

**Etqan Al Arabia**  
For Investment Co.



شركة إتقان العربية  
للإستثمار

# Company Profile



Visit Our Website

[www.etqan-alarabia.com](http://www.etqan-alarabia.com)

# About Company

**Industry Focus:** Oil & Gas trading & Services, Real Estate, Medical Clinics, Textiles and general industries.



## Mission Statement:

Our mission is to drive sustainable growth by strategically investing in key sectors that cater to essential human needs—energy, healthcare, housing, and textiles.

Through a diversified portfolio and industry expertise, we strive to deliver long-term value for our stakeholders while contributing positively to the communities we serve



# Business Sectors

## 1. Oil & Gas Services

1. **Focus:** Specialized in trading at oil refined products, providing support services to oil and gas extraction and production companies.

2. **Services:** Equipment maintenance, logistical support, drilling services, environmental compliance, and safety management.

3. **Strategic Goals:** To optimize operational efficiency in the energy sector and drive innovation in environmentally conscious oil and gas solutions.

# Business Sectors

## 2. Real Estate

**1.Focus:** Commercial, residential, and industrial property investments and development.

**2.Services:** Property acquisition, development, leasing, and management.

**3.Strategic Goals:** To identify high-growth real estate opportunities, enhancing the value of properties through sustainable practices and strategic locations.

# Business Sectors

## 3. Medical Clinics

**1.Focus:** Investment in healthcare services to support accessible and quality healthcare.

**2.Services:** Outpatient clinics, diagnostics, preventive care, telemedicine.

**3.Strategic Goals:** To expand access to affordable healthcare by developing a network of quality-driven medical facilities.

# Business Sectors

## 4. Textiles

**1.Focus:** Investment in textile manufacturing and distribution to support sustainable fashion and industrial textile needs.

**2.Products:** Apparel, industrial fabrics, eco-friendly textiles.

**3.Strategic Goals:** To lead in sustainable textile production, focusing on eco-friendly materials and advanced manufacturing processes.



## Investment Philosophy

Our company believes in a balanced investment approach, balancing short-term gains with long-term potential, supported by ethical governance and innovative strategies. We are committed to sustainable and responsible investing across all sectors, with a focus on technological innovation and environmental stewardship



## Core Values

- Integrity: Committed to ethical practices across all operations.
- Innovation: Embracing new ideas to drive sector growth.
- Sustainability: Prioritizing eco-conscious investments.
- Quality: Delivering high-value solutions in every project and partnership.

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## Our Business Channels



لي رويال



ATHIR REFINED OIL PRODUCTS TRADING COMPANY



المباني الخليجية  
**Gulf buildings**





**ATHIR REFINED OIL PRODUCTS TRADING COMPANY**

## **Athir Refined Oil Products Trading Company,**

Had exclusive commercial agency covers the promotion, marketing, and sale of products as provided in this Agreement and the annexes thereof, in the region spans the GCC countries, African countries, and Middle East.

## **Background**

- ▶ Established in 2017, UAE.
- ▶ Registered Capital: One million UAE/Dh.
- ▶ Type: Private, 100% Saudi Shareholders.
- ▶ Main Business Area: Export, Localization, Trade and Supply of Oil refined Products.
- ▶ Located in Dubai- UAE

## **Company Overview**

Since its founding, Athir Company promises to be a leading supplier of Oil products in UAE, Middle East, South Asia, China, Australia & Europe.



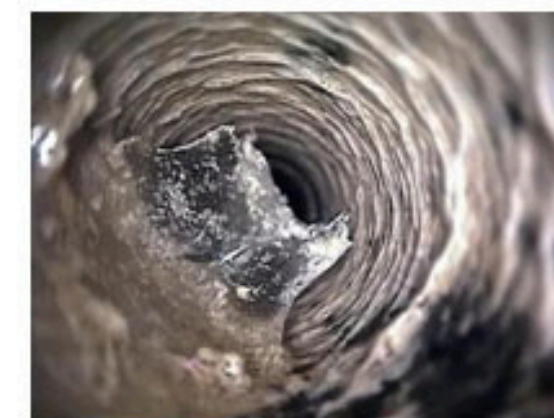
## Summary of Primary Offering

- Products: Diesel (D2- Euro-4 –Euro-5), LNG, Sulpher, Lubricants & ext.
- Services: Exporting & Shipping through FOB & CIF to all destinations.
- Pricing Structure: As per current and Bursa price.



# Agent of European Chemicals Additives

Supply products was built just to help oil companies to maintain and enhance production performance from reservoir to refinery.



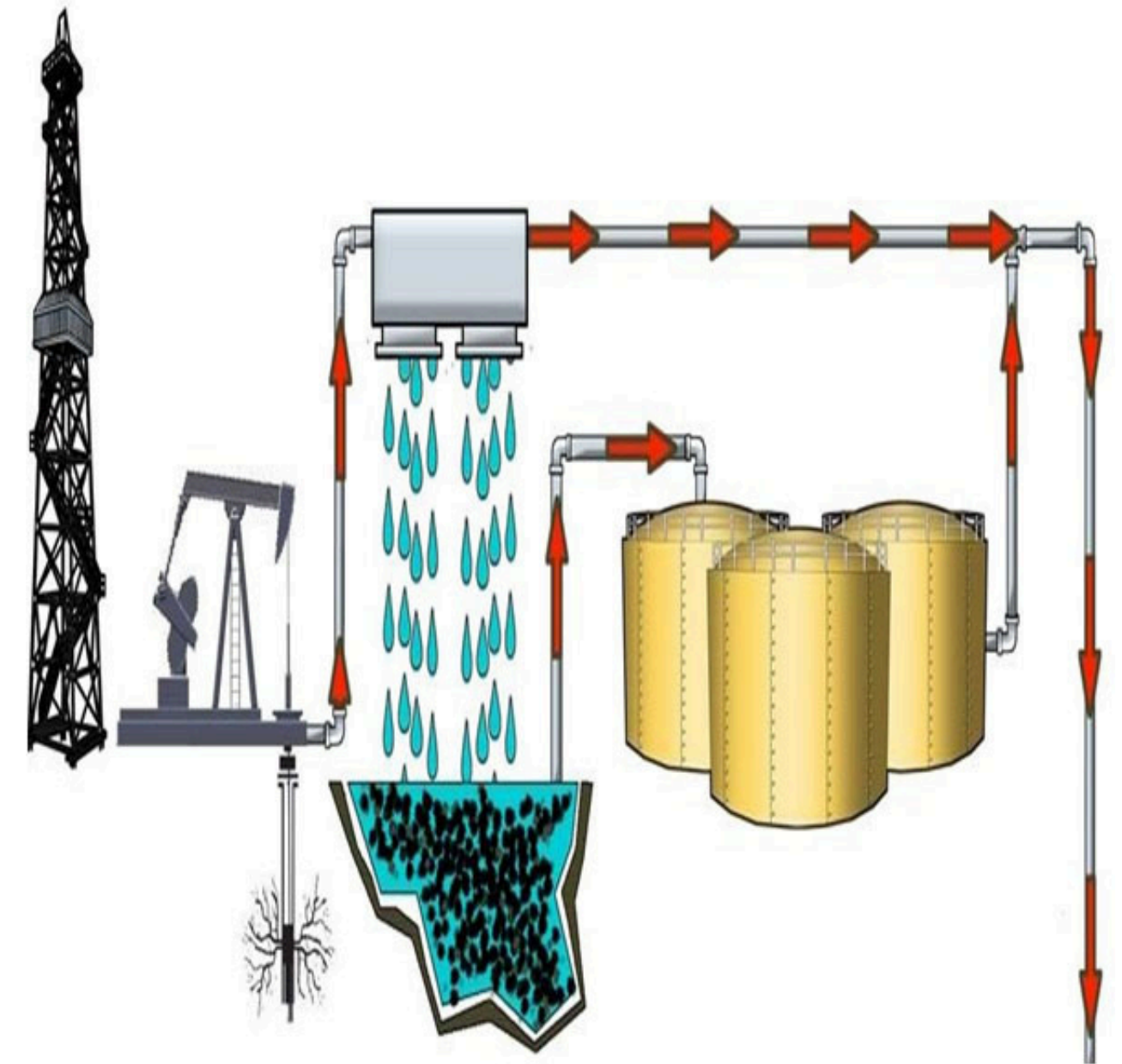
## Chemical Solutions for Oil & Gas Industry:

Our company, in collaboration with its partners, specializes in developing custom chemical products designed to optimize oil flow in production lines and oilfields. We focus on innovative solutions to address the unique challenges in oil production, ensuring operational efficiency and reliability.

## Proppants for Unconventional Oil and Gas:

Our company, in partnership with leading proppant manufacturers for oil and gas drilling, is working to establish a high-performance proppant manufacturing plant specifically designed for unconventional oil and gas well drilling.

With the development of deeper reservoirs and the increased complexity of fracture geometries and formation properties, we aim to design proppants that meet these rigorous performance requirements. Leveraging the abundant raw materials available in Saudi Arabia, we produce proppants with advanced properties to enhance extraction efficiency in complex environments.



- Productivity Decline in Oil Wells Related to: Emulsion Blocks, Asphaltene, Paraffin, Precipitation, Corrosion, Scale, etc.
- Realizing comprehensive recycling and utilization of waste in the refining industry.



## **Mission**

Athir Company mission is to:

- Provide high-quality, products to our customers.
- Create and cultivate long-term deals and contracts with clients.
- Respond and adapt immediately to the changing needs of our clients
- Achieve complete customer satisfaction
- Improve our business continuously.

## **Vision**

The vision at Athir Company is of a highly trained and efficient team of marketing and customer service personnel, ready for achieve the company targets and goals.

# **Philosophy**

At ATHIR Company we take pride that our company was formed with one premise in mind, and that is to bring a degree of experience, dedication, and professionalism to the oil products trading that has long been missing. We aspire to be ahead of the competition when quality and performance are evaluated. Athir Company will work continuously to arrange customers' needs and specifications, to give our clients a good product in proper handling and price satisfaction.

### **Prince Clothing Factory:**

- The journey began in Jeddah in 1415 AH (1994 CE), amidst strong competition in this field. Our second stops were in Medina and Riyadh, followed by the cities of Yanbu, Jizan, Mecca, and Al-Khobar.

### **Le Royal for Men's Clothing:**

•The launch took place in Medina in 1430 AH (2009 CE), followed by Jeddah, with the goal of covering major cities within the Kingdom.

### **Concept:**

•In light of strong competition between various products and services, we must use this marketing tactic





- One of the best & Stylish tailor shops in the Kingdom of Saudi Arabia and Gulf area.
- 21 branches with a total of 850 employees and designers.





**"We have 21 showrooms within the Kingdom and hope to increase our showrooms annually to cover all regions within and outside the Kingdom."**





المباني الخليجية  
Gulf buildings

## Gulf Building Company

- A private company that owns several properties and real state investments.
- One of the most growing contraction companies.
- Holding a lot of strategic centers in the center of Jeddah
- The team is about 200 including 7 Civil engineers.

## **Current owned & Investing projects:**



**Riyadh Plaza Center: Prince Mohammed bin Abdulaziz Road, opposite Assila Hotel.**



**Residential Building: Behind United Doctors Hospital.**



**Khoja Square: On Abdul Maqsood Khoja Street, near the intersection with Sari Street.**



**Taj Jeddah Hotel: Behind United Doctors Hospital.**

## **Current owned & Investing projects:**



**Somu Center:King Abdulaziz Road, op Auto Mall.**



**Al Jawhara Commercial Center: Located on Al-Sitteen Street, leased to Centrepont.**



**Nuzul Obhur Hotel:King Abdulaziz Road, near the Marine Sciences Roundabout.**




**Al-Naseem Square: Located on King Abdullah Road, opposite Al Salam Mall.**



- Biggest Dental Group in the WR, 35 Dental& Derma Centers
- 650 Employees including dentists, nurses, management staffs

### **RAMA Medical – Family Members:**



- 
- RAMAGroupisthelargestDentalGroupCentersintheWestern region of Saudi Arabia, and the second biggest one Kingdom wide.
  - We have 35 Cosmetic centers with a total 200 dental chairs and 200 skilled dentists.
  - Our main milestone is prove and improve the best quality of patient servicesby hiring specializeddoctors, implementing a strong infection control system, use the latest technology and best materials.
  - Weareproud toachieve300,000+patientrecord.

# Product Portfolio

## **Dental Equipment:**

- Dental Handpieces (-)
- Dental & Derma Laser (-)
- Dental Instrument ( LEXWO )
- Ortho Aligner Solution ( Modern-Clear )

## **Dental materials:**

- Endo Materials ( Micro-Mega )
- Implants ( Thommen Medical - SPI )
- Bone Material (OsteoBiol)
- Ortho Material ( SIA Orthodontic)
- General Materials ( )





# Keys of Success

RAMA is Special partner - We are not just a dealer. We are an end-user before being a supplier.

Understanding the doctor's needs by having more than 200 dentists in our group.

We have our own Continues Education center, advertising and designing company.

Strong Marketing and Training Plan.

The business owner is a dentist.



# Marketing Strategy

*Marketing plan is built on developing the awareness among prospective dentists by:*

*Searching for Ideal Customers who buy the quality.*

*Create a local Endo-Club with attractive benefits depending on the loyalty level.*

*Partnership with opinion leaders in the Saudi Endo market  
(WoM technique)*

# Marketing Strategy

*Organize scientific seminars with CME hours on quarter basis.*

*Participate in dental exhibition and specialized conferences.*

*Organize onsite custom-designed courses for Dental Schools or big groups.*

*Create our online market or phone App.*

*Marketing Campaign on social media, WhatsApp groups, flyers*