be located in Riyadh. The Company, when fully staffed will have 6 full-time employers.

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Start writing here..

Development Team

Kegan has allocated '1 year from the time the initial capital is raised for the project until the first community is ready to sell its first villa. Kegan's founder understands that the development of the project is a team effort. The Kegan development team will consist To unlock help try Upmetrics!

Start writing here..

The founder will act as the Developer. The developer will be responsible for.

· Completing concept, feasibility, and budget;

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Developer



Rashid Bin Said

Founder, Developer & CEO - rashid@example.com

Mr. Bin Said graduated from Marymount University in the United States with a combined major in Marketing and Mass Communications. Post-graduation he worked for the Walt Disney Company (NYSE DIS) and Bank of America (NYSE: BAC) in the US.

Mr. Bin Said returned to Saudi Arabia in late 2003 where he joined the Samba Financial Group as a Relationship Manager in the Corporate and Investment / Smiting Group, handling top tier corporate clients and their banking needs. He later moved to the Arab National Bank where he served in a similar position for 2 years. Mr. Bin Said is currently a Senior Relationship Manager at Alinma Bank. Subsequent to the funding anticipated by this document, Bin Said will resign his position with the Bank and commit his full time to Kegan Real Estate Company.

The Director of Construction will be responsible for all aspects of the construction of the project. This means that the Director of Construction will be responsible for turning over a completed villa to the Developer for sale to each customer. Specific return of the project of the Construction will be responsible for turning over a completed villa to the Developer for sale to each customer. Specific return of the project of the Construction will be responsible for turning over a completed villa to the Developer for sale to each customer.

Director of Construction

Start writing here..

Future Senior Team Members

Kegan

The Director of Construction will oversee all aspects of an entire building and construction project, so organizational skills are pertinent. He will typically have a university degree in architecture, construction science, or a related field with an emphasis

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Director of Construction



Member name

Director of Construction

The Chief Accountant, under the direction of the CEO, is responsible for supervision and control of the general accounting area, and for financial statement and report preparation. This individual will possess a university degree in accounting and have at I To unlock help try Upmetrics!

Chief Accountant

Start writing here..



Member name

Chief Accountant

The Director of Marketing & Sates will provide leadership and coordination of all sales and marketing functions and strategies reporting to the CEO. This individual must have previous experience in the marketing and sales of single-family homes in the K

Director of Marketing & Sales

Start writing here..



Member name

Director of Marketing & Sales

Other Staff

In addition to the four senior management team members highlighted above, Kegan will employ the following additional full-time staff members:

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Start writing here..

Independent Directors

Independent directors collectively possess an extensive business, legal, regulatory, financial, and entrepreneurial experience. Kegan believes that the most effective independent directors will come from the Company's investor group or individuals suggester To unlock help try Upmetrics!

Financial Plan

Financing & Investment Forecast
Financial Assumptions
Projected Profit and Loss
Balance Sheet Projections
Cash Flow Statement

Financing & Investment Forecast

In order to launch the Company and complete lave residential developments, Kegan S seeking an investment of permanent capital in the amount of SR 50 million. In return for its cash investment, the new shareholders will receive an equity interest in the

Start writing here..

Kegan

The business model that has been detailed in this document provides for the development of 5 -25 single family home developments to be built during the 6 year planning period. In years 2 -6, the company will return in excess of 30% on sales and a return on ir

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Solid Balance Sheet

Start writing here..

Perhaps the most compelling aspect of the financial model is its cash flow. Kegan generates a positive cash flow of approximately SR 9 million in years 2 - 3 and an impressive SR 23 million in year 6. This leaves ample cash available for distributions in the every to unlock help try Upmetrics!

Impressive Cash flow

Start writing here..

The following financial summary is based upon the successful completion of the five residential communities (25 homes each) and is presented for illustration purposes only. No distributions or return of capital are contemplated within these figure.

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Financial Summary

Financial Assumptions

It is assumed that:

• Kegan will start one residential community each year for five years

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Start writing here..

Projected Profit and Loss

	2024	2025	2026
Revenue	\$28,500,000	\$30,905,000	\$33,581,400
Home Sales	\$17,500,000	\$18,375,000	\$19,295,500
Unit Sales	50	53	55
Unit Price	\$350,000	\$350,000	\$350,000
Land Development	\$1,000,000	\$1,030,000	\$1,060,900
Custom Building Projects	\$10,000,000	\$11,500,000	\$13,225,000
Unit Sales	20	23	26
Unit Price	\$500,000	\$500,000	\$500,000
Cost Of Sales	\$18,150,000	\$15,997,500	\$16,928,880
General Costs	\$18,150,000	\$15,997,500	\$16,928,880
Construction Costs	\$14,550,000	\$15,391,500	\$16,316,820
Building Materials	\$8,550,000	\$9,271,500	\$10,074,420
Labor Costs	\$6,000,000	\$6,120,000	\$6,242,400
Development Costs	\$3,600,000	\$606,000	\$612,060
Land Acquisition	\$3,000,000	\$0	\$0
Permits and Fees	\$600,000	\$606,000	\$612,060

	2024	2025	2026
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$10,350,000	\$14,907,500	\$16,652,520
Gross Margin (%)	36.32%	48.24%	49.59%
Operating Expense	\$4,910,190.01	\$5,112,727.50	\$5,330,746.82
Payroll Expense (Indirect Labor)	\$3,402,000	\$3,484,116	\$3,568,293.36
Management Team	\$172,800	\$177,984	\$183,323.52
Project Manager	\$100,800	\$103,824	\$106,938.72
Financial Analyst	\$72,000	\$74,160	\$76,384.80
On-site Workers	\$2,505,600	\$2,559,960	\$2,615,514
Construction Workers	\$1,656,000	\$1,689,120	\$1,722,902.40
Site Supervisors	\$849,600	\$870,840	\$892,611.60
Sales and Marketing Team	\$723,600	\$746,172	\$769,455.84
Sales Agents	\$637,200	\$656,316	\$676,005.60
Marketing Coordinator	\$86,400	\$89,856	\$93,450.24
General Expense	\$1,508,190.01	\$1,628,611.50	\$1,762,453.46
Construction and Development	\$405,000	\$431,450	\$460,662
Equipment Rental	\$120,000	\$122,400	\$124,848
Property Taxes	\$285,000	\$309,050	\$335,814
Marketing and Sales	\$915,000	\$988,950	\$1,071,096
Advertising	\$60,000	\$61,800	\$63,654
Sales Commissions	\$855,000	\$927,150	\$1,007,442

	2024	2025	2026
Administrative and Legal	\$188,190.01	\$208,211.50	\$230,695.46
Office Supplies	\$152,190.01	\$171,491.50	\$193,241.06
Legal Fees	\$36,000	\$36,720	\$37,454.40
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$0	\$0	\$0
EBITDA	\$5,439,809.99	\$9,794,772.50	\$11,321,773.18
Additional Expense	\$69,294.67	\$59,623.80	\$49,356.41
Long Term Depreciation	\$43,560	\$43,560	\$43,560
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	\$5,396,249.99	\$9,751,212.50	\$11,278,213.18
Interest Expense	\$25,734.68	\$16,063.78	\$5,796.41
EBT	\$5,370,515.32	\$9,735,148.70	\$11,272,416.77
Income Tax Expense / Benefit	\$0	\$0	\$0
Total Expense	\$23,129,484.68	\$21,169,851.30	\$22,308,983.23
Net Income	\$5,370,515.32	\$9,735,148.70	\$11,272,416.77
Net Income (%)	18.84%	31.50%	33.57%
Retained Earning Opening	\$0	\$5,280,515.32	\$14,925,664.02
Owner's Distribution	\$90,000	\$90,000	\$90,000
Retained Earning Closing	\$5,280,515.32	\$14,925,664.02	\$26,108,080.79

Balance Sheet Projections

	2024	2025	2026
Assets	\$6,873,718.35	\$16,352,399.21	\$27,358,080.80
Current Assets	\$6,667,278.35	\$16,189,519.21	\$27,238,760.80
Cash	\$6,667,278.35	\$16,189,519.21	\$27,238,760.80
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
Long Term Assets	\$206,440	\$162,880	\$119,320
Gross Long Term Assets	\$250,000	\$250,000	\$250,000
Accumulated Depreciation	(\$43,560)	(\$87,120)	(\$130,680)
Liabilities & Equity	\$6,873,718.36	\$16,352,399.20	\$27,358,080.79
Liabilities	\$343,203.04	\$176,735.18	\$0
Current Liabilities	\$166,467.86	\$176,735.18	\$0
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$166,467.86	\$176,735.18	\$0
Long Term Liabilities	\$176,735.18	\$0	\$0
Long Term Debt	\$176,735.18	\$0	\$0
Equity	\$6,530,515.32	\$16,175,664.02	\$27,358,080.79
Paid-in Capital	\$0	\$0	\$0
Common Stock	\$1,000,000	\$1,000,000	\$1,000,000
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$250,000	\$250,000	\$250,000
		,	

	2024	2025	2026
Retained Earnings	\$5,280,515.32	\$14,925,664.02	\$26,108,080.79
Check	\$0	\$0	\$0

Cash Flow Statement

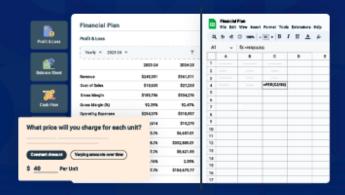
	2024	2025	2026
Cash Received	\$28,500,000	\$30,905,000	\$33,581,400
Cash Paid	\$23,085,924.68	\$21,126,291.30	\$22,265,423.23
COS & General Expenses	\$19,658,190.01	\$17,626,111.50	\$18,691,333.46
Salary & Wages	\$3,402,000	\$3,484,116	\$3,568,293.36
Interest	\$25,734.68	\$16,063.78	\$5,796.41
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0
Net Cash From Operations	\$5,414,075.32	\$9,778,708.70	\$11,315,976.77
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$250,000	\$0	\$0
Net Cash From Investments	(\$250,000)	\$0	\$0
Amount Received	\$1,750,000	\$0	\$0
Loan Received	\$500,000	\$0	\$0
Common Stock	\$1,000,000	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$250,000	\$0	\$0

	2024	2025	2026
Amount Paid	\$246,796.97	\$256,467.84	\$266,735.18
Loan Capital	\$156,796.96	\$166,467.86	\$176,735.18
Dividends & Distributions	\$90,000	\$90,000	\$90,000
Net Cash From Financing	\$1,503,203.03	(\$256,467.84)	(\$266,735.18)
Summary			
Starting Cash	\$0	\$6,667,278.35	\$16,189,519.21
Cash In	\$30,250,000	\$30,905,000	\$33,581,400
Cash Out	\$23,582,721.65	\$21,382,759.14	\$22,532,158.41
Change in Cash	\$6,667,278.35	\$9,522,240.86	\$11,049,241.59
Ending Cash	\$6,667,278.35	\$16,189,519.21	\$27,238,760.80

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Mariia Yevlash

★ ★ ★ ★

Student, Sumy State University – Ukraine

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