



## INVESTEE PROFILE: AL MIMARI

<b>Contact Info:</b>	Mr. Jafar, Deputy General Manager and Manager of Production <a href="mailto:jafar@almimari.net">jafar@almimari.net</a> <a href="https://www.almimari.net/">https://www.almimari.net/</a>
<b>Location:</b>	Amman, Mafraq
<b>RLI Category:</b>	Potential R3 – employing refugees
<b>Company Background:</b>	<ul style="list-style-type: none"> <li>Established in 1979, specializes in producing a special type of UPVC (durable plastic material) used for windows and doors with heat and sound insulation.</li> <li>Recognized as the number one producer in the Middle East and seventh globally for their specific UPVC product.</li> <li>Recently expanded to Mafraq with a Royal initiative, which provides land, tax exemptions, operational cost support, subsidized employee costs, and facilitated bureaucratic procedures aimed at enhancing local employment and export capabilities as incentives.</li> </ul>
<b>Industry/Sector:</b>	Manufacturing and production of building materials.
<b>Products/Services:</b>	UPVC windows and doors with specialized insulation properties.
<b>Export Activity:</b>	Extensive export operations covering the Middle East, Turkey, Germany, and additional global markets. They also operate in Syria.
<b>Management Team:</b>	Family business, established by late Engineer Awni Hegazy, now led by siblings (two brothers and one sister).
<b>Employees and Refugee Workforce:</b>	<ul style="list-style-type: none"> <li>Employs a multinational workforce including individuals from Jordan, India, Turkey, Syria, and Egypt. The workforce in the new Mafraq facility will be trained by a Turkish expert; they are currently building this workforce.</li> <li>As per the royal initiative agreement, priority for job vacancies is given to Jordanians, at least 150, from the Umm Al Jimal district in Mafraq.</li> </ul>
<b>Market Overview and Trends:</b>	Dominant player in the UPVC market in the region with strategic expansion to harness the export potential.
<b>Prior Experience with Investment:</b>	Financed primarily through personal financing from the owning family members and loans from Jordanian banks. Has not sought equity investment.
<b>RLI Thesis and Impact Opportunity:</b>	Contribution to local employment including refugees in Mafraq is possible through strategic expansion. The new factory is in testing phase, with full operations expected to ramp up depending on the workforce's adaptability and skill development. Future growth is projected to increase export capacities, contingent upon successful integration and training of the local workforce in Mafraq. They source most of their materials from abroad and Mafraq location will be an advantage for this. As the factory grows, they may also need to source locally.
<b>RLI Technical Assistance Needs:</b>	Finding skilled workforce as production in Mafraq grows in the future.