



U.S.-Saudi Business Council
مجلس الأعمال السعودي الأمريكي

USSBC Mission to the 5th Future Projects Forum

Riyadh, Saudi Arabia
May 21-23, 2023

COMPANY PROFILES

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ABNG International

www.abnginternational.com/www.iko.com

Mission Participants:

Shinu Thankachan, Director of Global Business Development, ABNG International, New York
Nic Kokkelenberg, Technical Director, ABNG-IKO Roofing Shingles Division
Pravin Varghese Georg, Sales Director, ABNG-Blue Seas Global, Saudi Arabia and Bahrain

Description

NY based ABNG International is a manufacturer and a partner for U.S. and European brands of building materials, road, and landscape solutions used globally in commercial, residential, hotels, luxury resorts, spas, entertainment, malls, road construction. Major end clients include U.S. Department of Transportation, NATO, NEOM, Red Sea Global, Governments of European countries, Paris Hotel (Las Vegas), BK Gulf (UAE). IKO, one of their partners, is a global leader in Roofing, Waterproofing, Insulation and Road Industries. Established in 1951, IKO has 40+ factories in the U.S. Canada, Belgium, UK, France, Holland, Slovakia, and Germany. Their products are 100% made in Europe/U.S./Canada. ABNG has branch offices in Madrid and Dubai.

Building Materials:

- IKO ROOFING SHINGLES (Made in Slovakia): sustainable, waterproof, light Weight, energy efficient, aesthetic, external fireproof roofing system for villas, modular/commercial buildings. Regional projects include Hatta Tourism Projects (Dubai) and Red Sea Global
- IKO ARMOURPLAN SINGLE PLY ROOFING FOR FLAT AND SLOPE ROOFS (Made in UK): sustainable, lightweight roofing for modular/commercial buildings, villas. Major end clients/projects include Bougues, UK (Port Talbot's), MacMon Architects (Biodiverse Green Roof Project, Scotland)

Road Solutions:

- IKO ROAD PRODUCTS (Made in Belgium): A -Z road products including marking and lines for construction/ maintenance. Major end users/projects include the NATO base (Belgium); Circuit de Spa (Belgium); Road Authority (Belgium and the Netherlands); Dubai RTA
- ABNG COLD MIX ROAD PATCH (Made in the US): easy, faster way to fix potholes in minutes, without blocking traffic. The U.S. Department of Transportation across the U.S. is a major user

Landscaping Solutions:

- IKO MULTIFIX (Made in Belgium): Water Transparent Landscaping liquid that can be mixed with any kind of stones to beautify streets, parks, sidewalks, driveways. Major clients include premises for the Belgium government

New Look Decorative and architectural building solutions (Made in U.S.) are used for Concrete & Masonry Sealers, Concrete Surface Protection System.

ABNG has exported to the UAE, Saudi Arabia, Oman, Qatar, Kuwait, and India. The company has partnered with [Blue Seas Contracting Company](#) in Saudi Arabia to support clients locally.

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Mission Objectives

- Identify opportunities for their products within major projects and distributors.
- Introduce their products to consultants, architects, end clients, major developers, and construction companies in Saudi Arabia
- Establish networks with construction-related professionals (consultants, architects, procurement managers, decision-makers) for current and future product development.

HALO Maritime Defense Systems

www.halodefense.com

Mission Participant:

Eric Johnson, CEO

Description

Based in New Hampshire, HALO Maritime Defense Systems provides maritime security barriers and gates for access control and perimeter security of the waterfront areas of critical assets. HALO is the only company to have supplied and installed remotely controlled automatic marine gate systems tested by the U.S. Army and in use by the U.S. Navy. HALO also designs and supplies underwater security nets and sensor nets for critical assets.

HALO is providing the engineering and detail design of maritime barriers and gates for ARAMCO terminals and Saudi utilities. HALO is enabling Vision 2030 localization with its technology partner GCC Labs, establishing a planned maritime engineering and testing facility. HALO Arabia is the company's new local entity planned for industrial production of maritime equipment and qualified as Saudi Made. HALO has also exported to Bahrain, UAE, and Qatar over the last five years.

Mission Objectives

The company aims to identify joint venture partners or licensees as well as relevant government agencies. HALO has specialist marine design skills and capability with local production of all types of floating systems and the moorings. HALO is able to make the designs of waterfront architects a reality with state of art engineering and developing Saudi Made production that aligns with Vision 2030 objectives.

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Interactive Development Company (IDC)

www.idc-arch.com

Mission Participant:

Jean Luis Chammas, Director, Head of Business Development

Description

Based in California, IDC is a leading-edge international design and build firm that was established in Los Angeles and now has headquarters in Saudi Arabia, Riyadh. They provide customized solutions for planning, designing, building, and furnishing of residential, commercial, and institutional spaces as well as government projects that involve high security clearance as well as specialized projects in the niche market.

End-users/customers in Saudi Arabia include the Ministry of Culture, Ministry of Finance, banks, the Royal Commission for Al Ula, real estate development companies as well as the U.S. Army.

Mission Objectives

- Introduce IDC to the public and explain the type of projects they tackle
- Look for partnerships that they can work on in the future
- Look for consortium on several new projects
- Expand clientele portfolio

Middleby Corporation

www.middleby.com

Mission Participant:

Marwan Khoury, Vice President-Sales, Middle East, Africa, Pakistan

Description

A NASDAQ listed company, Middleby is the world's biggest kitchen manufacturer with a market cap of around \$10 billion. Based in Illinois, it is a world leader in developing advanced innovation solutions for food service and beverages (cooking and warming, refrigeration, and beverage solutions for top restaurant and institutional customers), residential (premium, residential kitchen appliances and equipment for outdoor cooking) and food processing (industrial protein and bakery processing). Middleby innovations include cooking solutions for ghost, IoT, and ventless kitchens.

Middleby offers energy star rated products and is leading in kitchen automation, having labor, energy and water savings technology, connected equipment and award-winning solutions. It is a leader in all the market segments like QSR, fine and casual dining restaurants.

The company has offices in Australia, Brazil, China, India, Mexico, Spain, the UK, and the UAE. End-Users/Customers include Daily Food, Dominos, Herfy, and Papa Johns. All Middleby Commercial Kitchen equipment is sold in Saudi Arabia. Middleby has exported throughout the Middle East and GCC as well as Africa.

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Mission Objectives

Given its breadth of product and food industry knowledge, Middleby is uniquely qualified to deliver in every space. Middleby believes that it can add value to the operators and owners by showing them their brands and solutions.

Middleby is interested in:

- Meeting distributor/wholesalers, agent/sales representative, franchisee, government agencies
- Identify joint venture partner or licensee
- Introduce its products and services to culinary schools.

Network Optix

www.networkoptix.com

Mission Participants:

James Cox, Senior Director, Business Development
Tolga Altun, BDM-Middle East

Description

Based in California, Network Optix offers an enterprise video operating system that enables organizations to aggregate data from a video or IoT device bringing it into an ecosystem of advanced AI apps to streamline operations and create actionable intelligence. More specifically, its Nx-Meta is an open, extensible, metadata-enabled video VPaaS platform that helps companies build better video solutions. The company has systems in 190 countries worldwide. Around 33% of the company sales are international. It has over 150 employees and annual sales of \$30 million.

End-users/customers include SpaceX, Tesla, Telstra, Kosovo Government, Jakarta Safe City, international banking chains, U.S. state transport departments. The company is open to localizing sales and support in the region.

Mission Objectives

Network Optix aims to:

- Introduce its products and services in Saudi Arabia
- Introduce their platform to both government/private organizations and solution providers.
- Identify joint venture partner or licensee

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Sargent & Lundy

www.sargentlundy.com

Mission Participant:

Alistair Lang, CEO, Sargent & Lundy Saudi Arabia

Description

Established in Chicago, Illinois, in 1891, Sargent & Lundy is one of the world's longest-standing full-service architect engineering firms. It is a global leader in power, energy, and decarbonization, with expertise in grid modernization, renewable energy, storage, nuclear power, fossil power, carbon capture, and hydrogen. They are independent of all developers, equipment suppliers, EPC contractors, and constructors, allowing them to work effectively with all industry participants.

Engineering News Record consistently ranks Sargent & Lundy LLC in the top five engineer/design firms working in the power industry worldwide based on revenue. The company has 3,000 clients in 90 countries and approximately \$500 million in annual sales.

The company has been offering engineering & consultancy services to the Saudi power generation and renewable markets for 30 years. It has had a joint venture office in Al Khobar since 2018.

Mission Objectives

The company aims to:

- Introduce its services to a wider market and meet government agencies, potential partners and clients who develop or own power infrastructure-related assets
- Meet new U.S., Saudi and international client contacts who require consultancy support and advice related to power, renewables, and electricity industry

The Weitz Company

www.weitz.com

Mission Participants:

Scott McKenna, Project Executive
Nader Edward, Business Development Manager

Description

Established in 1855 in Des Moines, Iowa, The Weitz Company is the largest general contractor in the western half of the United States. It is a full-service construction company, general contractor, design-builder, and construction manager with offices across the U.S.

Its scope of activities including commercial, industrial, aviation, municipal, hospitality, sports, convention centers, healthcare, manufacturing, and power. They are also involved in the construction of mission critical military facilities and data centers. The company is currently constructing multiple colocation data centers in the U.S. that exceed 100 megawatts. It has over

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1,000 employees and annual sales of over \$1.3 billion. The company has extensive experience in the construction of facilities in the following sectors:

- Power -developed gas-fired, coal-fired, and co-generation power generating facilities.
- Petrochemicals – participated in building two landmark petrochemical projects in the U.S.– the first world-scale fertilizer plant built in the U.S. since the late 1980s and the largest methanol plant in North America. Their experience also includes olefin projects as well as projects for the specialty gas market.
- Transportation –involved in three significant design-build aviation projects in the U.S. – the new terminal at Kansas City International Airport, PHX Sky Train guideway extension in Phoenix and the SFO Superbay Group/Aircraft Hangar in San Francisco.
- U.S. Federal government agencies, state agencies and municipalities

The company team's experience entails world-class, multibillion dollar infrastructure, industrial, and high-end commercial projects in Europe, the Middle East, North Africa, and the Pacific Rim.

The Weitz Company's holding company is Orascom Construction PLC, a leading global engineering and construction contractor with a footprint covering the Middle East, Africa, and the U.S. Its operations covers sectors including infrastructure, industrial, and commercial. The Group owns 50% of BESIX Group, develops and invests in infrastructure opportunities, and holds a building materials and facilities management.

The Weitz Company is planning to establish an office in Saudi Arabia to provide its project management and consulting services (PMC) services to leading developers in Saudi Arabia.

Mission Objectives:

- Introduce their PMC services and innovations on the Saudi market
- Demonstrate Weitz-PMC initiative pertinent to all key sectors in Saudi Arabia.
- Leverage Weitz PMC/ Construction management expertise to engage with Saudi leading public and private sector developers in sectors including transportation, aviation, communication and information technology, PIF giga projects
- Introduce Weitz innovative solutions in areas including modular construction, lean management, data centers, commercial, and industrial to large scale projects (PIF portfolio projects)