



**fame**

ADVANCED FACILITY  
MANAGEMENT

# A NEW PERSPECTIVE

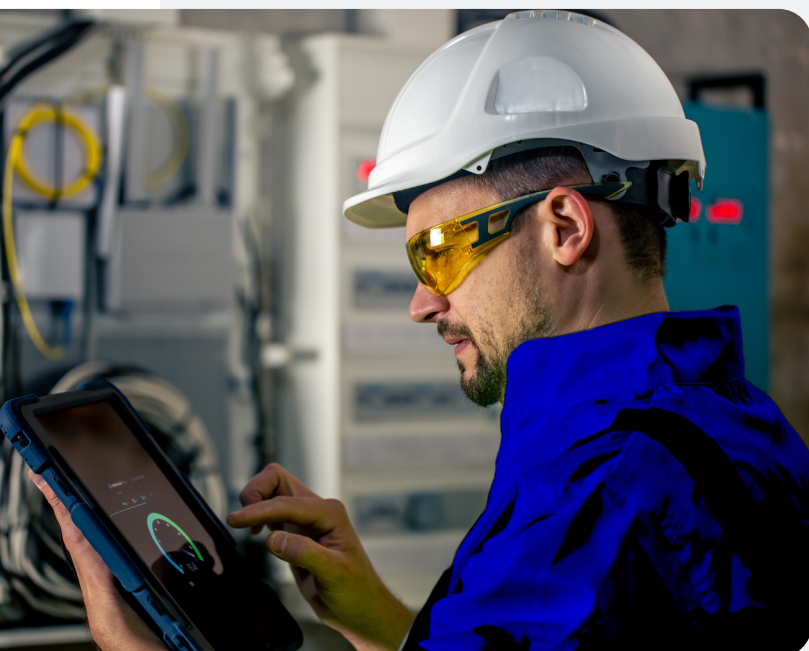
COMPANY PROFILE 2024





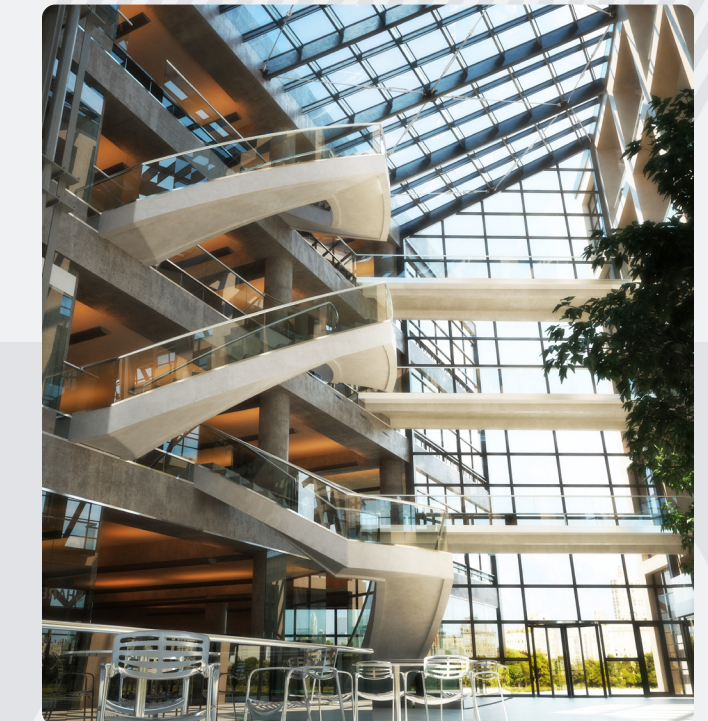
# REVOLUTIONIZING FACILITY & ENERGY MANAGEMENT.

► BETWEEN TRADITION  
AND INNOVATION.





► We wish to devise a **new way of experiencing spaces**. Our mission is to create 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 to **Advanced Facility Management** and **energy efficiency** services throughout their life cycle.







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# SYNERGY



# ▶ SYNERGY THAT CHANGES THE WORLD

MAXIMIZING THE VALUE OF EVERY BUILDING.

▶ In recent years, the logics of **Real Estate** have been revolutionized: the way people think about and experience spaces, their needs and expectations have changed, as has the management of buildings and assets, which are increasingly smart and digitalized. We therefore believe that the well-being of people in

environments plays a vital role, and every day we work to make this possible.

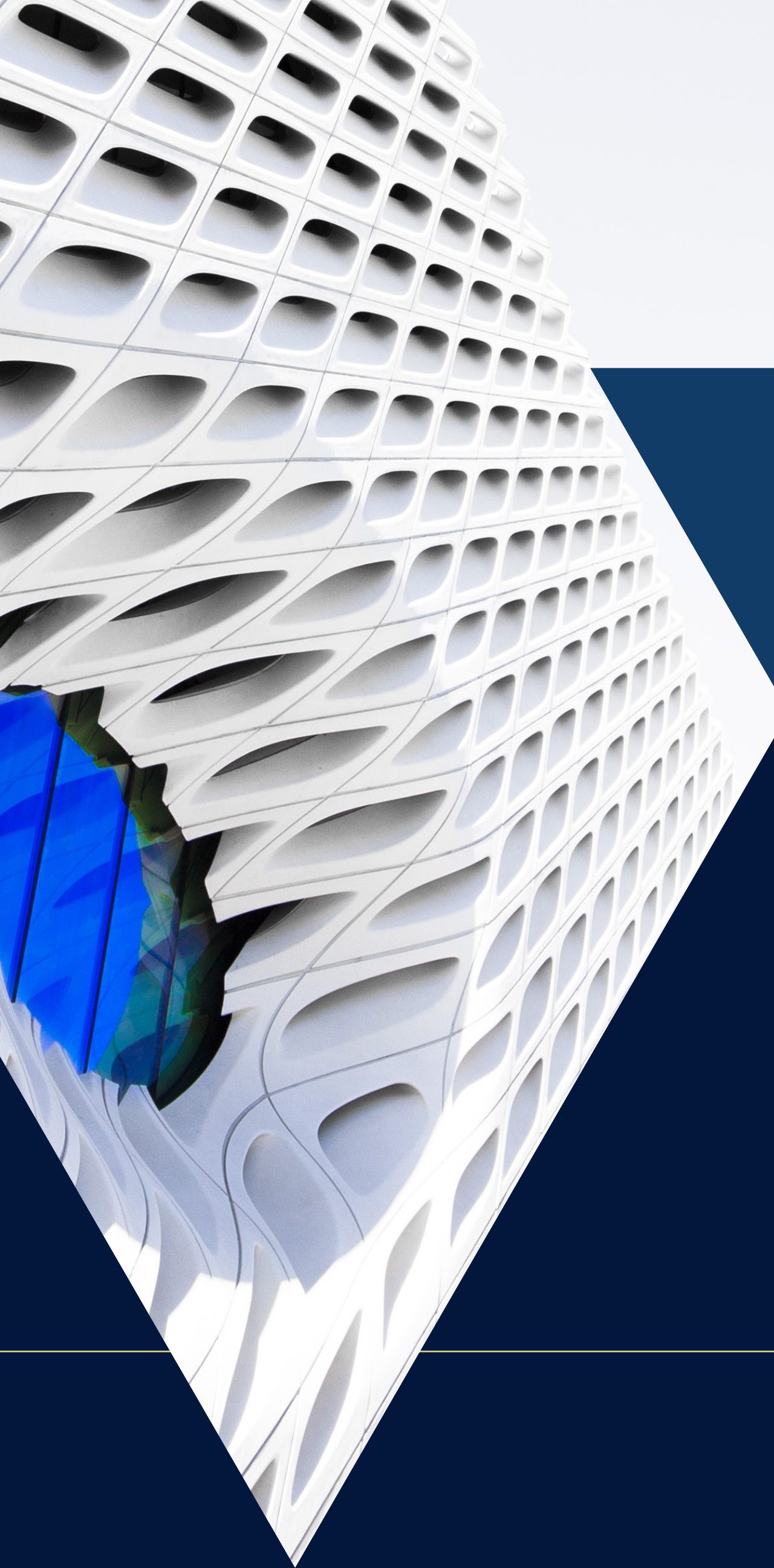
Our interventions are based on three levels:

1. **monitoring and maintenance of facilities and equipment;**
2. **consumption management;**
3. **reduction of our 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 **consumption** and **cost optimization**.

This synergistic approach is key to maximizing effectiveness, boosting results and meeting new market challenges.

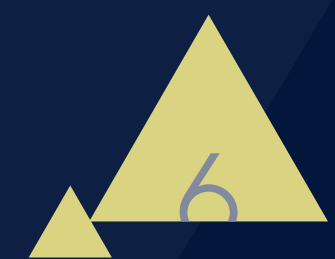




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FUTURE





# ▶ THE REAL ESTATE OF THE FUTURE

## REGENERATING EVERYDAY SPACES.

▶ In Saudi Arabia's dynamic Real Estate landscape, new scenarios characterized by smart cities, mega-cities 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 so as 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.

- ▶ **Hard Facility Management:** We provide expert maintenance and upkeep of buildings, infrastructure and mechanical systems, ensuring optimal performance and safety.
- ▶ **Technical Facility Management:** We oversee the technical aspects of a facility, including HVAC systems, electrical systems and fire safety systems.
- ▶ **Sustainability Management:** We implement comprehensive energy-saving measures and sustainable practices to reduce our clients' environmental impact and energy consumption.
- ▶ **Soft Facility Management:** We manage all aspects of a facility's interior environment, including cleaning, security, catering and waste management.

▶ Our team of highly skilled and experienced professionals is dedicated to providing our clients with the highest level of service. We are passionate about creating and maintaining spaces that are not only functional but also inspiring and welcoming.

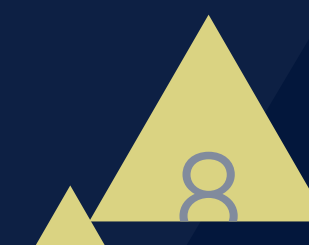




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# EFFICIENCY





# ▶ ENERGY EFFICIENCY

OPTIMIZING ENERGY CONSUMPTION.

▶ With 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 CO<sub>2</sub>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% FOR SELF-CONSUMPTION ENERGY PRODUCTION**

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







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# SUSTAINABILITY

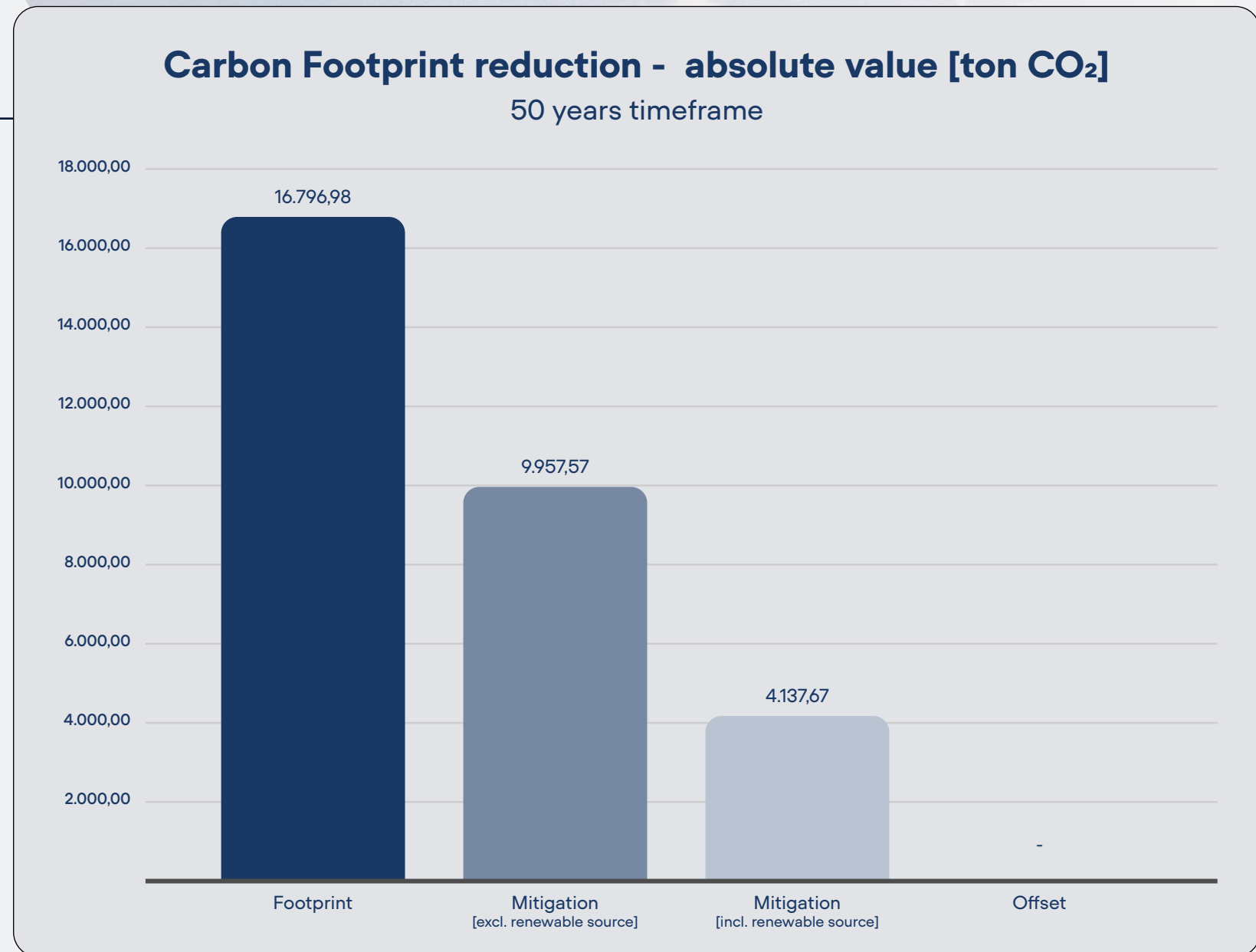
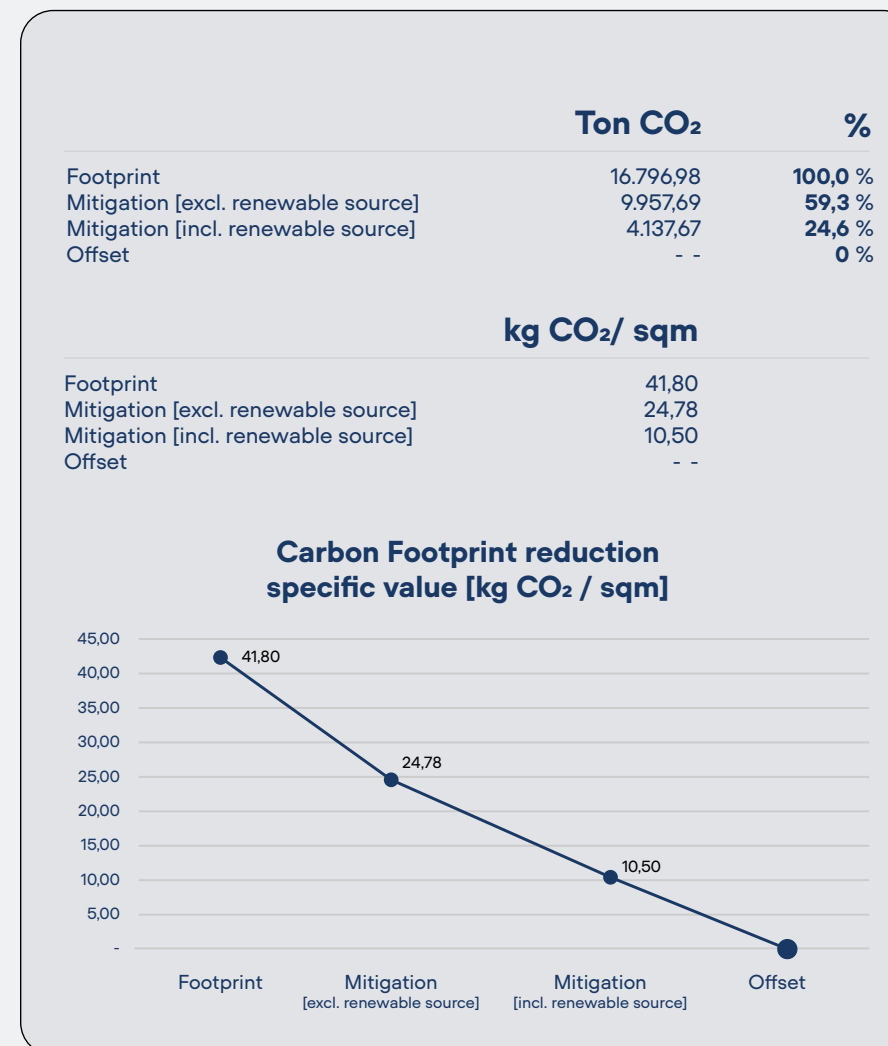


# SUSTAINABILITY GOAL

## REDUCING CO<sub>2</sub> EMISSIONS.

► Nearly 40% of global carbon dioxide emissions are attributable to the Real Estate sector and concern all phases of 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.





► We analyze and implement the steps necessary to reduce environmental impact of buildings and identify the necessary actions to offset both the CO<sub>2</sub> eq emissions generated during construction and those generated during the life cycle of buildings, 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 5-15 YEARS

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

► **-20%** CONSUMABLES USAGE THANKS TO DATA DRIVEN SERVICE



# ▶ ENVIRONMENTAL TECHNOLOGIES

CREATING VIRTUAL FORESTS EVERYWHERE.

▶ We wish 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® module, which can capture and store carbon dioxide in the atmosphere to reuse it in a circular economy approach. The innovative **Eco2Air®** filter has 10 to 15 times the CO<sub>2</sub> absorption capacity of a 25-meter magnolia tree. Once saturated, after about 600 hours of use, the filter can be emptied of accumulated CO<sub>2</sub> 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 CONTROL POSITION, OUTDOOR TOWERS)

▶ **100%** CO<sub>2</sub> CAPTURE POWER PLANT 100% POWERED BY GREEN ENERGY







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# 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**. Air quality, CO<sub>2</sub>eq emissions, building energy efficiency, and overall asset health can be checked at any time.

Any issues are promptly reported to our operations center and solved as quickly as possible. This makes Facility Management smart and informed.





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# 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 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 a 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 are always accessible through **the software platform Feams®**, 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 teams 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.







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# INNOVATION

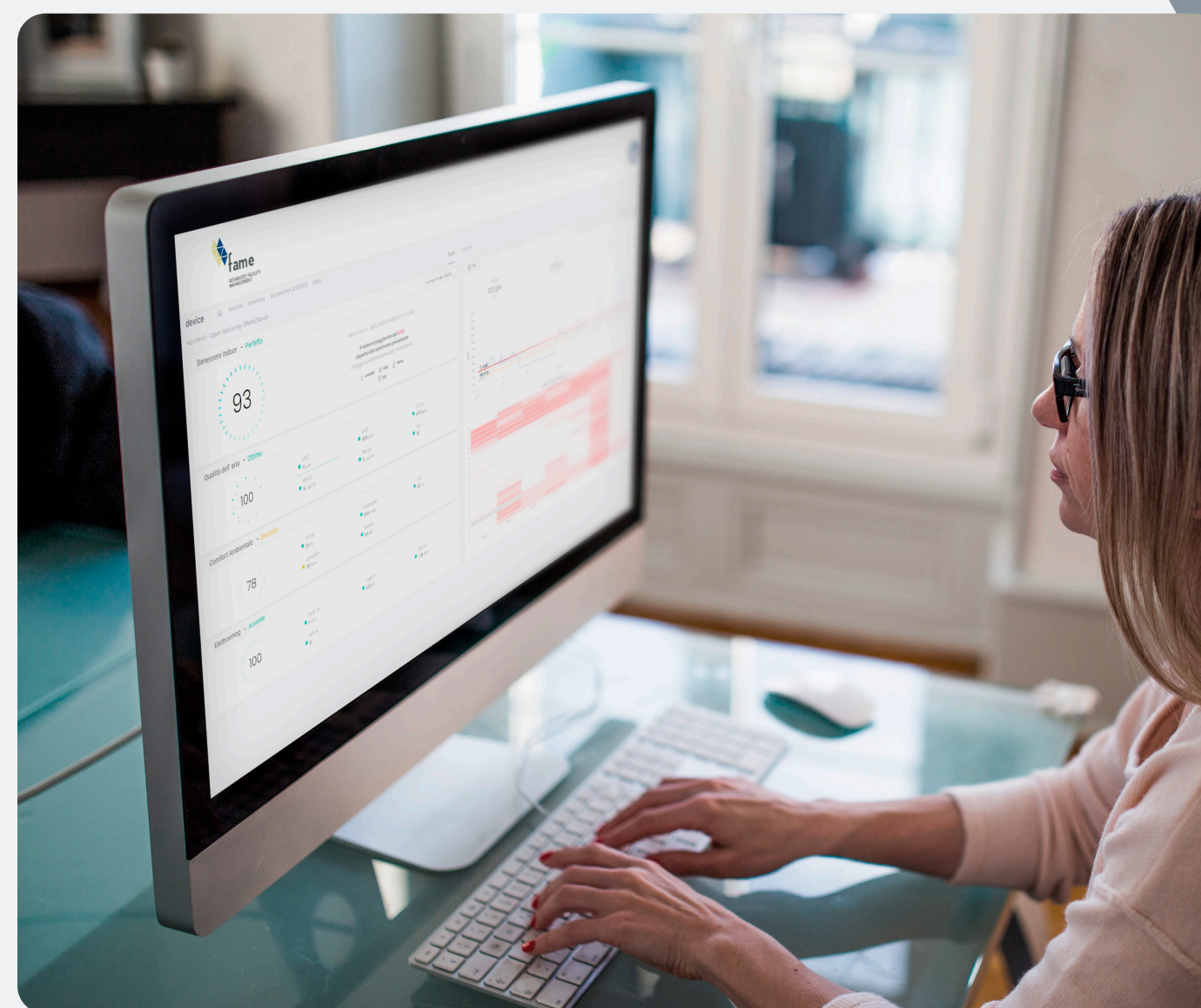




# ▶ FEAMS® INNOVATION

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-intrusive way, thanks to its simple and intuitive interface and customized dashboards.

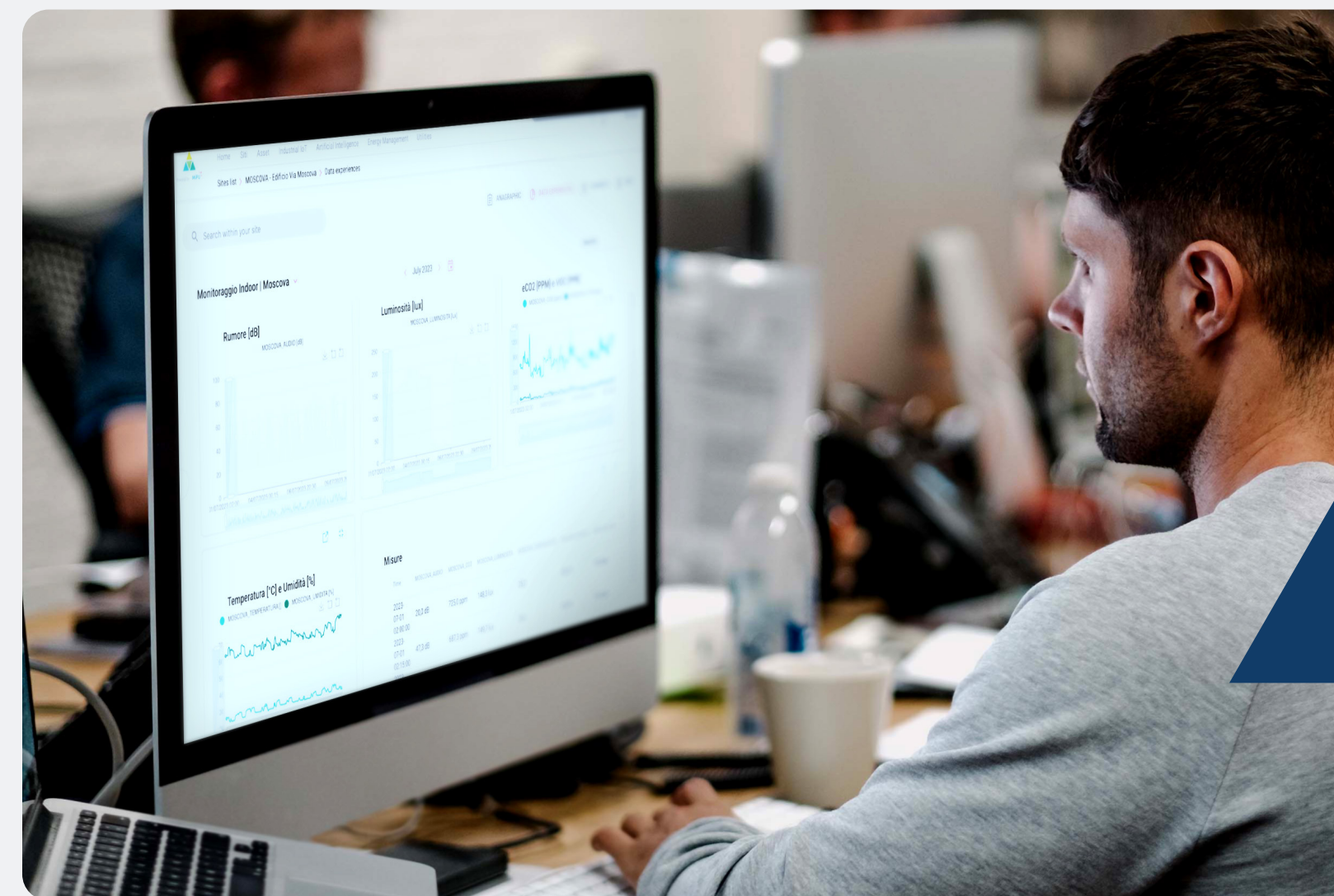




► We thus pass onto a **proactive and predictive approach** based on the accuracy of easily usable and well-organized data available at a single point of access. Ease of use reaches its apex in parks composed of multiple buildings with diverse characteristics, taking advantage of the data harmonization 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 of individual buildings, and thus be able to take action on service management and consumption to preserve the well-being of users.

Company	New Business	HEB	Tgr HEB	0 vs Tgr HEB	HEB 2023	HEB 2022	HEB 2021	HEB 2020	Tgr HEB	0 vs Tgr HEB
FEMO S.R.L.	TOTAL	PAZIANTO 07/10	€1,03M	40,00	€1,03M	€1,03M	€1,03M	€1,03M	17,00%	€1,03M
FEMO S.R.L.	TOTAL	ORDER TO INVOICE	€1,03M		€1,03M	€1,03M	€1,03M	€1,03M	0,00%	€1,03M
FEMO S.R.L.	TOTAL	YEAR END ESTIMATE	€1,03M	40,00	€1,03M	€1,03M	€1,03M	€1,03M	0,00%	€1,03M
FEMO S.R.L.	TOTAL	ORDER BOOK	€1,03M		€1,03M	€1,03M	€1,03M	€1,03M	0,00%	€1,03M
FI S.R.L. A SOCC.	TOTAL	PAZIANTO 07/10	€10,07M	40,00	€10,07M	€10,07M	€10,07M	€10,07M	11,00%	€10,07M
FI S.R.L. A SOCC.	TOTAL	ORDER TO INVOICE	€10,07M		€10,07M	€10,07M	€10,07M	€10,07M	0,00%	€10,07M
FI S.R.L. A SOCC.	TOTAL	YEAR END ESTIMATE	€10,07M	40,00	€10,07M	€10,07M	€10,07M	€10,07M	11,00%	€10,07M
FI S.R.L. A SOCC.	TOTAL	ORDER BOOK	€10,07M		€10,07M	€10,07M	€10,07M	€10,07M	0,00%	€10,07M
RECLAM S.p.A.	TOTAL	PAZIANTO 07/10	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	10,00%	€1,50M
RECLAM S.p.A.	TOTAL	ORDER TO INVOICE	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	0,00%	€1,50M
RECLAM S.p.A.	TOTAL	YEAR END ESTIMATE	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	2,00%	€1,50M
RECLAM S.p.A.	TOTAL	ORDER BOOK	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	4,00%	€1,50M
UNE srl	TOTAL	PAZIANTO 07/10	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	26,70%	€1,50M
UNE srl	TOTAL	ORDER TO INVOICE	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	0,00%	€1,50M
UNE srl	TOTAL	YEAR END ESTIMATE	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	1,00%	€1,50M
UNE srl	TOTAL	ORDER BOOK	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	0,00%	€1,50M
ECCELLEN S.p.A.	TOTAL	PAZIANTO 07/10	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	11,00%	€1,50M
ECCELLEN S.p.A.	TOTAL	ORDER TO INVOICE	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	0,00%	€1,50M
ECCELLEN S.p.A.	TOTAL	YEAR END ESTIMATE	€1,50M	40,00	€1,50M	€1,50M	€1,50M	€1,50M	7,00%	€1,50M
ECCELLEN S.p.A.	TOTAL	ORDER BOOK	€1,50M		€1,50M	€1,50M	€1,50M	€1,50M	0,00%	€1,50M







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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 and private works, hospitals, hotels, universities, commercial and residential buildings. Its team consists of highly experienced technical professionals and engineers.

Al-Jabr's mission goes beyond creating a successful business: Its 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.

# ▶ FERVO



▶ Fervo is an Italian group operating in the Facility and Energy Management sector. Resourcefulness, data and technology are the tools with which the group rethinks services and products for property and space experience management.

The synergy between digital solutions and the skills of the employees fosters a collaborative relationship with customers 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. Fervo has also been awarded the "Best Managed Company" title by Deloitte for 3 consecutive years in 2021, 2022 and 2023.







# FAME

COMBINING 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 growth and change in the Real Estate world and it is of the essence to respond to emerging market needs promptly.

FAME wants to support its customers in the efficient, innovative and sustainable management of Real Estate assets, giving unique and qualitatively significant features to its services.

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.



ADVANCED FACILITY  
MANAGEMENT

▶ A NEW PERSPECTIVE

[www.fame.sa](http://www.fame.sa)

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