

alhabib



THE KEY TO REAL ESTATE



MARKET

Al Habib and Co LLC was started in 1977 by Mr. Ali Malallah Habib as a small real estate service provider. Over time it has grown to be the largest real estate Company in Oman. The Company's activities span the entire spectrum of real estate products and services including Development, Management, Valuation, Trading and Brokering. Turnover is now about US\$60 million.

The company has developed "Center Point" the largest departmental store in Oman, "Hotel Park Inn Muscat" a four star hotel, "Muscat Gold Market", "Ernst & Young" building, "Center Point" Salalah and several commercial/residential properties and villas.

The Company is, by far, the largest Property Management Services firm in Oman.

It manages nearly 3,000 units with total assets under management exceeding Omani Rials 100 million. It is the only company that offers a risk transfer product whereby any owner can transfer the risk of vacancy, bad debt and maintenance costs. Clients include Royal Oman Police Pension Fund, Ministry of Defence Pension Fund, Civil Service employees Pension Fund, Ministry of Justice, PDO pension fund etc.

The Company has valued over 12,000 properties in the Sultanate of Oman. Valuation volume, presently, exceeds 1,000 per annum. Bank Muscat and other Banks are leading clients for this service.

The company has contracting Divisions which mostly work for Government Ministries and are profitable in an intensely competitive field where contracts are almost always awarded to the lowest bidder. Al Habib's completed contracts include about twenty substation buildings for Bechtel/Sohar Aluminium and a headquarters building for Salalah Sanitary and Drainage Services. Their ongoing contract is for a large commercial/residential complex in Sohar for the Ministry of Defence Pension Fund.

The Company has nearly 1,300 employees. Employees include several engineers, accountants and management graduates.

ACHIEVEMENTS

Al Habib is considered one of the major property and contracting companies. It is the largest, and only, integrated Real Estate Company in Oman offering a complete range of real estate products and services.

Al Habib and Co., Muscat's leading construction contracting company, acquired ISO 9001-2000 Certificate in Quality Management System. This certificate is granted on the basis of administration and the level of service provided to customers and in line with their needs and requirements.

The values on which the company's work is based are quality, trust and mutual respect. Al Habib plan and work for the future to serve the aspirations of their company and their customers and benefit their society.

HISTORY

The origins of Al Habib date back to 1978 when a young entrepreneur, Ali Malallah Habib, challenged conventional wisdom by starting a company offering professional services in the Real Estate sector, then dominated by self employed individuals. Fuelled by a passion to succeed, he has created the largest, and only, integrated Real Estate company in Oman offering a complete range of Real Estate products and services including property management, valuation, brokering, feasibility studies, contracting and property development all under one roof. The contracting and property development activities were added to the portfolio in the 1980's.

The company started with two employees in 1978 and now has over 1,200 employees among them many engineers, chartered accountants and professional managers.

The Company is organised in the following divisions

- Property Leasing and Management Services
- Property Development
- Civil and Electro Mechanical contracting
- Property Valuation
- Brokerage
- Interior Decoration

While offering all services and products under one roof, the company leverages its skill and knowhow in different areas to offer customers greater value than the individual divisions could.

Clients include the Ministry of Defence pension fund, PDO pension fund, Civil Service employees pension fund, Internal Security Service pension fund, Royal Oman Police pension fund, Ministry of Justice, Bank Muscat, Ahli Bank, Bank Dhofar, National Bank of Oman and several leading Banks, corporates and high net worth individuals. .

PRODUCT

Property Leasing and Management Services
Al Habib is the largest property management company in Oman with over 3,000 units valued at about RO100 million under management. The company combines the brand recognition it has developed over the years with large sales, back office and maintenance teams and custom developed software to deliver higher returns to clients through higher occupancy, higher rents, lower expenses and better collections.

The company also offers guaranteed rentals and other innovative products that enable an investor to manage his risks, returns and cash flows.

Clients for property management and leasing services include the Ministry of Defence pension fund, Royal Oman Police pension fund, Civil Service employees pension fund, Ministry of Justice and small and large property owners.

PROPERTY DEVELOPMENT

Al Habib is one of the leading property developers in Oman. The company leverages its knowledge of the property market, mainly through its large property leasing activity, to develop properties that are aesthetically attractive and functionally convenient to customers and at very competitive costs, delivered by an in house construction team.

Feasibility Studies

The company uses its vast knowledge of the real estate industry in Oman to advise clients on the Real Estate industry and property development. Recent clients for whom Real Estate and feasibility studies have been done include Omantel, Royal Oman Police pension fund, Ahli Bank, Oman and Emirates Investments, Suhail Bahwan Group and Ministry of Defence pension fund.

Property Valuation

Al Habib is one of the largest property valuation

firms in the Sultanate. The Company has valued over 12,000 properties. The fact that the company participates in all aspects of the Real Estate industry puts it in a unique position to value property with the greatest accuracy. In fact the company is one of the few valuation firms approved by some of the Banks to carry out valuation of large properties. While most valuation firms leave the valuation exercise to one expert, the company has a committee drawn from the disciplines of valuation, brokering, property leasing and construction who bring their knowledge of the market to value properties most accurately.

Clients include leading banks, large corporate organisations, government ministries, high net worth individuals etc. Branches in Sohar and Nizwa enable better coverage.

Civil and Electro Mechanical Contracting

Although the company is well known in the field of Real Estate services and development, the contracting division makes a significant contribution to the revenues and profits of the company. The division prides itself on extremely efficient execution in terms of quality, time and costs. It delivers attractive profits in a competitive industry where the orders almost always go to the lowest bidder.

The company is registered with the Tender Board and clients include Ministry of Housing, Electricity and Water, Ministry of Health, Ministry of Education, Ministry of Defence, Ministry of Justice, Omantel etc.

Recent and ongoing projects include the construction of headquarters of the Salalah Sanitary and Drainage Company, services buildings for the Sohar Aluminum company, a multibillion dollar Aluminum smelter, a residential complex for the Sultan Special Forces and a large commercial and residential complex for the Ministry of Defence pension fund.

Brokerage

The company believes that knowledge of the market is vital to success in conceiving good projects and spotting opportunities and therefore participates aggressively in brokering.

Interior Decoration

This division completes the entire range of property solutions that the company offers. Leading retail brands that have used the company's fit outs include Shoe Mart, Baby Shop, Lifestyle,



Giordano, Forever 21 etc. Several plush offices of leading organisations such as Bank Muscat, Power Regulatory Authority, Ministry of Finance and Oman Waste Water Services Company have also been carried out by this Division.

RECENT DEVELOPMENTS

Recent projects developed include Centre Point, the largest departmental store in Oman, Ernst & Young building, a premium office and retail building, City Residence, City House, Sama and Lavender premium apartment blocks and several villas.

The latest completed project is Hotel Park Inn Muscat, a four star International chain of hotels operated by the Brussels based Rezidor group.

PROMOTION

90% of their advertisement is in magazines, and 10% in newspapers.

Al Habib is one of the largest property developers in Oman. The hallmark of the residential and commercial properties developed by the company is an amalgam of technical innovation and aesthetic appeal.

Al Habib is involved in Sale and Purchase Brokerage, Property Development, Property Management. This puts them in a unique position in the market. They have good tie - ups with the housing sector which enhances the name of Al

Habib and helps them throughout their projects.

They have maintained good relations with the commercial banks and major groups which has made a pathway to the growth of Al Habib in all their sectors.

Al Habib and Co, Muscat's leading real estate company, is celebrating thirty years of business excellence this year and, as part of their corporate social responsibility (CSR) activities, they are providing support to six local charities including Dar Al Atta, the Association of Disabled Children, The Cancer Association, The Omani Charitable Organisation, The Early Intervention Centre and Awqaf Al Lawatia. This philanthropic giving is in line with Al Habib and Co's CSR policy and the company's core values of Empowerment, Accountability, Teamwork, Challenge, Excellence and Trust.

BRAND VALUES

The company is steadfastly pursuing its mission of:

- Maximising customer and shareholder value
- Developing the Real Estate Sector
- Developing unique properties and delivering unmatched services by well trained and motivated employees.

www.alhabibonline.com



Things you didn't know about Al Habib

Al Habib's property and leasing department, with more than 2,500 units and still growing.

Their flagship product is Park Inn Hotel Building.

Al Habib Company is perceived as a Service Company; while they are actually a Property and Contracting Company.

There are around 1,300 people employed at present in Al Habib.

The other major buildings made are Ernst and Young, Muscat Gold Market, Centre Point Al Khuwair and Salalah Building, Lavender Building, Residential high end premium building, Stella, in Al Khuwair.

