2022 - 2023

# COMPANY PROFILE

### **Innovative Passion**

EDSCO prides itself on a value-driven culture, providing exceptional quality and superior service while establishing solid relationships with esteemed clients and partners in the area.





# **CONTENT STRUCTURE**

### **ABOUT US**

Get to know us closely inside out. From our very first humble beginning all the way to where we stand now in the market. Know our leaders, partners, policies and our reliable resources.

### **OUR SERVICES**

Our design and build services and solutions are well designed and constructed to meet the most sophisticated needs and requirements of our clients regardless the size of the project.

### **INDUSTRIES & SECTORS**

We have crafted successful results in almost every sector in the market as we adapt to all industry's concerns and challenges.

### **OUR CLIENTS**

We are extremely proud of our portfolio. We served every project with a high level of attention from design to completion.





# Who we are?

East Delta Saudi Co. Ltd (EDSCO) was founded in 2008 by a group of professionals with a vision to create a best-in-class construction organization in the Middle East meeting International standards. EDSCO prides itself with a value driven culture, providing exceptional quality and superior service, while establishing solid relationships with esteemed construction companies in the area.

The company adopts a full-scale setup through a professional team with expertise in Engineering, Procurement, and Construction (EPC), civil, electrical, mechanical works, fabrications, renovations, repairs, maintenance, finishing, landscaping, and interior design. Its main approach for quality is customer satisfaction which allowed EDSCO to seed sustainable relationships with loyal partners throughout the years.

# Messages

from us

Our core belief at EDSCO is all about striving to deliver the commitments we make to our customers by being meticulous, honest, innovative, punctual, and trustworthy.

During the most challenging times, and thanks to our people, we managed to maintain our quality and forge ahead towards excellence.

2030 is not only Saudi Arabia's vision, it is ours as well. It is a vision that is not only strong and thriving for the country, but also for our company which vows to deploy all of its resources effectively and efficiently to meet the perceived objectives.

EDSCO's team and partners are the stimulants, our values are the ultimate drive that keeps us going, and our uncompromised service is the key

service is the key to our success in assuring a better tomorrow.





# Messages from us

We live in a world of ongoing change where old technologies are constantly replaced with new ones in the construction and contracting field. Such changes force us to propose new ideas on a regular basis.

Therefore, we, the EDSCO community, are committed to working on a sustainable and development-oriented mindset where we never compromise quality or customer satisfaction.

Our dedicated and productive human capital as well as our strong and technical infrastructure, combined with a strong work ethic have all contributed to our success. Since 2008, we have been setting high objectives for our company and our partners, and we will continue to do so.



# Messages from us

EDSCO firmly believes that its people are its most valuable asset. We work on nurturing them by providing them with the needed training and preparations on safety, quality, and corporate coaching.

These practices have impacted the company positively enabling it to grow a proven track record in being competent to provide excellent service.

I take this opportunity to express my utmost appreciation for their hard work and it is through their determined endeavors in meeting customers' requirements that EDSCO has grown to become a main player in the construction industry.

EDSCO is a school, and we will never stop empowering its pillars.





# Mission

To provide the most superior workmanship possible by relying on the professionalism and integrity of its staff and suppliers.

EDSCO promotes a lean culture that aims to stay current with the latest innovations of the construction industry.

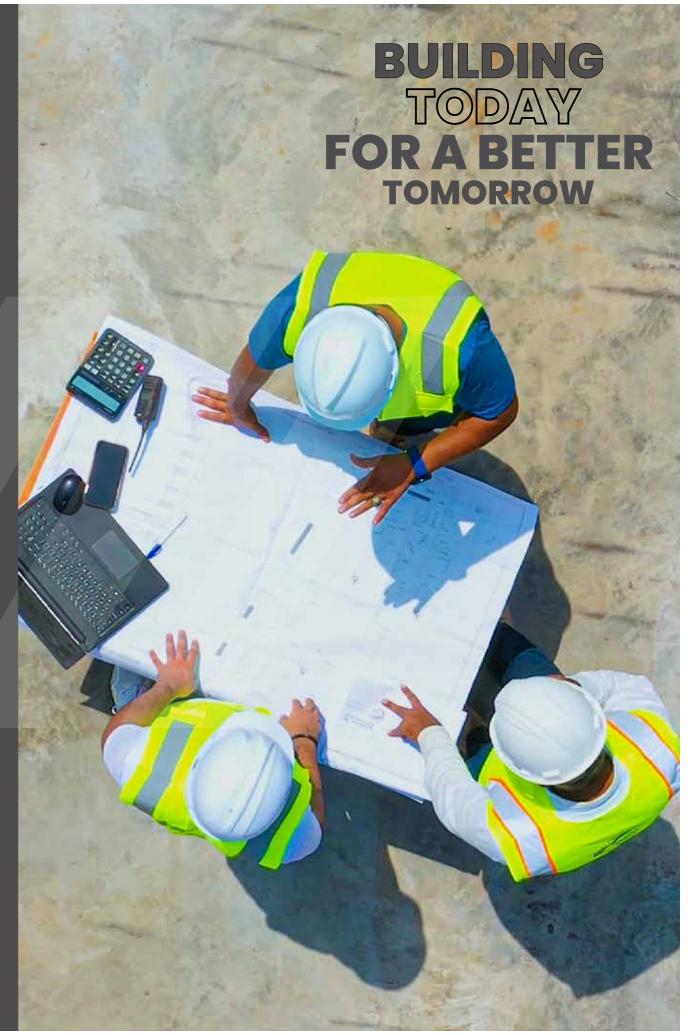
This culture supports a collaborative environment in which the main aim is to generate value for society, shareholders, employees, clients and partners.

# Vision

To gain a solid place in the industry by prominent growth and leadership. The company's competent staff and management, alongside its focus on quality, resulted in the successful completion of many complex projects over the years.

EDSCO would like to work on strengthening those principles by continuing to deliver successful outcomes on the best projects in the area. An ascendant curve of growth is what we strive for; through extending our geographical reach, while pursuing new technologies and innovations.

As a result, we will increase profitability through higher and effective customer retention. We believe that our long-term success will be achieved not only by demonstrating our expertise, but also by incentivizing our people which are the main pillars for our continuity.



## **Partners**

Our employees, vendors, clients, and investors are the catalysts in our healthy ecosystem.

EDSCO nurtures sustainable relationships with its staff and partners which is a vital part of the company.

# /// Human Capital

Our people are our main drive to success. We make sure to empower and nurture them through practices that shape their skills, attitudes, and behaviors

# **///** Vendors

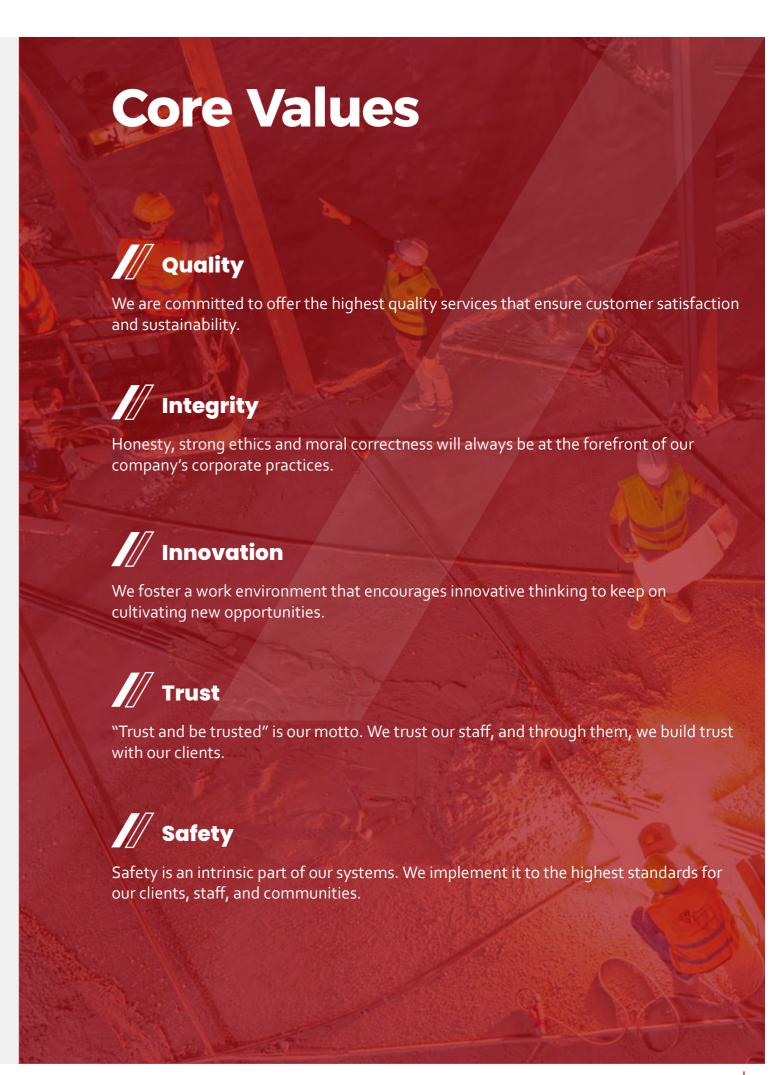
Building trust with our vendors has always been key to rigid long-term relationships with them.

# **///** Customers

Our clients are the grounds we constantly work on fortifying. Their satisfaction is our main success indicator.

# **Investors**

We strive to maintain transparent and strong bonds with our investors who drive our growth.



### Health, Safety, Environment And Quality Policy

We consistently ensure that each member of the EDSCO family behaves respectfully towards his or her surroundings, friends, customers, associates, and other contractors. We guarantee that they return home safely to their loved ones, starting with our rooted conviction and culture that "all accidents are preventable."

We make sure that we live up to our beliefs by taking a proactive approach that includes preparation and training, rigorous policies, tracking, risk assessment, and implementation of carefully planned systemic improvement measures.

EDSCO maintains high levels of HSE standards that not only comply with internal needs but also with international norms, being that we work in a wide range of sectors and industries including the very demanding banking and healthcare sectors.

According to EDSCO, maintaining high standards of quality results in a win-win situation for all project stakeholders since 'we do it right the first time!'

EDSCO has been operating in different industries where a deep understanding of projects is a must, as a result, all quality issues revolve around human elements, that is why we invest in people to nurture their expertise by developing necessary skills to detect potential faults beforehand.



# Our Leaders

We have come a long way together. Every day is a new experience and challenge. We strive to care for one another.

Our hard work, creativity, intelligence and leadership enrich our community and customers.

EDSCO is proud of its highly capable, ethical, and committed leaders who can make a difference in their respective fields of expertise.



Mr. Taher Al Harthi Chairman



**Mr. Hisham Darwish**Business Development
Director



**Mr. Mohamed Elmorsi**Chief Financial
Officer



**Mr. Abdul Latif Omar** Chief Auditing Officer



**Eng. Alaa Abu Qadoorah** Chief Operation Officer



**Mr. Rabah Hussein**Marketing & Sales
Director



**Ms. Wedyan Salem** Head of Human Resources Department



Dr. Kamel Mohammed



**Mr. Mohammed Al Harthi**Vice Chairman



**Eng. Helal Almursi**Head of Projects
Execution Department



**Eng. Maha Youssef**Head of Interior Design
Department



**Mr. Samir Bitar** Riyadh Area Manager



Eng. Mohammed
Ammar Hinno
Head of IT Department



**Eng. Sameh Nasr** Head of Technical Office



**Eng. Sherif Hamed**Head of Mechanical
Department



Eng. Clefford
Carbonel Agtang
Head of Commercial
Department



**Eng. Badr Qablawi**Head of Maintenance
Department



Eng. Mohamed

Zaghloul

Head of

Design Department



**Mr. Khaled Saadeh** Head of Media Production



Eng. Osama Ibrahim Head of Procurement Department



**Eng. Mohamad Najla** Head of Warehousing

# 2009 Our Humble Beginning

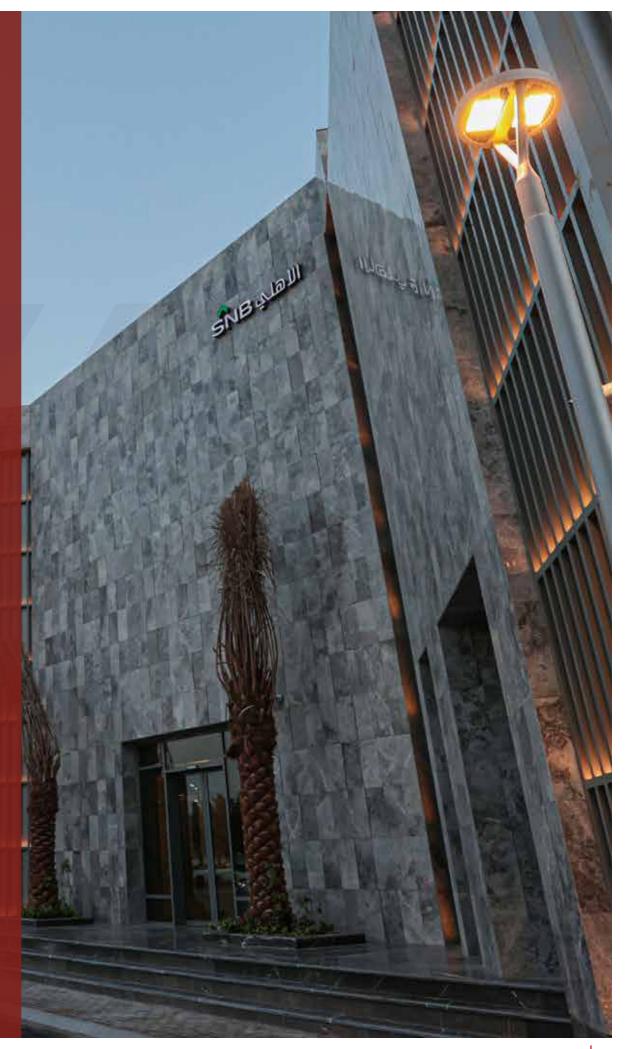
We started our business in Jeddah, with a few professional staff members, aiming to provide exceptional quality and industry-leading client services. We were looking for a unique market share based on our professional Engineering & Construction Excellence and our competitive edge of clients' satisfaction. We achieved a construction second category certificate from the Ministry of Municipal and Rural Affairs, with a development plan to be one of the industry's pioneers in the KSA and MENA region. Our start was challenging and promising by winning prestigious and selective quality clients in the banking, retail and restaurant industries.

# 2010 Growing Construction Projects in the Banking Sector

A complement to our success story, and after a year of hard and exceptional work, we were able to establish our branches in the cities of Riyadh and Dammam, matching our policy of expanding our activities to all the provinces of the Kingdom of Saudi Arabia. We doubled our staff members so that EDSCO can cope with its expansion and deliver effective and outstanding results to our clients, as we expanded our clients' projects through gaining their trust and adding new clientele.

# 2014 Projects' Diversity Kick-off

Within four years, and abiding by the company's vision and aspirations, we established a branch in the city of Abha. We succeeded in diversifying our portfolio to include the educational sector in addition to the rich experience that we acquired in the banking and retail sectors.



# 2015 ISO 9001 Certification

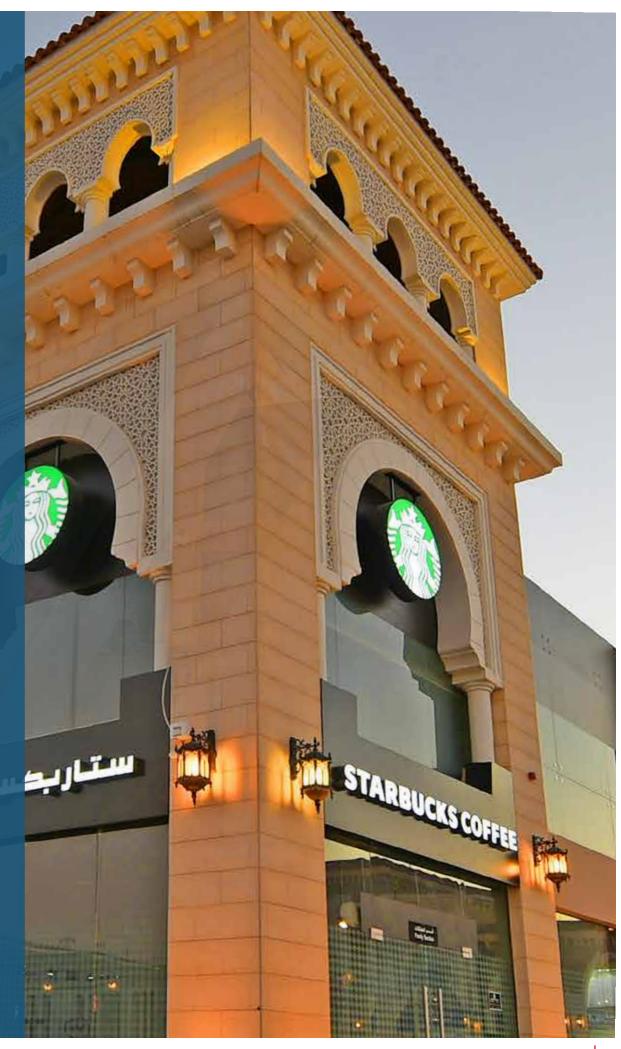
We are always seeking excellence and following international standards, therefore we obtained our first ISO Certificate (ISO 9001). Maintaining our consumers' trust is one of our core business strategies. We provided reassurance that our buildings and related structures were built according to internationally agreed safety and quality standards. We had the privilege of becoming the main contractor of Al Shaya Group and landed their headquarters in Riyadh. Our constantly growing staff of 700 workers is divided into back-office support, designers, engineers, skilled workers and technicians.

# 2016 Main Contractor Of Al Hokair Group

We started effectively and efficiently exploiting the hospitality industry through building strong bonds with Al Hokair and Al Shaya Groups in which we secured most of their retail expansion plans. This is part of our objectives in terms of sustaining higher customer retention by being extra selective of our clientele base and quality projects.

# 2017 Entertainment Sector

Our experience and quality projects that were handed over in 2016 with our staff, paved the way for EDSCO in 2017 to acquire more projects in the hospitality sector, as well as eased the way to gain construction projects in the entertainment sector.



# **2018** Time For Cinema 2018

Following the trend of the General Entertainment Authority, EDSCO is honored to be an important player in building cinema theaters all over KSA. Matching the initiatives that stem from Saudi Arabia's Vision of 2030, this adds value to EDSCO's solid position in the entertainment sector. EDSCO's scope of work includes architectural, stadia design, supply and installation, warm shell, fit-out and MEP.

## 2019 More Cinemas

Following the know-how, we acquired VOX Cinema theaters. This quality of hand over gave us more creditability and trust among other entertainment sector players in the region, for instance, Al Hokair Group, being one of the leading construction companies in this sector. We also succeeded in acquiring other cinema theaters such as MUVI and Empire Cinemas across KSA and Egypt.

# 2020 Over Coming Covid19- Challenges

Despite the market drawbacks and the challenges brought about by COVID-19, EDSCO reserved its market share with consistency. We focused on being resilient to any market changes that might take place. We chose to be proactive rather than being reactive. We strengthened our relationships with all our stakeholders (EDSCO's staff, customers, consultants, sub-contractors and vendors). Because our staff is the number one partner in our success story, we were very supportive and flexible towards the financial demands. We can proudly announce that in 2020, beyond market expectations, we obtained zero staff turnover. As for the rest of our partners, we were very resilient in these crucial times in several projects and adapted to financial constraints. Moreover, we succeeded in delivering the projects in a timely manner.



2021

### **EDSCO New Face Left 2021**

EDSCO believes that environmental standards are the tools for translating passion into effective action. That's why one of the most important achievements we obtained in 2021 was acquiring ISO 14001 and ISO 45001 certificates, to manage our environmental responsibilities and assure our staff's safety. In order to cope with the new market standards and changes, we decided to develop our trends and patterns aiming to be ready for upcoming bigger challenges. That being said, we changed our logo, website, systems, and overall we changed our headquarters' location to a classier one. More changes are yet to come, stay tuned for any updates and positive news as we delve in 2021 in our new headquarters in Jeddah.

2022

### **Systemizing Our Future Roadmap**

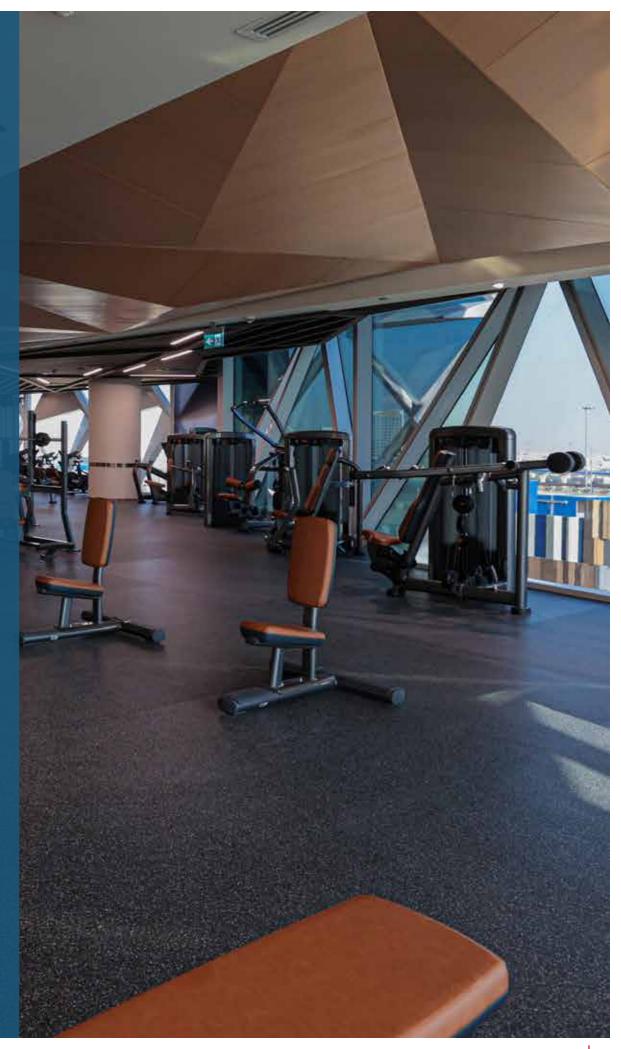
For the past years **EDSCO** has successfully managed to come up with its own school of management which delivered effective and profitable outcomes to every member and partner in our business model.

Such experience has been reflected in a robust internal system through a complete Corporate Governance, Standard operations and procedures for every single department and launched our 5-years strategy which will enable us to engage within the construction market in an iconic way.

2023

### **Exploiting New Markets**

The launch of a New Wooden Factory in Jeddah region with semi-automated processes to solidify our position and deliverables in the construction ecosystem in Saudi Arabia. Coping with the 2030 vision of the Kingdom, Healthcare sector is a major industry we have successfully acquired with Dr. Sulaiman Al-Habib Medical Group on several projects in the country.



# Human Capital Resources

2000 +

### Management & Technical Departments

350 +

Civil Engineers Personnel Of Architects Engineers Training & De Electrical Engineers 3D design En Mechanical Engineers Quantity Surv Planning Engineers Draftsmen Projects Managers Site Surveyor Business Development Officers Accountants Procurement Engineers Storekeepers Commercial Officers IT Engineers Sales & Marketing Supply Chain Quality Assurance 3D Designers Legal Affairs Officers Media Produ Quality Officers Estimators Internal Auditors Maintenance

Personnel Officers
Training & Development Officers
3D design Engineers
Quantity Surveyor
Draftsmen
Site Surveyors
Accountants
Storekeepers
IT Engineers
Supply Chain Specialists
3D Designers
Media Production
Estimators
Maintenance Officers

### **Skilled Workers**

1650 +

Shuttering Carpenters
Steel Fixers
Brick Masons
Steel Welder Technicians
Plaster Technicians
Painter Technicians
Gypsum Technicians
Electrician Technicians
Copper Pipe Welders
VRF Specialist
Duct Men Specialist
Pipe Fitter Specialist
AC Technicians

Fire Fighting Technicians
Plumbing Technicians
Waterproofing Technicians
Finishing Carpenters
Upholstery Technicians
Tiler Technicians
Vehicle & Equipment's Drivers
Scaffolding Technicians
Maintenance Technicians
Electricity Supervisors
Mechanical Supervisors
Civil Supervisors
Technical Assistants (unskilled)



# **OUR** SERVICES

At EDSCO, we make sure to provide adapted solutions and services that best meet the needs of our clients, regardless of the project's size and complexity, or the industry in which it is involved.

Every service has been designed from the ground up (workflow systems, implementation of expertise in every area, technologies, regulations) to implement local and international standards that result in successful and profitable outcomes, thereby aligning with our goals.







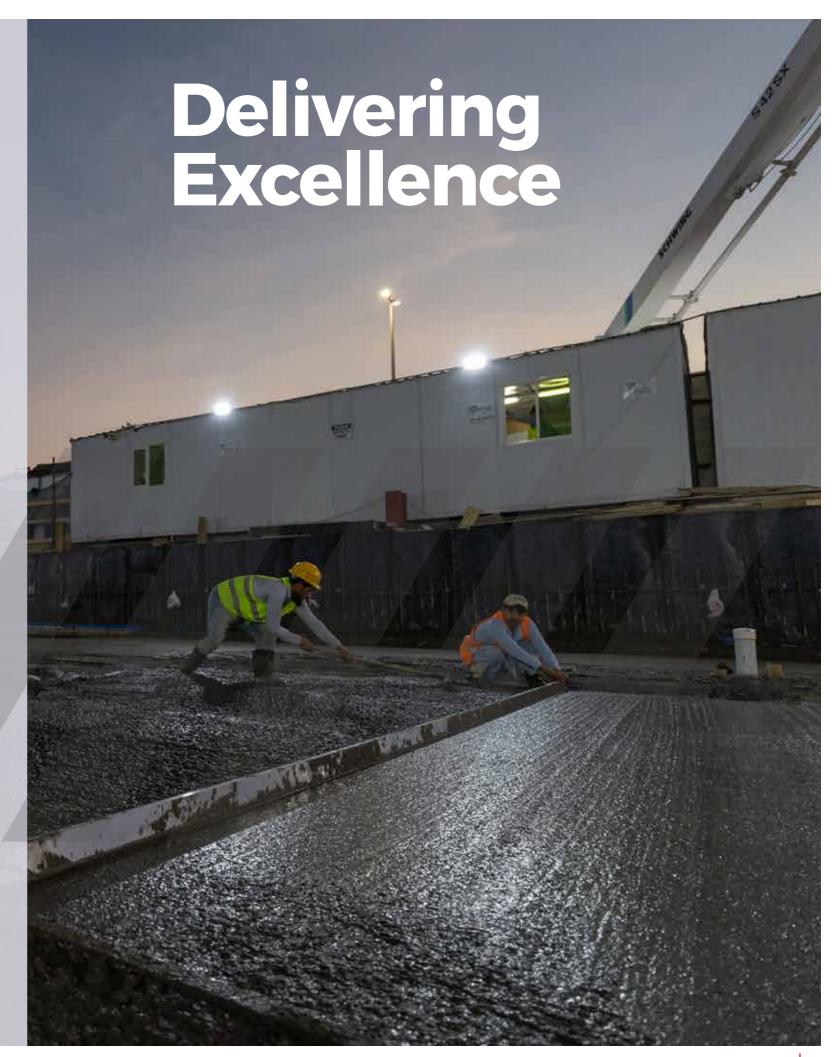
WORK













### **DESIGN**

### Full Design and Build:

Fit-out work is carried out by our experienced architects to provide a complete solution for our clients. Contemporary buildings are the perfect combination between functionality and aesthetics, and we work hard on ensuring both.

# **DRAWINGS**

Our team of professionals offer architectural services for every stage of the project, from conception to completion. From the schematic stage to the construction stage, we deliver detailed planning and execution mapping.

# DRAWINGS

The most important aspect of realizing your architectural dream is having an accurate and unambiguous ID package. Therefore, we work closely with each customer to ensure that their specific demands and expectations are met. We start by grasping the concept and seeing the possibilities of your indoor space, ensuring that every single detail is well-reflected. Furthermore, all of our interior design plans, sections and details are developed in compliance with the International Building Code (IBC 2009).

# SHOP DRAWINGS

When it comes to shop drawings, it's crucial to present the final drawing that will trump every other precise drawing created at any stage during the project. Our clients collaborated with us on several initiatives, and we're proud of the results that we've achieved. We assure you that we will bring your place to life under the greatest standards of drawing and detailing, based on our team's experience in delivery. We understand how essential shop drawings are to you, which is why, regardless of your budget or project, we can give a unique and high-quality solution tailored to your specific requirements.





### **DESIGN**

**DESIGN 3D Design & Visualization** 

# **DRAWINGS**

Our 3D rendering services can help you see your interior space appropriately. We can bring any planned structure to life, allowing you to fully step inside your creation, giving you a significant advantage, especially if you're still in the design stages. Our BIM and 3D rendering expertise will help you get a handle on what the finished structure will feel like, simply by putting life into the space. The extra insight you gain from the interior rendering could prove pivotal, and help you make a series of decisions over the layout, tone and feel of your inside space.

### **Building Information Modeling**

The capacity of EDSCO to produce 3D Architecture or Interior Building Information Modeling (BIM) improves visualization, simulation, and collaboration among all construction disciplines. Throughout our architectural and engineering drafting services, we use Revit «BIM» software which enables us to provide you with the finest possible results for your architectural projects and designs. It increases the building's quality and precision, eliminates errors, and prevents collisions that would not be visible on a typical 2D AutoCAD drawing.

- CAD to BIM conversion
- Parametric family creation
- O Design development/ Construction documentation set with any LOD
- Creating renderings & walk through
- Abstracting quantity takeoffs from models
- Structural Revit services
- MEP Revit services



### **Civil Work**

EDSCO works closely with every client to grow their vision into reality. With industry-leading construction and preconstruction practices, we offer a complete service in civil, structural, and architectural works. Our team of experienced and collaborative professionals are committed to applying cutting-edge modern techniques in:

### **Civil General Works**

- Structure Design of Concrete & Steel Buildings
- Structure Design for Industrial/ Storage Units
- Retrofitting Design for Existing Structures
- Existing Building Assessment & Assessment Report
- O Design of Electrical & Preparation of Drawings
- Plumbing Design for High Rise & Low Height Buildings
- Sustainable Drainage Systems
- Construction Management & Detailed Supervision



### **Mechanical Work**

Our Mechanical team oversees meticulously the projects for our clients, through the installation and maintenance of heating/cooling systems, refrigeration, and piping.

### **Our mechanical services include:**

- Steel fabrication
- Pipework system installation
- Pumps water and hydraulic systems
- Industrial relocation services
- Decommissioning
- Heating Ventilation and Air Conditioning
- Plantand Machinery Installation & Maintenance
- Ventilation and Extraction systems
- Compressors
- Gas and Heating Systems







### **Electrical Work**

EDSCO does procurement, installation, power generation supply, high and low voltage power distribution networks, emergency and exit lighting, power services, lightning protection, relay protection schemes, sizing of transformers, switchgear, circuit breaker, security and surveillance, access control, MATV and building automation. Our engineers are licensed contractors which among other things, carry out.

# **Lighting & Power Receptacles Works**

- All Types of Lighting Fixtures Installation
- Industrial Illumination Lighting
- Offshore Lighting Requirement Installation
- Various Building & Architectural Lighting
- Special Lighting Requirement for Various Industrial Areas
- All Types of Testing & Commissioning
- All Types of Power Receptacles Installation
- All Types of Industrial Receptacles Installation
- All Types of Testing & Commissioning

### **Electrical Power Works**

- Equipment Installation
- All Types of Transformer Field Assembly
- All types of Bus Duct Field Assembly
- Power Disconnect Switches and Gears
- Power Distribution Equipment Installation & AssemblyInstallation & Assembly
- UPS, Rectifiers, Inverters & All Types of Industrial Batteries
- Electrical Equipment Control Assemblies





### **Electrical General Works**

- Survey & Estimates
- Field Design Work
- Equipment Installation
- Cable Tray Installation
- Various Conducting Works
- All Types of Cabling Works
- All Types of Cable Termination Works
- All Types of Testing & Commissioning
- Offshore Electrical Installation

### **Electrical Cabling Works**

- Cabling, Splicing & Termination (LV, MV, HV)
- Cable Trench Excavation & Preparation
- Cable Laying
- All Types of Cable Testing
- Cable Termination & Splicing
- Cable Trays & Duct Installation
- Conduit Installation
- Sand Bedding & Trench Preparation for Backfilling
- All Types of Support Fabrication & Installation



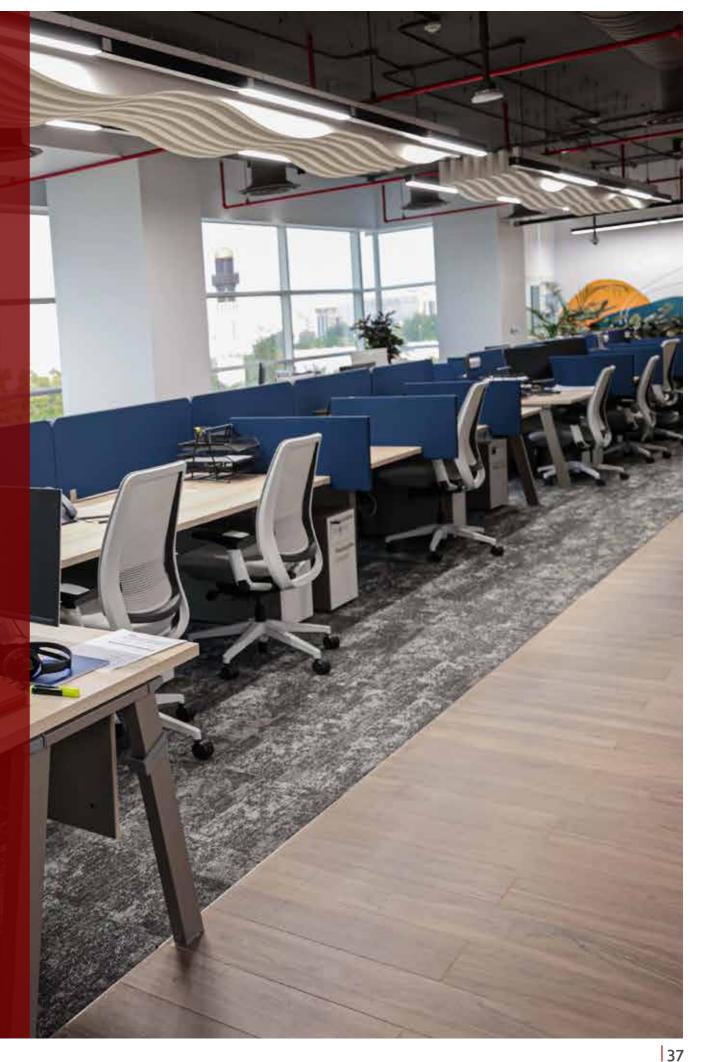


### **ARCHITECTURAL FIT OUT**

Fit-out work is carried out by our experienced architects to provide a complete solution for our clients. Contemporary buildings are the perfect combination between functionality and aesthetics, and we work hard on ensuring both.

Our Architectural & Design Engineering Consultancy Services include:

- Initial Preliminary Design
- Concept Design
- Master Planning
- Architecture
- Interior Design
- Landscape Design
- Sustainable Architecture
- Construction Management & Detailed Supervision



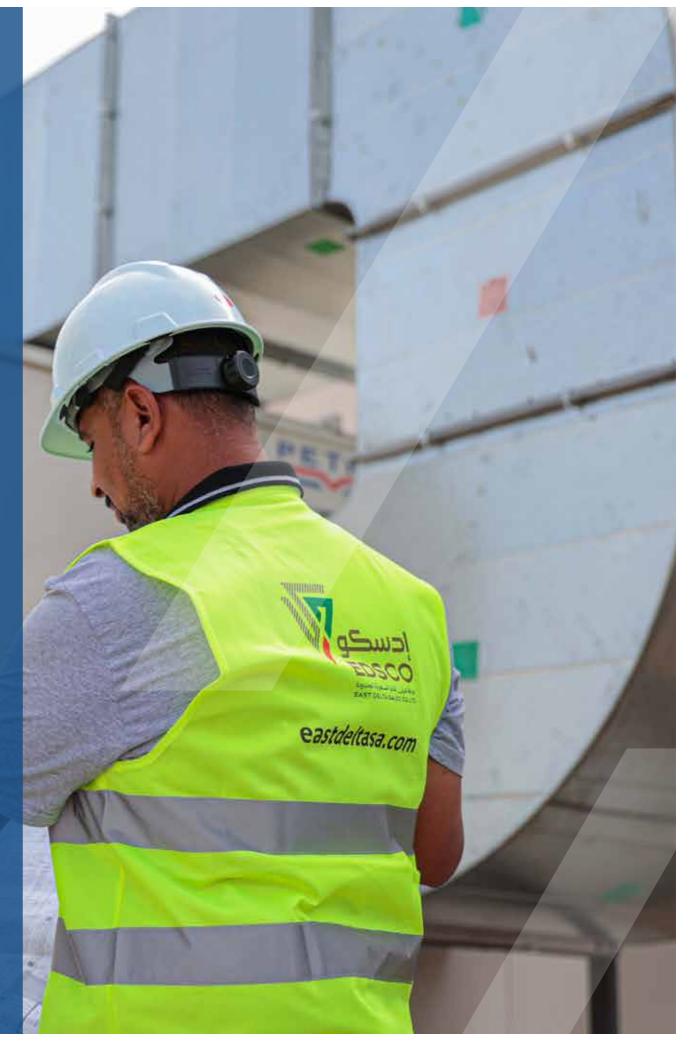


### Maintenance

We operate at optimum efficiency to avoid the decay and degradation of the buildings and assets. We aim to maintain structural stability & safety and prevent/ fix damages resulting from harsh weather conditions or general usage while determining the triggers of defects to avoid re-occurrence.

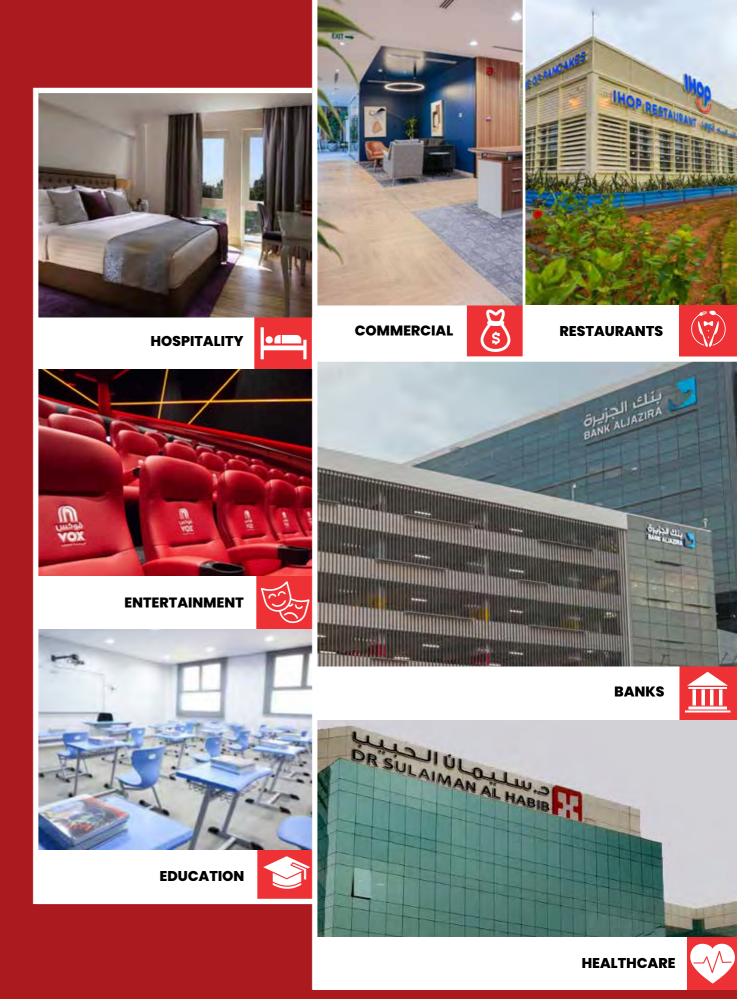
# Our mechanical services include:

- Preventative Maintenance
- Routine Maintenance
- Corrective Maintenance
- Emergency Corrective
- Maintenance
- Cosmetic Repairs



# Industries and Sectors

Our solutions and facilities, as well as our professional team of engineers and specialists who seek a continuous learning experience, have all contributed to our current position as a major player in various construction sectors. No matter the industry, EDSCO has crafted the best success stories.



# Banks

Retail and Corporate Banking construction projects are one of the most safety-concerned and critical industries in the market.

Our team recognizes the highly cyclical nature of the industry and collaborates with clients to meet their banking needs at all stages of the cycle.

EDSCO is proud to have worked in the construction of the most renowned banks in the region such as: Saudi National Bank, Bank ALJAZIRA, Bank Saudi Fransi, Emirates National Bank, Emirates NBD and more.





























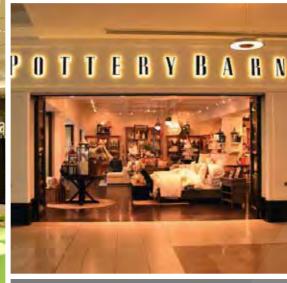












At EDSCO, we know how important it is for retail clients to create unique locations that reinforce their brand and help them connect with their customers.

We stay up to date on the latest developments in retail construction as well as new trends that will shape the retail landscape in the future. You can rely on our team of professionals to help you bring your retail construction project to life, whether it's a brand new 20,000 sq m retail shell or a 100 sq m tenant finish out.

Over the last 11 years, we've completed hundreds of retail projects around Saudi Arabia. Our construction management team has a total experience that surpasses 100 years, and we believe your company's history demonstrates our commitment to providing the best service to our clients in this sector.

Many general contractors over-promise and under deliver in the construction sector. We take pride in our skilled team, years of experience, and excellent reputation for getting the job done right the first time. EDSCO's prideful portfolio includes: Victoria's Secret, TAG Heuer, Huawei, Hollister, Boots pharmacy chain, Claire's, American Eagle, Foot Locker, Debenhams and H&M among others.

































# **Entertainment**

The EDSCO staff is well-versed in the complexities and peculiarities of entertainment-project development. Most of the movie theater projects in Saudi Arabia have been allocated to us.

Multi-screen theaters are effectively multiple projects rolled into one, requiring specialized construction, unique design and lighting, as well as stadium seating.

We use our significant knowledge to build a unique and appealing entertainment facility on time and on the budget for each movie theater building project.

Vox Cinemas, Muvi Cinema, Empire Cinema, Cinepolis, Magic Planet, Sky Zone, Safori Land, Snow City and Sparky's were the fruit of our hard work to build an innovative high-tech stylish space for adults and kids to enjoy their leisure time.

































ORACLE

# Commercial

EDSCO collaborates with businesses to design and maintain modern offices that encourage productivity and cooperation. Our expertise lies in working in occupied spaces and organizing phased development. Restacks, renovations, fit outs, and tenant upgrades are just a few of the projects in our portfolio.











ORACLE

# **Restaurants**

Restaurants are a staple part of our portfolio.

We understand the expectations and needs in this fast-paced sector, be it a new restaurant construction from the ground up, drive-thru improvements, substantial renovations, or a decor refresh. Our team has delivered comprehensive proposals and top-notch project management to become a leader in establishing quick-serve restaurants, casual dining and full-service dining in Saudi Arabia.

EDSCO has handled the construction of famous franchised restaurants such as Shake Shack, Starbucks, The Cheesecake Factory, Pinkberry and more.













# Hospitality

EDSCO works with a variety of hospitality clients and is familiar with the subtleties that come with these projects, such as faster timetables to reduce downtime.

We collaborate with professional partners with vast experience in the hospitality industry. EDSCO handled the construction of International chain hotels such as Holiday Inn and Crowne Plaza.











# Healthcare

EDSCO has the know-how to handle even the most complicated and cutting-edge healthcare construction projects. We are very aware of the sensitivity involved in working in inhabited in-patient and out-patient institutions.

Our team is up to date on the latest standards and protection regulations. We can adjust our timetable and phasing to meet the ever-changing census in healthcare settings. Furthermore, in this dynamic area where technology and best practices are always growing, EDSCO realizes the importance of "building for the future."









# Education

EDSCO is well versed in managing the strict deadlines that our clients in the education sector need to meet in order to have a fully operational campus.

We work closely with them to plot the best strategies for minimizing budgets while maximizing results.

We have solid relationships with specialized partners who have extensive experience building similar facilities.





# **Our Clients**

EDSCO's approach to every project is marked by a holistic, detail-oriented, and anticipated vision. The wide array of services provided by the company from design to construction services ensure a consistent flow of work from the project's initial concept to its completion.































































































































































## Careers



# Why work with EDSCO?

At EDSCO, employees are more than task doers, they are bold innovators and decision makers. We nurture their capabilities by providing them with the right career guidance, training and orientation.

We entrust them from their early career days with obligations and encourage them to take calculated risks that serve their growth.

### **Consistency**

Podcasting operational change management inside of workflow.

### Design

Pursue scalable customer service through sustainable potentialities.

### Construction

Dynamically innovate customer service for state of the art customer.

### **Project Detailing**

Appropriately empower dynamic leadership skills after business portals.

Everyone at EDSCO is alerted and ready to serve you and answer all your inquiries and concerns. We are waiting for you!

Head Office - Jeddah

PO BOX 11129 JEDDAH 21453, KSA Private Offices Center, Block B, Floor 01 Prince Sultan Road T: 00 966 12 6030000

### **EDSCO - RIYADH BRANCH**

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