



## INVESTOR EXECUTIVE SUMMARY

Plot 5990414 – Jebel Ali Industrial Area, Dubai

State-of-the-Art Truck & Bus Stop + Retail + Services Hub (Ground + Basement)

Premium roadside infrastructure asset | High yield + long lease runway | EV-ready |

Compounding value

### 1) Opportunity Snapshot

This document presents a structured investment opportunity to develop and operate a **high-yield, state-of-the-art commercial roadside facility** in **Jebel Ali Industrial Area, Dubai** — one of the UAE’s most critical logistics and industrial ecosystems.

The project is positioned as a premium **Truck & Bus Stop + Retail + Services Hub**, designed for strong long-term performance through diversified revenue streams and future-proofed infrastructure, including:

- **Retail leasing (anchor + shoptline)**
- **F&B leasing (food court / cafeteria)**
- **Service retail leasing** (car wash, tyre, oil change, detailing, accessories)
- **Garage / fleet service bays leasing**
- **Office leasing** (operators/fleet/administration)
- **EV charging revenues**
- **Parking monetisation / subscription arrangements**

The proposition is built around disciplined execution, institutional governance, and clear exit flexibility, with strong upside driven by **rent escalation (+5% p.a.)** and **asset appreciation (+10% p.a.)** over a 10–20 year cycle.

### 2) Site & Lease Details

Item	Details
Plot No.	5990414
Location	Jebel Ali Industrial Area, Dubai
Plot Area (Exact)	12,461.02 sq.m = 134,129 sq.ft
Lease Term	10 years initial
Renewal	Renewable thereafter for additional <b>+20 years</b>

### 3) Authority Use Framework (Base)

The Dubai Municipality contract schedule supports the site positioning as a **truck/bus stop facility** supported by commercial services such as:

- Retail / mini-mart
- Cafeteria / restaurants
- Misc commercial services (wash, tyre, oil change, accessories, etc.)
- Prayer facilities
- **Note:** The maximised built-up configuration and multi-level intensity described herein forms part of an enhanced “state-of-the-art” development concept and remains **subject to final authority approvals**.

### 4) The State-of-the-Art Development Concept

This project is planned as a premium roadside commercial and industrial services hub with strong engineering efficiency, optimised traffic movement, and future-ready infrastructure.

## Core Design & Engineering Commitments

### ✓ Built-Up Strategy

- **Ground built-up footprint:** up to **70%** of plot footprint
- **Basement built-up footprint:** up to **90%** of plot footprint
- Built-up blocks designed with **≥ 12 meters height** (*high-clearance premium facility design*)

### ✓ Basement Specification

- Basement clear completed height: **≥ 6 meters**
- Minimal strong pillars / large-span engineered structural grid
- Smooth internal circulation loop with easy turning radii (low bottleneck design)

### ✓ Access & Site Movement

- **2 entry points + 2 exit points**
- Each opening: **12 meters clear width**
- Traffic separation provisions for:
  - heavy trucks/buses
  - customer vehicles
  - service/logistics vehicles

### ✓ EV + Utilities

- Minimum **50 EV charging stations** split between Basement + Ground
- Electrical load readiness: **~4,000 kWA**
- Multiple washroom blocks and amenities distributed across all operational zones

## 5) Built-Up Area Program (Ground + Basement)

Level	Planning Basis	Built-Up Area
Ground Floor	70% footprint	~93,890 sq.ft
Basement	90% footprint	~120,716 sq.ft
<b>Total Built-Up (G + B)</b>	—	<b>~214,606 sq.ft</b>

## 6) Leasable Space Demarcation

Basement use is strictly allocated to **commercial functions only** (retail support/service/garage/offices/storage/utilities). No motel/hospitality element is included in the basement.

### 6.1 Floor-Wise Leasable Allocation

Use Category	Ground (sq.ft)	Basement (sq.ft)	Total (sq.ft)
Retail (anchor + shops)	35,000	18,000	<b>53,000</b>
F&B (food court / cafeteria)	18,000	2,000	<b>20,000</b>
Service Retail Cluster	20,000	12,000	<b>32,000</b>
Garage / Fleet Service Bays	6,000	22,000	<b>28,000</b>
Offices (operators/fleet/admin)	6,000	7,000	<b>13,000</b>
Storage / tenant back-of-house	5,000	16,000	<b>21,000</b>
Common / washrooms / circulation / MEP	3,890	43,716	<b>47,606</b>
<b>Total Built-Up</b>	<b>93,890</b>	<b>120,716</b>	<b>214,606</b>

### ✓ Estimated total leasable area: ~167,000 sq.ft (approx.)

(remaining area is operational necessity: ramps/corridors/MEP/washrooms/utilities)

## 7) Leasing Program (Unit Demarcation – Suggested)

### 7.1 Ground Level Tenant Demarcation

Component	Units	Avg Unit Size	Total Area (sq.ft)
Anchor Supermarket / Retail Anchor	1	10,000	10,000
Food Court	1	12,000	12,000
Cafeteria / Restaurant	1	6,000	6,000
Retail Shops	12	1,000–1,500	15,000
Service Retail Frontage	3	3,000–4,000	10,000
Operator/Fleet Offices	6	1,000	6,000
Quick Service Bays	6 bays	—	6,000
Washrooms/Circulation/Cores	—	—	3,890
<b>Total Ground</b>	—	—	<b>93,890</b>

### 7.2 Basement Level Tenant Demarcation (Commercial Only)

Component	Units	Avg Unit Size	Total Area (sq.ft)
Service Retail Units	8	1,500	12,000
Fleet-Grade Workshop Bays	22 bays	—	22,000
Retail Back-of-House	10	1,800	18,000
Logistics Support / Tenant Storage	6	2,500–3,000	16,000
Basement Offices	7	1,000	7,000
EV Charging Zones	30 chargers	—	integrated
Washrooms/Services/Circulation	—	—	7,716
<b>Total Basement</b>	—	—	<b>120,716</b>

## 8) Revenue Underwriting (Starting AED 17,500,000 / Year)

### Rental Benchmarks

Category	Benchmark
Retail + F&B + Service Retail	<b>AED 150 / sq.ft / year</b>
Offices	<b>AED 100 / sq.ft / year</b>
Garage + Storage	Structured as operator/blended packages

### Starting Revenue Split

Income Stream	Annual Revenue (AED)
Retail	<b>7,950,000</b>
F&B	<b>3,000,000</b>
Service Retail	<b>4,800,000</b>
Offices	<b>1,300,000</b>
Garage + Storage Packages	<b>450,000</b>
<b>Total Gross Rental Revenue (Year-1)</b>	<b>17,500,000</b>

✔ Target starting annual rental revenue: AED 17.5M

## 9) Annual Deductions & Net Profit (Year-1)

### Cost Assumptions

- Government ground rent: **AED 2,000,000/year**
- Operations cost: **10% of gross rental**
- Corporate tax: **9%**
- Government ground rent escalation: **1.5% p.a.**

### Net Profit Computation

Item	Basis	Amount (AED)
<b>Gross Rental Revenue</b>	Target	<b>17,500,000</b>
Government Ground Rent	Fixed	<b>(2,000,000)</b>
Operations Cost	10% of rent	<b>(1,750,000)</b>
<b>Operating Profit (EBIT)</b>	Before tax	<b>13,750,000</b>
Corporate Tax	9% of EBIT	<b>(1,237,500)</b>
<b>NET PROFIT (After Tax)</b>	Final	<b>12,512,500</b>

✓ **Net Profit (Year-1): AED 12,512,500**

## 10) Project Valuation, Budget & Cost Control

### Valuation

Component	Amount (AED)
<b>Land valuation</b>	<b>40,000,000</b>
<b>Design + approvals + construction cap</b>	<b>35,000,000</b>
<b>Total Project Cost / Valuation</b>	<b>75,000,000</b>

### Cost Structure Summary (within AED 35M cap)

#### A) Design + Approvals + Consultants – AED 4,500,000

- Architecture & engineering consultants
- Structural large-span design
- Traffic planning
- MEP design (EV + 4,000 kWA readiness)
- Authority submissions + NOCs + approvals
- Civil Defence compliance
- Project management & supervision

#### B) Construction Execution – AED 31,000,000

- Basement civil works (90% footprint; 6m clear height)
- Ground superstructure (high-clearance build)
- MEP works (HVAC/fire/plumbing/drainage)
- Electrical infrastructure (4,000 kWA readiness)
- EV charging infra (50 chargers)
- Roads/ramps/external circulation
- Washrooms + base shell finishes
- Contingency reserve

✓ **Total design + build cost disciplined to AED 35M**

## 11) Timeline to Completion

Stage	Duration
Design + approvals	3–5 months
Mobilisation	1 month
Basement + structure works	8–10 months
MEP + finishes + external works	6–8 months
Testing + commissioning + handover	1 month
<b>Total Delivery Target</b>	<b>≤ 20 months</b>

✓ Rental income begins immediately upon completion.

## 12) Investor Structure & Returns (49% Participation)

### 12.1 Investor Contribution

Item	Value
Total project valuation	<b>AED 75,000,000</b>
Investor equity share	<b>49%</b>
<b>Investor contribution</b>	<b>AED 36,750,000</b>

### 12.2 Investor Pay-Out Plan (Max 6 months)

Timeline	%	Amount (AED)
Month 1	20%	7,350,000
Month 2–3	30%	11,025,000
Month 4–5	30%	11,025,000
Month 6	20%	7,350,000
<b>Total</b>	<b>100%</b>	<b>36,750,000</b>

### 12.3 Investor Share of Net Profit (Year-1)

Item	Amount
Total net profit (Year-1)	<b>12,512,500</b>
<b>Investor share (49%)</b>	<b>6,131,125 / year</b>

### 12.4 Investor Return Metrics

Metric	Calculation	Result
<b>Cash-on-Cash Return</b>	6.131M / 36.75M	<b>≈ 16.7% p.a.</b>
<b>Simple Payback</b>	36.75M / 6.131M	<b>≈ 6.0 years</b>

## 13) Long-Term Compounding Upside (10–20 Years)

### 13.1 Growth Assumptions

Item	Assumption
Rental escalation	<b>5% p.a.</b>
Asset appreciation	<b>10% p.a.</b>
Government ground rent escalation	<b>1.5% p.a.</b>
Operations cost	<b>10% of gross rent</b>
Corporate tax	<b>9% of EBIT</b>

### 13.2 Compounding Illustration (Revenue)

Starting gross revenue **AED 17.5M/year**, escalating 5% p.a.:

- Year 10: ~**AED 28.5M/year**
- Year 20: ~**AED 46.4M/year**

### 13.3 Compounding Illustration (Asset Value)

Starting valuation **AED 75M**, appreciating 10% p.a.:

- Year 10 valuation: ~**AED 194M**
- Year 20 valuation: ~**AED 505M**



This creates dual compounding:

- increasing annual profit distributions, and
- increasing equity value over time.

## 14) Exit Options (Liquidity & Capital Realisation)

### Option A – Equity Stake Sale (Partial/Full)

Sale of part/all of the 49% stake to:

- private investors / family offices
- yield funds
- strategic operators

### Option B – Sponsor / Operator Buyback

Structured share buyback post stabilisation (2–5 years after completion), on third-party valuation basis.

### Option C – Refinance / Equity Cash-Out

Post-leasing stabilisation refinance enables:

- partial return of investor capital while retaining equity, or
- cash-out via structured recap.

### Option D – Full Asset Sale

Collective sale of the full asset after market value uplift (typically 3–7 years post completion).

### Option E – Long-Term Hold Strategy

Long-term hold maximises compounding benefit through:

- rent escalation, and
- strong asset value appreciation.

## 15) Investor Rights & Protections (Governance Summary)

### 15.1 Reporting & Transparency

- Quarterly reporting: P&L, rent roll, occupancy, receivables, cash position
- Annual audited statements
- Operating metrics + leasing updates

### 15.2 Profit Distribution

- Profit computed after ground rent + opex + corporate tax
- Preferred profit distribution frequency:
  - quarterly (preferred), or semi-annual
- Maintenance/reserve policy for asset protection

### 15.3 Valuation & Buyback Protection

- Buyback/refinance valuation based on independent methodology:
  - cap rate/yield valuation
  - market comps
  - third-party valuer report

### 15.4 Transfer Rights

- Investors may transfer/sell stake (subject to KYC and standard governance)

### 15.5 Reserved Matters

Certain strategic decisions require investor consent, including:

- sale of the asset
- major refinancing beyond thresholds
- material business plan deviations
- debt instruments affecting equity priority

### 15.6 Legal Documentation

All rights are governed under formal UAE legal documentation:

- Shareholders / Partnership Agreement
- Distribution policy
- Exit clauses
- Audit/reporting clauses
- Dispute resolution and governing law

### 16) Disclaimer

All built-up areas, basement works, access provisions, facility heights, usage demarcations, EV loads, traffic engineering, MEP loads and operational permissions are **subject to final formal approvals** by relevant authorities including **Dubai Municipality (DM), DDA (where applicable), UAE Civil Defence,** and other statutory bodies required for professional project execution.

### 17) Conclusion & Investment Call-to-Action

This proposition represents a rare opportunity to participate in a **premium roadside commercial infrastructure asset** in one of Dubai's most critical industrial and logistics zones — **Jebel Ali Industrial Area.**

With a **maximised Ground + Basement built-up strategy**, diversified leasing mix, EV-ready futureproof infrastructure, and a disciplined development cost cap, the project is designed to deliver:

- **Strong starting gross revenue: AED 17,500,000 / year**
- **Attractive Year-1 net profit: AED 12,512,500 / year**
- **Investor cash-on-cash return: ~16.7% p.a.**
- A powerful upside driven by compounding:
  - **~10% annual asset appreciation**
  - **~5% annual rental escalation**

Investors participating with **49% equity** enter into a structured and transparent investment, with institutional governance, clear reporting, defined exit options, and a maximum **6-month capital payout window.**

✅ **In summary:** This is a high-quality, long-run asset designed to produce **strong annual income, stable value growth, and significant long-term wealth creation** over a 10–20 year horizon.

**Interested investors may confirm participation to initiate the formal documentation, capital schedule, and development execution plan**

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