



فانا المحدودة
FANA LTD.

Real Estate Investment Public Offer

What is a Real Estate Investment Public Offer?

A real estate Investment Public Offer is an investment project where funds are collected from a group of individuals (Investors) to invest in the acquisition and development of a specific property. The property is then sold, and the resulting returns are distributed among the Investors according to their Investment Public Offer percentages.



Service Definition

FANA LTD. offers real estate Investment Public Offer services by managing all procedures related to the Investment Public Offer and property development. FANA LTD. acts as the (Licensee) or (Developer), and one of its licensed team members serves as the Investment Public Offer Manager.

Note:

The (Licensee) service is offered independently of the (Investment Public Offer Manager) service, depending on the specific case, to avoid any conflict of interest in the real estate Investment Public Offer.

Where are Real Estate Investment Public Offer Offered?

After obtaining licenses from the General Real Estate Authority and the Capital Market Authority, real estate Investment Public Offer are offered in markets supervised by the Capital Market Authority in the Kingdom of Saudi Arabia.

Introduction to Real Estate Investment Public Offer Services

Real estate Investment Public Offer are a mechanism by which capital and/or property is pooled from multiple Investors for the development and eventual sale of a specific property. The returns generated from the sale are then distributed among the Investors according to their respective ownership percentages. If one of the Investors provides a property as an in-kind Investment Public Offer, the remaining capital required for development is raised by offering investment opportunities to other Investors through the financial market.

Alternatively, a property may be purchased from its owner after an agreement has been reached. Once the Investment Public Offer is established, the ownership of the purchased land is transferred to the Investment Public Offer. In this scenario, the entire capital is raised through an offering in the financial market, and there are no in-kind shares.

If the property is to be purchased for the benefit of the real estate Investment Public Offer, an agreement shall be concluded with the property owner. This agreement shall include their commitment to transfer ownership of the property to the real estate Investment Public Offer after the license has been issued.

The property owner shall transfer ownership of the real estate subject to the real estate Investment Public Offer to the Investment Public Offer entity after the license is issued and before the offering and fundraising. The sale contract shall state that the sale is contingent upon payment of the amount within the specified time.

It is permissible to participate in the real estate Investment Public Offer with an in-kind share consisting of a property that is the subject of the Investment Public Offer, provided that the following conditions are met:

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- The Investor shall own the property at the time it is offered.
- The in-kind share shall be included in the Investment Public Offer agreement.

- The Investor shall transfer ownership of the property to the real estate Investment Public Offer entity after obtaining the license, within no more than (five) business days.
- If the offering and fundraising for the Investment Public Offer are not completed, ownership of the property shall be returned to its original owner based on a letter from the General Real Estate Authority.
- The Investor shall retain their full share during the first year, and may not dispose of more than fifty percent (50%) of their share in the real estate Investment Public Offer during the second year — and until the end of the Investment Public Offer period.

Stages of the Real Estate Investment Public Offer After Market Offering



Liquidation
/ Profit distribution
to Investment
Public Offer
4



Sale
3



Evaluation
2



Execution
1

Regulatory Authorities Overseeing Investment Public Offer

Capital Market Authority

هيئة السوق المالية
Capital Market Authority



Real Estate General Authority

 **REGA**
الهيئة العامة للمقار
REAL ESTATE GENERAL AUTHORITY

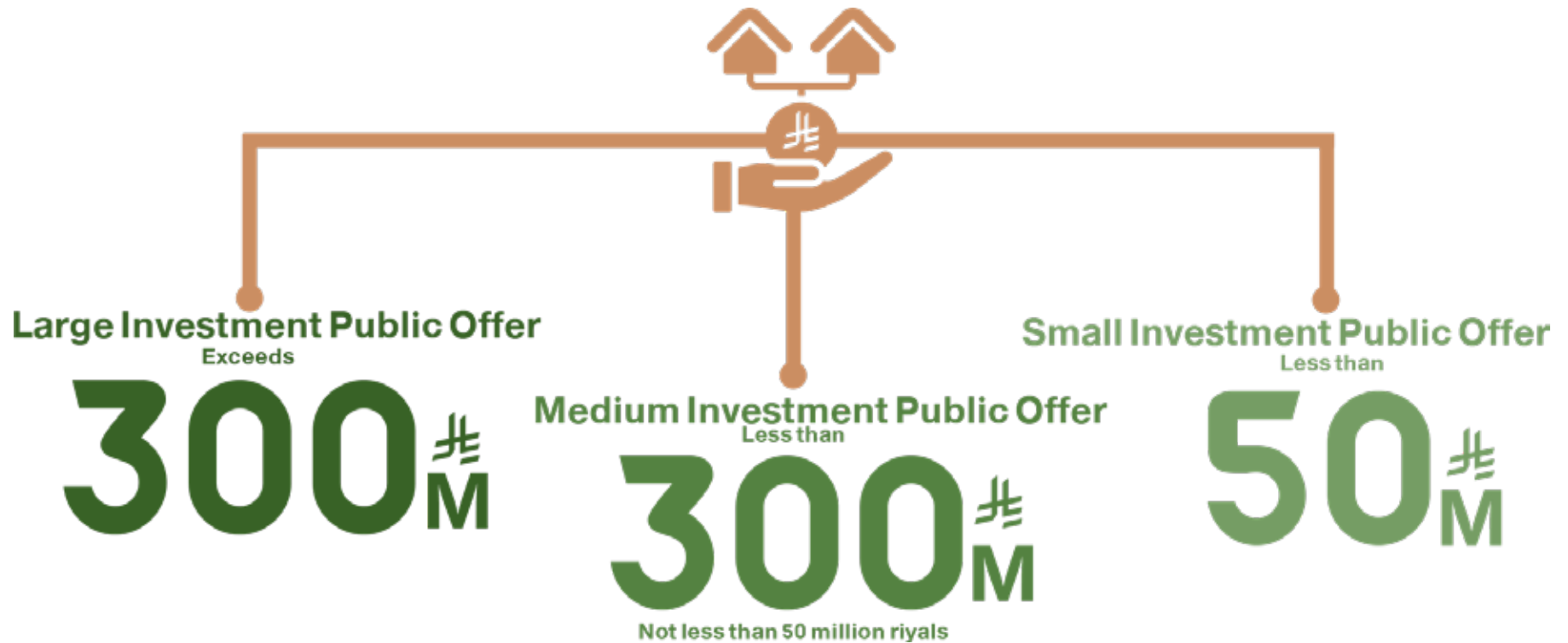
Real Estate Public offer Management & Governance

- The Licensed Party (Real Estate Developer): This role is carried out by FANA LTD.
- Real Estate Investment Public Offer Manager: This role is undertaken by FANA LTD. through a licensed member of its team acting as a Real Estate Investment Public Offer Manager.
- Engineering Consultant.
- Certified Public Accountant.
- Certified Appraiser.

The Importance of Real Estate Investment Public Offer Management

- Achieving maximum returns for all parties
- Enhancing investor confidence in the real estate sector
- Accelerating closure and liquidation processes

Classification of Real Estate Investment Public Offer



Objectives of the Real Estate Investment Public Offer System:

1. Regulate real estate Investment Public Offer activities.
2. Enhance transparency and disclosure in the sector.
3. Protect the rights of all parties involved in the real estate Investment Public Offer.
4. Increase the supply of real estate: residential, commercial, industrial, and land property.
5. Promote diversity in real estate investment.

Our Services in Real Estate Investment Public Offer Management:

- ✓ Comprehensive legal and financial structuring of the Investment Public Offer
- ✓ Property evaluation and assessment of its market potential
- ✓ Preparation of an effective development plan
- ✓ Supervision of plan execution, monitoring of auctions and development activities
- ✓ Managing relationships with official authorities
- ✓ Providing transparent periodic reports and distributing returns
- ✓ Obtaining licenses and permits

Real estate Investment Public Offer steps



Parties Benefiting from the Real Estate Investment Public Offer Service

1. Investors
2. Real Estate Developers
3. Investors to Real Estate Projects

Our Values in Real Estate Investment Public Offer Management



specialized experience



Effective partnerships



Transparency



Integrated solutions

The Property Subject to the Investment Public Offer

The property subject to the real estate Investment Public Offer shall take one of the following two forms:

- It shall be an in-kind share registered within the real estate Investment Public Offer.
- It shall be purchased for the benefit of the real estate Investment Public Offer
 - If the property is to be purchased for the benefit of the real estate Investment Public Offer, an agreement shall be concluded with the property owner, obligating them to transfer ownership of the property to the real estate Investment Public Offer entity after the license is issued.
 - The property owner shall transfer ownership of the property subject to the real estate Investment Public Offer to the Investment Public Offer entity after the license is issued and before the offering and fundraising. The sale contract shall state that the sale is contingent upon payment of the amount within the specified time.

It is permissible to participate in a real estate Investment Public Offer with an in-kind share consisting of a property that is the subject to the Investment Public Offer, provided that the following conditions are met:

- The Investor shall own the property at the time it is submitted.
- The in-kind share shall be included in the Investment Public Offer agreement.
 - The Investor shall transfer ownership of the property to the real estate Investment Public Offer entity after obtaining the license, within a period not exceeding (five) business days.
 - If the Investment Public Offer offering and fundraising are not completed, ownership of the property shall be returned to its original owner based on a letter from the Real Estate General Authority.
 - The Investor shall retain the full in-kind share during the first year, and may dispose of no more than (50%) of their share in the real estate Investment Public Offer during the second year and until the end of the Investment Public Offer period.

Regulations for Collecting Funds for Real Estate Investment Public Offer

This section outlines the regulations for collecting funds for real estate Investment Public Offer, issuing their certificates, and organizing their Investor register, all in accordance with the Capital Market Authority's instructions for issuing certificates.

Required Duration for Licensing and Procedures for Offering a Real Estate Investment Public Offer (90-120 days)

Offering in the Financial Market

This involves appointing a licensed financial market institution, in accordance with the Capital Market Authority's instructions for offering real estate Investment Public Offer certificates.

Maximum Limit for Funds Collected from a Investment Public Offer Certificate Offering

The value of funds collected from offering real estate Investment Public Offer certificates must not exceed one hundred million Saudi Riyals.

Note:

A Investment Public Offer can borrow an amount not exceeding half of the Investment Public Offer's capital (half of the Investment Public Offer's capital, not half of the collected funds).

Why Choose FANA LTD?









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FANA LTD.

THANK YOU!

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