



fame

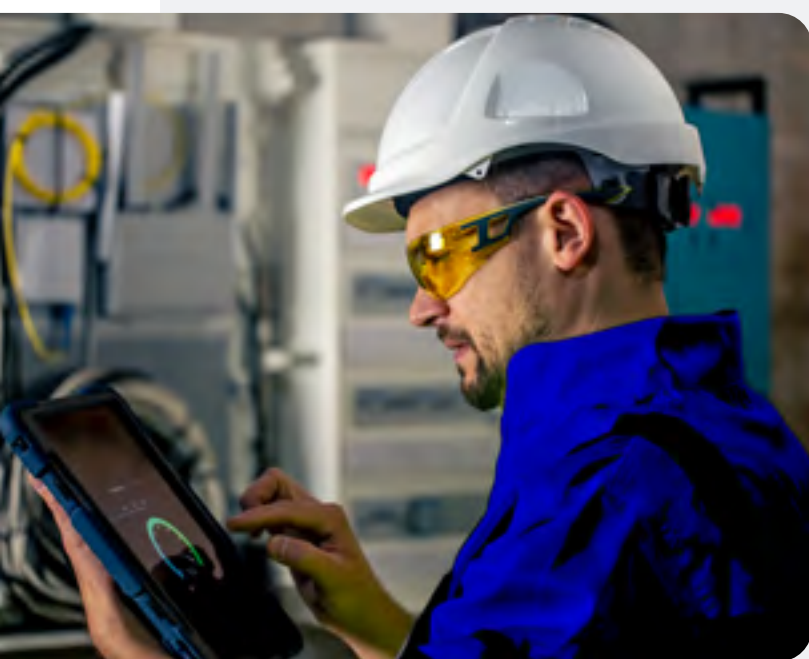
ADVANCED FACILITY
MANAGEMENT

A NEW PERSPECTIVE

COMPANY PROFILE 2023

REVOLUTIONIZING FACILITY & ENERGY MANAGEMENT.

▶ **BETWEEN TRADITION
AND INNOVATION.**



► We want to devise a **new way of experiencing spaces**. Our mission is to make work and civic-use environments places where people can enjoy greater **comfort**. To do this, we focus on four **pillars: well-being, safety, efficiency and sustainability**.



With our **expertise** and **competence**, we enhance the value of infrastructures by using an integrated approach of **Advanced Facility Management** and **energy efficiency** services throughout their life cycle.



FAME

A NEW PERSPECTIVE

SYNERGY

► THE SYNERGY THAT CHANGES THE WORLD

MAXIMIZING THE VALUE OF EVERY BUILDING.

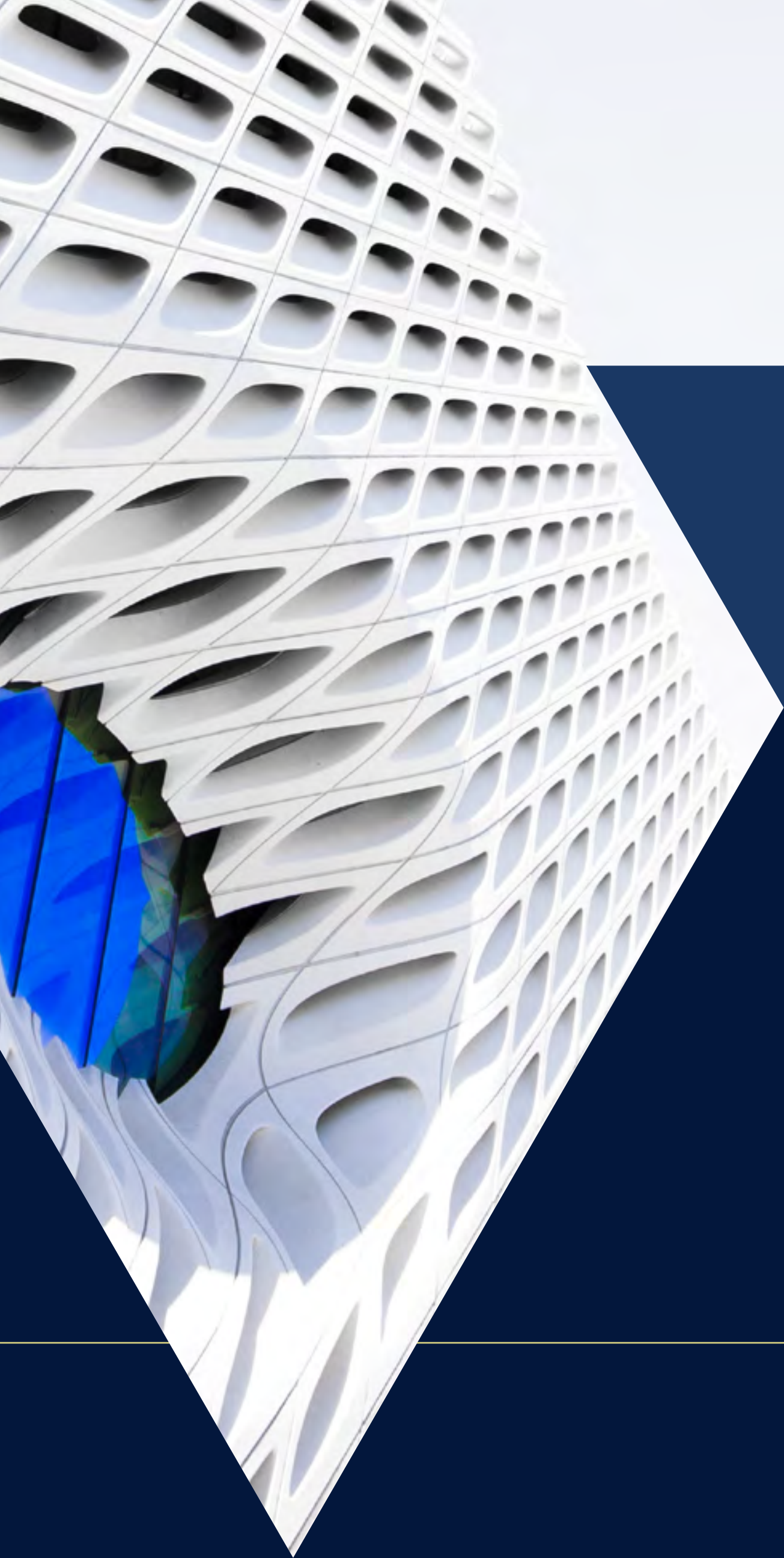
► In recent years, the logics of **Real Estate** have undergone a profound revolution: the way people think about and experience spaces, their needs and expectations have changed, as well as the way buildings and assets are managed, which are increasingly smart and digitalized.

Therefore, for us, the well-being of people in environments plays a decisive role, and every day we work to make it possible. Our interventions are based on three levels:

1. **monitoring and maintenance of facilities and equipment;**
2. **consumption management;**
3. **conscious reduction of one's environmental impact.**

We intervene in a synergistic and integrated way on these pillars to offer the **best solutions** to achieve a higher level of efficiency, sustainability and **optimization** of **consumption** and **costs**.

The synergistic approach is essential to maximize effectiveness, enhance results and meet new market challenges.



FAME

A NEW PERSPECTIVE

FUTURE

▶ THE REAL ESTATE OF THE FUTURE

REGENERATING EVERYDAY SPACES.

▶ In Saudi Arabia's dynamic Real Estate landscape, new scenarios characterized by smart cities, megacities and modern infrastructure are emerging, forming the basis of Advanced Facility Management. This context has given rise to the need to adopt equally modern maintenance logics to preserve their value.

We provide **products** and **services** for each type of property and plan a **strategic consulting** path for efficient and digitalized asset management, applying innovative solutions and cutting-edge tools: a path that optimizes consumption and management costs and protects the health and well-being of those who live in the spaces.

▶ BUILDINGS:

we enhance offices, logistics, business centres and public administration by focusing on efficiency and sustainability.

▶ OUTDOOR AREAS:

we design, implement and maintain parks, gardens, green areas and urbanization works.

▶ INFRASTRUCTURE:

we offer targeted services to ensure that hospitals, shopping centres, hotels and other large facilities are welcoming, safe and healthy.

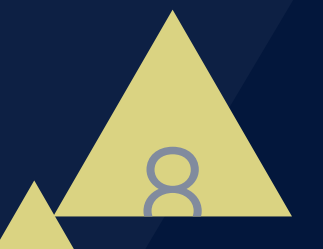




FAME

A NEW PERSPECTIVE

EFFICIENCY



▶ ENERGY EFFICIENCY

OPTIMIZING ENERGY CONSUMPTION.

▶ Thanks to the solutions proposed by our specialized team, **we improve the performance of buildings** through facility assessment and upgrading, monitoring and management interventions aimed at optimizing energy consumption.

In the life cycle of buildings, energy is the main item of expenditure and the one with the biggest impact on the environment due to the high level of CO₂ eq emissions. Therefore, it becomes essential to adopt energy efficiency measures at all stages of asset management: from consumption analysis to the implementation of energy saving plans, from energy upgrades to the use of renewable energy sources.

▶ TANGIBLE BENEFITS AS EARLY AS THE FIRST YEAR:

▶ **3 TO 25%** **ENERGY SAVINGS***

▶ **+20%** **OVER THE LIFE OF THE ASSETS**

▶ **UP TO 100%** **ENERGY PRODUCTION FOR SELF-CONSUMPTION**

▶ [*] Depends on baseline, asset type and age.



FAME

A NEW PERSPECTIVE

SUSTAINABILITY

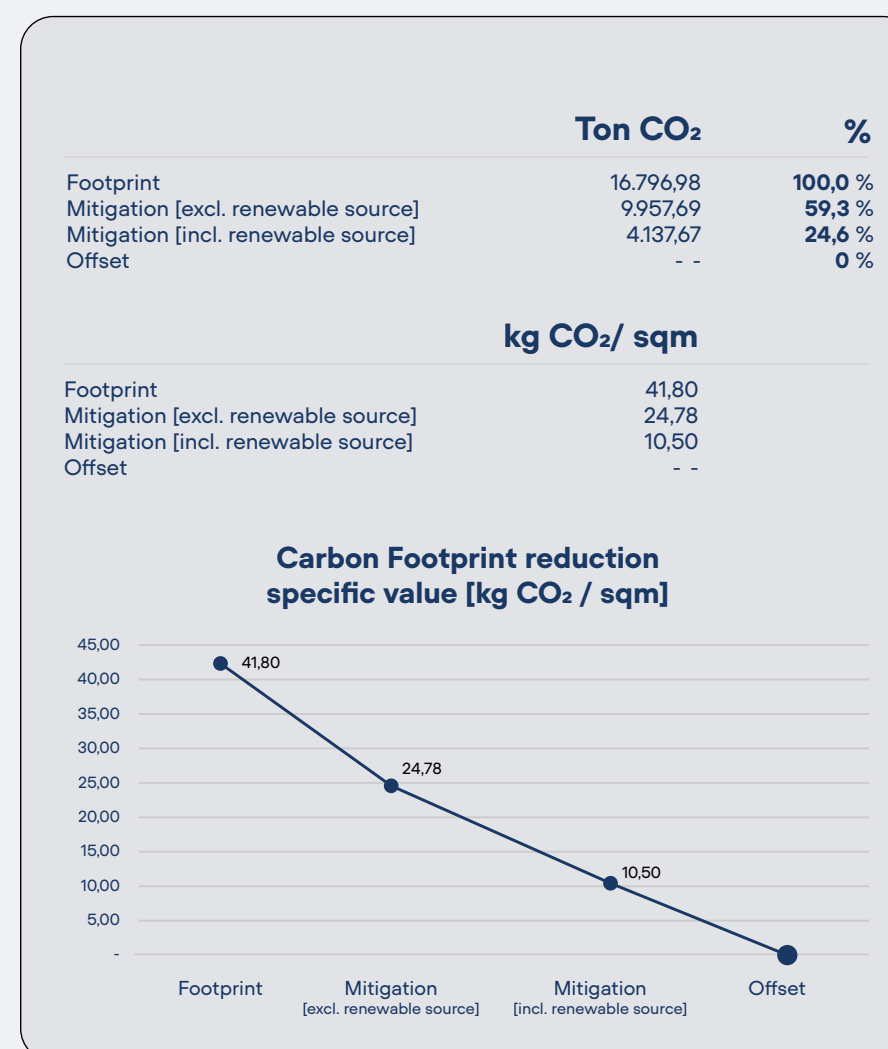
SUSTAINABILITY GOAL

REDUCING CO₂ EMISSIONS.

► Nearly 40% of global carbon dioxide emissions are attributable to the Real Estate sector and concern all phases of the buildings and infrastructure's life cycle: design, construction, operation and maintenance, redevelopment or decommissioning.

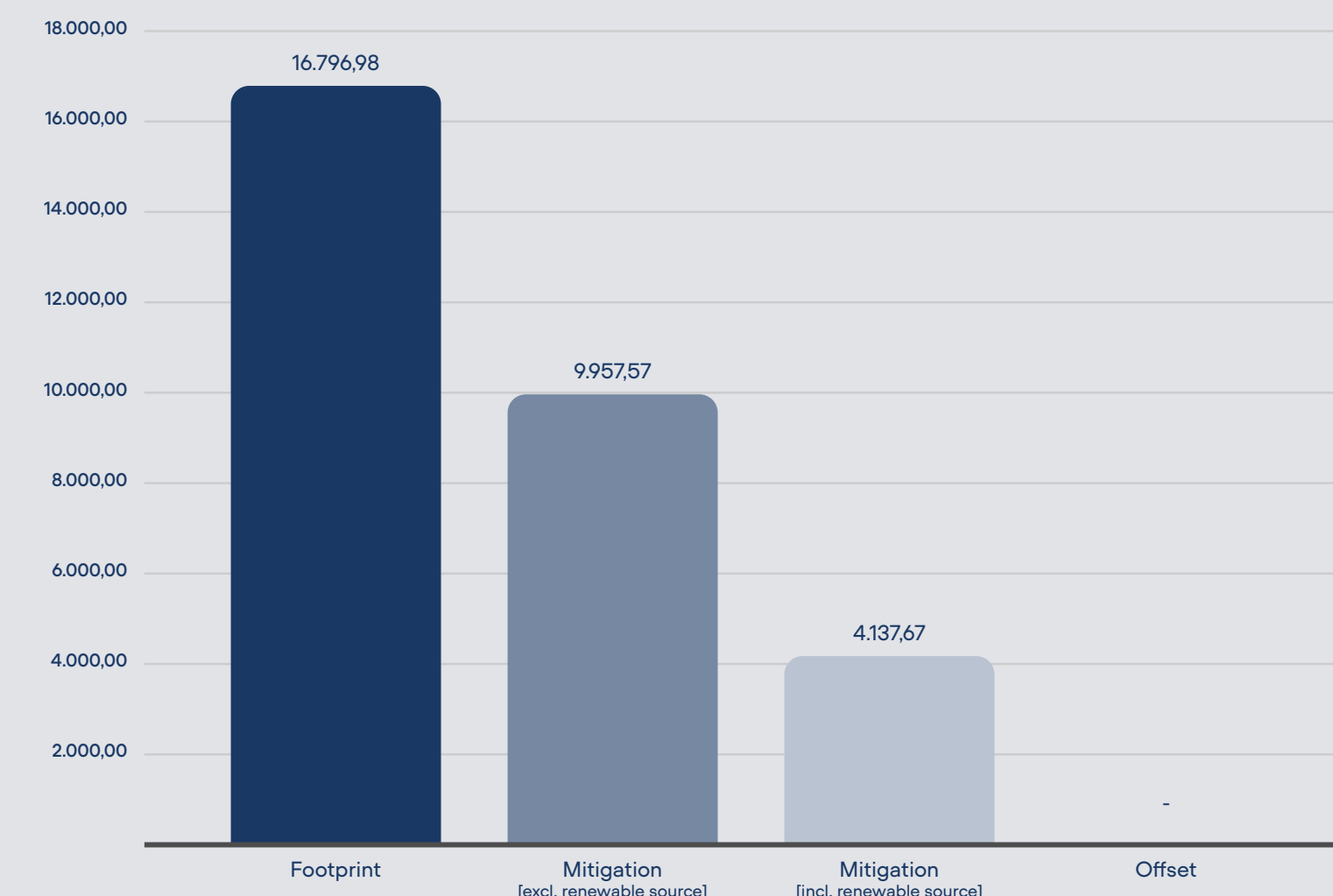
To concretely achieve the **zero-emissions goal** by 2060, it is necessary to consider all the implications of each phase through a strategic **carbon footprint reduction plan**.

► [*] As stated during the Saudi Green initiative Conference 2023.



Carbon Footprint reduction - absolute value [ton CO₂]

50 years timeframe



► We analyze and implement the steps necessary to reduce environmental impact of buildings and identify the necessary actions to offset both the CO₂ eq emissions generated during the construction phase and those generated during their life cycle, including maintenance and consumption. Our goal is to transform buildings into a model of long-term sustainability by adopting the concept of **near-zero energy** buildings (NZEB).

► **0** NET CARBON ZERO BUILDING
IN TIME HORIZON 5/15 YEARS

► **-30%** CARBON FOOTPRINT THANKS TO
OPTIMIZED MAINTENANCE SERVICES

► **-20%** CONSUMABLE USAGE DUE TO
DATA DRIVEN SERVICE

▶ ENVIRONMENTAL TECHNOLOGIES

CREATING VIRTUAL FORESTS EVERYWHERE.

▶ We want to make a **tangible contribution** to the current challenges for a sustainable future. That is why we do not neglect the **green** aspect, and in the design and construction of our facilities we strive to integrate **low-impact** elements and **renewable** energy sources, such as **photovoltaic**, **solar** and **mini-wind** systems. To those who work with us, we offer our exclusive Eco2Air®, a module that can capture and store carbon dioxide in the atmosphere to reuse it in a circular economy. The innovative **Eco2Air®** filter has 10 to 15 times the CO₂ absorption capacity of a 25-meter magnolia tree. Once saturated, after about 600 hours of use, the filter can be emptied of accumulated CO₂, regenerated and reused for up to seven years.

▶ **15+** ABSORPTION CAPACITY OF ECO2AIR® FILTER MODULE EQUIVALENT TO 20 MAGNOLIA TREES

▶ **∞** SCOPE OF INSTALLABILITY OF ECO2AIR® (LOCAL AHUS, REMOTE CENTRAL, OUTDOOR TOWERS)

▶ **100%** CO₂ CAPTURE POWER PLANT POWERED BY GREEN ENERGY



FAME

A NEW PERSPECTIVE

DIGITAL



▶ THE POWER OF DIGITAL

EXPANDING AVAILABLE TECHNOLOGIES.

▶ We use advanced AI systems to implement **predictive maintenance** algorithms to deliver optimized service. This enables us to **extend** the life cycle of assets, **simplify** procedures and processes, **reduce** disruptions, inefficiencies and contingencies, as well as costs incurred and carbon footprint.

Using state-of-the-art sensors and IoT technologies, data are transmitted in real time for **constant monitoring**. At any time, air quality, CO₂ eq emissions, building energy efficiency, and overall asset health can be checked. Any problems are promptly reported to our operations center and solved as quickly as possible. This makes Facility Management smart and informed.



FAME

A NEW PERSPECTIVE

A NEW APPROACH

▶ THE POTENTIAL OF INTEGRATED SERVICES

MANAGING ASSETS AT 360°.

▶ We specialize in **integrated services** that enhance the potential of each building's assets to increase the level of well-being of those who live in it. The **synergy** between the different solutions offered maximizes the overall benefits and ensures an even more comfortable and efficient environment.

We leverage innovative digital tools such as **artificial intelligence** (AI), **augmented reality** (AR), **Internet of Things** (IoT) and **sensors** to monitor data in real time and implement predictive maintenance logic. In this way, we can intervene in a timely manner before failures or outages occur, reducing costs resulting from damages, urgent interventions, and disruptions to users.





► Our data is always accessible through **Feams®** **the software platform**, which simplifies the mapping of all assets and management of historical data for maximum transparency on service **KPIs**.

Scheduled operations are managed by the operations center, which optimizes the planning of team activities and vehicle logistics, making use of human expertise and technological systems, such as tablets, augmented reality viewers and remote support with specialists. This is how we ensure optimal plant operations and a significant reduction in waste and consumption.





FAME

A NEW PERSPECTIVE

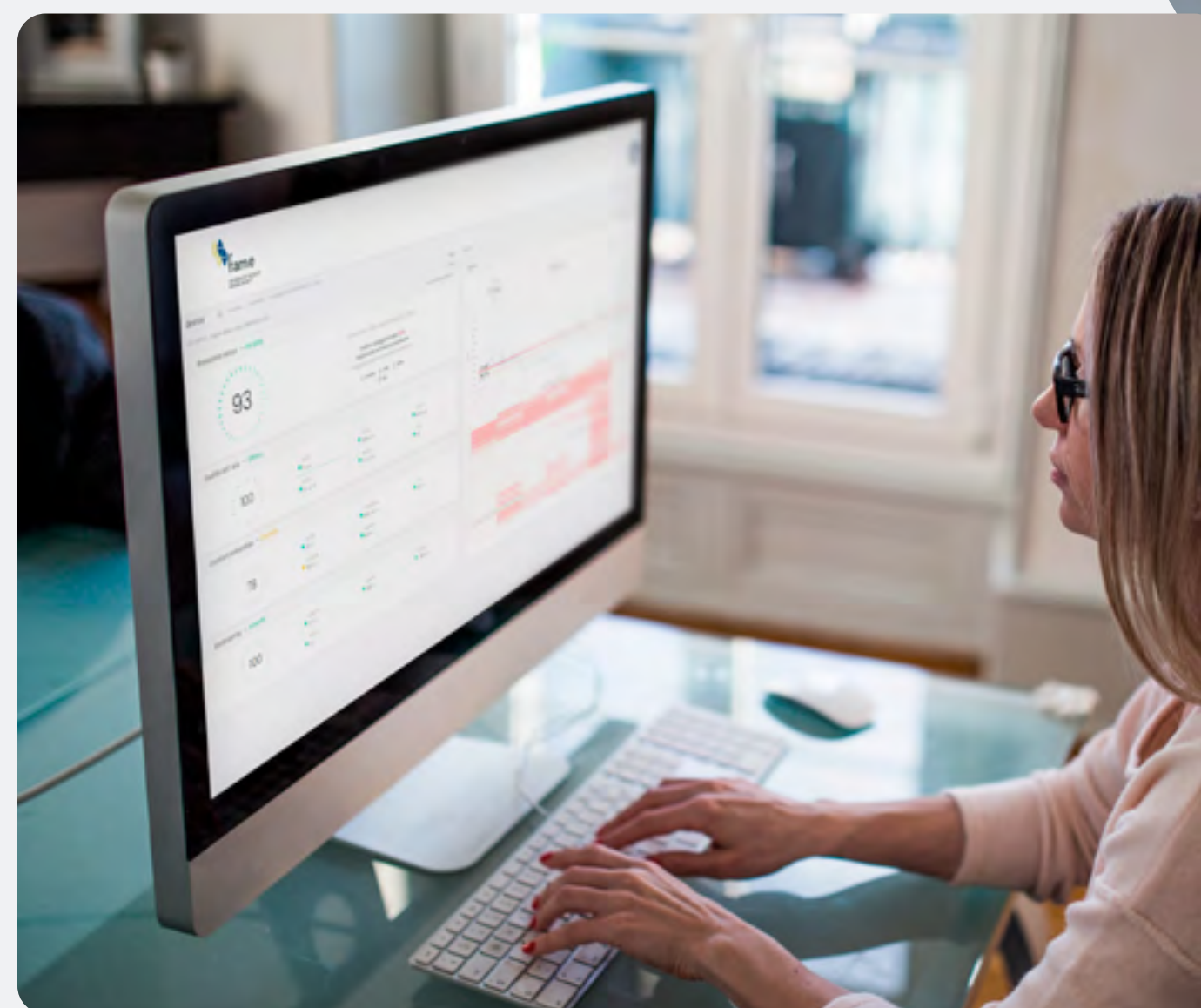
INNOVATION



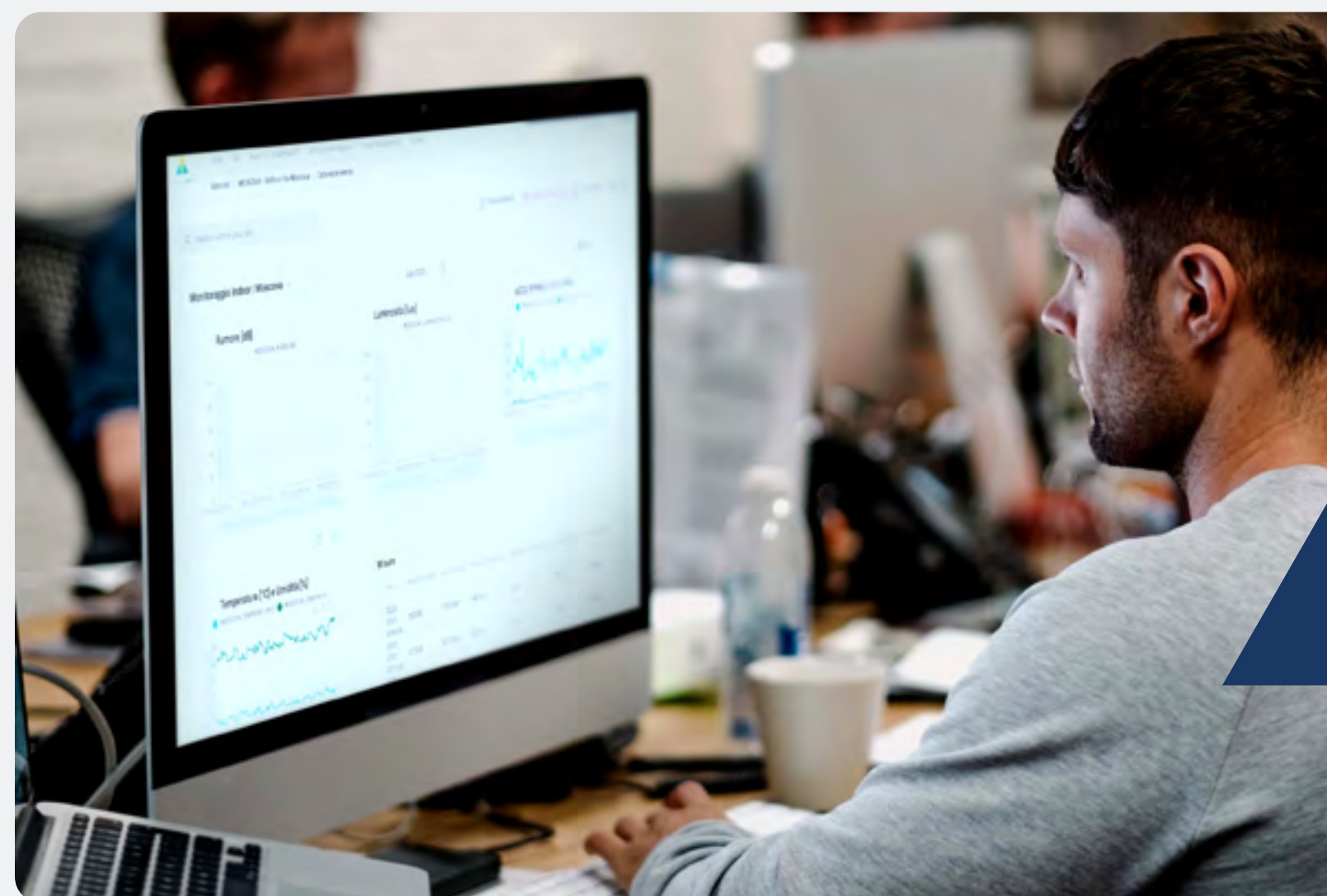
▶ FEAMS® INNOVATION

EMPOWERING ASSET MANAGEMENT.

▶ **Feams®** (Facility & Energy Asset Management System), FERVO's **proprietary technology**, is the innovative integrated management and optimization SW platform that can connect different systems (BMS, EMS, dedicated SW) and return an overview for each asset. With Feams®, data can be constantly **monitored** with absolute transparency and in a non-invasive way, thanks to its simple and intuitive interface and customized dashboards.



► It shifts us to a **proactive and predictive approach** based on the accuracy of easily usable and well-organized data available at a single point of access. Ease of use reaches its maximum expression in parks composed of multiple buildings with diverse characteristics, taking advantage of the data harmonization and aggregation features that the platform is able to operate on. **One click** is all it takes to view the health of the entire asset portfolio or individual buildings, and then it will be able to take action on service management and consumption to preserve the well-being of users.





FAME

A NEW PERSPECTIVE

A NEW TOP PLAYER

▶ AL-JABR



▶ Al-Jabr is a company that operates in various sectors in Saudi Arabia, including General Contracting.

Over time, it has successfully completed numerous projects throughout the country including public works, private works, hospitals, hotels, universities, commercial and residential buildings. The team consists of highly experienced technical professionals and engineers. Al-Jabr's mission goes beyond creating a successful business: the goal is to contribute to the progress of the communities in which it operates while also leaving a positive footprint in the social and environmental spheres.

- ▶ **150+** MILLION SAUDI RIYAL ANNUAL TURNOVER (GENERAL CONTRACTING)
- ▶ **300+** EMPLOYEES
- ▶ **20+** YEARS OF EXPERIENCE
- ▶ **30+** BIG PROJECT MANAGED

▶ FERVO



▶ Fervo is an Italian group operating in the Facility and Energy Management sector. Ingenuity, data and technology are the tools with which the group aims to rethink services and products for property management and space experience. The synergy between digital solutions and the skills of the employees allows them to build a collaborative relationship with clients in different sectors: logistics, pharmaceuticals, large-scale retail, banking, and others. Fervo guarantees professionalism, expertise, timely implementation and problem solving with customized quality services, relying on the best resources and advanced technologies such as IoT, AI, and metaverse. For its merits, Fervo has also been awarded "Best Managed Company" by Deloitte for 3 consecutive years in 2021, 2022 and 2023.

- ▶ **62+** MILLION EURO TURNOVER IN 2022
- ▶ **700+** DIRECT EMPLOYEES*
- ▶ **5** LOCATIONS IN ITALY
- ▶ **2+** MILLION SQUARE METRES UNDER MANAGEMENT

▶ [*] including Reclean.

FAME

WE COMBINE TWO FORCES TO CREATE A NEW TOP PLAYER.

► The new FAME company, a joint venture between Al-Jabr and Fervo, aims to create a solid, credible and reliable Advanced Facility & Energy Management company that combines Al-Jabr's local presence, network, and strong reputation with Fervo's knowledge, technologies and digital solutions.

Saudi Arabia is expected to experience a phase of great turmoil, growth and change in the Real Estate world and it is critical to promptly respond to emerging market needs.

FAME wants to support its clients in the efficient, innovative and sustainable management of Real Estate assets, giving a unique service and qualitatively significant features. By anticipating the needs of the coming years, FAME will lay the foundation to shape the future of Facility & Energy Management.



THE MEETING SPACE BETWEEN COMFORT AND INNOVATION.



► A NEW PERSPECTIVE

www.fame.sa

LEGAL AND OPERATIONAL HEADQUARTERS

3852 Khaleej Rd, Ash Shati Ash Sharqi – Dammam 31421

Phone +966 13 8356662/4 Mail info@fame.sa