



# DEDICATED BY BHI

THE WAY TO SUCCESS



# SULTAN HAITHAM BIN TARIQ AL SAID

هيثم بن طارق آل سعيد,





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- Joint Ventureship

# OUR OFFICE



**MADAGASCAR**



**ZANZIBAR**



**OMAN**



**KENYA**



# BOARD OF DIRECTORS



**SAIED AL- ISMAILY**  
Chairman



**MOHAMMED SAID**  
Director Zanzibar



**HAFIDH AL MAHARUK**  
C.E.O



**FARADJE BEN HOUSSEN**  
Director Madagascar



**SALIM MWANDUMBO**  
Director Kenya



**ISSA AL-HARITH**  
P.S

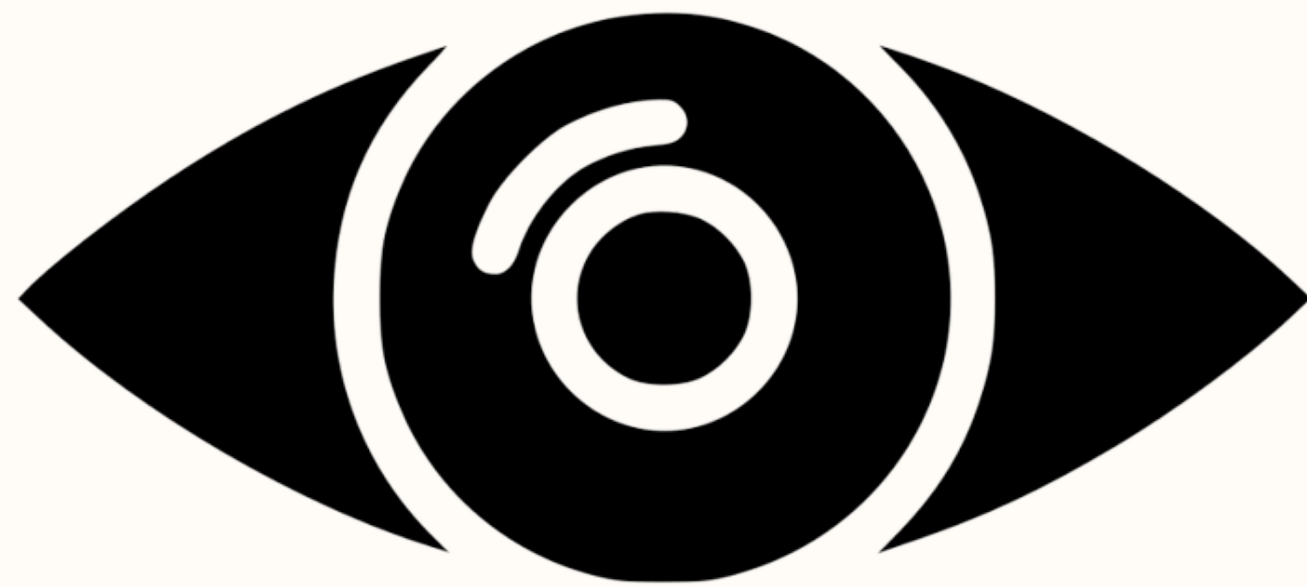


**MOHAMMED AMIN**  
Business Development Director



# OMAN GEOGRAPHICAL VIEW





# OMAN VISION

## 2040



**A SOCIETY OF  
CREATIVE INDIVIDUALS**







# **A COMPETITIVE ECONOMY**



# **ENVIRONMENTAL AND NATURAL RESOURCES**

# **A STATE WITH RESPONSIBLE APPARATUS**





# BHI Overview



- IT Solutions
- Energy
- Agriculture
- Machinery
- Rail Systems
- Water and Juices
- Technologies
- Commodities Trading
- Food Industry
- Oil-Gas & Petrochemicals
- Heavy Metal Industry

- Energy
- Mining
- Tunnels
- Road & Bridges
- Infrastructure & Underground
- Mines
- Tourism
- Recycling
- Healthcare
- Super Build
- Construction



# RAIL SYSTEMS



# TECHNOLOGIES







# AGRICULTURE



# OIL-GAS & PETROCHEMICALS

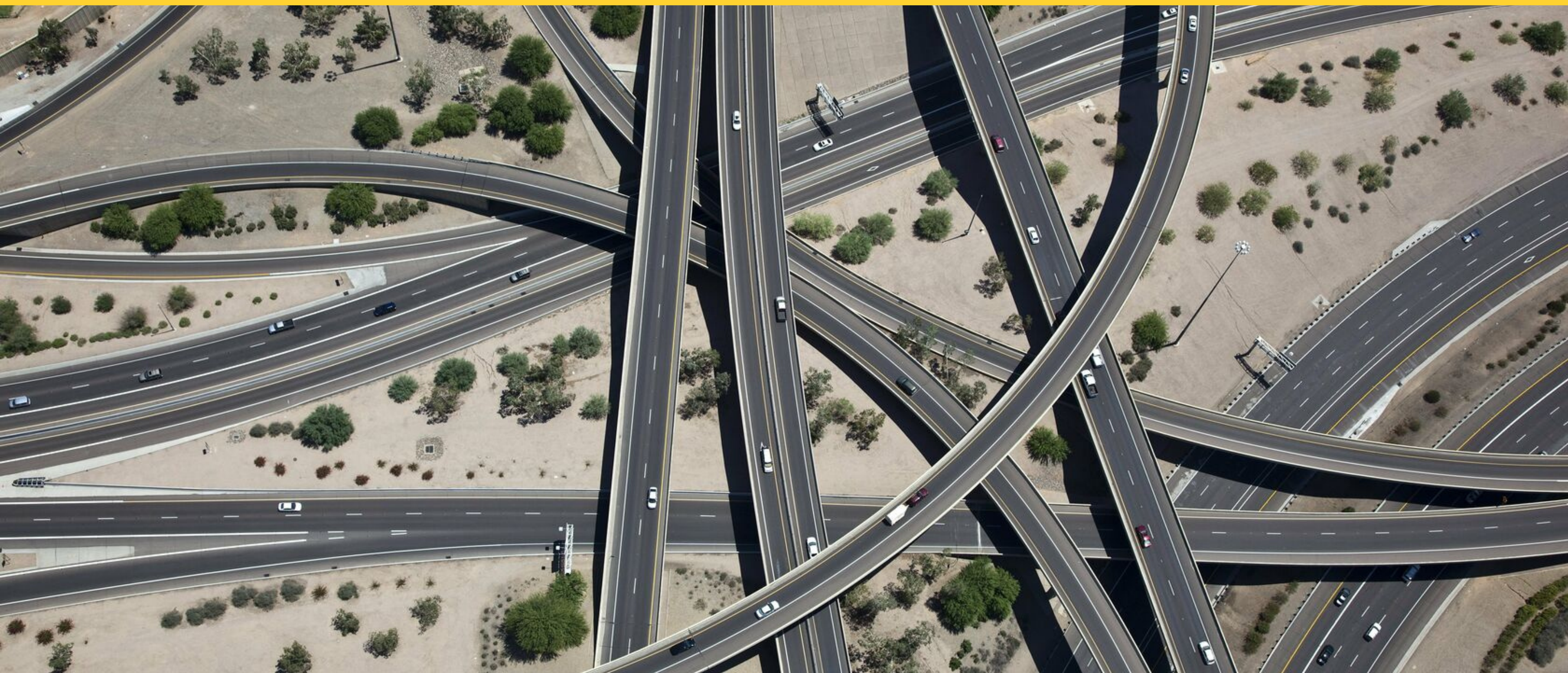




# MINING



# ROAD & BRIDGES







# HEALTHCARE



# BHI VISION & MISSION

## Our Vision

To being the best supporter  
and team player in Middle  
East and African union  
countries.

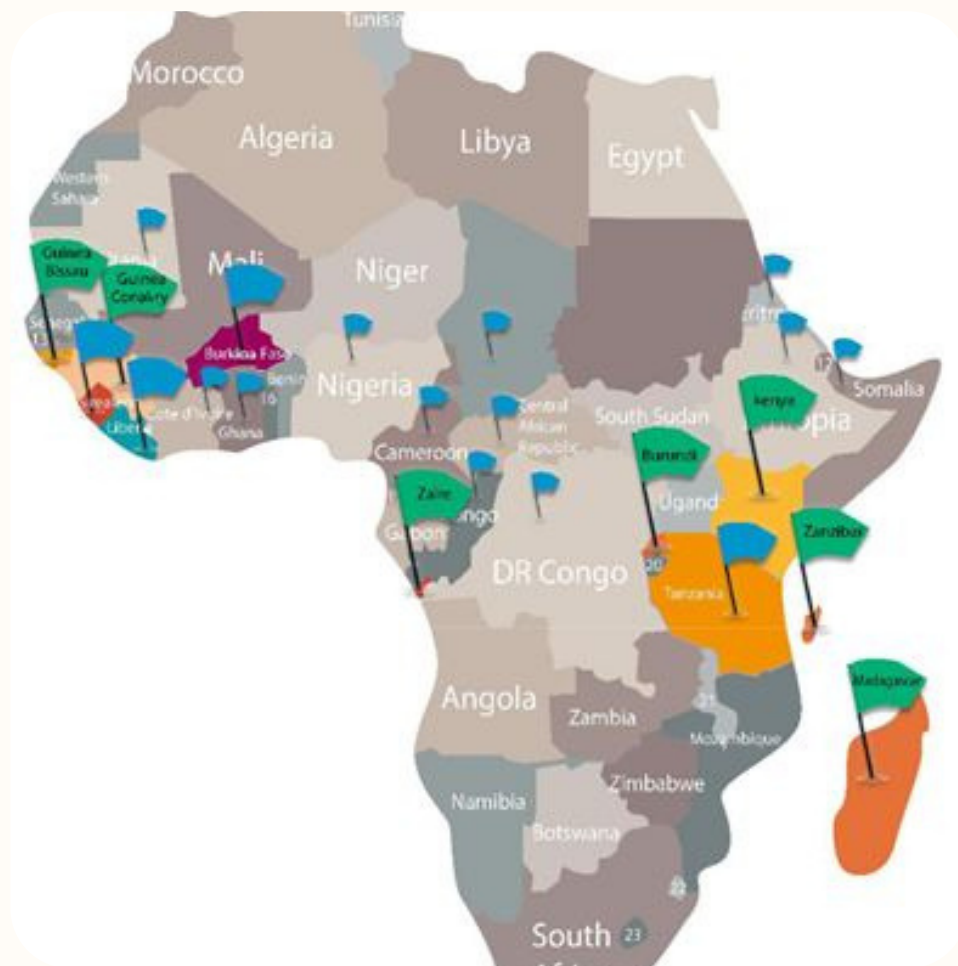
## Our Mission

With Our effect, agility,  
organizational productivity  
and global culture to add a  
value to our environment,  
society and the countries  
that we have given a  
service.





# TARGET MARKET

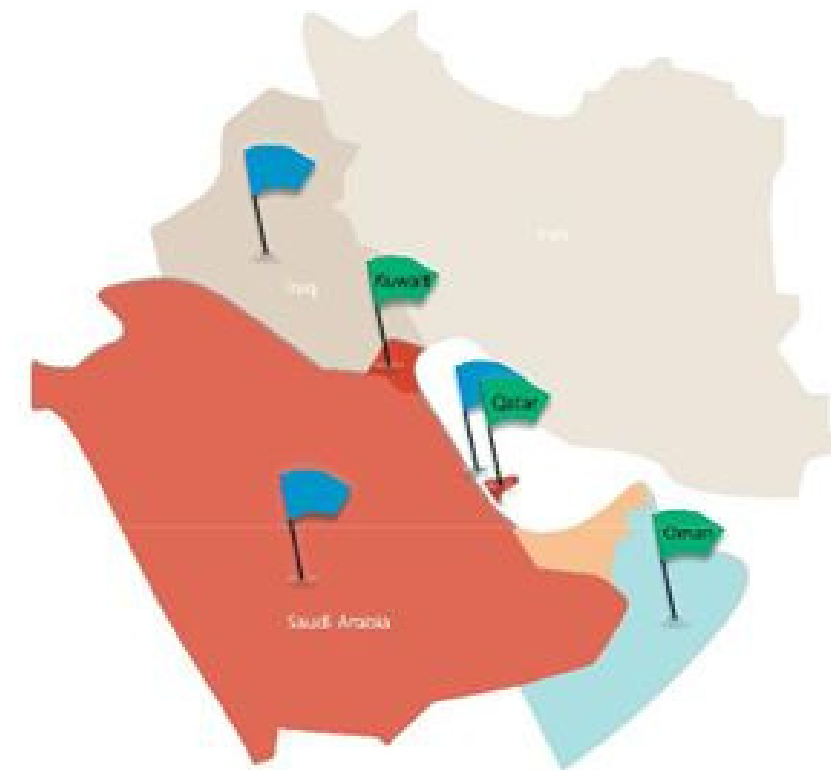


- Guinea-Bissau
- Guinea-Conakry
- Zaire
- Madagascar
- Kenya
- Burundi
- Tanzania
- Zanzibar
- Sierra Leone
- Other African Countries



# TARGET MARKET

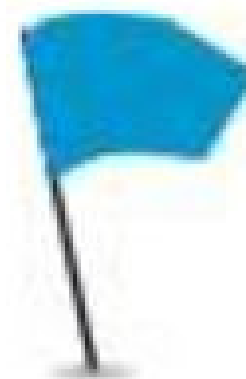
- Oman
- Kuwait
- Qatar
- KSA
- UAE
- Bahrain
- Other Middle Eastern Countries

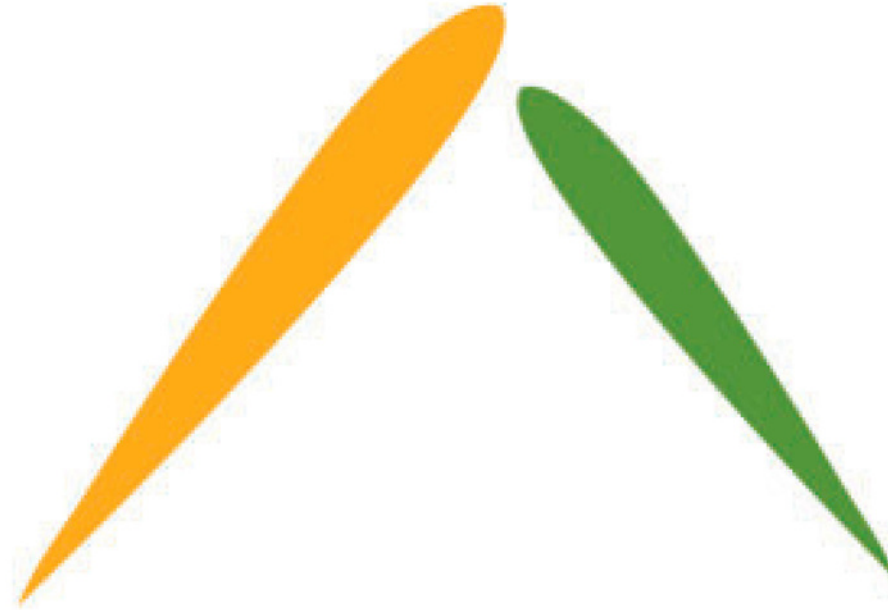


# TARGET MARKET



- India
- China
- Bangladesh
- Other Asian Countries



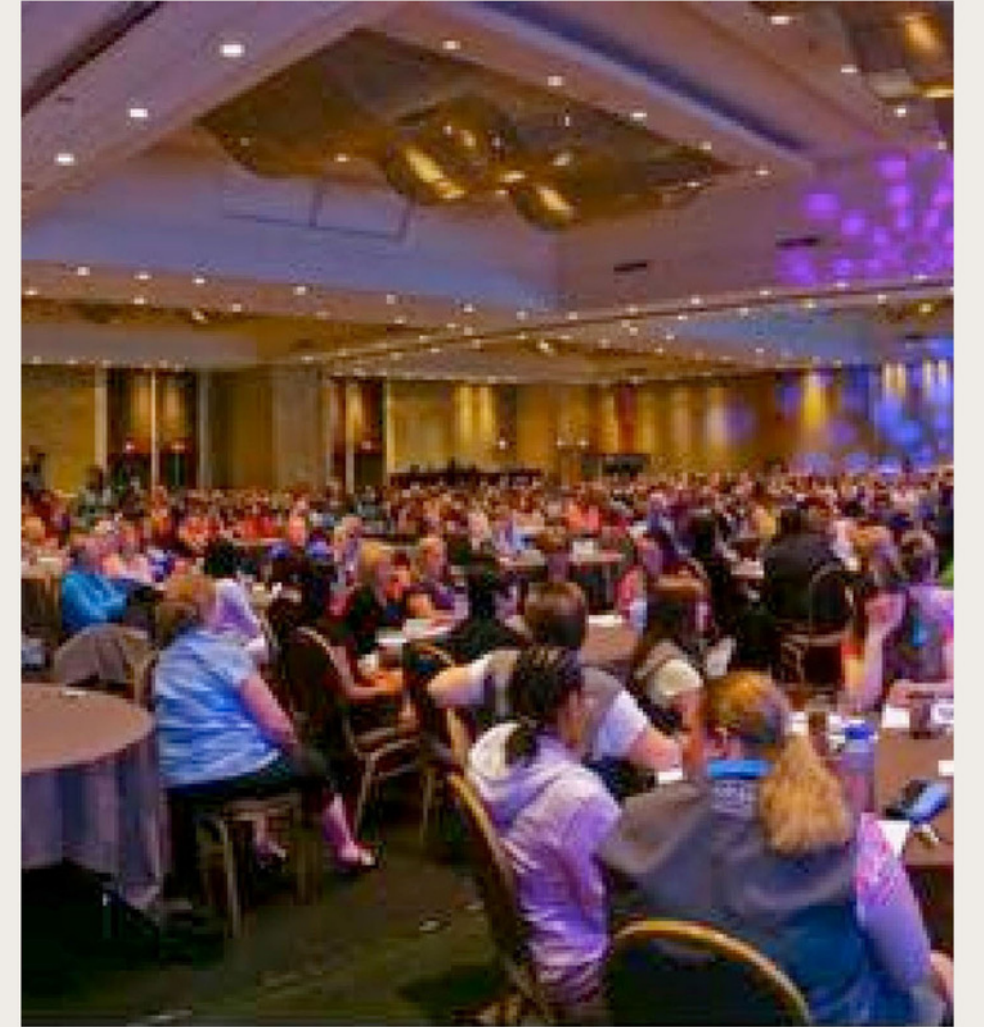


# **INTERNATIONAL CONVENTIONAL CENTRE IN NYAMANZI ZANZIBAR**

**+255 779 144 444 +255 779 123 123 +968 920 43211**  
**info@bhioman.com www.bhioman.com**



# CONFERENCE CENTER ACTIVITIES







# OLD CITY

● ● ●

# NEW CITY

The project will intend to build city called river city the length of 14 km.





# ELECTRIFIED TRAIN PROJECT

It will be electrical metro using in this city. The cost of its implementation is up to \$ 1.2 billion





# DIAMOND HOTEL CAPITAL



Hotel is the most important tourism projects, due to its high quality and luxury.



# DIAMOND HOTEL CAPITAL



Hotel is the most important tourism projects, due to its high quality and luxury.



# ● ● ● RECREATIONAL FACILITIES: (CLUB HOUSE)

Also the company intend to build a number of services and leisure centers that cater to the special needs of the residents of the city and surrounding areas. It includes, but is not limited to, a sports club and a club with the best technology.

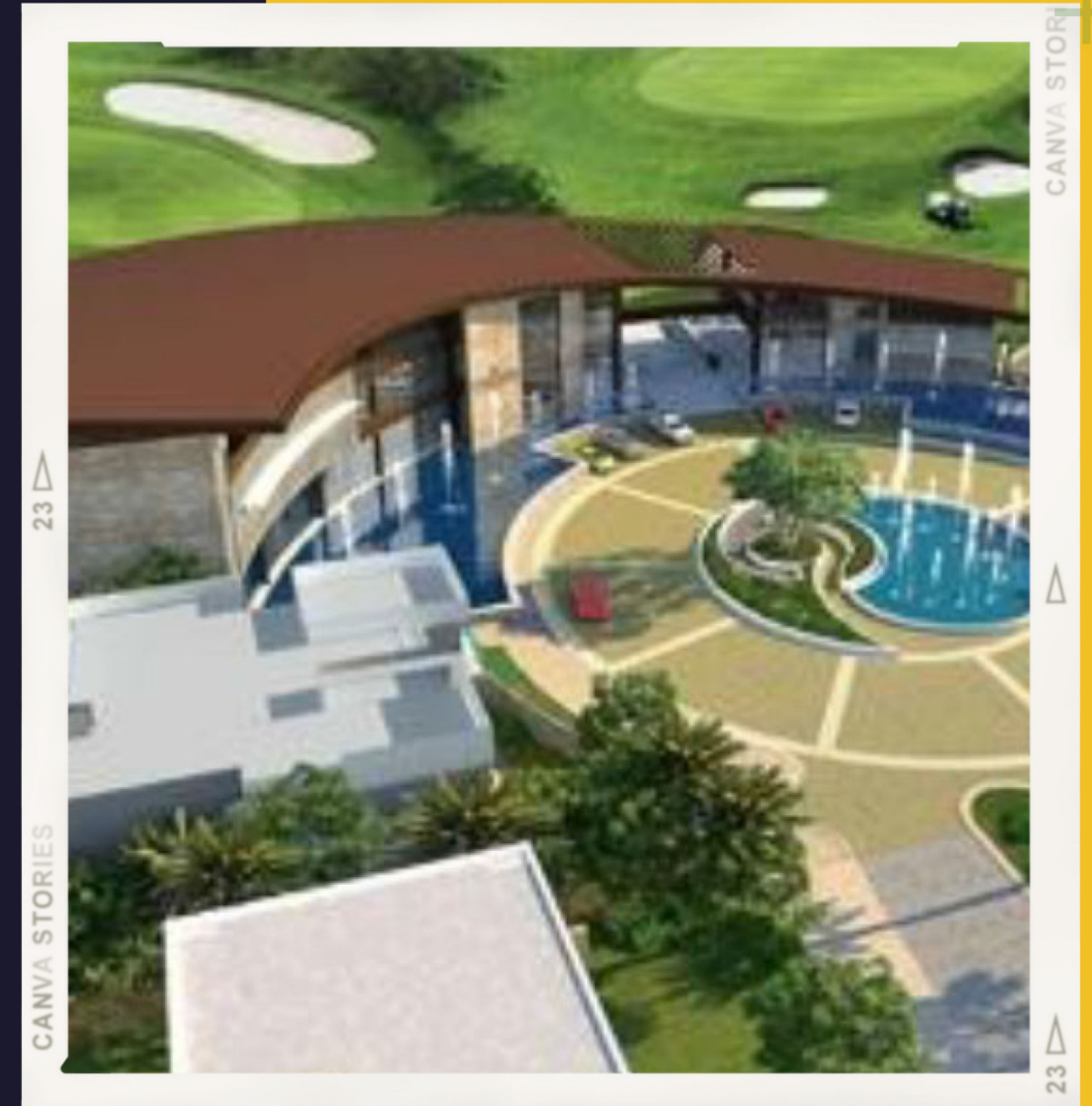






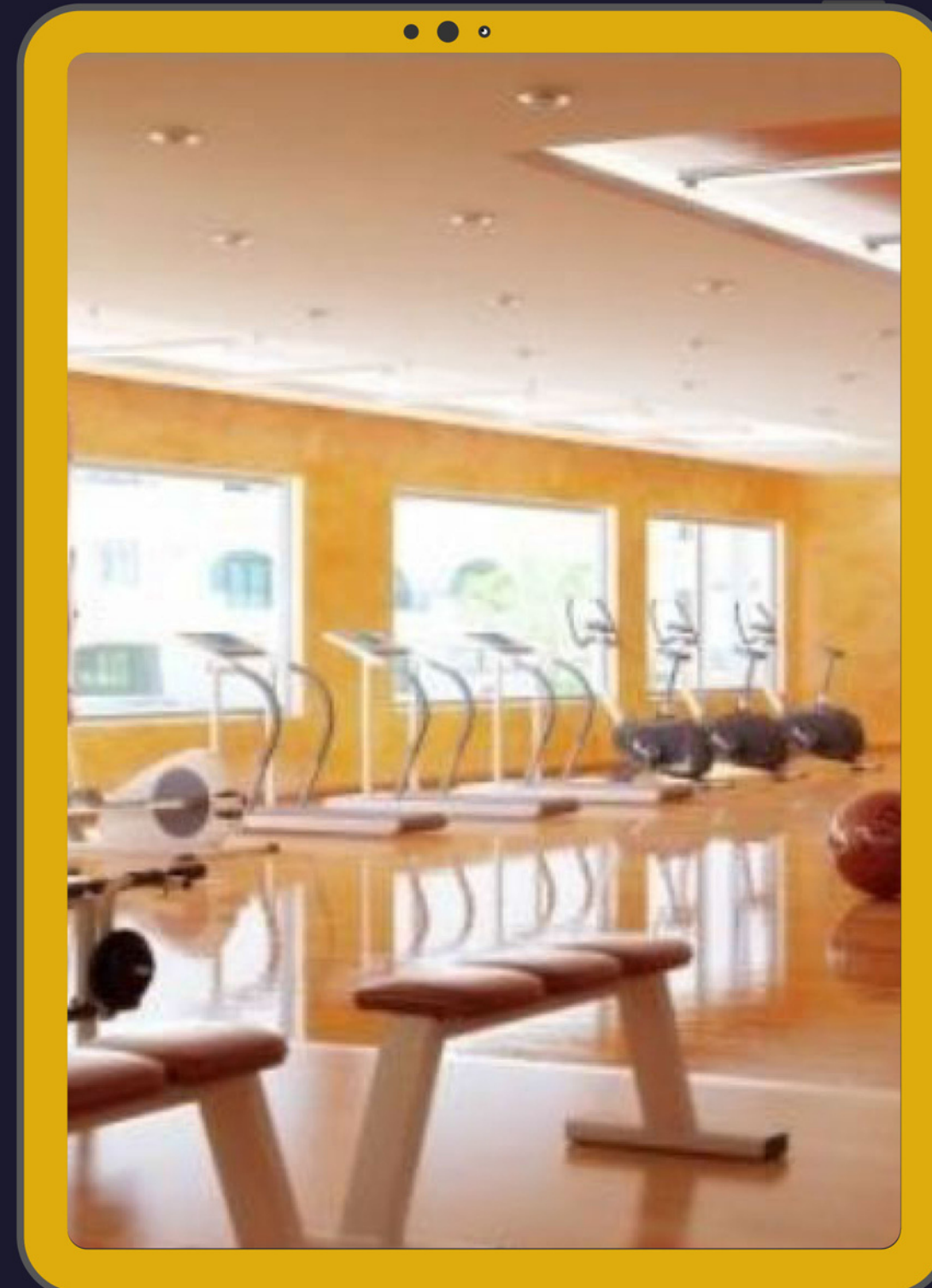
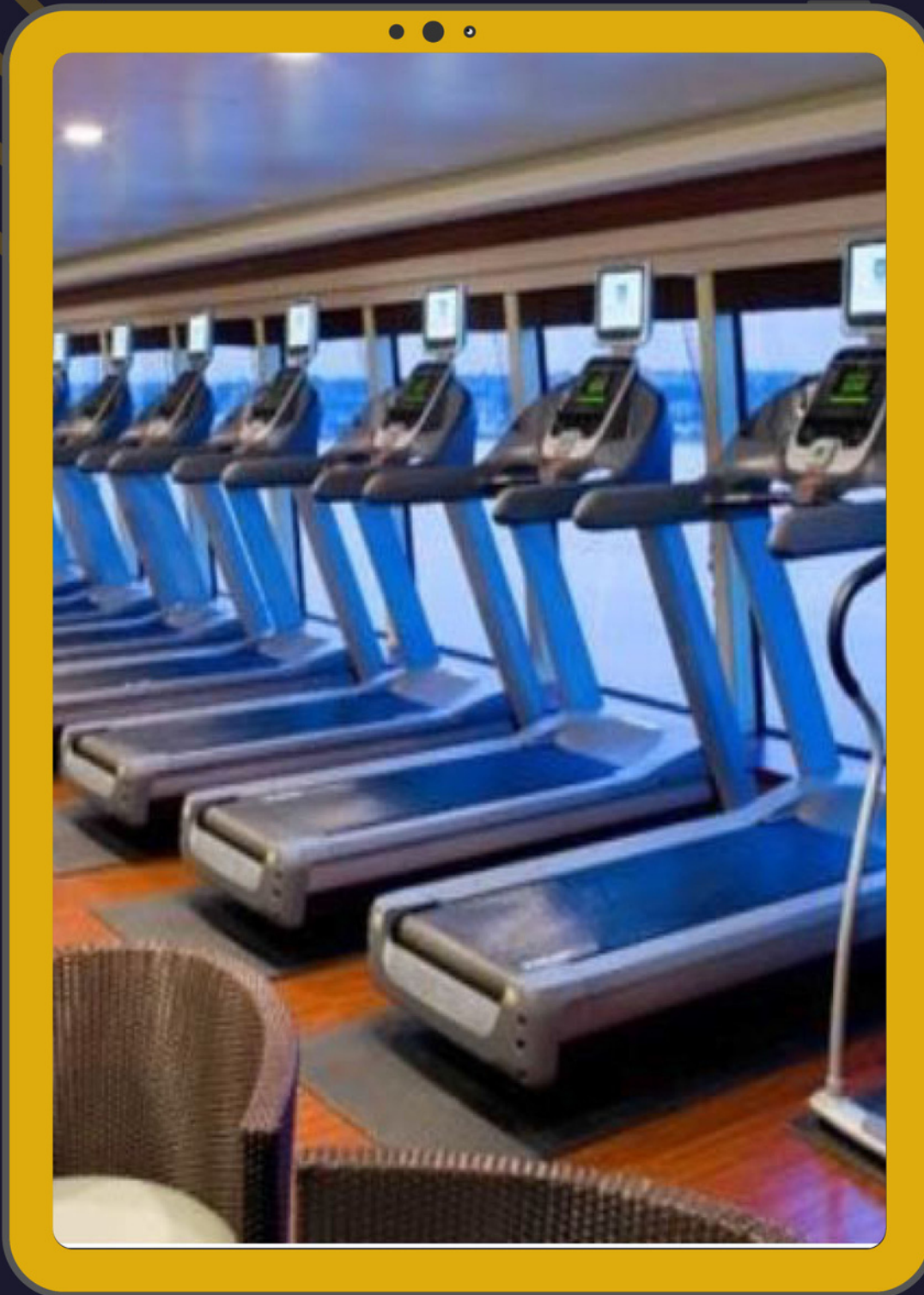
## RECREATIONAL FACILITIES: (CLUB HOUSE)

It includes tennis courts, basketball and gymnasiums, a sauna and swimming pools, a social building for family gatherings and friends, and a commercial area that includes a restaurant and cafeteria complex and a number of shops that cater to the basic needs of the population such as supermarkets and pharmacies.



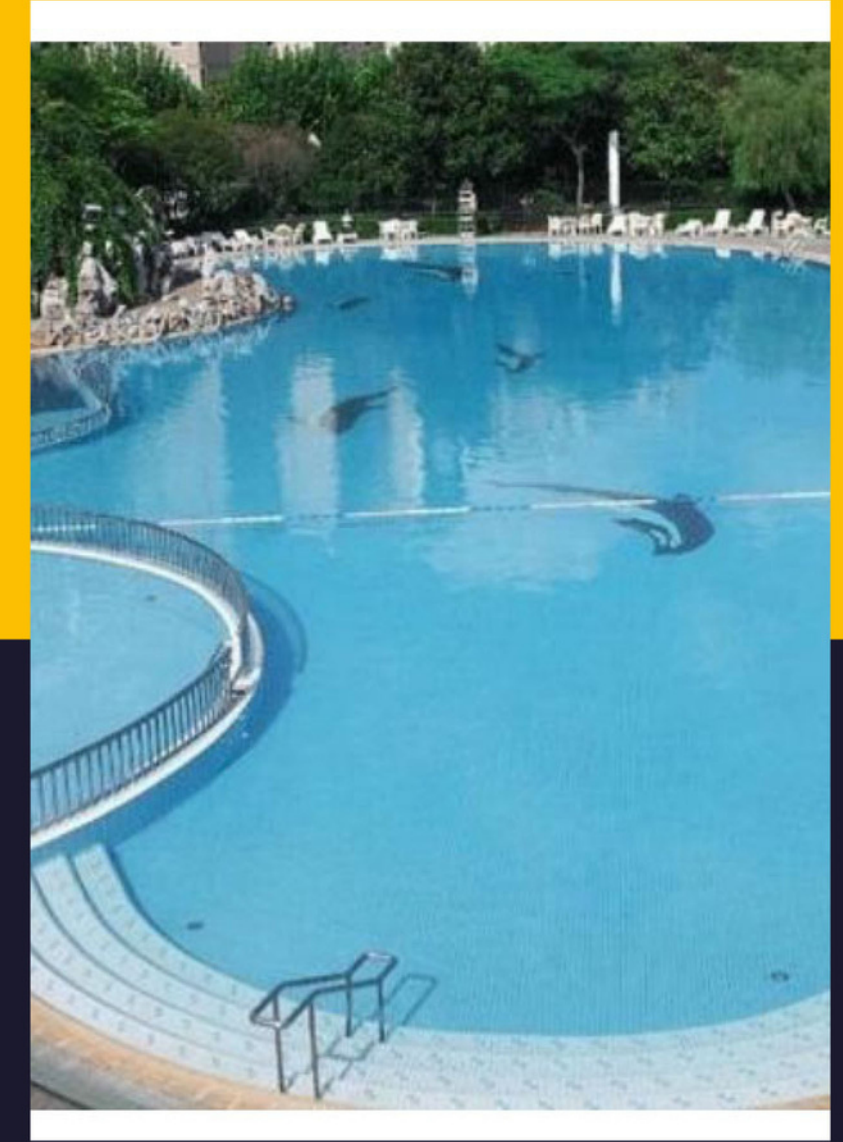


# RECREATIONAL FACILITIES: (CLUB HOUSE)



and a number of shops that cater to the basic needs of the population such as supermarkets and pharmacies.





## RECREATIONAL FACILITIES: (CLUB HOUSE)

This will contain a number of service and entertainment centers that cater to the special needs of the residents of the city and surrounding areas. It includes, but is not limited to, a sports club and a club with the best technology. It includes tennis courts, basketball and gymnasiums, a sauna and swimming pools, a social building for family gatherings and friends, and a commercial area that includes a restaurant and cafeteria complex.



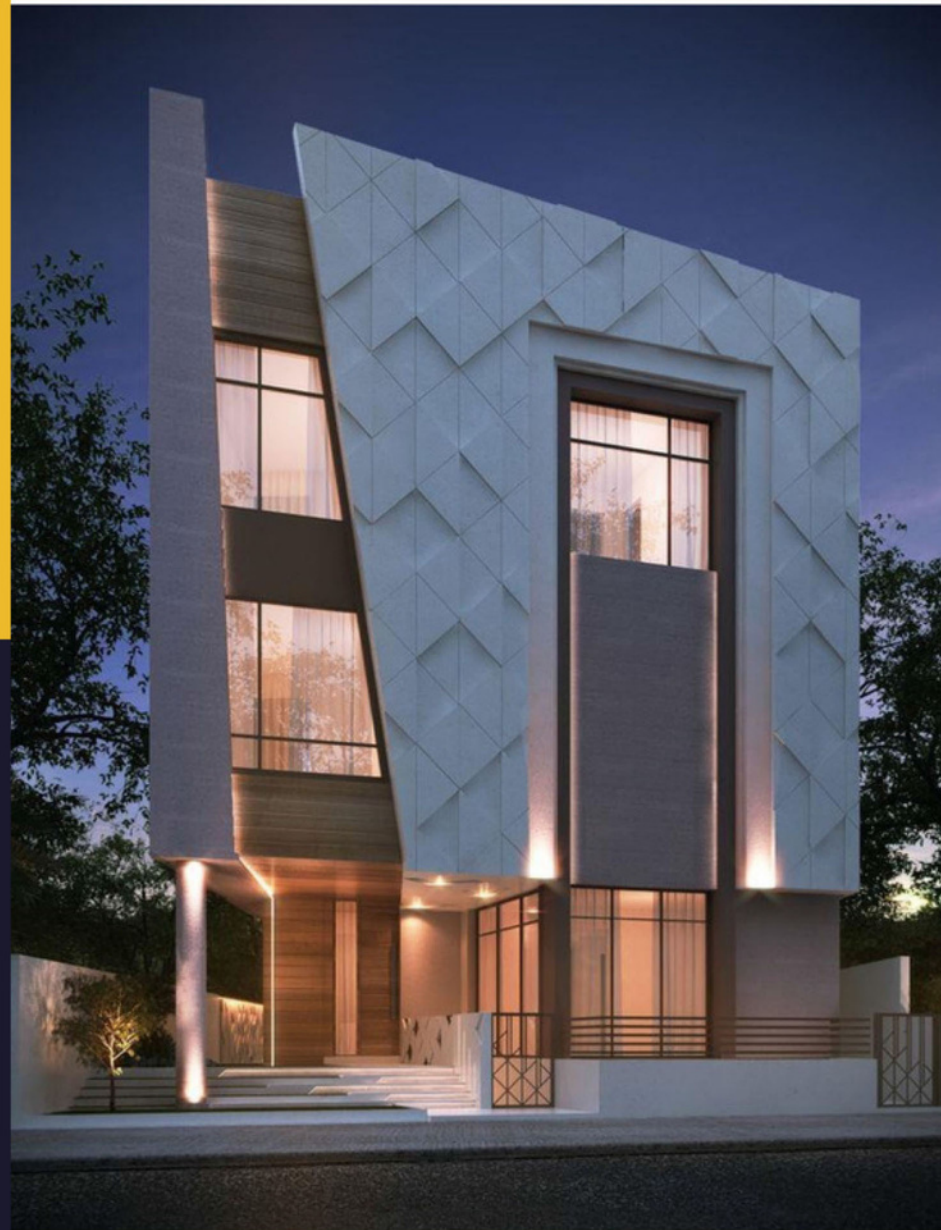


# SMART DESIGN: (I VILLA)

Villa is an English word for a small, small, detached house in the suburbs







# APARTMENTS: (HOME)







## SMART DESIGN: (I VILLA)

Villa is an English word for a small, small, detached house in the suburbs

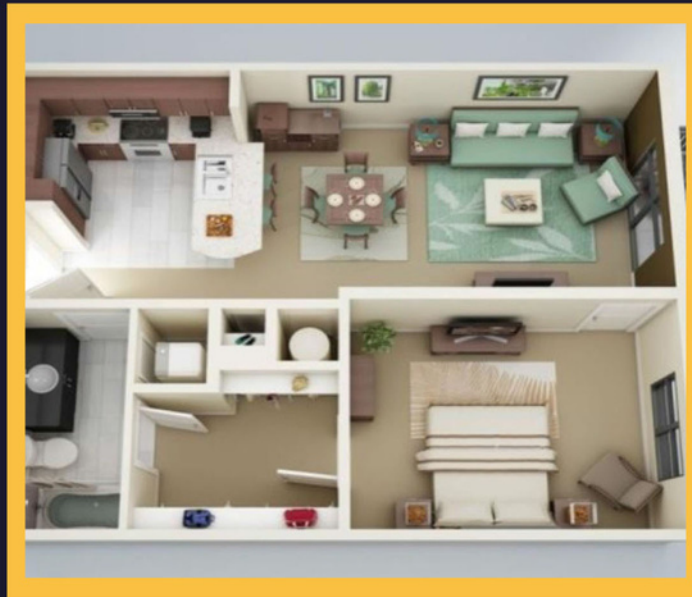


# APARTMENTS: (HOME)





# APARTMENTS: (HOME)



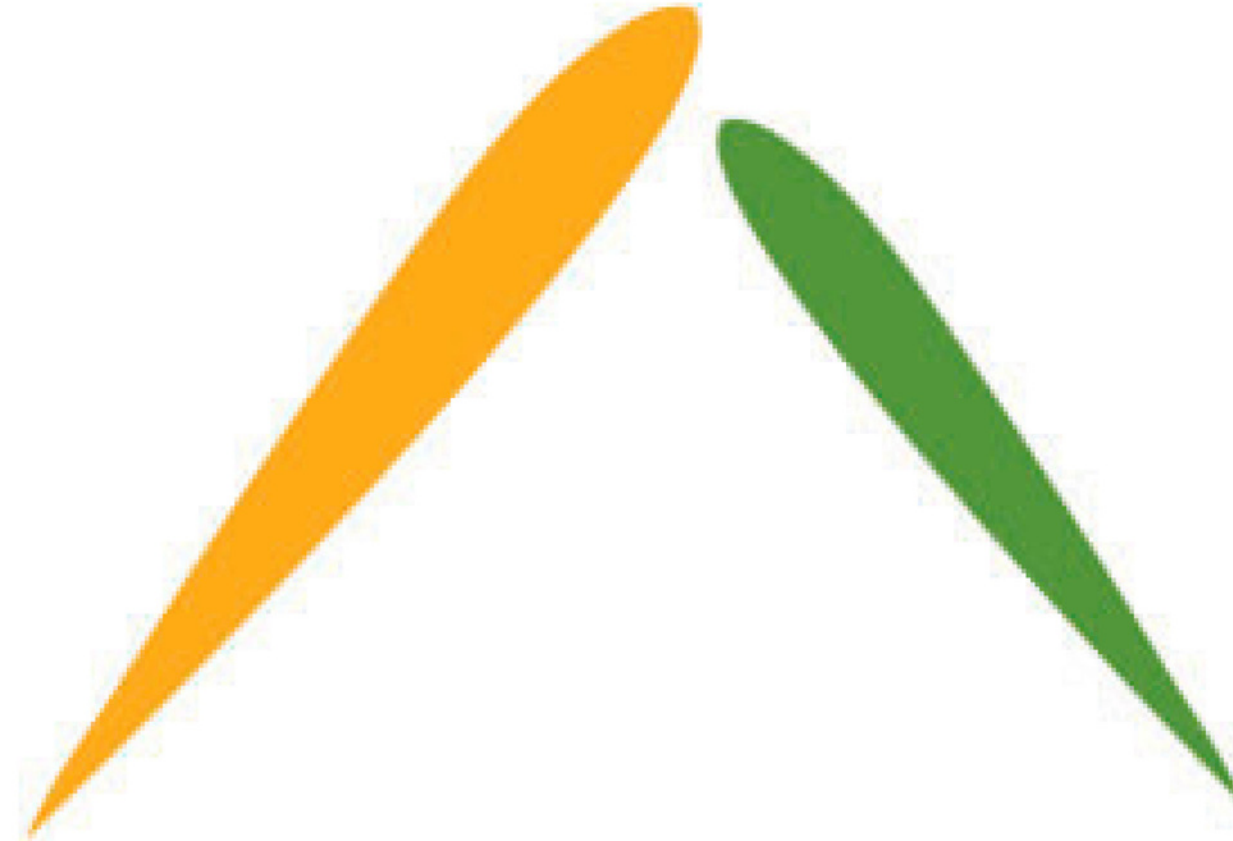


# THANKS

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www.bhioman.com







# **Dr Hussein Mwinyi International Airport in Pemba Zanzibar**

**Project description  
June 2022**



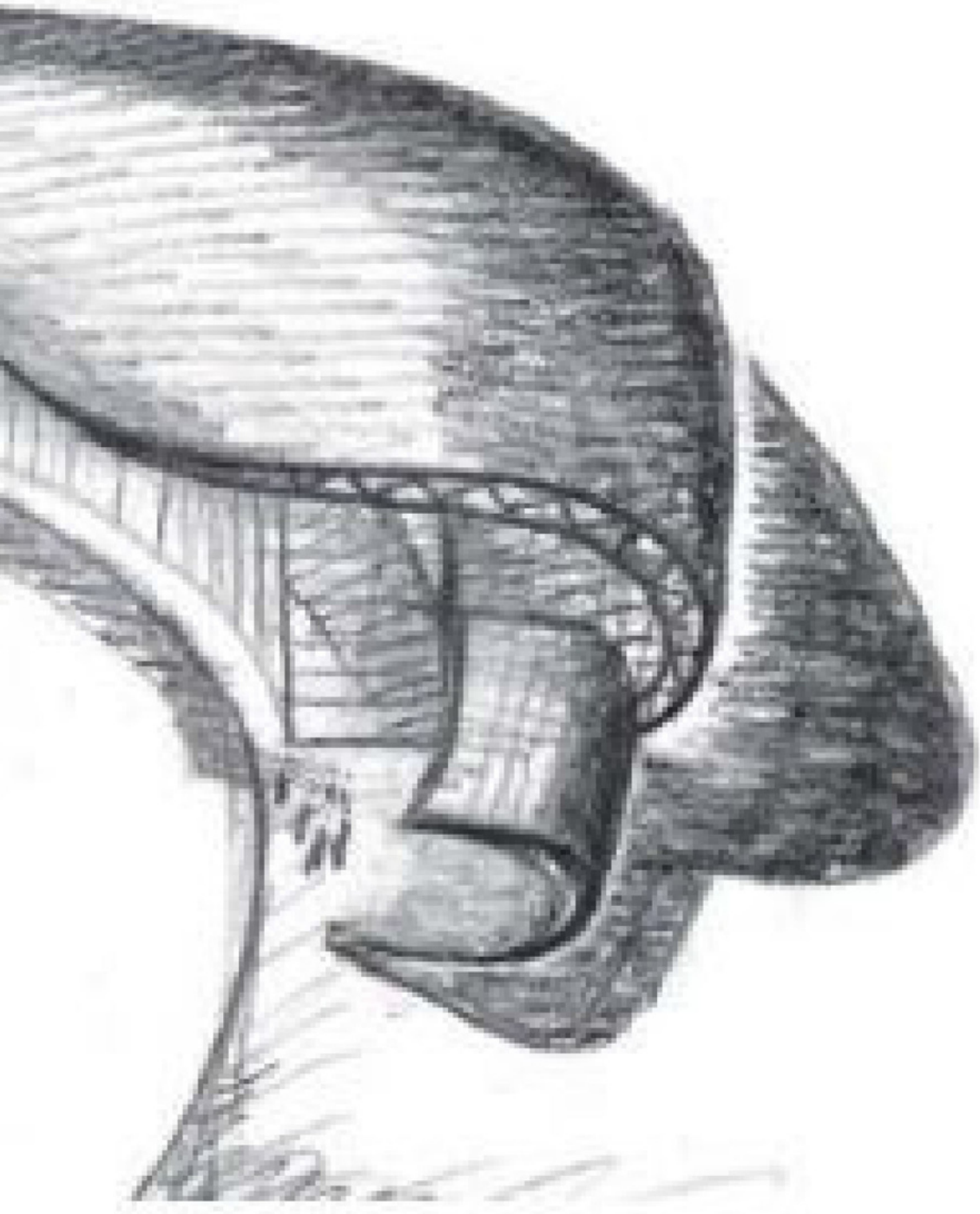


# Introduction

A major benefit of an airport that meets the international standards is the growth potential for tourism and economy. With our design strategy, we aim to create a hub in Pemba Zanzibar and on a larger scale for East Africa. We also see a big potential in the location of the airport, as it could be developed into a hub for cargo transportation.



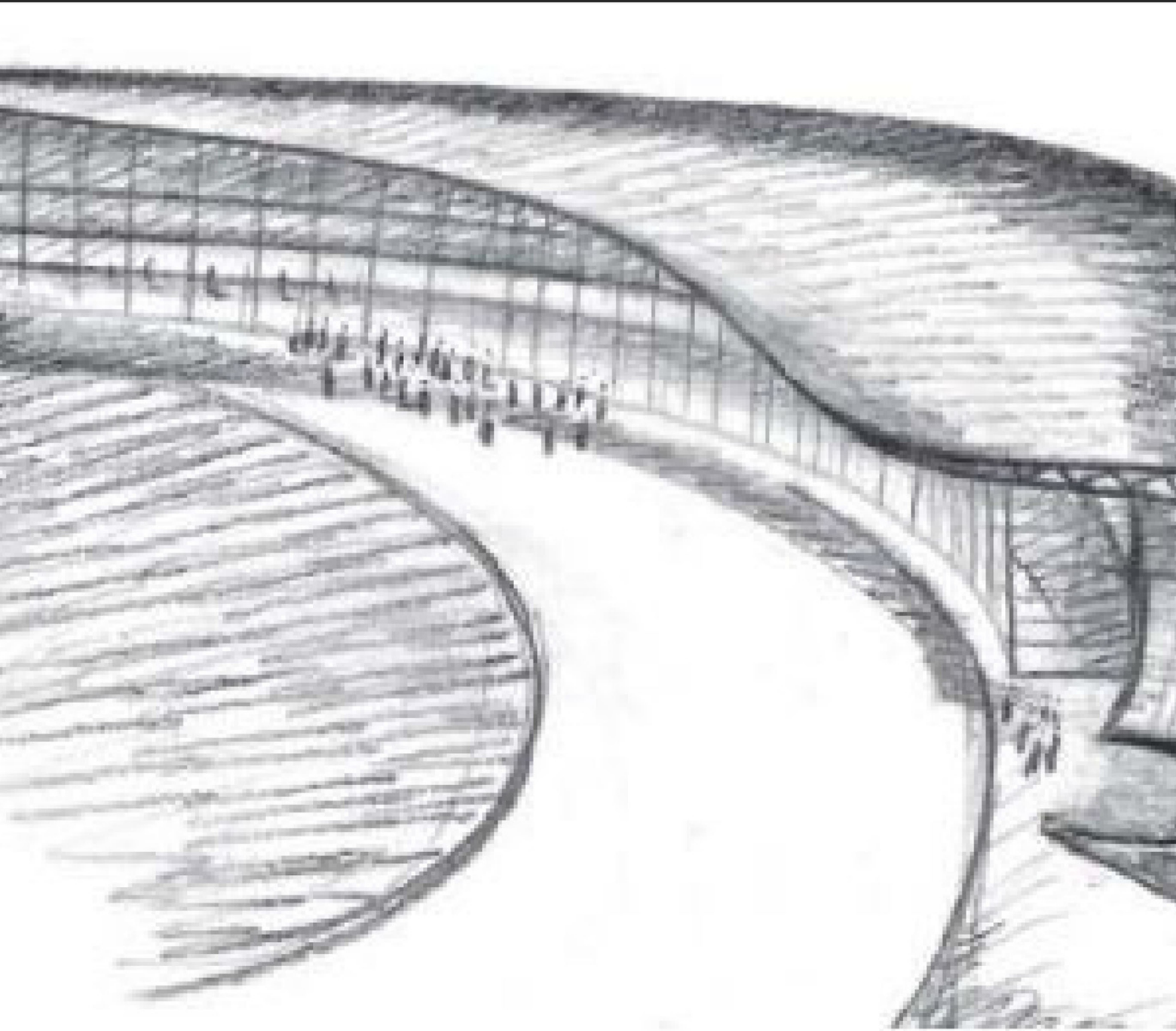




We include our Facility-Management-Compartment in every single project, developing an operation concept at a very early state, which saves a lot of money in the long run.







**BHI INTERNATIONAL** offers the government of Zanzibar a new terminal building at Freetown International Airport as a turn-key project, including all planning, architectural, engineering as well as the entire construction services. Our services include delivering and fixation the entire construction, as well as the machines and equipments

Getting the entire project out of one hand has the main benefit, saving cost while getting better quality by using the synergy effects within the **BHI INTERNATIONAL** group. We draw upon many years of experience, which enables us to not only accomplish building-projects successfully, but also to make them profitable



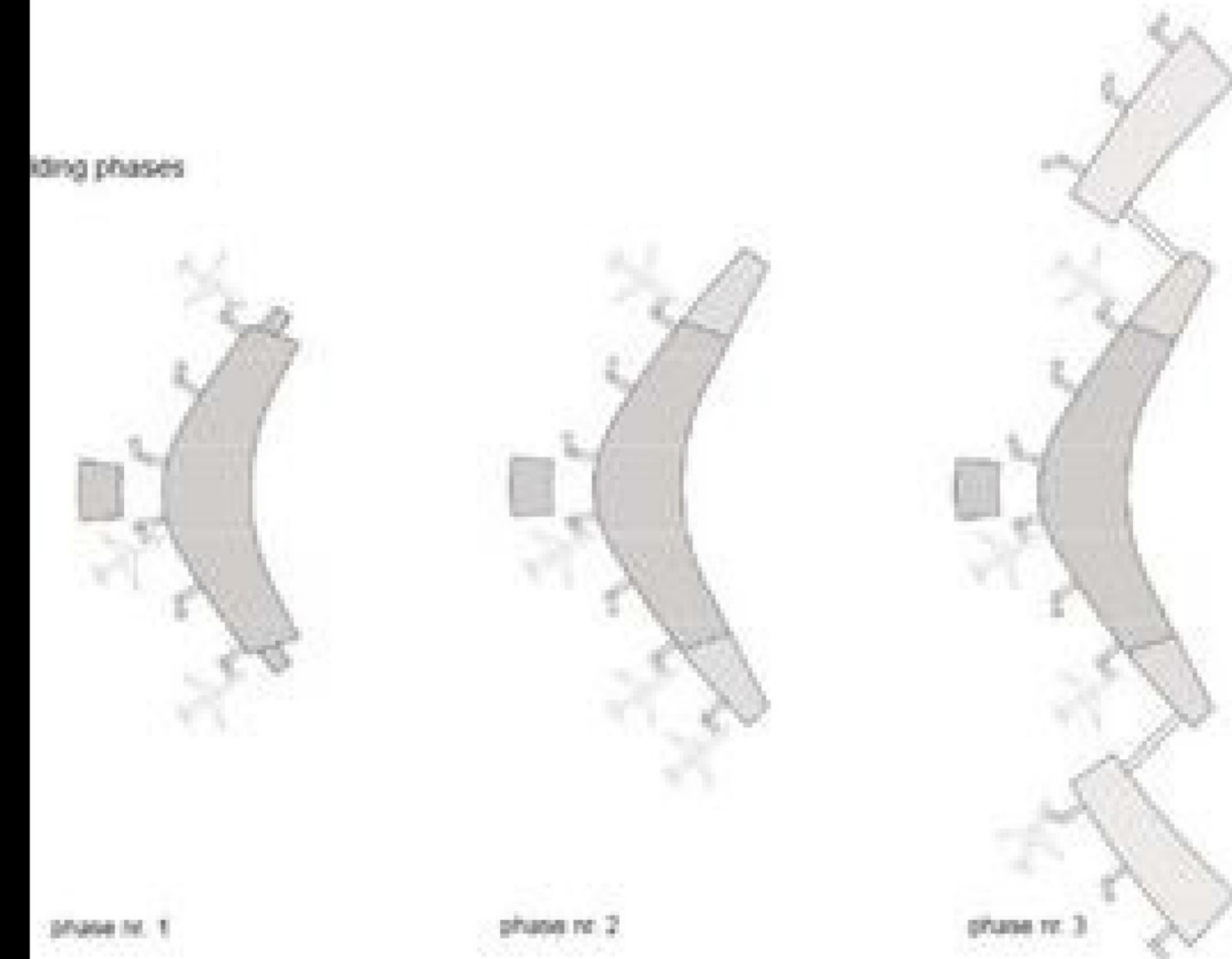
# Project Data

## Total Cost:

The entire turn-key project will add up to a total of 1.5 Billion USD (stand: June 2022).

## Passengers:

The maximum capacity of the designed new terminal building is 1.5 million per year (phase 1). In the long run, it will be possible to enlarge the terminal and therefore increase the passenger amount up to 4.5 million per year (phase 3).



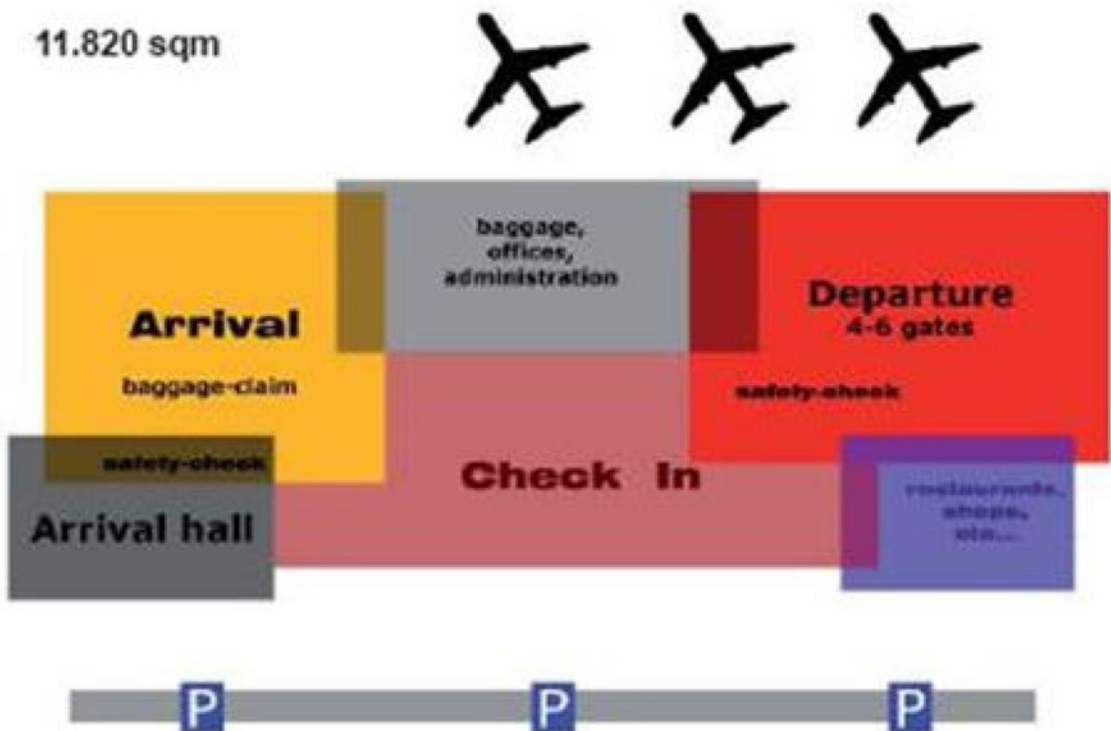


**Size and Area Allocation:**

The new terminal building contains a total of 11.820 sqm divided in two floors and a presidential area. The proposed area is as followed:

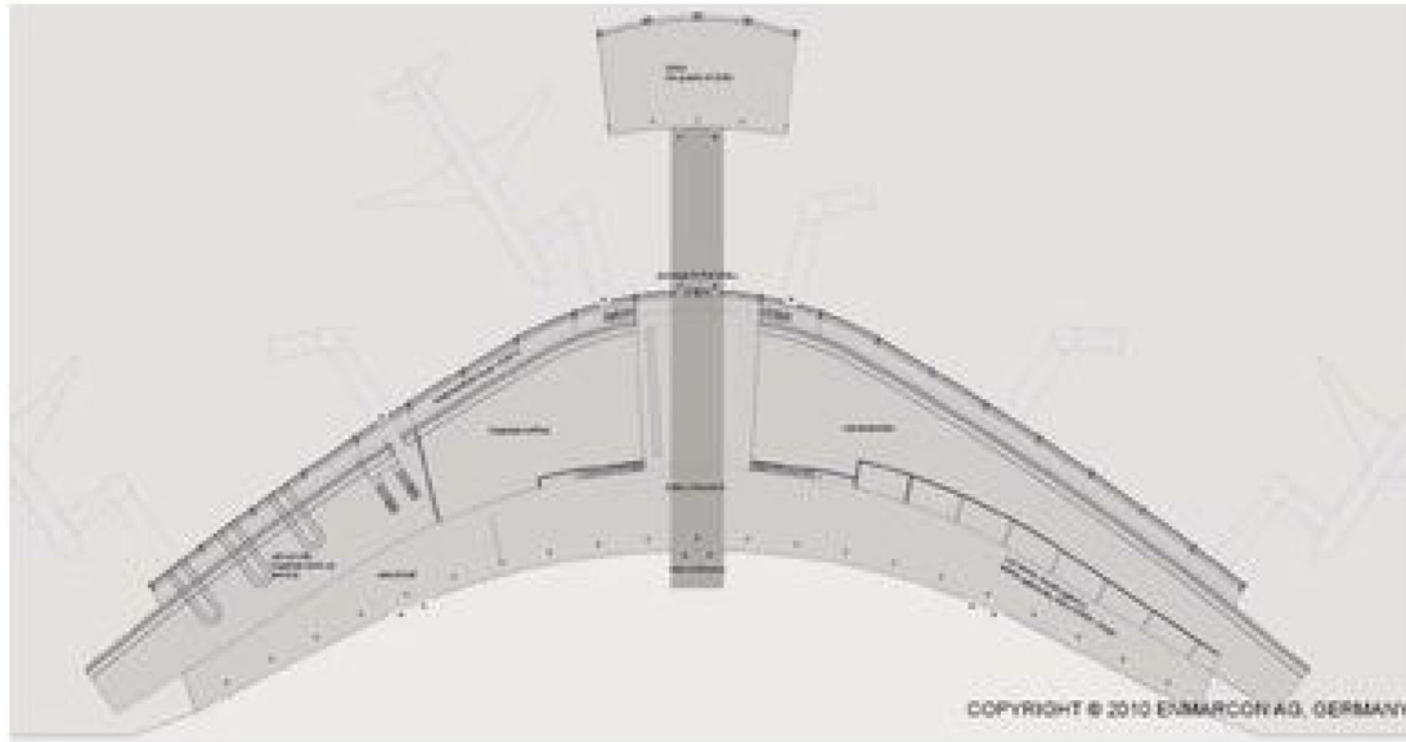
Check-In / lobby:

✚	Check-In / lobby:	2.200 <u>sqm</u>
	Lobby for guests of state	860 <u>sqm</u>
	Administration	1.800 <u>sqm</u>
	Luggage sorting	950 <u>sqm</u>
	Arrival with luggage pick-up service	1.030 <u>sqm</u>
	Arrival hall	630 <u>sqm</u>
	Departure with 6 gates	2.750 <u>sqm</u>
	Restaurants / shops ground floor	400 <u>sqm</u>
	Restaurants / shops first floor	<u>1.200 <u>sqm</u></u>
	Total:	11.820 <u>sqm</u> <input type="checkbox"/>

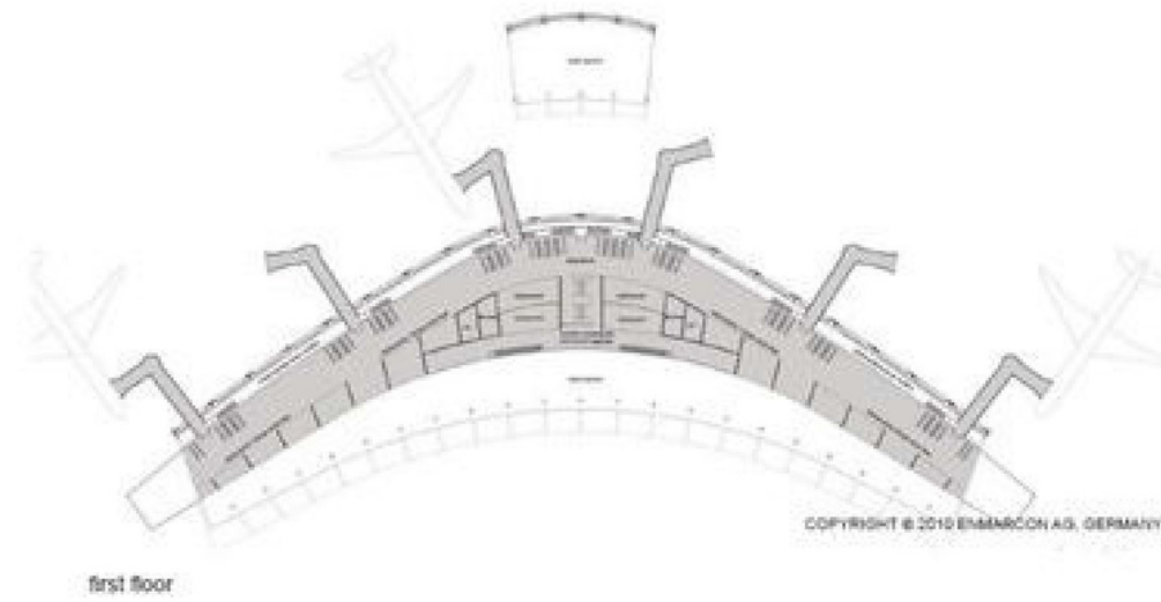




# Layout:



ground floor



first floor

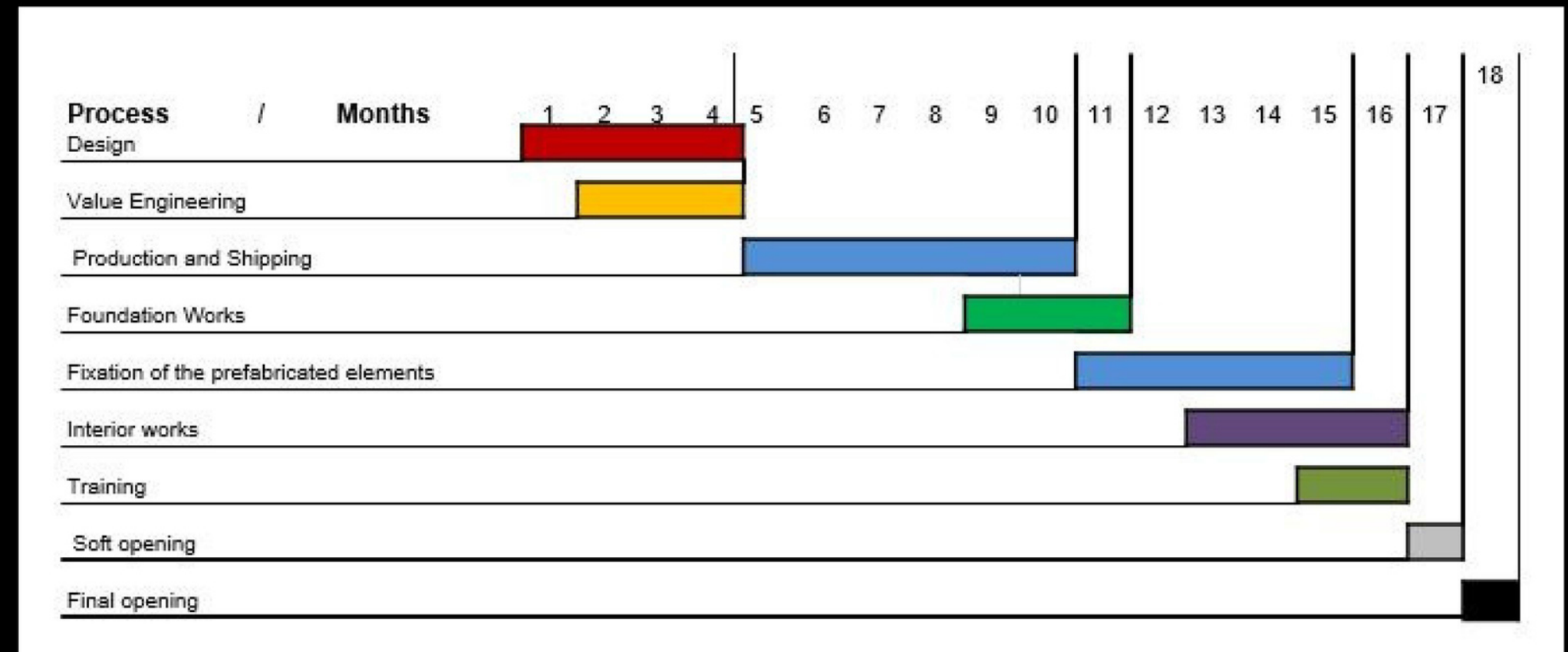


# Project Period and Time Schedule:



BHI INTERNATIONAL is planning with a total project time of 18 months. This timeframe includes the design and construction process, after assigning BHI INTERNATIONAL. The main time schedule steps are as follows.

- Design Process
- Value Engineering
- Production and Shipping
- Foundation Works
- Fixation of the prefabricated elements
- Interior works
- Training
- Soft opening
- Final opening



# Services

Within the budget of 1.5 Billion USD, BHI INTERNATIONAL is providing the following services among other services, which are required for a terminal building as a turn-key project:

## Equipments:

- Baggage Claims
- Luggage Sorting
- Air Conditioning
- Water and Sewage System
- Sprinkler equipments
- Access Control
- Security Scanners
- Light System
- Etc.



# Services

Within the budget of 1.5 Billion USD, BHI INTERNATIONAL is providing the following services among other services, which are required for a terminal building as a turn-key project:

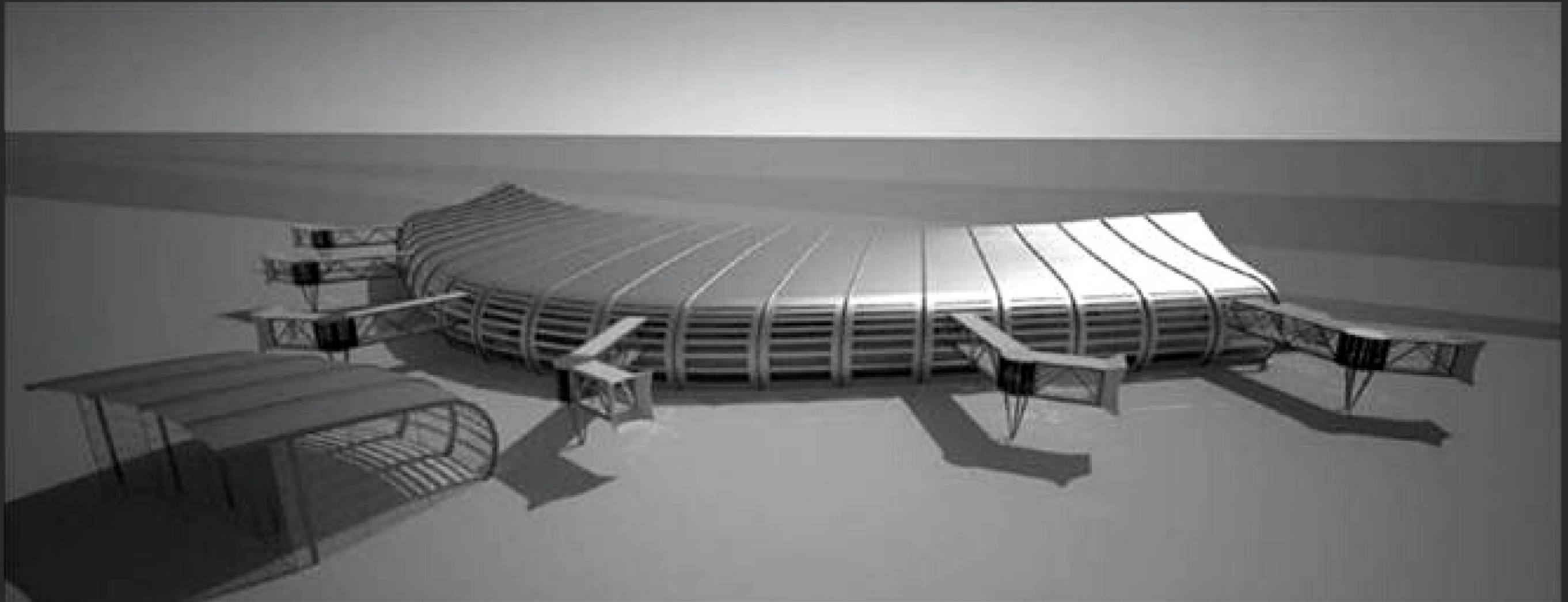
## Design and Consulting Services

- Architectural Design
- Structural Design
- Mechanical Design
- Electrical Design
- Plumbing Design
- Fire Fighting
- Data Management
- Safety and Security
- IT & Communication
- Facility Management

## Construction Services:

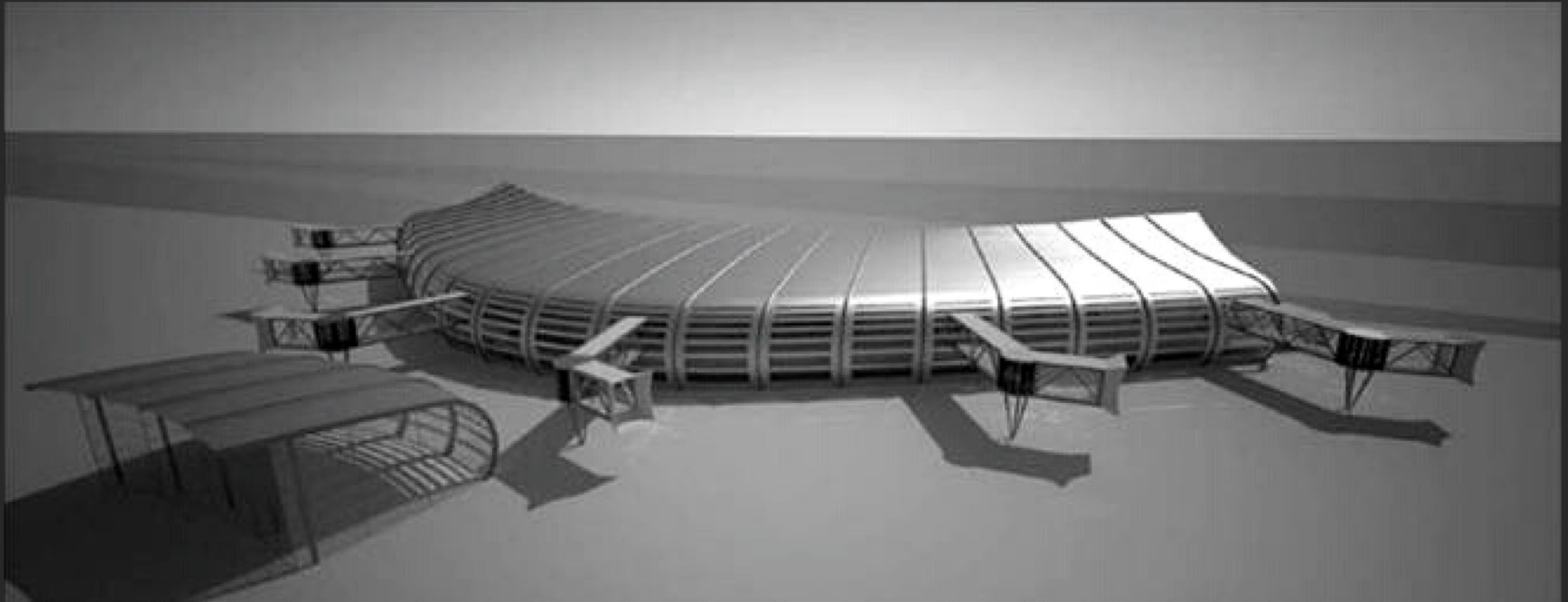
- Foundations
- Concrete and Masonry Works
- Plastering and Painting Works
- Signs
- Glass Elements
- All Steel Structures
- Roof Structure
- Façade Structure
- Interior finishing
- Etc.

# Images

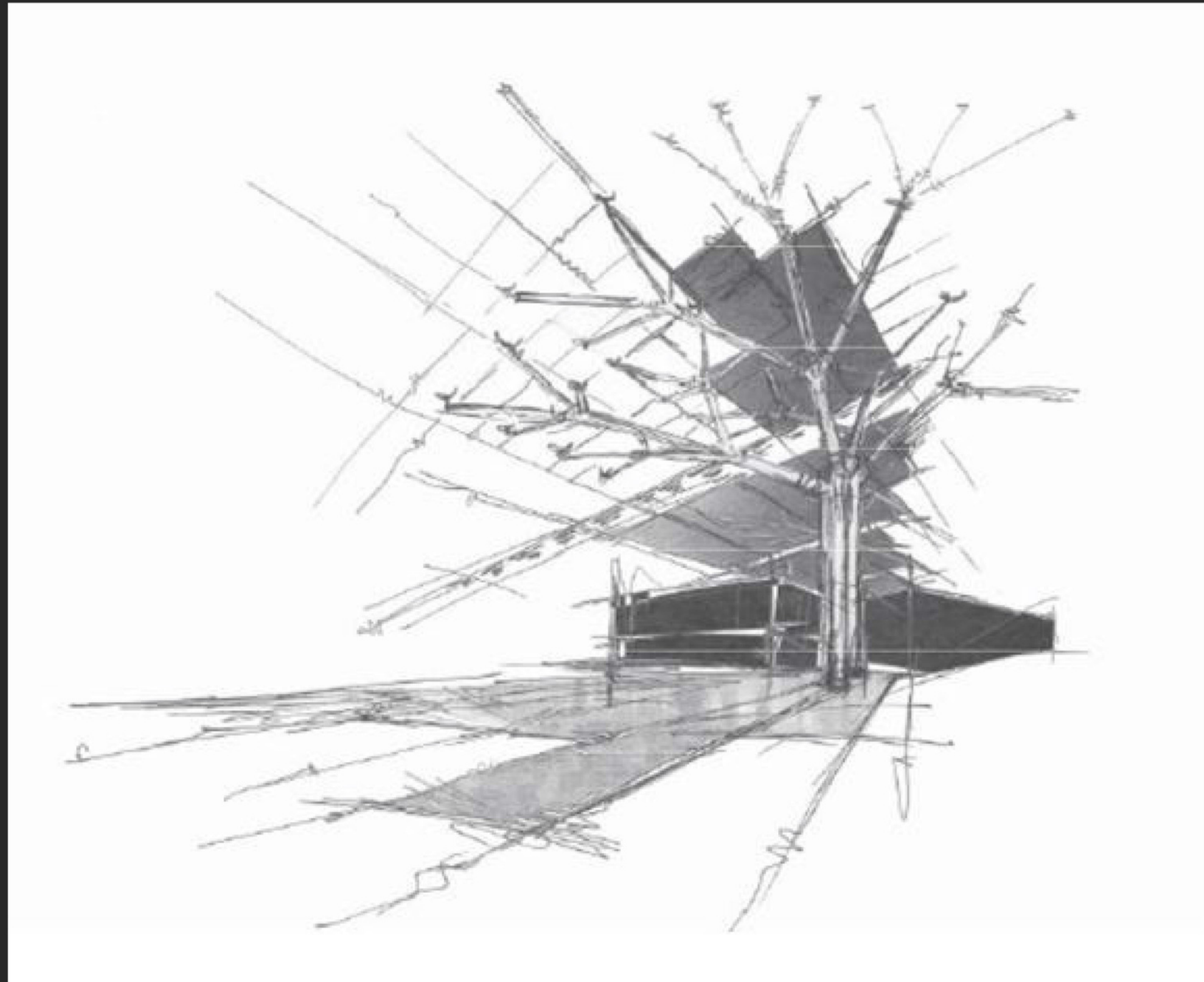




# Images

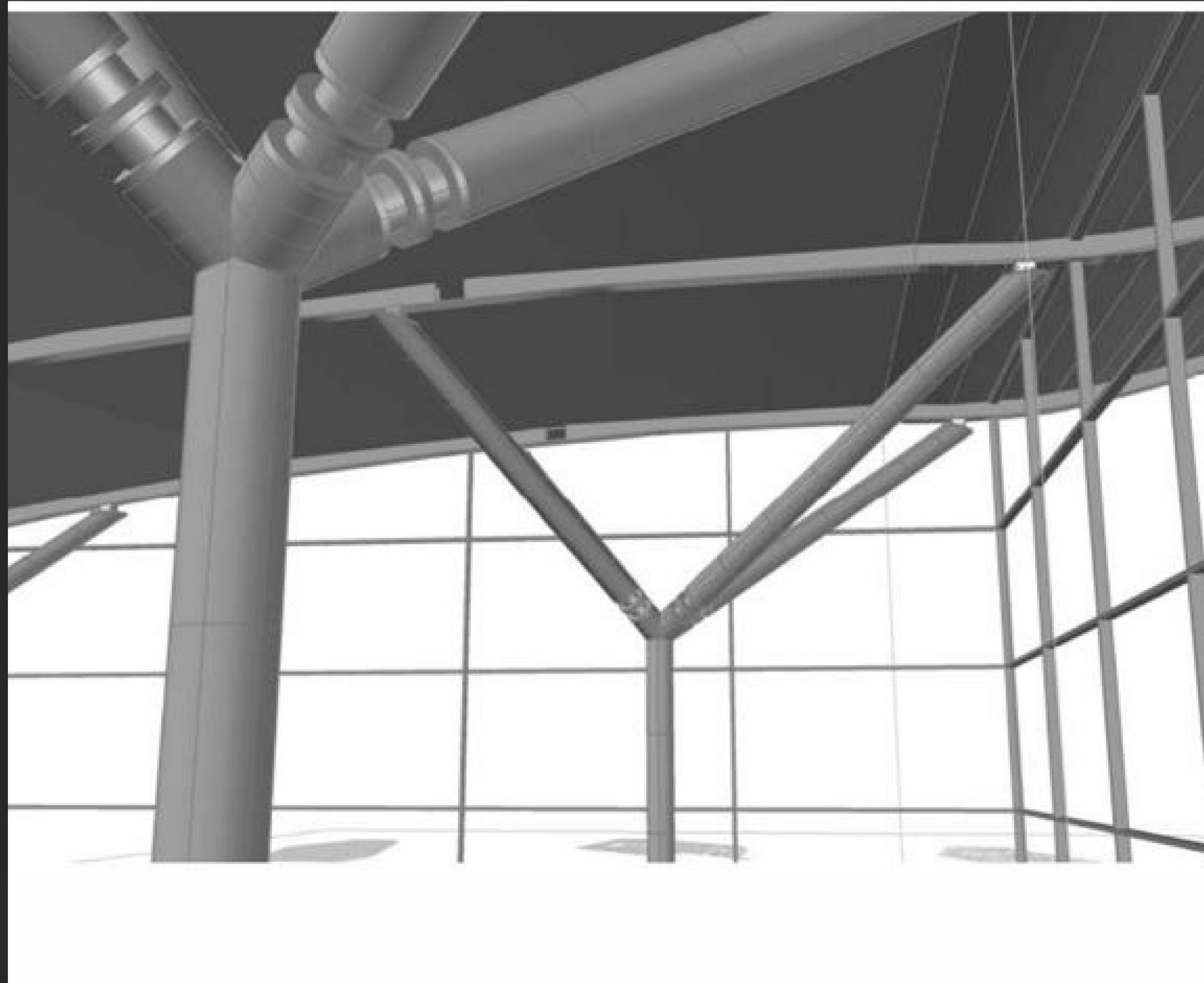


# Images





# Images



# THANK YOU





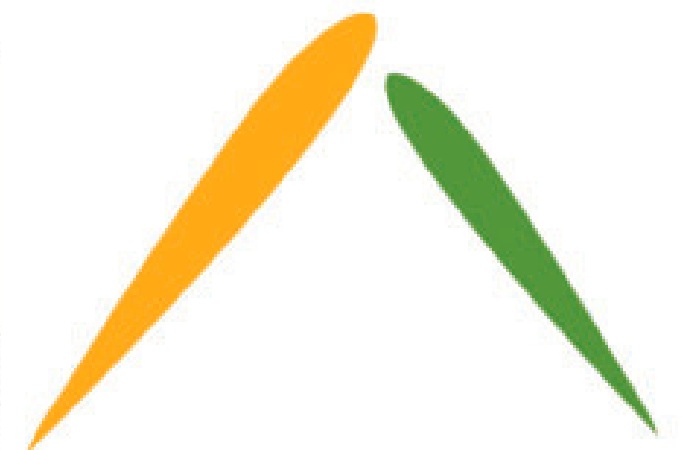


**PARKKENT**



**BHI**

## JOINT VENTURESHIP





- EPC Project Organization
- EPCF Project Organization
- Financial Facilitator
- Fabrication Industries

### Parkent Group

- Parkkent Mobilya İnş.Aş
- Parkkent EU
- Park Urban Co.
- Kuzen Group Co.
- Kaşibeyaz Restaurants



### Bussines Sectors

- Manufacturing Playgrounds
- City Furnitures
- Environmental Facilities
- Farm
- Organical Agriculture







# **EPC CATEGORIES**

# KAŞIBEYAZ RESTAURANT

Food Industry

Food Court

Chain Restaurant

Restaurant System Organization

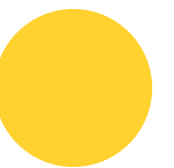


THE MOST LUXURIOUS RESTAURANT IN TURKEY WITH  
A HISTORY OF 60 YEARS



# SUPER BUILD

- Dams
  - Seaports
  - Restorations
  - Luxury Hotels
  - Social Houses
  - Kindergartens
  - Shopping Malls
  - Business Centers
  - Factory Buildings
  - Olympic Stadiums
  - Hospitals & Clinics
  - Mega Life Complex
  - Exhibition Buildings
  - University & Schools
- Government Buildings
  - Mega Business Complex
  - Museum & Theme Parks
  - Aqua Parks & Swimming Pools
  - Airports and Airport Treatments



# CIVIL ENGINEERING

## ROAD & BRIDGES

- Bridges
- Highways
- Sea Roads
- Side Roads
- Underground Roads



## TUNNELS

- Road Tunnels
- Water Tunnels
- Mining Tunnels
- Underground Tunnels



## INFRASTRUCTURE & UNDERGROUND

- Water Canal
- Sewage Treatments
- Water Pipe Line Construction
- Oil & Gas Pipeline Constructions



# MINING

- Coal
- Cobalt
- Copper
- Manganese
- Gold Mining
- Gem's Mining
- Valuable Stones
- Other Valuable Products



# ENERGY & RECYCLING

- Solar Energy Power Plants
- Geothermal Energy Plants
- Wind Energy Power Plants
- Hydro Energy Power Plants
- Biogas Energy Power plants
- Biomass Energy Power plants
- Metal Recycling
- Scrap Recycling
- Plastic Recycling





# OIL & GAS

- Geophysics
- Pumping Systems
- Oil Refinery Plants
- Gas Refinery Plants
- Oil and Gas Drilling
- Refinery Treatment
- Petrochemicals Production



# RAIL SYSTEMS

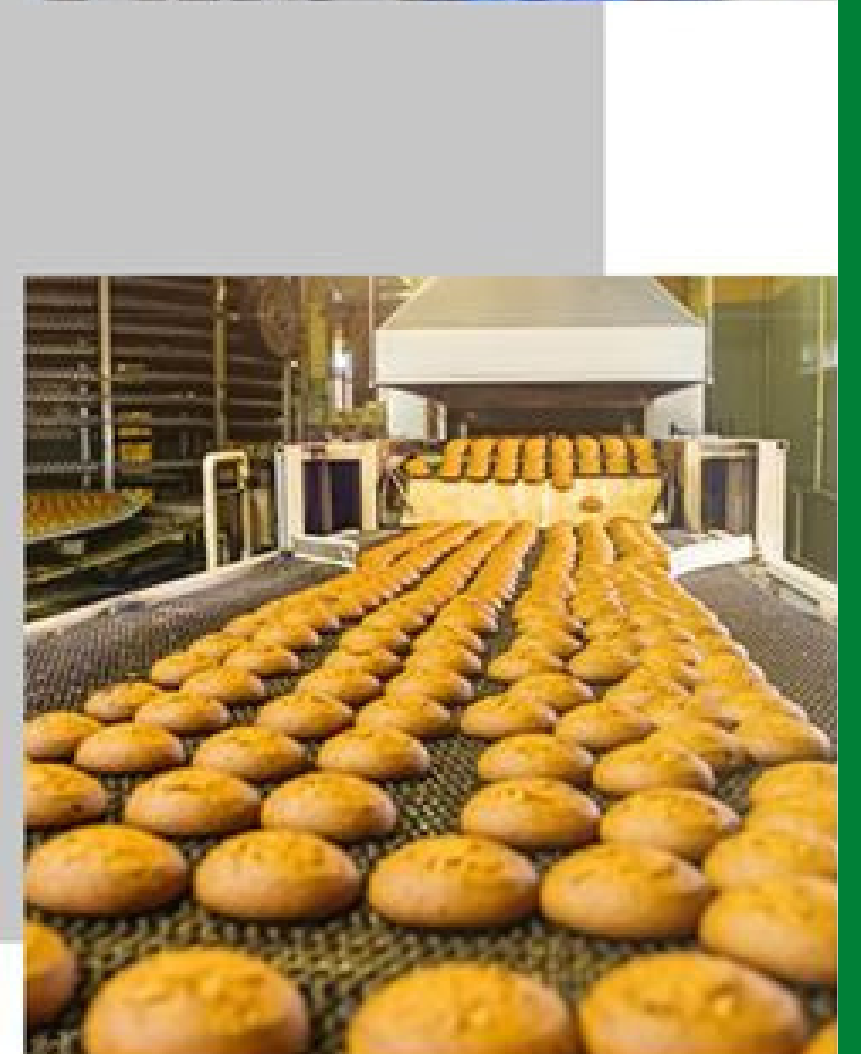
- Side Railways
- Metro Railways
- Speed Railways
- Heavy Load Railways
- Underground Railways





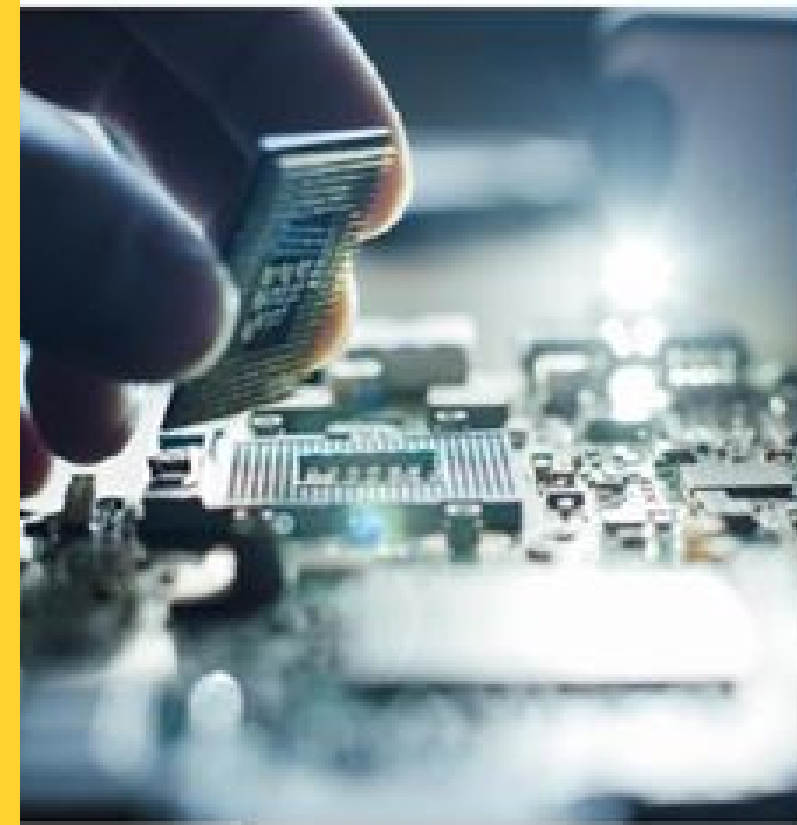
# FOOD INDUSTRY & AGRICULTURE

- Sweets
- Animal Foods
- Natural Foods
- Confectionary
- Gluten Free Foods
- Milk & Milk Products
- Industrial Food Plants
- Organic Fertilizers
- Natural Agriculture
- Organic Agriculture
- Agricultural Fertilizers
- Greenhouse Agriculture



# INFORMATION AND COMMUNICATION TECHNOLOGY

- IT Solutions
- Telecom Solutions





# MACHINERY

- Fabrication
- Factory Machinery
- Industrial Machinery
- Mechatronics Equipment
- Road Construction Machinery



# HEAVY METAL INDUSTRY

- Steel Materials Production
- Metal Equipment Production
- Heavy Machinery Production
- Factory Equipment's Production



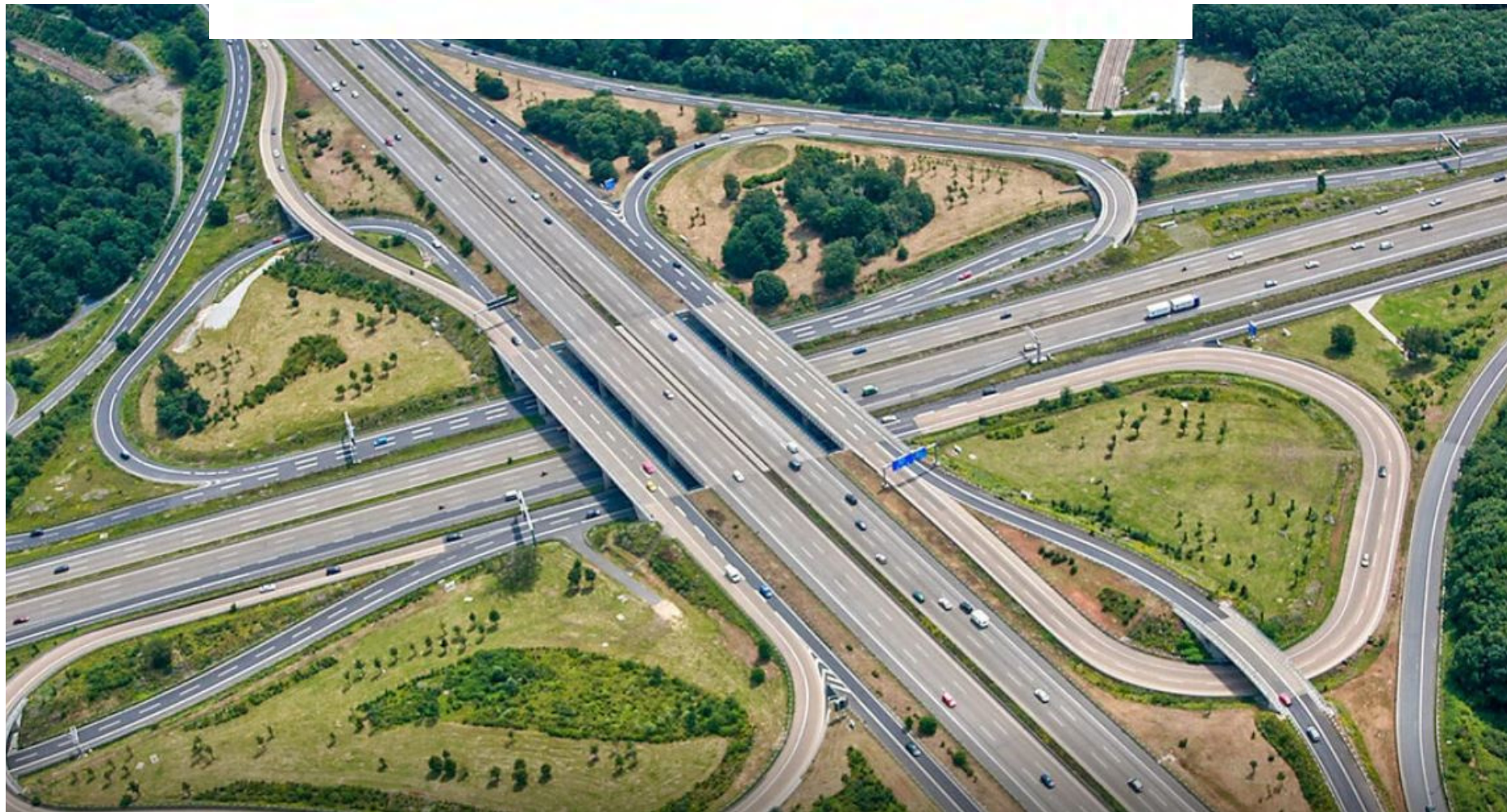


# COMMODITIES TRADING

- Food
- Oil & Gas
- Health Vehicles
- Valuable Stones
- Road Machinery
- Electrical Products
- Health Equipments
- Electronical Products
- Steel and Metal Pipes
- Steel and Metal Equipments
- All Other Commodities



# INTERNATIONAL PARTNERS





# INTERNATIONAL PARTNERS



# INTERNATIONAL PARTNERS





# INTERNATIONAL PARTNERS





# MADINAT AL BAHR

Madinat al Bahr a “city on the sea” is a unique and only palatial hotel hugging the azure waters of the Indian Ocean and enhanced by a white sandy beach on the best of the Zanzibar’s coast. Purpose designed and built, the state of the art resort hotel exudes the grandeur of an Ottoman palace combining the rich culture, colours and warmth of an African heritage wrapped in captivating modernity. Lovingly decorated inch by inch regardless of cost to compliment the structure, the resort hotel depicts stunning ambience and surroundings to please any hard to please critic





# THE AFRICAN HOUSE HOTEL ZANZIBAR

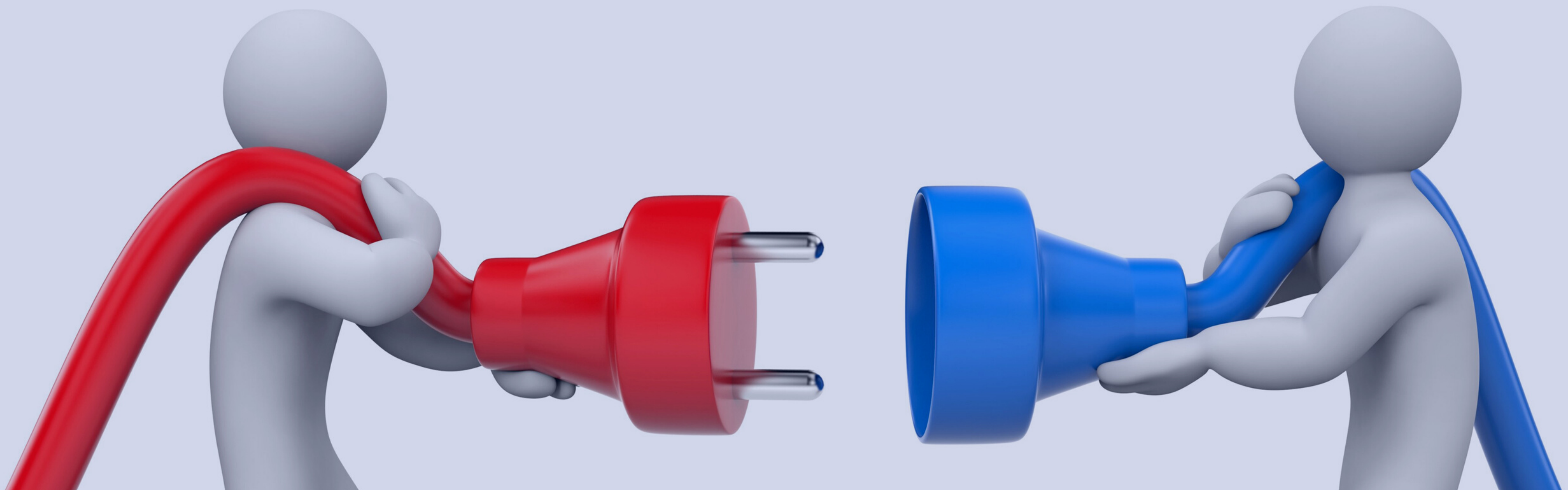
Set in a grand building overlooking the Indian Ocean, this genteel hotel is a 6-minute walk from both the oceanfront Forodhani Gardens and the Old Fort of Zanzibar, and an 11-minute walk from Darajani Market.

Featuring antique furnishings, the warmly decorated rooms have free Wi-Fi, flat-screen TVs and minibridges, as well as tea and coffeemaking facilities. All have sitting areas, and terraces or balconies; some provide ocean views. Room service is offered.

Breakfast and parking are complimentary. There's a cosy bar, a low-key cafe and an unfussy Colonial-style restaurant, as well as a terrace with views of the ocean. Bike rentals are offered.







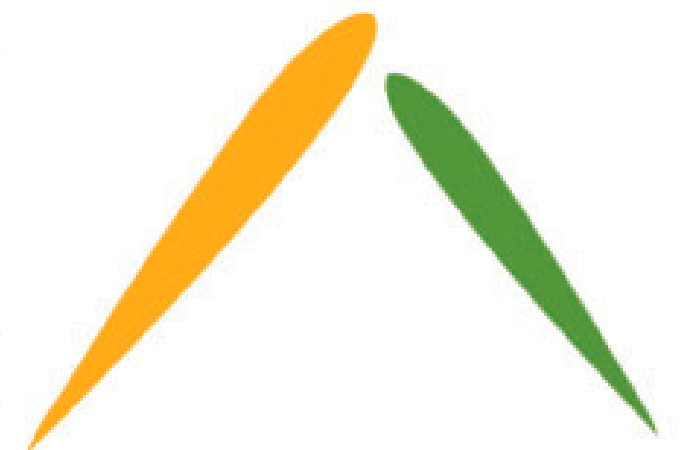
**SINOARAB**  
FEDERATION

**BHI**

## JOINT VENTURESHIP



**BHI**  
**BIG HOUSE**  
INTERNATIONAL LLC





# CERTIFICATE

## OF STRATEGIC COOPERATION



# CERTIFICATE

## OF STRATEGIC COOPERATION

PROUDLY PRESENTED TO

**Big House International LLC (BHL)**

- Sultanate of Oman -

We, Sino Arab Federation, which specializes in major international projects, certify that **BIG HOUSE INTERNATIONAL LLC COMPANY - BHL** (Sultanate of Oman) is our strategic partner in the scope of all Asian, African, and European countries, and it has the full right to represent us and negotiate on our behalf in all related business.



**SinoArab**  
**The Power of**  
International Enterprises Federation  
[www.sinoarab.co](http://www.sinoarab.co)

A stylized signature in black ink, appearing to read "Ahmed Almutairi".

Eng. Ahmed Almutairi  
Managing Director

SIGNATURE



# SinoAra



WORLDWIDE SOLUTIONS

Tendering

Contracting

Operating



## SinoArab

FEDERATION





# SinoArab

## The Power of

### International Enterprises Federation

When we talk about ambition and determination,  
When vision becomes limitless, the certainly greater  
An example of these great meanings is called  
Sino Arab International Enterprises Federation

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www.sinoarab.co

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+965 95555993  
+86 13189000090

Office 8, The White House Complex,  
Hamad Al Mubarak St, Block 9, Plot  
185/1, Al Salmiya, Kuwait

# INTRODUCTION

- 1.What ?
- 2.Why ?
- 3.How ?
- 4.Which?
- 5.Ourethos
- 6.OurStrengths
- 7.Why Arab countries ? Why China ?
- 8.Major companies Qualification
  - Sustainability Services
- 9.Work scope BOOT
- 10.PPP
- 11.Risk management Pre -Construction
  - Design & Build Project Delivery Building Information







Introduction

**Sino Arab** FEDERATION  
Is one of the  
Top international  
Enterprises Federation



02 SinoArab Federation Catalogue // [www.sinoarab.co](http://www.sinoarab.co)

## What ?

**Sino Arab** International Enterprises Federation is an International Enterprises Federation that provides integrated business solutions for international projects, which are held in cooperation between the People's Republic of China and all the Arab countries, and also all Middle Eastern + African union countries. The Federation head quarter was established in Kuwait according to the Kuwaiti established laws of incorporation, with regional Branches under establishment in China, Hong Kong, Saudi Arabia, Qatar, Oman, Libya, Tunisia, UAE and Iran.

## Why ?

**Sino Arab** International Enterprises Federation's activities were launched to support the Road and Belt Initiative launched by the Chinese President (Xi Jinping) in 2013. **Sino Arab** International Enterprises Federation take advantage of all the support and all the features offered by the Chinese government to all joint projects held in the countries which are under the umbrella of the initiative of the belt and the road, including all Arab countries. The idea of forming the **Sino Arab** International Enterprises Federation also arose to keep pace with the qualitative leap in

the size of the strategic projects required for the

02 SinoArab Federation Catalogue // [www.sinoarab.co](http://www.sinoarab.co)

official development plans announced by most of the governments of Arab countries in general. Where the majority of Arab countries have officially announced their vision to develop the infrastructure sectors and the economic, social, health and educational system for their countries, in addition to making plans to diversify the sources of income and resources of the economy, while restructuring and expanding the projects of the energy production sector (oil and gas) at the same time (Kuwait Vision 2035), as a model.

## How ?

**Sino Arab** International Enterprises Federation's business model is designed to attract a select group of major Chinese governmental and private companies, with its very large technical and financial capabilities, advanced international classifications, and long international experience, to provide full support to Arab local companies and help them increase their capabilities to implement major projects, in addition to form a strong alliance with great potentials that can gain confidence and participate strongly in the required development plans over the coming years. Such as China's largest construction and engineering companies, Classified globally, China's giant oil and petrochemical companies, Specialized research institutes, universities and its sector with high end artificial intelligent technologies. 7. Sector of high technology transfer. 8. Food security sector with smart unique agriculture solutions and medical security sector. 9. Education, human development and training sector. 10. Res



# Sino

FEDERATION

We build value

Inspired by the principles of sustainable development, Sino Arab federation uses technological & organisational innovation combined with its extraordinary human and professional resources, to develop solutions that contribute to the economic and social development of countries and enhance the resources of communities.

It operates in sectors requiring long and extensive experience, particularly renewable energy, water, transport,

and urban infrastructure. It develops bespoke and innovative proposals for big projects after analysing the client's needs and researching the most effective technological solutions.

Sino Arab collaborates with designers, engineers and suppliers to prioritise issues concerning health, safety and the environment. It also engages continuously with local stakeholders, and recruits, trains and cares for large local workforces.



## Our vision

we firmly believe that large infrastructure projects contribute to the creation of a better world for current and future generations , promoting balance between humans and their environment.



## Our mission

We undertake daily to build a better world , bringing together beauty, functionality and quality , continuing the engineering legacy of ancient China and the great works of the Chinese, from which we draw inspiration.

## Our values



### Solidity

We build infrastructures that last in time and promote sustainable development for current and future generations.



### Excellence

We believe in competence and skill, in work that is well done and capable of exceeding client's expectations.



### Transparency

We promote an ethical, open and transparent conduct with all our stakeholders.



### Respect

We respect people, diversity and the environment.

# Sino

FEDERATION

Our Ethos



Establish international alliances in the fields of :

**TENDERING CONTRACTING OPERATING**

## ▪ TENDERING

The project tendering sector is one of the most important services provided by Sino Arab, as the companies cooperating with us have long experience in submitting bids and winning dozens of bids in previous years in many countries.

## ▪ CONTRACTING

SinoArap puts the strength & capabilities of the major Chinese companies cooperating with it at the service of local companies & contractors, by cooperating with them in the implementation of contracting and projects that need financial and technical support, whether through joint cooperation or subcontracts.

## ▪ OPERATING

SinoArab aims to provide complete operating services, and international marketing of mega projects, based on the latest internationally recognized modern operating system as in the fields of airports, seaports, free zones, oil & gas projects.



## Our Strengths

SinoArab focused on major infrastructure & sustainable projects to improve people's lives.

### Our unique value proposition

Sino Arab focused on large-scale civil engineering<sup>Infrastructure</sup>, and sustainable development projects to improve people's lives

- All our allies and partners have a proven track record
- Outstanding skills in key segments

### Significant geographical diversification

A large and long-term backlog of orders

- 's size enables it to compete for the biggest projects in the world
- Sino Arab Geographical diversification across different continents and countries at various stages of development
- Proven ability to penetrate new markets

### A high level of competitiveness

A very strong focus on market opportunities

- The ability to compete selectively, focusing on projects with the best balance between available resources and risk /reward profile

### A history of consistently strong and continuous growth

Enhanced ability to grasp global opportunities while managing risk

- Significant presence in high-growth markets: China and Arab countries
- Global scale that does not link the SinoArab's exposure to the economic growth of individual country or region

Sino  
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Why Arab countries ?



**\$4.1 TRILLION**

Is the value of projects planned for  
implementation in the Middle East



Sino  
FEDERATION

Why China ?



## Cost & Speed

Chinese companies have earned an excellent reputation for offering the best price & fast speed project delivery

# Sino

FEDERATION



## Huge value for future planned projects



## \$4.1 trillion is the value of projects planned for implementation in the Middle East.

According to official government reports, the Arab countries in the Middle East and North Africa provide each of the investors, Developers, contractors, manufacturers and suppliers in the construction sector have huge opportunities that can be exploited and benefited from, through the \$4.1 trillion worth of projects planned or underway across the region, as each country in the region is investing heavily to diversify and expand its economy base. In addition to the need to meet the requirements of rapid population growth, it is expected that the period from 2022 to 2035 will be a period of project recovery accompanied by the continued recovery of the economy and the recovery of oil prices. Out of the aforementioned huge amount, reports said that \$3.3 trillion worth of previous projects - or more than three quarters of their total market value - are in the pre-implementation planning stage, which means that the future opportunities for future projects are vast and promising. This is especially true of the Gulf Cooperation Council countries, which account for more than two-thirds of the total projects in the region. While the national oil companies invest in oil and gas exploration

projects in search of new reserves, increase production capacity and improve efficiency in their assets, not to mention the relentless pursuit of implementing their final plans to produce refined oils and high-value petrochemical products, we find that the energy and water sector is also witnessing a boom that is manifested in the efforts of governments to meet the growing demand for electricity and water, while working to enhance energy security and reduce carbon dioxide emissions by investing in clean energy. The reports considered that transport and logistics capacities are among the main components of the economic plans of the countries of the region that seek to build high-speed networks, while the ambitious master plans of cities are working to form, plan and implement a wave of smart city projects to develop old cities and accommodate the increase in population. The reports said that the construction and real estate sector is the largest segment ever, as it derives support from investment in private property and the development of schools, hospitals and other social infrastructure projects.



## Experience & capabilities

Make China the best  
international partner



# China is the best international partner with the best potential.

All parties agreed that the success of the vision with its international ~~Sino~~ ~~first~~ ~~federation~~ is entirely dependent on the consideration of China as the best international partner that all countries of the world want to seek, because of the following considerations:

### 1- Political neutrality.

China is characterized by its neutrality in the face of many international political conflicts, making it the first trade partner of many countries in the world and welcome in all countries.

### 2. A business partnership not political ambitions.

The image of the Chinese state in the minds of the peoples of the world is a peaceful nation seeking successful international trade partnerships and without any political ambitions, unlike the Western countries that many countries feel uncomfortable cooperating with them because of their greed and bad history of unequal relations.

### 3. Protection power.

China's partner countries are assured that China is permanent members of the UN Security Council and have a strong political and

military force to qualify for its joint international projects and not to allow prejudice to their international interests.

### 4. Cost and speed.

Chinese companies have earned an excellent reputation around the world for offering the best price quotations that have become difficult for all countries to compete against, enabling them to win the largest share of mega projects around the world, in addition to the fast speed project delivery based on their own technology.

### 5. China's unique experience & Marketing power.

China, with its huge population, multi-faceted partnerships and international interests, has a huge marketing capability capable of successfully marketing any of its projects around the world, as well as the excellent Chinese management systems that have overtaken many Western systems. Over the past 40 years, China has provided the international community with many cases and success stories for international development projects, with unique experience; Zhongteng Group puts these experiences in the hands of the client.

# Sino

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Major  
Companies



## SinoArab

FEDERATION

# Sino Arab

FEDERATION

**Attract a selected group of  
major Chinese companies**

with its large technical and financial capabilities  
, advanced international classifications, ainternational





# AVIC

CHINA NATIONAL AERO-TECHNOLOGY  
INTERNATIONAL ENGINEERING . CORP  
ENR Top 250 list of international contractors



# CHINA PETROLEUM

CHINA PETROLEUM ENGINEERING

& CONSTRUCTION . CORP (CPECC)

China's largest

oil/gas construction companies



# SINOPEC

CHINA PETROLEUM & PETROCHEMICAL

CONSTRUCTION ENGINEERING CO.,LTD

"Class AAA

Petrochemical Engineering Construction"



## GWDC

GREAT WALL DRILLING COMPANY, LTD  
"Subsidiary of China National Petroleum(CNPC)"



## CNCEC

CHINA NATIONAL CHEMICAL  
ENGINEERING CO., LTD  
"Largest comprehensive chemical  
engineering enterprise in China"



## CAET

CIVIL AVIATION ELECTRONIC  
TECHNOLOGY CO., LTD  
"Affiliated to China Research Institute of  
Civil Aviation Administration"





# FANTAWILD

FANTAWILD HOLDINGS INC

"China's Top 30 Enterprises"



# SINOMACH

CHINA SINOMACH HEAVY  
INDUSTRY CORPORATION

"Fortune 500 enterprises"



# ZTI

ZHONGTENG INTERNATIONAL PORTS  
LOGISTIC GROUP COMPANY . , LIMITED

"China top 10 ports logistics services"

## Qualification & Enterprise Honour

SinoArab Federation Compines  
Qualification & Enterprise Honour



### Qualification

1. Class A General Construction Contractor of Building Construction Projects
2. Class A General Construction Contractor of Smelting Projects
3. Class A General Construction Contractor of Municipal and Public projects
4. Class A General Construction Contractor of Mechanical and Electric Installation
5. Class A General Construction Contractor of Chemical and Petroleum projects
6. Class A Enterprise for Construction of National Foreign Aid Project
7. Class A Enterprise for Steel Structure Manufacturing
8. Certificate of AAA Credit Standing
9. Certificate of ISO9001 Quality Management System
10. Certificate of ISO14001 Environmental Management System
11. Certificate of GB/T28001 Occupational and Safety Management System
12. Registration Certificate of Entry-Exit Inspection Application Enterprise
13. Competence Certificate of External Management
14. 76 Construction Qualifications at All Levels Covering 20 Specialities.

### Enterprise Honour

1. Luban Prize of China's Constructional Projects
2. National Silver Prize of Quality
3. China Engineering Industry Prize for Progress in Science and Technology
4. China Installation Star
5. China Gold Prize of Steel Structure
6. Award for National Excellent Welding Project
7. Several Items of Provincial and Municipal High Quality Project Prize
8. National Excellent Construction Enterprise
9. National Enterprise of Contract Compliance and Full Credit
10. National Customer Satisfaction Construction Enterprise
11. Civilization Enterprise of China's State Organs
12. Beijing Customer Satisfaction Construction Enterprise



## Sustainability



### INPUTS

**%13-**

Energy intensity rate



### CONSTRUCTION

**%19+**

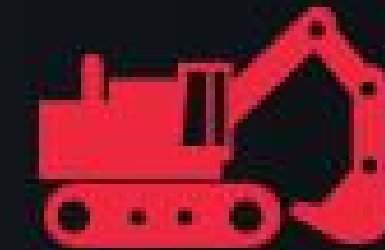
Excavation materials recycled and reused



6,069,993 m<sup>3</sup>  
Concrete



1,807,045 t  
Asphalt



15,936,770 m<sup>3</sup>  
Earth-moving



### OUTPUTS

**%14-**

GHG emissions intensity rate



### Sino Arab Sustainability Model







**SinoArab aim to be member of the UN global compact (UNGC).**



The principles of sustainable development form the cornerstone of our actions. Through the work of our allies and partners around the world, we aim to improve people's lives with projects that act as a catalyst for growth in communities while respecting their heritage and natural resources, human dignity and freedom.

WE SUPPORT



We aim to be a member of the UN Global Compact (UNGC), the world's largest voluntary corporate sustainability initiative, and have thereby committed to align our operations and strategies with the UNGC's 10 principles relating to human rights, labour, the environment, and anti-corruption.

## Our Shared Value approach

working in numerous and diversified environments, interpreting and meeting the expectations of local institutions, clients and communities, taking account of the different cultural histories and backgrounds of our technical and operational counterparts around the world has fostered a robust business culture focused on human value.

This has led us to develop a Shared Value approach that fully integrates our corporate strategy, contributing to our commercial success and creating:

- Economic Value :  
Successfully completing infrastructure projects that meet and exceed our clients' expectations and ensuring a return for investors;
- Social and Environmental Value :  
Contributing to the sustainable development of countries where we work by improving infrastructure to address environmental challenges and supports local communities and economies.

## Our priorities

To implement our Shared Value approach, we focus on three key areas:

- High performance standards for our investors and clients (on ethics and quality); for our workforce and partners (on health and safety and people development); for local communities; and for the environment;
- Local development in the countries where we operate, by supporting socio-economic growth through

job creation, vocational training, local sourcing on our supply chain, and community support;

- Accountability to our key stakeholders to ensure mutual confidence, fairness and transparency.

To implement our priorities effectively through the organisation, we have developed an integrated framework of policies and management and control systems that respect major international standards and guidelines.

# Sino

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## Our Services

# Sino Arab

FEDERATION

provides an integrated package  
of technical services for projects  
in various sectors .



## PROJECT ENGINEERING

### A) Project documentation

- ▶ Conceptual designs,
- ▶ Basic designs,
- ▶ Designs for obtaining construction permits,
- ▶ Detailed designs,
- ▶ As-built designs,
- ▶ Design documentation, made on the basis of the China Power Plant procedures,
- ▶ Design documentation for foreign countries on the basis of their legislation.

### B) Detailed reports and other

documentation related to construction

Mandatory reports (fire safety studies, safety at work studies, construction waste management plans, feasibility studies of alternative energy

- ▶ Non-mandatory technological reports, in particular,
- ▶ Geodetic plans and other geodetic services,
- ▶ Reports for entry into official registers,
- ▶ Other documentation related to construction, such as:
  - Tender documents,
  - Operating and maintenance instructions,
  - Construction site organization plans,
  - Functional specifications,
  - Terms of Reference,
  - Up-to-date Facility Documentation.

### C) Technical consulting services

- ▶ Services related to acquiring project conditions, consents,
- ▶ Technical and design supervision,
- ▶ Review, assessment and comparison of tenders,

- ▶ Review and certification of supplier's documentation,
- ▶ Project management.

### D) Project documentation revision

- ▶ Preparation of reports of individual auditors,
- ▶ Preparation of a joint audit report,
- ▶ Interpretation of reports.

## CONSULTANCY

- ▶ Studies, scientific reports,
- ▶ Preliminary designs,
- ▶ Research and analyses,
- ▶ Investment documentation:
  - Reconnaissance studies,
  - Prefeasibility studies,
  - Feasibility studies,
  - Project implementation studies
- ▶ Evaluations, reviews,
- ▶ Spatial documentation,
- ▶ Environmental protection documentation,
- ▶ Business consulting,
- ▶ Consulting Engineering in the name of

FEDERATION  
Work Scope

# Sino Arab

work scope of its specialized companies covers all important projects sectors from oil and gas to infrastructure and construction .



## OIL & GAS

### Sub-fields:

- Oil & Gas Field Surface Facilities
- Oil & Gas Pipeline/Tank/Terminal
- Refineries & Petrochemical Plants
- LNG Plants
- Infrastructure & Utilities
- Directional Drilling Service
- Cementing Service
- Drilling Fluid Service
- Air Drilling Service
- Top Drive Service
- Tubular Handling Service
- Coring Service
- Tube Maintenance Service
- Wireline Logging Service
- Mud Logging Service
- Well Testing Service
- Interpretation Service
- Acidizing & Fracturing Service
- Heavy Oil Recovery Service
- Injection Service
- Pump Truck Service
- Ground Facility Service
- Liquid fuel systems

## INFRASTRUCTURE

### Sub-fields:

- Roads
- Bridges
- Railway networks
- Airports
- Sea ports
- Free zones
- Economic zones
- Artificial islands
- Combined municipal grids

## CONSTRUCTION

### Sub-fields:

- Commercial buildings
- Residential buildings
- Resorts
- commercial complexes
- Recreational complexes
- Hospitals
- Hotels
- Schools and universities
- Sports facilities

## WATER & ELECTRICITY

### Sub-fields:

- Dams
- Water desalination plants
- Sewage stations
- Pipes fittings
- Power plants
- Hydro power engineering
- Nuclear facilities
- Power transmission
- Waste water treatment

## INDUSTRY

### Sub-fields:

- Chemical processing industry
- Pharmaceutical industry
- Food industry
- Metals industry
- Automobile industry
- Electronics industry
- Agricultural industries
- Complementary industries
- High technology industries

**The construction industry is inherently risky, but it is how we approach risk which may define the success or failure of the projects.**

## Build Own Operate and Transfer (BOOT)

We operate in a region of frontier and emerging markets where Governments need to invest in their infrastructure and services. Whilst this form of delivery is better known for its roads, bridges, airports, railways, power stations, water supply networks and the like, we are seeing major private developers considering this model for significant retail, education, healthcare work.

We have the ability to play a key role in establishing the Special Purpose Vehicle (SPV) with all stakeholders that will see major developments delivered faster for the ultimate owner.

## Public Private Partnerships (PPP)

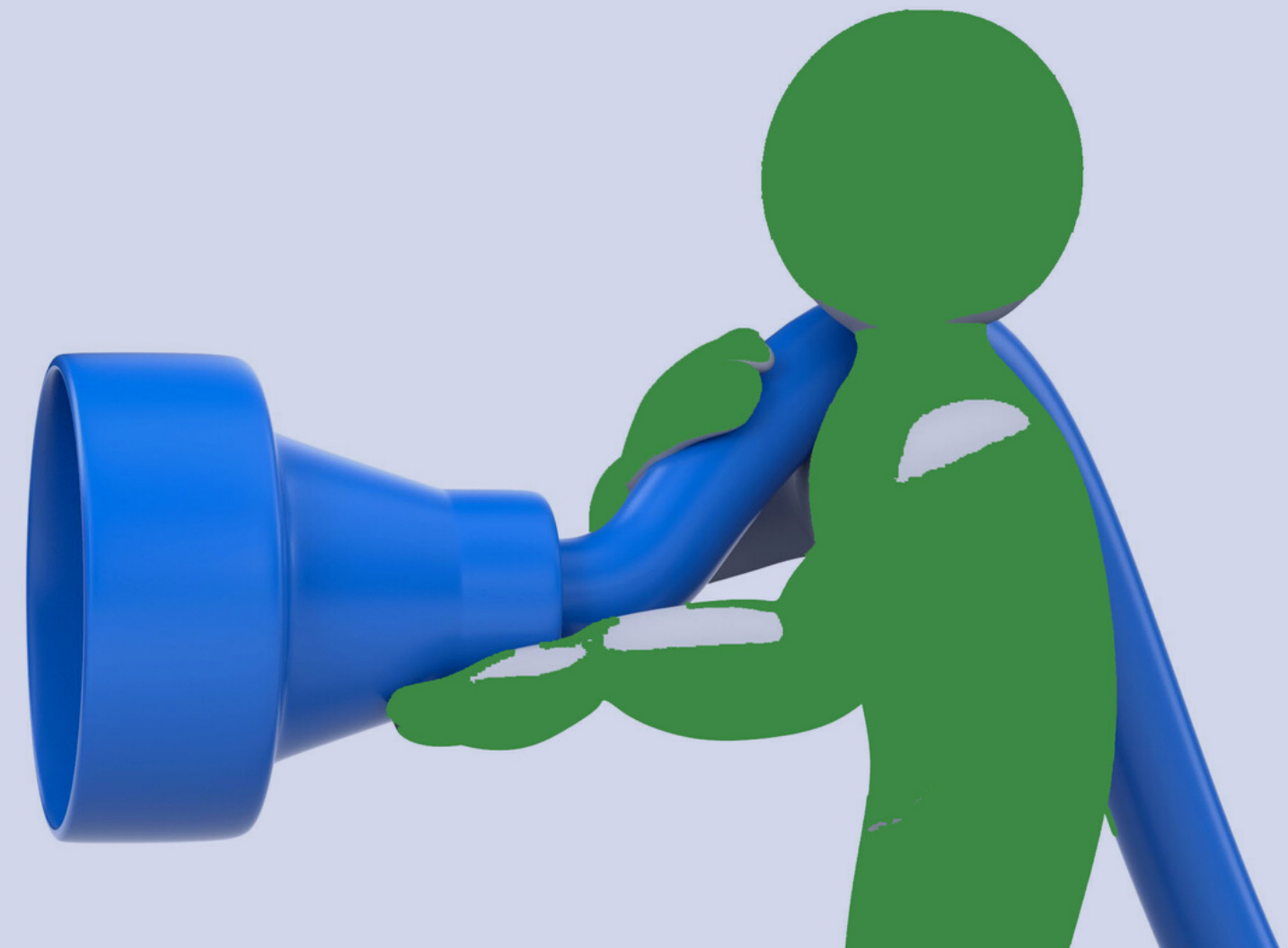
Governments in the region are focussing on the Public Private Partnership (PPP) as an alliance with the private sector to deliver necessary developments for their people. We have seen this method of delivery much more prominent in the social housing sector as significant shortfalls need to be reduced.

We have been involved in several of these developments in the countries in which we operate and see this form of delivery vital to some Governments to ensure speedy realisation of necessary infrastructure, in true partnership with the private sector members that can deliver excellent value products effectively.

## Risk Management

The construction industry is inherently risky, but it is how we approach risk which may define the success or failure of a project. The earlier all stakeholders can be involved, including the Contractor, the greater the chance of identifying, challenging, mitigating and reducing those will be.





PRO  
**OPEC**

**BHI**

**JOINT VENTURESHIP**



PRO  
**OPEC**

**BHI**  
**BIG HOUSE**  
INTERNATIONAL LLC



# CERTIFICATE

## OF STRATEGIC COOPERATION



# CERTIFICATE

## OF STRATEGIC COOPERATION

PROUDLY PRESENTED TO

**Big House International LLC (BHL)**

- Sultanate of Oman -

We, Pro-OPEC Crude Oil and Derivatives Trading, which specializes in the sale and purchase of crude oil, natural gas, oil derivatives, and petrochemical products, certify that BIG HOUSE INTERNATIONAL LLC COMPANY - BHL (Sultanate of Oman) is our strategic partner in the scope of all Asian, African, and European countries, and it has the full right to represent us and negotiate on our behalf in all related business.



[www.proopec.com](http://www.proopec.com)

A stylized signature of Eng. Ahmed Almutairi.

Eng. Ahmed Almutairi  
Managing Director

SIGNATURE







PRO  
**OPEC**

CRUDE OIL & DERIVATIVES TRADING





**CRUDE OIL & DERIVATIVES TRADING**

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Office 8, The White House Complex,  
Hamad Al Mubarak St, Block 9, Plot  
185/1, Al Salmiya, Kuwait



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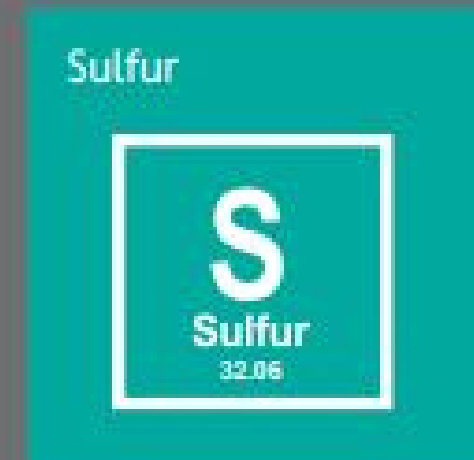
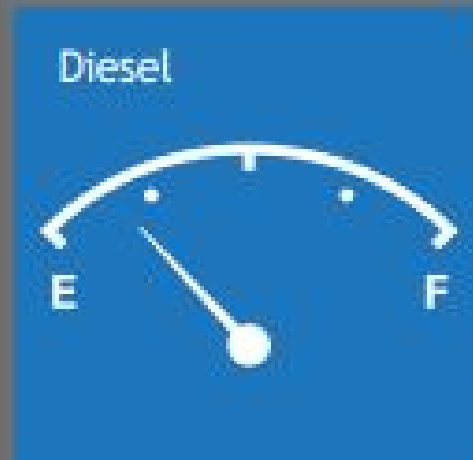
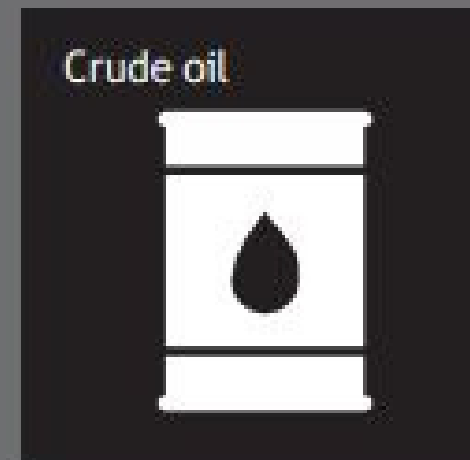
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CONTENT

We do business in most of

# Energy Commodities



COMMODITIES



**ProOPEC** at the heart of the world's energy flows. Every day we use our expertise and logistical networks to distribute energy around the world, efficiently and responsibly. **ProOPEC** serving the world's energy markets, trading of crude oil, and delivering the energy products to countries worldwide. Our customers include national oil companies, multinationals, leading industrial and chemical companies and the world's airlines. We deliver the products they need on time and to required specification and with best price by sourcing and managing the movement of energy through the relevant infrastructures. Responsibility we are mindful of the risks associated with handling energy. Our assets operate to international HSE standards and we expect the same of our partners throughout the energy chain. We seek to conduct our business in line with the ten principles of the UN Global Compact and to work with partners who share our commitment to high standards of operation. **ProOPEC's** plans designed and established as a service provider and agent for representing all international Oil & Gas service-companies in (**OPEC** member countries and **OPEC+**'s countries). **ProOPEC** values code of conduct and corporate governance to the highest standard and is true fully committed and aim to the professionalization, **ProOPEC** Has strong QHSE policies and this is an integral part of our day-to-day work. The team in **ProOPEC** consists of special highly experienced and educated sales personnel in the Oil & Gas space, as well as strong technical specialists in the industry, our products and services include software, hardware & consultancies. **ProOPEC** focuses Oil, Gas and Derivatives Trading and provides support and services to all the countries worldwide where needed. Adding long-term value Our business involves the transportation of millions of tons of materials across multiple geographies. The decisions we make have a profound impact, both directly and indirectly, on the lives of many thousands of people. **ProOPEC's** culture is founded on a service ethos. Individually, our people are expected to conduct themselves with a high degree of personal integrity. As a Group, we strive to meet and to develop international best practice. Our focus is on bringing commodities to market safely and responsibly. As well as making a continued, constructive contribution to advancing trade responsibly, we seek to prevent and mitigate any adverse effects of our operations. Maintaining high standards across the Group is a prerequisite. We manage a complex array of operational and financial risks. Integrated systems and processes allow us to apply consistent standards. We have learnt to operate effectively in a wide range of political and cultural environments. Transparency and engagement corporate responsibility requires transparency. This comes in many forms – from being open about financial performance, to driving deeper multi-stakeholder engagement, to improving, monitoring and reporting within the organization and publicly about our performance. We are engaging on multiple fronts to develop our business in line with society's ever-evolving expectations.



## OPEC nations

- 1- Algeria
- 2- Angola
- 3- Congo
- 4- Guinea
- 5- Gabon
- 6- Iran
- 7- Iraq
- 8- Kuwait
- 9- Libya
- 10- Nigeria
- 11- Saudia
- 12- UAE
- 13- Venezuela

## OPEC+ nations

- 1- Azerbaijan
- 2- Bahrain
- 3- Brunei
- 4- Kazakhstan
- 5- Oman
- 6- Russia
- 7- Sudan
- 8- South Sudan



COMPANY PROFILE



## Trading, Logistics and Distribution

The core of our business is the distribution of energy. The combination of our expertise and our presence in markets globally enables us to identify and source the best solutions for our clients. Our business is built upon long-standing relationships with producers, refiners and industrial customers. We have strategic partnership with 16 shipping companies which own 238 vessels ready to transporting our cargoes at sea at any time.



238 vessels

ready to transporting our cargoes at sea at any time.

## Refining

We have strategic partnership with six refineries worldwide which have a total refining capacity of 480,000 barrels per day. proOPEC supplies crude oil and feedstocks to refiners around the world, using our extensive networks and expertise to identify optimal supply.



480,000 bpd

refining capacity across 6 locations.

## Terminals, Storage and Infrastructure

16 million cubic meters of storage capacity worldwide, enables us to store and blend bespoke combinations. Customers benefit from optimized feedstock and products, as well as flexibility and choice.



16m m3 +

of storage across seven continents.

## Investing Strategically

We are aim to investing in a growing portfolio of energy assets that complement the broader business. We focus on quality assets, investing to upgrade and improve asset performance.



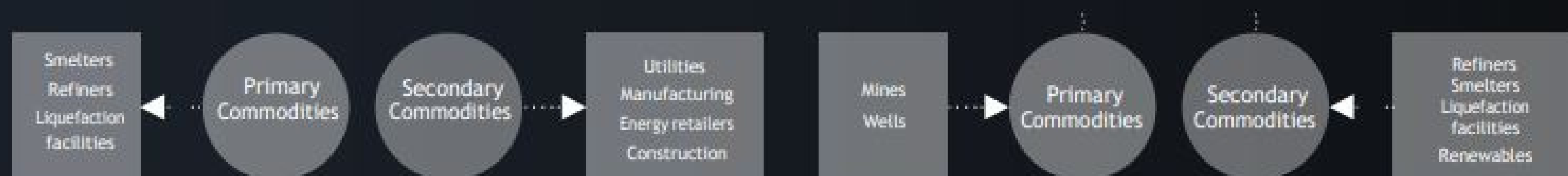


PRO  
**OPEC**

INTRODUCTION



This is a time of extraordinary global economic turbulence. The oil price has fluctuated dramatically and, with cost levels flat or at best decreasing at a much slower pace, the oil and gas industry is facing many challenges and pressures. Businesses in this sector need forward thinking advice and practical strategies from professionals who understand their businesses and their challenges. **ProOPEC's** board of directors aims to maintain **ProOPEC's** position as a leading advisor to the oil and gas sector by continuously developing strategic thought leadership and practical strategies that help our firms' clients meet their challenges. **ProOPEC's** reputation: Through our firms' national practices and **ProOPEC's** Oil and Gas Centers of Excellence, we constantly strive to provide services of the highest quality and the world. commitment: Our understanding of the demands and challenges oil and gas companies face enables our -firms to develop services, methodologies, and original thinking that specifically address the needs of this sector. We look at industry challenges from multiple angles, pooling our knowledge and resources to develop holistic services that are designed to fit our firms' clients' ever-changing requirements. The following document aims to capture who we are and how we can help you. Throughout, we have included Conversations with some of our people from around the world because, first and foremost, **ProOPEC** is a global network of people. Each of us, where ever we operate from around the world, in the committed to the oil and gas industry and cares deeply about the sector's continued success and line with society's ever-evolving expectations.





OPEC



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OPEC



## VISION

**ProOPEC's** vision is to be a leader in the field **ProOPEC's** Oil & Gas practice has one clear vision: to be the leading provider of professional services to the oil and gas sector. This means more than just having a strong client base. **ProOPEC** already provide services to numerous global majors, independents, refining and service companies, and national oil companies across many regions. Being the leader means investing in developing thought leadership, spearheading industry debates to help keep our firms' clients at the forefront of progressive thinking, and giving our people the skills and knowledge to provide the quality, customized services our clients want. Our objective is consistent, high-quality, specialized service delivered on a global basis in each region where oil and gas companies operate.

## COMMITMENT

**ProOPEC's** commitment – focusing on our firms' clients as part of our vision to be the leading provider of professional services to the oil and gas sector, **ProOPEC** investing in understanding the demanding economic environment and ever-changing regulatory requirements that oil and gas companies are facing around the world. This enables us to develop services, methodologies and, just as important, original thinking, that specifically addresses the challenges and key issues that matter to oil and gas companies. Our audit, tax, and advisory services methodologies form the foundation of our approach around the world. **ProOPEC** recognizes that every business is different, each with its own internal and external pressures and challenges. These methodologies are therefore flexible and enable our people to use their knowledge and experience to apply them appropriately for each client.

## ADVANCING TRADE

Global trade brings the world closer together. It expands the wealth of nations, forges common interests and builds mutual trust. **ProOPEC** makes trade happen. And we make it our mission to do that responsibly. We deploy infrastructure, skills and our global network to move physical commodities from places they are plentiful to where they are most needed. We have been connecting our customers to the global economy for more than a quarter of a century. We grow prosperity by advancing trade.



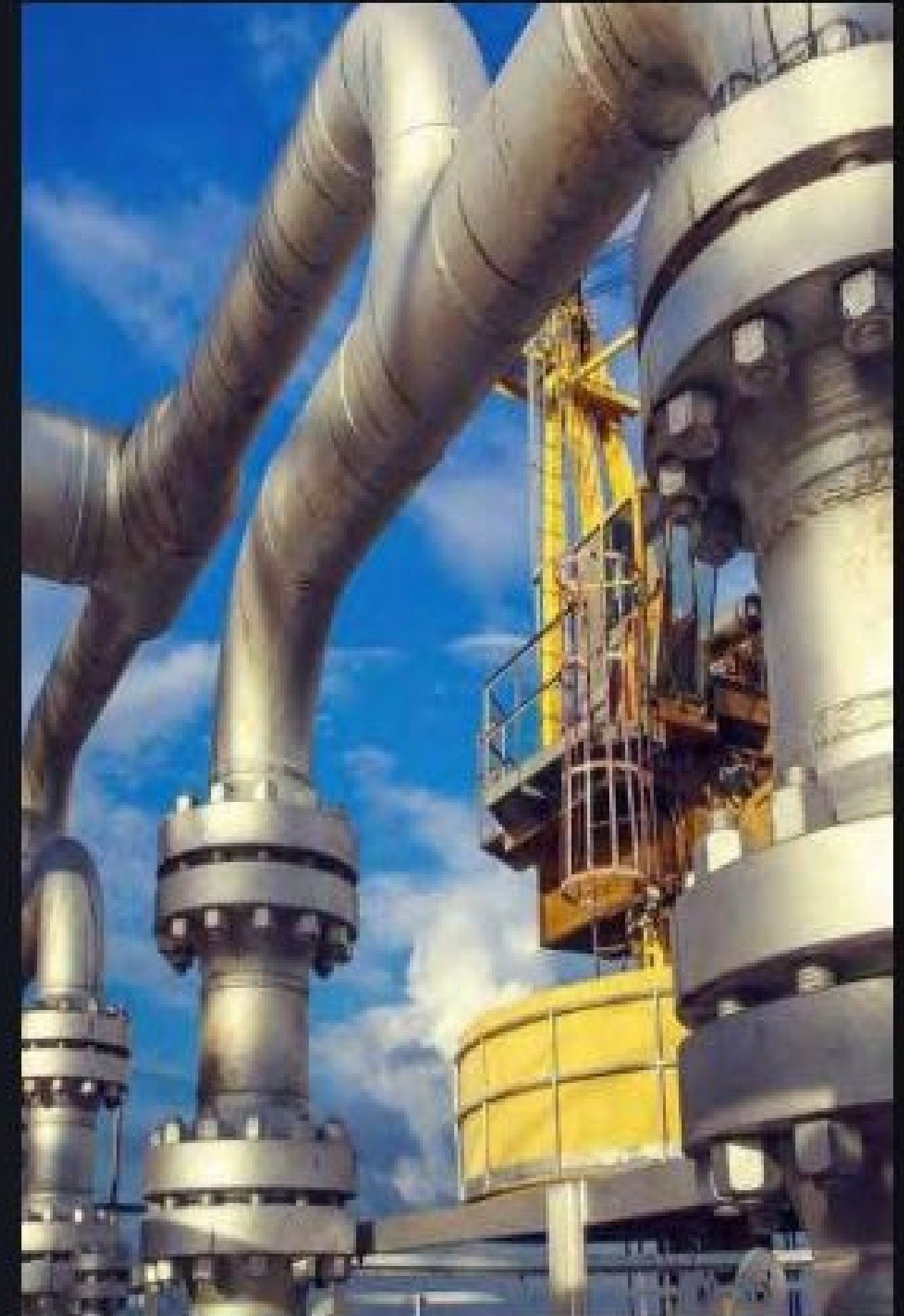


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TRADING PORTFOLIO



We sit at the heart of global energy flows, moving energy products from source to customer as quickly, responsibly and cost-effectively as possible. Our business is founded on the long-term relationships we've built with our customers, on our expertise, market understanding and reputation for reliably delivering the required products, on time and to specification. With a lot of agents worldwide and a network of teams globally, we understand that every market is different. We work with our customers to identify and develop solutions which work best for them, helping them manage physical risk and optimize opportunities. Our trading presence is underpinned by a complementary infrastructure: refining, storage, distribution and a marketing network across seven continents. In all our physical operations we seek to work with partners which share our commitment to high international standards of operation. The infrastructure, upon which we rely, from ships to jetties and storage, is subject to our due diligence processes. Crude oil our crude trading business has longstanding relationships with producers and refiners worldwide. We help the former to effectively market and distribute their daily production, and the latter to secure a reliable and consistent supply of the right quality crude at the right time. We transact in over 20 different grades of crude oil in locations around the globe. We are active in all major centers where crude is produced, refined and traded, enabling our customers to benefit from critical intelligence and access to the most appropriate market. As a physical trader, we can deliver crude anywhere our customers require. We are one of the spot charterers of crude vessels and have a dedicated fleet of various sizes, as well as access to storage on land around the world. Partnering with producers our market leading team combines specialist knowledge with global expertise. Over many years we have established long-term relationships with national oil companies, oil majors and independent producers, we use our expertise in managing transportation via pipeline, barge, train, truck and all sizes of vessel to efficiently and reliably transport crude to refiners worldwide. When appropriate, our traders work alongside our finance and E&P teams to develop commercial structures which allow us to finance producers' operations in return for off take.



# ORGANIZATION CHART

## BOARD OF DIRECTORS



**Mr. Nahar Al-Mutairi**  
Chairman  
C.E.O



**Eng. Ahmad Bin-Ghayam**  
Managing Director  
M.D



**Mr. Maged Hendy**  
Chief Operations Officer  
C.O.O



**Mr. Mohamed Amin**  
Business Development Director  
B.D.D

**Executive Secretary**

**PR**

**Document  
Control**

**HR**

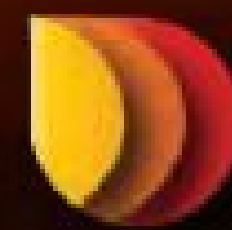
**Accounting**

**QHSE**

**Procurement**

**Engineering**





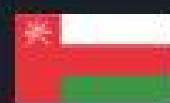
PRO  
**OPEC**

SUPPLY CHAIN

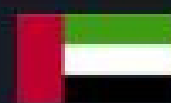
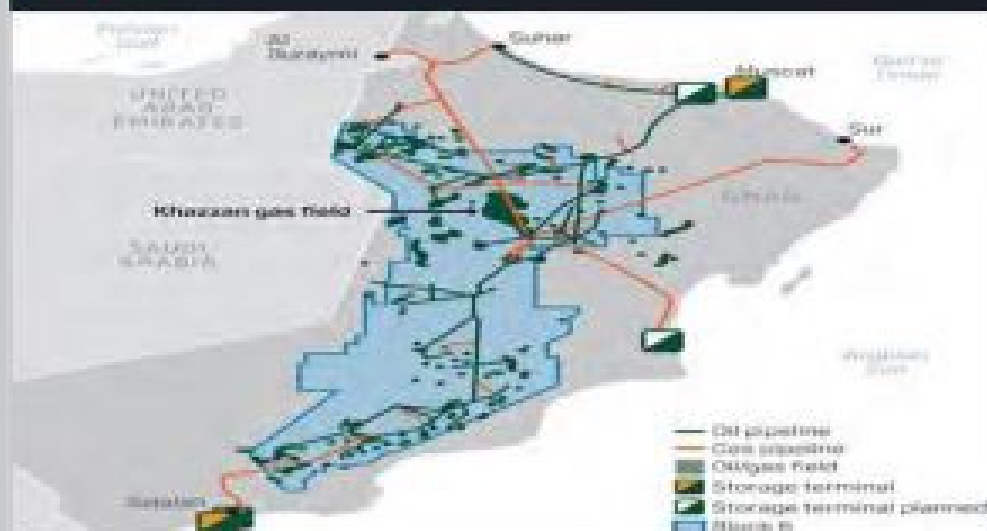
- Supplier KPIs
- Supplier Governance
- Supply Chain Resilience
- Supply Chain Optimization
- Supplier Health & Safety Management
- Supplier Sustainability Management
- Supply / Demand Forecasting
- Supplier Invoice Automation
- Supply Chain Transformation
- Supply Chain Efficiency
- Supplier Life cycle Management
- Supply Chain Technology
- Supplier Collaboration
- Supplier Non Conformance
- SRM Systems Audits
- Supplier Enablement
- Supplier Onboarding
- Supply Chain Vulnerability
- SRM Competency Management
- Supplier Quality Assurance
- SPM Systems Audits
- Supplier Relationship Management
- Supplier Performance Management
- Supplier KPI Scorecards
- Supplier Quality Management
- SRM Competency Management
- Supply Chain Innovation
- Supplier Risk Management
- Supplier Audits
- Supply Chain Logistics
- Supplier Qualification
- Supplier Contract Management
- Supply Chain Operations
- Supplier Pre-Qualification
- Supplier Diversity Management
- Supply Chain Process



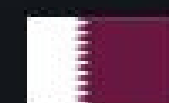




## OMAN LOADING TERMINALS



## UAE LOADING TERMINALS



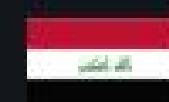
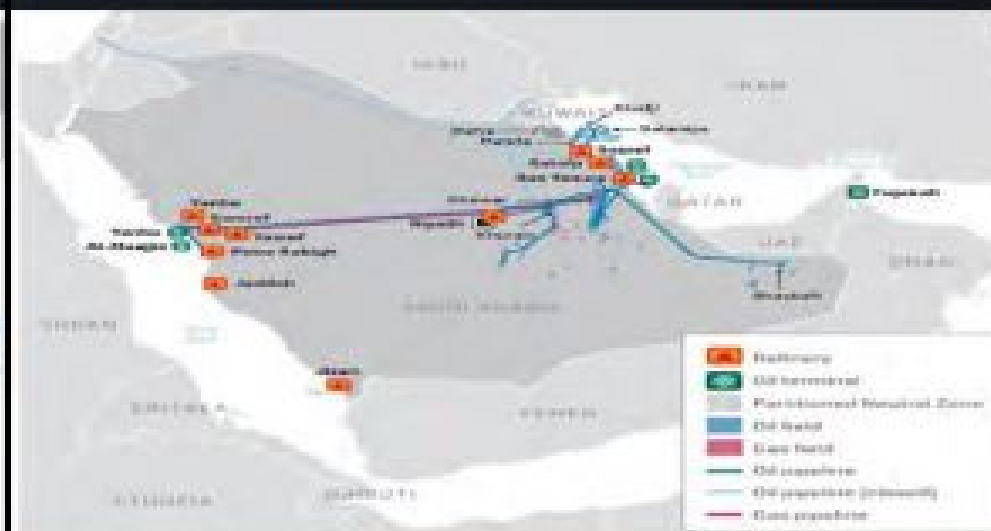
## QATAR LOADING TERMINALS



## KUWAIT LOADING TERMINALS



## SAUDI ARABIA LOADING TERMINALS



## IRAQ LOADING TERMINALS



## NIGERIA LOADING TERMINALS





MAIN LOADING  
TERMINALS



GASOLINE

DIESEL

JET FUEL

HEAVY FUEL

ASPHALT

LIGHT FUEL

HYDROCARBON

OTHER

# FRACTIONAL DISTILLATION CRUDE OIL





PRODUCTS





CRUDE OIL

## **CRUDE OIL**

Our crude trading business has longstanding relationships with producers and refiners worldwide. We help the former to effectively market and distribute their daily production, and the clients to secure a reliable supply of the right quality crude at the right time. We transact in over 20 different grades of crude oil in locations around the globe. We are active in all major centers where crude is produced, refined and traded, enabling our customers to benefit from critical intelligence and access to the most appropriate market. As a physical trader, we can deliver crude anywhere our customers require. We are one of the largest spot charterers of crude vessels and have a dedicated fleet of various sizes, as well as access to storage on land around the world.

## **PARTNERING WITH PRODUCERS**

Our market-leading team combines specialist knowledge with global expertise. Over many years we have established long-term relationships with national oil companies, oil majors and independent producers. We use our expertise in managing transportation via pipeline, barge, train, truck and all sizes of vessel to efficiently and reliably transport crude to refiners worldwide. When appropriate, our traders work alongside our finance and E&P teams to develop commercial structures which allow us to finance producers' operations in return for off take.

## **WORKING WITH REFINERS**

We supply crude oil and feed stocks across the global refining industry. We take the time to understand the specific requirements and preferences of refiners worldwide and have a long track record of consistently and reliably sourcing the right feedstock to meet our customers' needs at the right time.







NATURAL GAS

## NATURAL GAS

Our gas teams operate across Asia, Europe both the financial and physical markets. Our primary focus is the physical activity of gas transportation, storage, regasification and the supply of Natural Gas which enables us to make and take deliveries in many countries worldwide.

Our customer base is broad, working with producers, importers, distributors, utilities and industrial end-users. We provide flexibility to our customers, optimizing their domestic and cross-border flows, as well as ensuring security of supply.

In addition to our gas customer offering, we are able to provide complementary bespoke cross-commodity solutions to our partners for their feedstock and product output requirements. This, combined with our physical reach and presence, makes us the ideal strategic partner for both producers and end consumers in natural gas and the utility sectors.





### **Liquefied Natural Gas (LNG)**

We have been active within the LNG sector, serving customers across many continents and delivering LNG across the world. We are one of the most experienced independent traders of LNG, offering customers unique expertise in the management of physical gas deliveries, as well as a comprehensive understanding of the worldwide LNG market.

We can offer spot, short or longer-term arrangements, as well as customized solutions tailored to our clients' needs. We have a long history of building partnerships through co-investment in energy infrastructure, including liquefaction and regasification projects, and bespoke pre-financing solutions.

Our LNG business is integrated with our global natural gas, power, coal, fuel oil and LPG trading infrastructure enabling us to anticipate and adapt to market movements and to respond to our customers' ever evolving needs.

### **Liquid Petroleum Gas (LPG)**

Also, we are a long-term participant in the global LPG market, enabling refiners to provide a reliable, competitively priced supply line to LPG distributors, petrol companies and utilities.

We operate a fleet of 30 LPG tankers, 12 of which are purpose built pressurized vessels. which will enable us to serve the long-haul arbitrage market, where LPG is loaded and delivered to the fast-growing global markets.

In addition, we are working with customers to develop and deliver LPG-to-power generating solutions across markets worldwide.





PRO  
**OPEC**

LNG & LPG



## MIDDLE DISTILLATES

proOPEC aim to physically involve in the global middle distillates markets,

Middle distillates markets, which include various product grades such as jet fuel, kerosene, gasoil and diesel, are subject to daily global structural imbalances in supply and demand.

A profound local and global knowledge, as well as flexible managerial skills, are required to develop supply chains in order to respond swiftly to these imbalances.

proOPEC's specialist teams, across each product grade, have expertise in the full chain, allowing them to provide efficiency and add value to suppliers and customers alike.





PRO  
**OPEC**

MIDDLE DISTILLATES



## GASOLINE

We supply customers worldwide with the specification appropriate for their jurisdiction.

Our portfolio includes a range of logistical from gasoline tankers to a network of storage capacity in strategic locations, enabling our customers to benefit from operational flexibility.

We work with refiners, state-owned oil companies, marketers and distributors across the globe. We are a significant and long-standing supplier to the world's biggest gasoline markets,

Internationally we remain a large supplier to markets across Asia, Africa and South America.





GASOLINE



PRO  
OPEC

BIOFUEL



## BIOFUEL

ProOPEC plays an active role in the marketing and distribution of both biodiesel and bioethanol.

With coverage in the Americas, Europe and Asia, our offering for bio and agricultural commodities is global,

our knowledge and understanding of the constraints and challenges faced by our partners enables us to offer optimum solutions to both sustainable producers and biofuel consumers alike.



## FUEL OIL

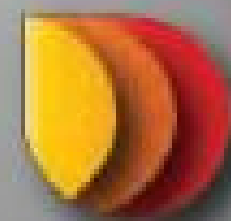
We are an established fuel oil trader, with storage facilities in strategic locations

ProOPEC aim to every month ship circa 3.5 million tons of product, including finished grades and intermediates for refinery feed stocks.

Increasingly, we are serving the marine fuel bunkering market through long-term partnerships with fleet owners, distributors and bunkering companies, as well as through our investment. As the market moves to the new International Maritime Organization (IMO) 2020 standards, we will offer compliant fuel in all locations.

We add value for our fuel oil customers in numerous ways, such as deploying in-house blending capabilities to ensure we meet the requirements of fleet owners and refiners. We also use our expertise and market reach to help sellers optimize the value of their streams.





PRO  
**OPEC**

FUEL OIL



## NAPHTHA

Naphtha liquids are a key feedstock for gasoline and are widely used within the petrochemical and chemical industries.

Each year we aim to supply our naphtha customers, which include refiners, petrochemical companies and other industrials, with around 15 million tons of product.

Our trading desks operate globally. We lift product from all producing regions including the Middle East, India, Russia and Africa, and supply petrochemical companies in East Asia, Europe and North and South America.

These operations are underpinned by a 90,000 barrel per day condensate splitter, and an extensive network of storage and shipping assets, as well as our expertise.





## BITUMEN

We have an expanding presence in bitumen (asphalt) and are involved as a big supplier. We supply customers worldwide, using one of the largest specialist bitumen fleet of vessels in the world.

Three of our client's refineries in which we are in corporate – manufacturing the best quality of bitumen.

We work with refiners around the world to source the required grade of bitumen.

proOPEC's Products cover all types of Bitumen, such as Penetration Grades, Oxidized Bitumen, Viscosity Grades, Performance Grades, and AC Bitumen Grades based on Incoterms 2010.

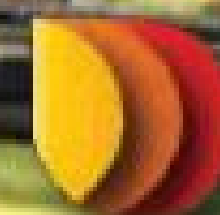
Because Bitumen is a highly viscous liquid; so, its packaging is very important considering the factors like cost, environment, storage, and shipping. The bitumen packaging classifies to three different types such as new steel drum; jumbo bag; and bulk that according to their specification, bitumen volume and weight, the best type of packaging will be chosen.







BITUMEN



PRO  
**OPEC**

SULPHUR

## SULFUR

we supply and export SULFUR Granular for high-quality standards and reasonable prices. Packing such as Bulk, and 1,500 KG Jumbo Bag are available.

We can offer the Sulfur as FOB in the loading port or CIF term to your destination port.

Sulfur (S), also known as Sulphur, is a nonmetallic chemical element in the periodic table that has the symbol S and atomic number 16. Sulfur is a tasteless, odorless, brittle solid subject and the appearance of this nonmetal is pale yellow which is very light and soft.

It is a poor conductor of electricity and insoluble in water. Sulfur is naturally found in large quantities in combination with other elements such as sulfite (such as pyrite) and sulfate (such as Gypsum) and is found purely near hot springs and volcanic and mining areas. Sulfur is also tied up with coal, oil and natural gas.





The background of the slide is a grayscale photograph of an offshore oil rig. The rig's complex structure, including its derrick and various platforms, is visible against a cloudy sky. The rig is situated in the middle of the ocean, with the water's surface visible in the foreground.

# Leading Global in Energy Supply And Trading

As a leading producer of oil and gas, we understand the financing, trading and risk management Challenges faced by producers. We add value right across the oil and gas value chains. Whether you're a producer, shipper, wholesaler or end-user, we're here to help you.

## **Be Successful**

We are a global energy business, involved in every aspect of the complex energy system that drives our world. proOPEC people work day and night to serve millions of customers, and delivering light, and heat and mobility solutions. We track, trade and deliver the world's energy in real time, at scale that only a few organizations on earth can achieve, all while driving the transition to a lower carbon future. proOPEC offer a range of integrated services and innovative products to meet the needs of producers, utilities and consumers.

# Delivering Innovative Solutions In A Complex Market

We use our unique expertise and insights to keep the world's energy moving. We offer a combination of unique expertise in physical supply and trading, innovative financial structures, and world-class analytics to deliver long-term value, from wellhead to end customer. In a complex and sophisticated market, we can deliver the solutions our customers are looking for.

## **Creating Enduring, Mutually Beneficial Partnerships**

We believe in relationships with long-term value. That's why we put a lot of energy into our partnerships. These relationships are built on trust, openness and respect. Being a world leader in energy supply and trading, we have the visibility to manage producer risks both physically and financially. We balance this with our own asset base of refineries and extensive consumer markets, creating partnerships across the marketplace.

## Our producer offers

Flexibility is at the heart of what we offer; our broad range of standard physical and financial products form the basis of creating a 'bespoke solution' that meets your specific needs. We offer a range of integrated services to meet the needs of oil and gas producers through production off take, hedging price risk and capital rising.

proOPEC's global reach can offer access to a wider market for disposal of production volumes, offering potential to leverage greater market values for products. In addition to our physical trading and asset optimization capabilities, we may be able to offer financing solutions. We provide innovative energy and financial risk management products helping to de-risk and hedge exposure whether in the physical molecule or as a standalone derivative.

### **The Energy of Our People Makes the Difference**

We go a long way to find the right people. We employ people worldwide. Dynamic, diverse, highly skilled. Our people have top-tier experience in physical and financial oil and gas gained across corporate, trading and investment banking. Ultimately, success comes from the energy of our people and the strengths of our relationships. We're here to help you be successful.

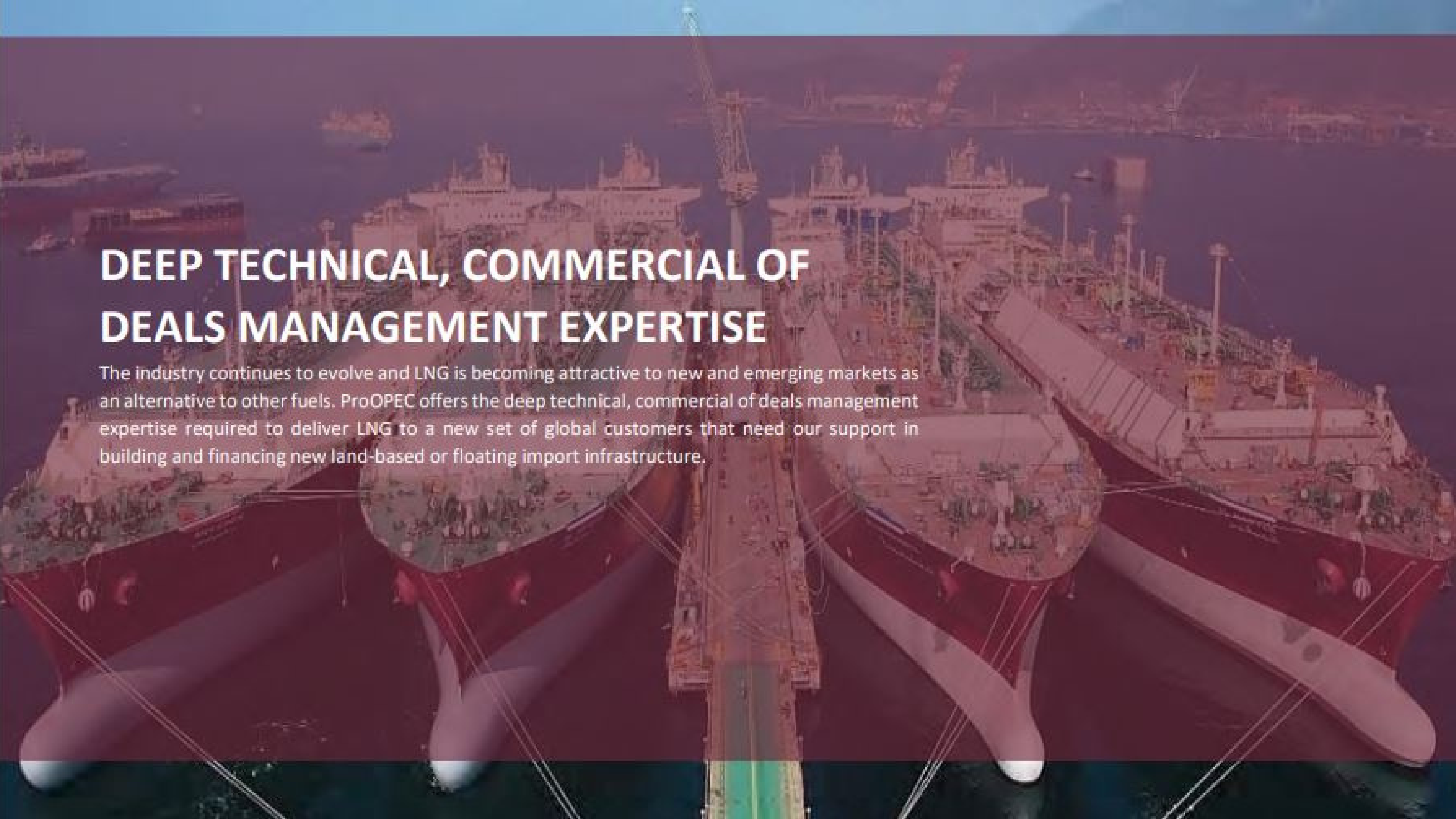


# A ROUTE TO MARKET FOR INDEPENDENT PRODUCERS

proOPEC offers its 7/24 trading and operations platform to third party producers, enabling them to focus on their core activity whilst gaining certainty that their molecules are efficiently delivered and capture market value. We can offer bespoke off take packages, including funding and hedging tools, as well as various operational services to match the producer's requirements.

## **Energy Transition**

proOPEC aim to invests in developing biogas projects and off takes from carbon capture projects. proOPEC is also actively involved in renewable fuel certificates markets to help businesses demonstrate the use of renewable energy

An aerial photograph of two large red and white LNG tankers docked at a port. In the background, several offshore oil rigs are visible in the water. The image is overlaid with a semi-transparent dark red filter.

# DEEP TECHNICAL, COMMERCIAL OF DEALS MANAGEMENT EXPERTISE

The industry continues to evolve and LNG is becoming attractive to new and emerging markets as an alternative to other fuels. ProOPEC offers the deep technical, commercial of deals management expertise required to deliver LNG to a new set of global customers that need our support in building and financing new land-based or floating import infrastructure.

# PROVIDING BESPOKE ENERGY RISK MANAGEMENT SOLUTIONS (ETRM SYSTEMS)

proOPEC's team use ETRM Oil and Gas Trading software which stands for Energy Trading and Risk Management software focus on energy commodity trading and risk management. ETRM software is used by financial trading companies, banks and physical energy companies from upstream, midstream to downstream. Core software functionality includes trade capture, trade valuations, counter party credit worthiness and limit monitoring, risk factors reporting and monitoring, trade compliance, and financial derivative accounting (Mark-to-Market) and hedge accounting. Additional functionality used by oil and gas companies usually includes products scheduling on pipelines, rail cars, vessels, storage tanks together with trade volume actualization and accounting settlement.

Due to the recent advancement in technology, so many organizations are in search of new ways to help streamline tasks, reduce operation costs, manage risk, and optimize processes. One of such technologies that have been employed by oil and gas firms to help manage risk and increase productivity is the use of ETRM systems.





## STRONG LIQUIDITY

Our strong liquidity and risk management discipline, gives us a robust financial base and the capacity to participate in financing and investments. A global reach and extensive networks enable us to offer our customers quality and reliability. We have a long history of building partnerships worldwide, working collaboratively to find optimal solutions.



## PROOPEC SERVING THE GLOBAL MARKET

Worldwide, our market leading position is built on a presence throughout the supply chain, as well as the major trading hubs. we are involved in all major markets from worldwide. Across the world, we have access to proprietary and leased energy infrastructure, from tanks to railcars and pipelines, which enables us to source and transport crudes to market, from production locations to major market hubs. The growth oil production has significantly impacted global crude oil markets in the last few years. Our team has been at the forefront of these changes, anticipating the evolution of flows and supporting the market's fast development. These flows have displaced crudes from across global and our highly experienced team has applied their expertise to find new markets, enabling long -standing customers from West Africa, Latin America and the North Sea to continue to optimize the value of their crudes. Asian markets are the drivers behind growing crude demand and, as well as working with Southeast Asian producers, our long -standing relationships with Middle East producers enable us to offer a stable and secure supply of competitively priced crude to our expanding customer bases within the worldwide.

# TRADING RESPONSIBLY

Responsible trade drives economic progress and strengthens society. We leverage our experience and expertise to embed responsibility in our business and across the sector.

## **Adding Long-Term Value**

Our business involves the transportation of millions of tons of materials across multiple geographies. The decisions we make have a profound impact, both directly and indirectly, on the lives of many thousands of people. proOPEC's culture is founded on a service ethos. Individually, our people are expected to conduct themselves with a high degree of personal integrity. As a Group, we strive to meet and to develop international best practice. Our focus is on bringing commodities to market safely and responsibly. As well as making a continued, constructive contribution to advancing trade responsibly, we seek to prevent and mitigate any adverse effects of our operations. Maintaining high standards across the Group is a prerequisite. We manage a complex array of operational and financial risks.

## **Transparency And Engagement**

Corporate responsibility requires transparency. This comes in many forms – from being open about financial performance, to driving deeper multi-stakeholder engagement, to improving, monitoring and reporting within the organization and publicly about our performance. We are engaging on multiple fronts to develop our business in line with society's ever-evolving expectations. Our ambition is to be recognized as a corporate responsibility leader in the commodities trading industry. We encourage those with whom we do business to apply comparable, comprehensive and complementary standards, principles and policies.







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CRUDE OIL & DERIVATIVES TRADING



**BHI**

**JOINT VENTURESHIP**

**CHOBO**

**BHI**  
**BIG HOUSE**  
INTERNATIONAL LLC





Serial : CIC-ST-05-22-BHL



# CERTIFICATE OF STRATEGIC COOPERATION



PRESENTED TO

*Big House International LLC (BHL)*  
*Sultanate of Oman*

We, Chobo Investments Company Limited, which deals in the production, processing, distribution and retailing of Raw Meat (Carcass), Processed Meat (Special Cuts) and Packed Meat (Semi-cooked/Cooked), certify that **Big House international LLC Company - BHL (Sultanate of Oman)** is our strategic partner in the scope of all Asian, African, and European Countries, and it has the full right to represent us and negotiate on our behalf in all related business.

MANAGING DIRECTOR



Date : May 2022



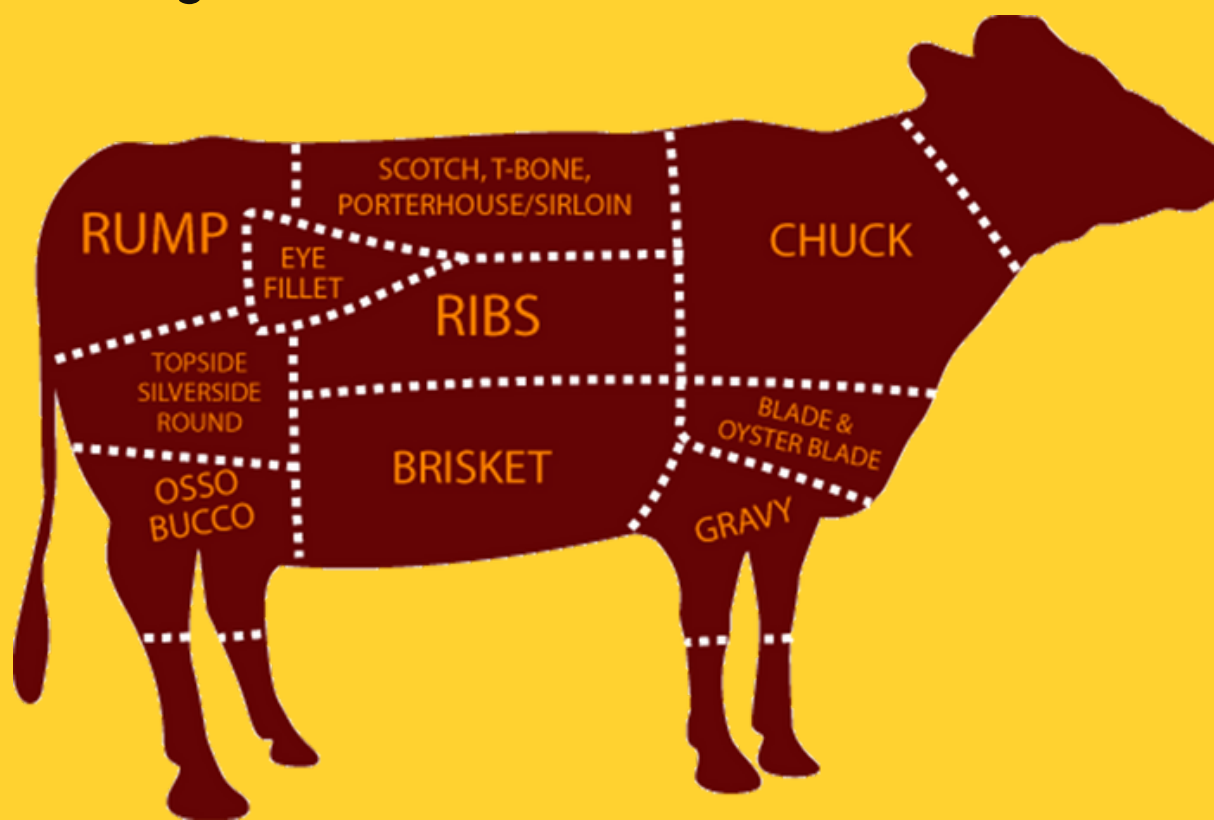
# **CHOBO**

## **WE PROVIDE YOU SAFE & HEALTHY MEAT**

CHOBO Investments is a fully integrated Agri-Business Company engaging in the production, processing, distribution and retailing of Raw Meat (Carcass), Processed Meat (Special Cuts) and Packed Meat (Semi-cooked/Cooked).

The success of CHOBO has been a direct result of our ability to provide tenderized quality meat for all classes at a competitive rate, thus creating a dedicated customer base.

All of our Meat products are produced to the highest standards and we conduct full traceability back to the herds and flocks.





# UPLIFTING FARMERS AND FEEDING THE NATION



# WHY CHOBO

**ALL OF OUR MEAT PRODUCTS HAVE BEEN  
PRODUCED TO THE HIGHEST STANDARDS**

## **PRODUCTION LINES:**

Our Production Line involve three stages in the value chain (Slaughtering, processing, Packaging/Distribution) before it reaches the customer. CHOBO only buys from the best breeds, performing thorough inspection to ensure quality produce. This can be articulated and achieved through initial set up of HACCP and Good Manufacturing Practices (GMP).



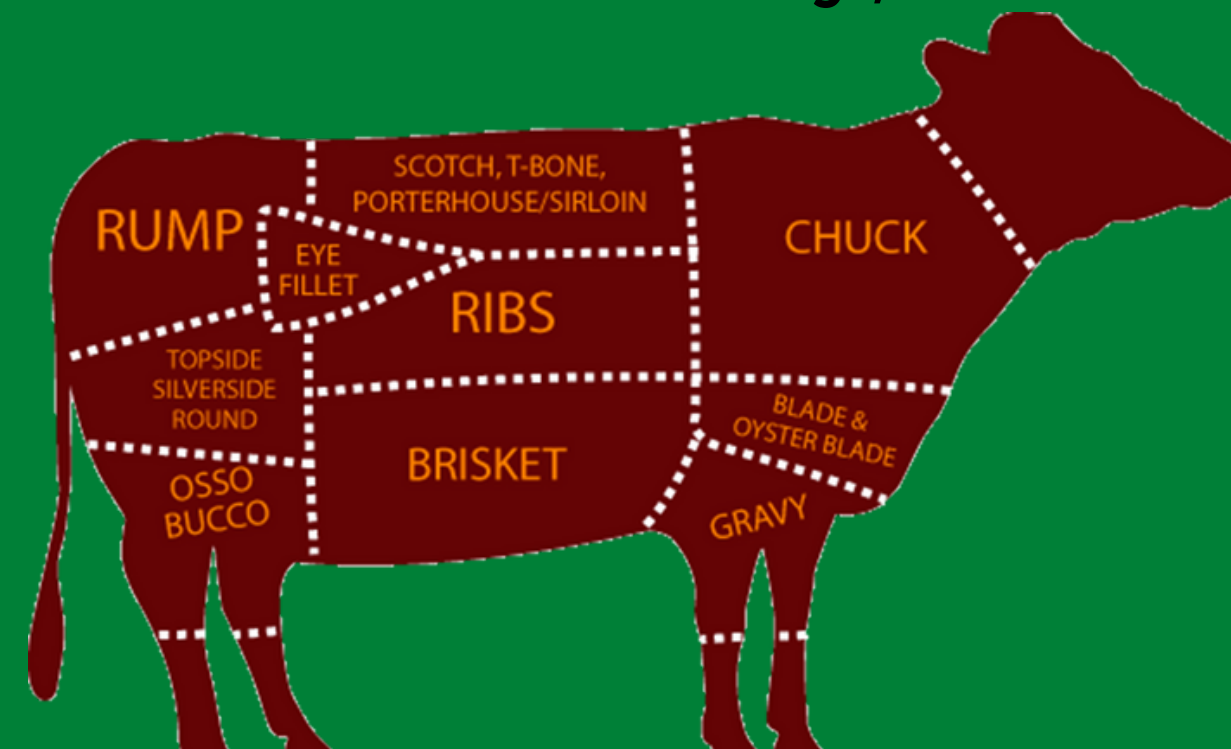


# WHY CHOBO

**ALL OF OUR MEAT PRODUCTS HAVE BEEN  
PRODUCED TO THE HIGHEST STANDARDS**

## **SOURCING MECHANISM:**

CHOBO always sought out live animal suppliers who can not only provide the quality breeds but who can trace their animals back to rearing process and perhaps even herders. Over 300 of our Livestock suppliers have subjected their farms to independent extension support services to ensure that the cattle, which are destined to provide Specially Selected Beef(SSB), are reared to the highest standards of animal husbandry, health and welfare.



# WHY CHOBO

**ALL OF OUR MEAT PRODUCTS HAVE BEEN  
PRODUCED TO THE HIGHEST STANDARDS**

## **ANIMAL HEALTH**

Animal Health is paramount and ensured by rigid regulations. These rigorous standards are maintained as cattle are transported to the Auction Markets, to the processing plant, and on to wholesalers and butchers. At each stage from farm to plate the animals and meat may be subject to independent inspection.



# WHY CHOBO

**ALL OF OUR MEAT PRODUCTS HAVE BEEN  
PRODUCED TO THE HIGHEST STANDARDS**

## **TECHNOLOGY:**

Our operations and accounting procedures are supported with Luvato Enterprise Resource Planning with different operational modules while our Slaughtering manufacturing capabilities in traceability, stock coding and MIS controlling features.





# CHOBO



## VISIT US

### Our Factory Location



**MONDAY TO SATURDAY** »

from 8 : 00 am to 5 : 00 pm »

S/11 – USAGARA TRADING CENTER - »

MAYOLWA VILLAGE - BUSISI FERRY ROAD - »

MISSUNGWI - MWANZA - TANZANIA »





## USEFUL LINKS

<https://www.bhioman.com>

<https://www.se.com/ww/en/>

<http://www.eventnts.me>

<https://www.vacationpackagesoman.com/> [www.africahousehotel.com](http://www.africahousehotel.com) <https://www.kuk.de/>

<https://parkkent.com/> <http://www.kasibeyaz.com.tr/> <https://www.britesoft.com/>

<http://avexx.com/> <https://www.2040.om/> <https://www.techwesttools.com/>

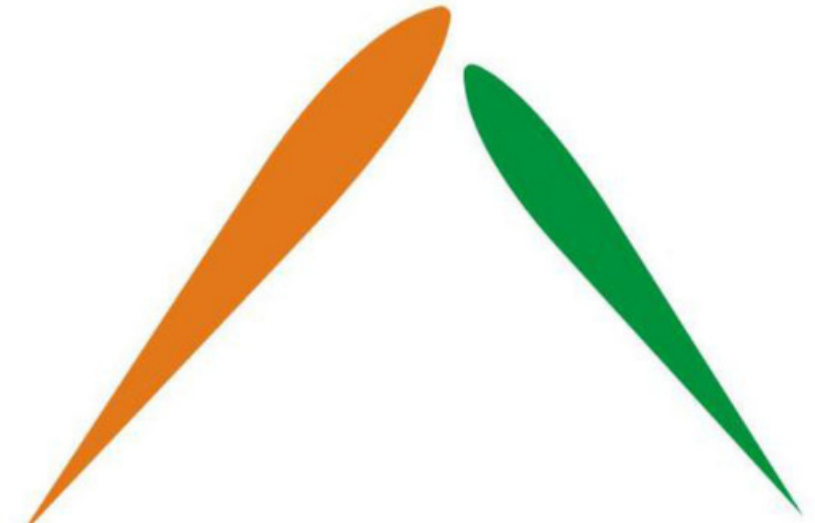
<https://www.enezinsaat.com.tr/> <https://www.choboinvestments.com/>



Big House International having its Corporate Office in Muscat, Sultanate of Oman. The company is trading for decades in the market.

Big House Commercial Registration number: 1127231

**BHI**  
**BIG HOUSE**  
INTERNATIONAL LLC



**businessgateways**  
INTERNATIONAL

Building and Operating National Platforms online



الوطنية للتكنولوجيا والخدمات  
National Technology & Services  
LLC

A technology services and specialised event management company



**Vacation Packages Oman**

Your Best Oman Tours and Package



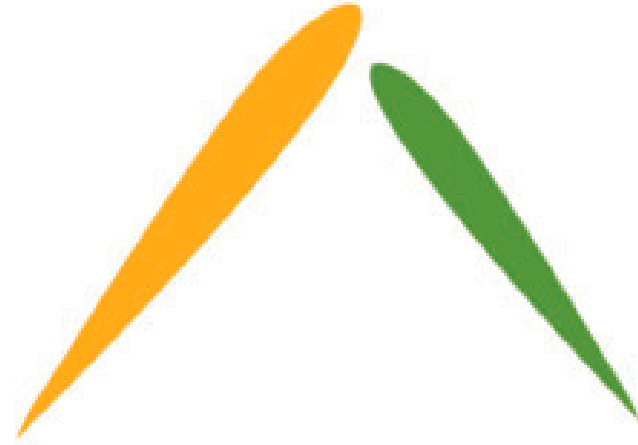
**Africa House Hotel**

SULTANATE OF  
**OMAN**  
MINISTRY OF OIL & GAS





**BHI**  
**BIG HOUSE**  
INTERNATIONAL LLC



**THANK YOU!**

