



Zenith Group

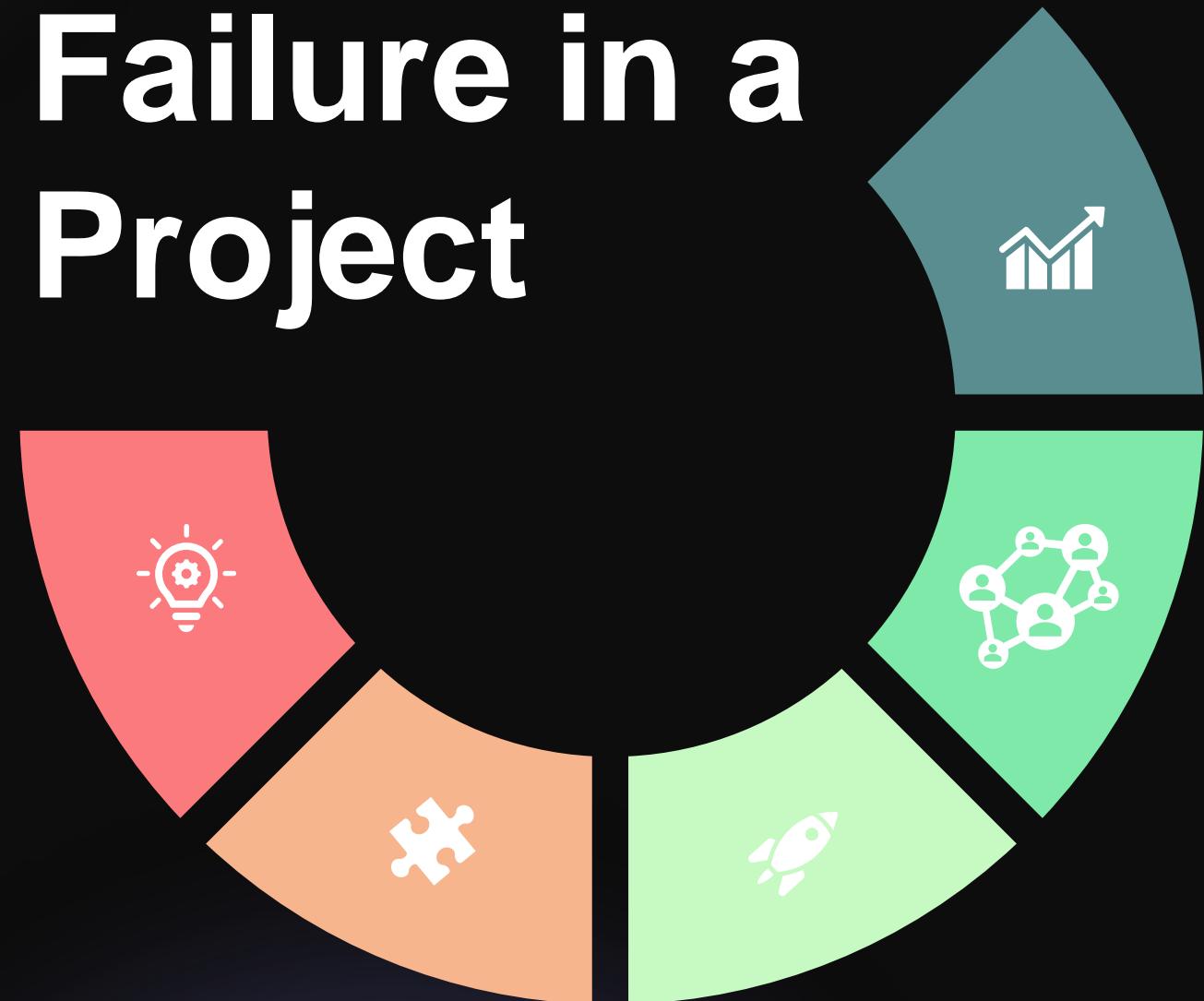
Risk Management

in Property Development in Dubai



RISK

Success & Failure in a Project



01. Delay
02. Poor Quality of Materials & Equipment
03. Finishes of Installation
04. Loss of Profit & Branding
05. Suspension
06. Legal Challenges and Disputes
07. Penalty & Indemnity
08. Budgeting
09. Handover Challenges
10. Compliance with Regulations

Risks in Property Development

- 1 Inadequate Experience
- 2 Design Challenges
- 3 Construction Risks
- 4 Financial Challenges
- 5 Deception



Inadequate Experience

-  **Suboptimal Plot Selection**
-  **Impractical Design**
-  **Involvement Of Unqualified Stakeholders**
-  **Inadequate Feasibility Study**
-  **Improper Development Strategy**
-  **Sales & Marketing Underperformance**



Design Challenges



Poor Design and Inaccurate details



Lack Of Value Engineering



Approval Challenges from Authorities



Buildability Challenges



Inaccurate Data for Tendering



Deception



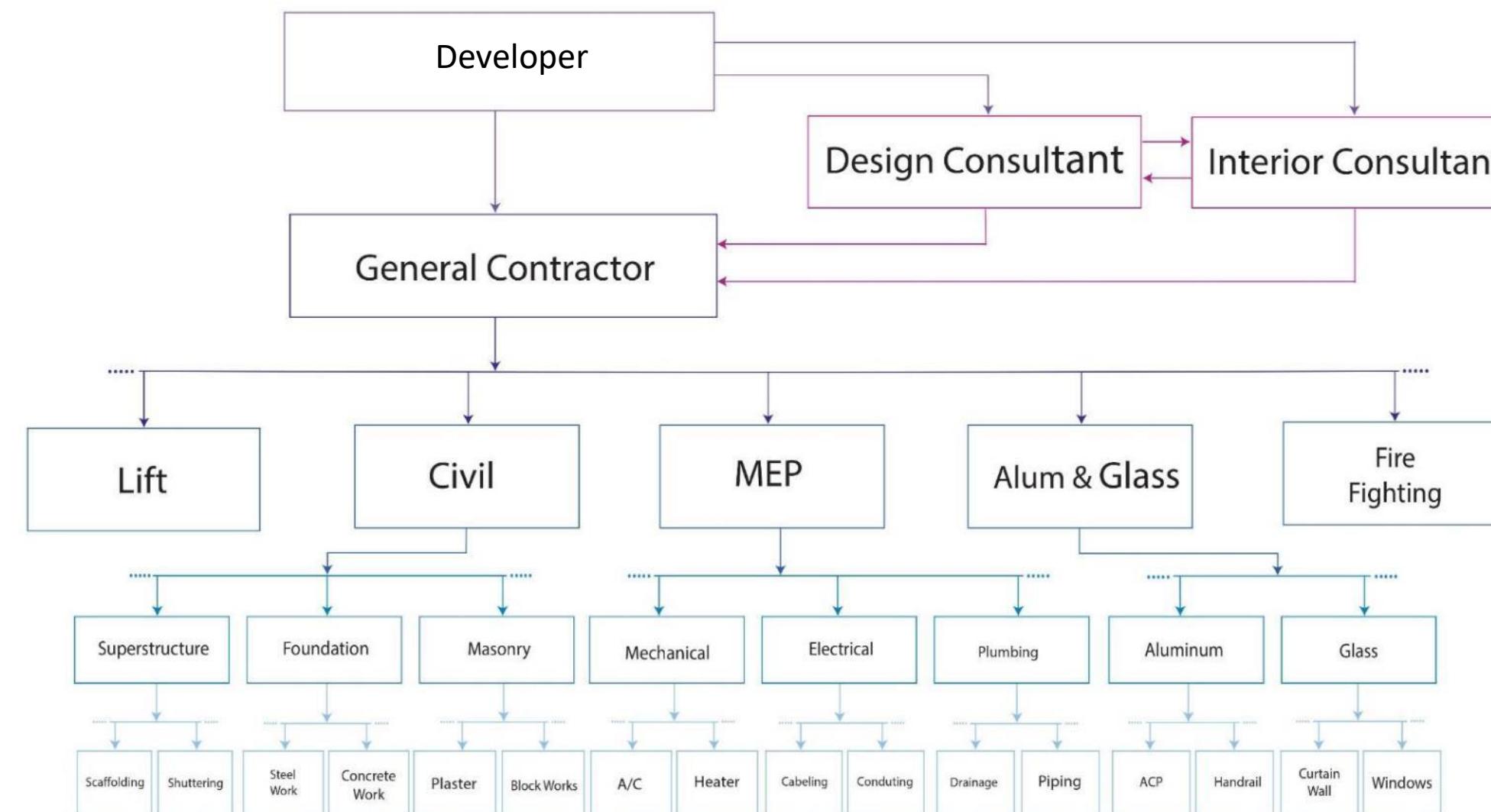
Miscommunication Between Owners, Architects, Interior Designers, Contractors, and Others

Construction Risks

-  Delayed Progress
-  Conflict of Interest
-  Overlap Tasks
-  Inaccurate Billing Claims
-  Quality Control problems
-  Miscommunication
-  Contractors' Payment Disputes

Other Risks:

-  Safety Hazards
-  Security Risks
-  New Regulations
-  Labor Disputes
-  Material Shortage



Miscoordination

- ✓ Lack of Integration in Project Management Systems
- ✓ Poor Communication among project stakeholders
- ✓ Subcontractor and Supplier Mismanagement

Other Risks:

- ✓ Improper Documentation
- ✓ Errors in Change Order Management
- ✓ Change Management
- ✓ Supply Chain Disruptions





Financial Risks



Unclear Budgeting



Uncertain Forecasting



Real Estate Performance



Competitor Challenges



Fundraising Challenges



Market Fluctuations



Market Risks

A large construction crane is silhouetted against a sky filled with warm, orange and yellow hues of a setting sun. The crane's long arm and lattice boom are clearly visible. In the background, other construction structures and cranes are faintly visible.

Deception Risks

1. Ignoring Developer Objective by Project Participants
2. Tendering Phase Risks
 - Favoritism in Contractor Selection by the Designer
 - Misguiding the developer by providing improper bills of quantity and material specifications
3. Contractor and Supplier Mis-representation
 - Unqualified participants
 - Shifting all issues at the time of handover
 - Differing Quantities of Materials
 - Low-Quality Cheap Materials
4. Ignorance of Poor Performance by Contractors and Subcontractors
 - Payment certificate fraud
 - Ignorance of performance
 - Variation request
 - Fraudulent activities

Other Risks



Environmental Risks

Weather Conditions, Unforeseen Geological Or Soil Conditions



Bankruptcy of contractor, subcontractor, or supplier



Force Majeure Events

War, Flood, Accident, Economic Recessions, Etc.



Adapt To New Regulations Imposed By Authorities

Changes in laws and regulations related to property ownership, visa policies, and taxation





RISK

How to Mitigate the Risks!

ZENITH GROUP

All In One In Property
Development By Zenith

 Design

 Full Construction

 Development

 Sales & Marketing

 Property Management



12 Subsidiaries

Over 30 Related
Property Activities



Zenith Property Development



Zenith Smart Contracting



Zenith MEP



Zenith Technical Services



Zenith Innovation



Zenith Vision



Zenith Digital Media



Zenith Architecture & Design



Zenith Expo



Zenith Facility Management



Zenith Aluminum & Glass



Zenith Procurement



Zenith Software Development



Zenith Home Automation



Zenith IT



Zenith Web Development



Zenith Lighting



Zenith Hotel & Resort



Zenith Interior



Zenith Art & Craft



Zenith Architecture



Zenith Reservation



Zenith Vacation Home



Zenith Hospitality



Zenith Partners



Zenith Industries

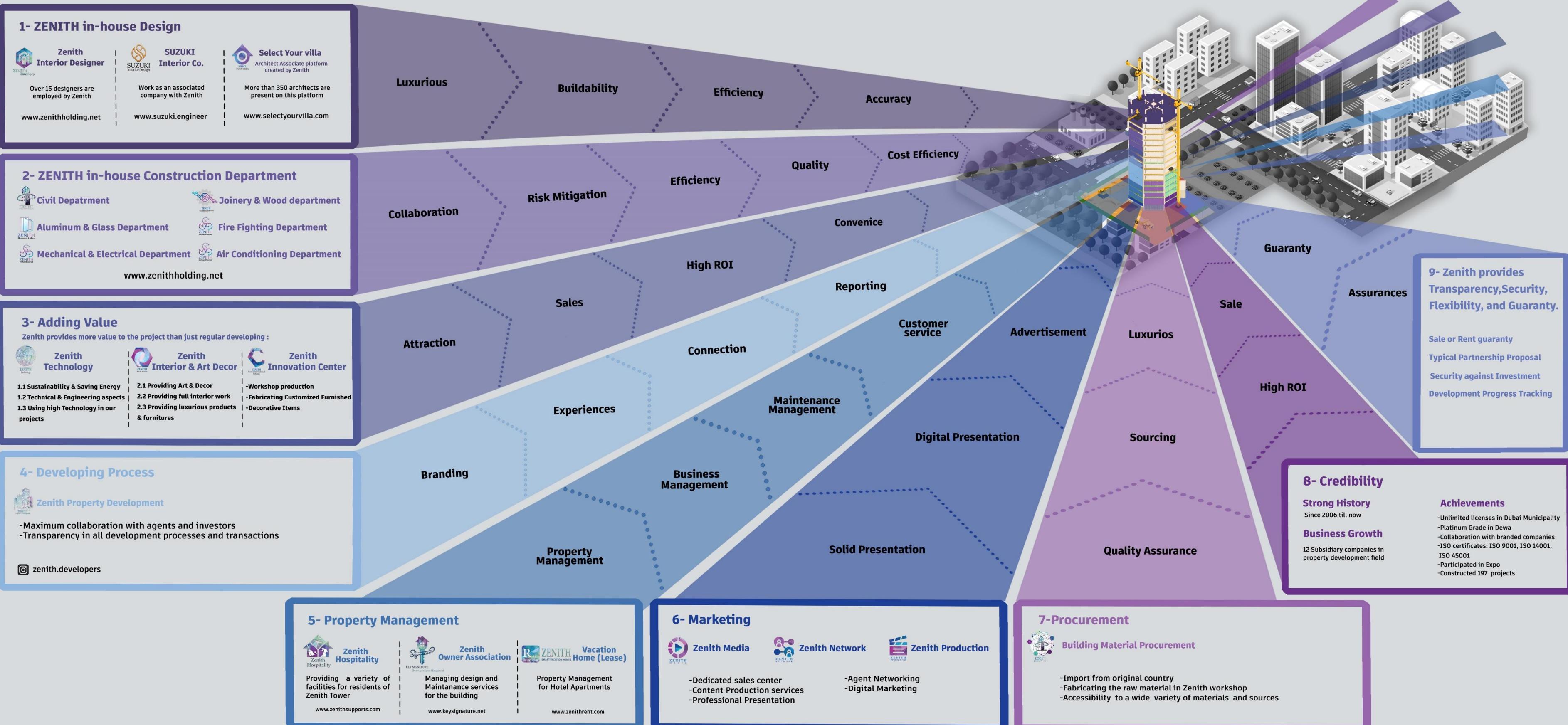


Zenith Furniture

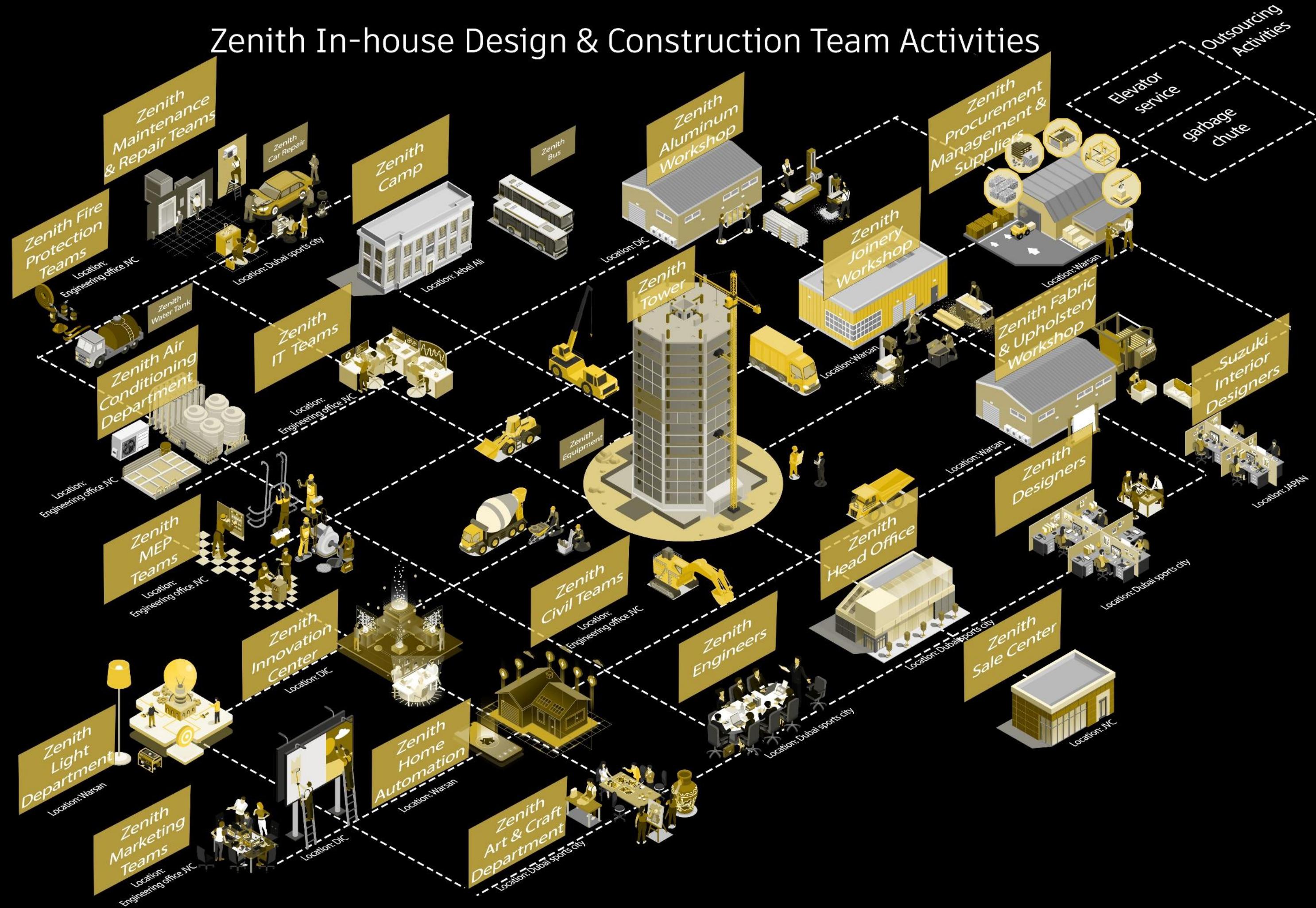


Zenith Technology

Key Factors Contributing to Zenith's Project Success



Zenith In-house Design & Construction Team Activities



Zenith Group's Risk Mitigation Strategies

1 Zenith's Credibility & Experience

- ✓ over 18 years of experience
- ✓ successfully navigated crises and lockdown periods
- ✓ completed many projects as both a contractor and subcontractor
- ✓ Holds an ISO certificate

 **Advantages:**

Enhanced Forecasting, Strategic Adaptation, Flexible Planning, Engineering Excellence

2 Full In-house Solutions In Property Development

- ✓ 12 Specialized In-House Companies in the Property Development Industry
- ✓ provides a comprehensive range of services, spanning from design to execution and property management.

 **Advantages:**

Strengthening Collaborative Alliances, transparency and Trust,
Alignment of Interests, Maximizing Efficiency

3 Innovative Fundraising Resources

- ✓ Zenith provides a **variety of fundraising options**, including off-plan sales, partnerships, joint ventures, funding from internal sources, pooled investments, and real estate alliances, to ensure success

 **Advantages:**

Fundraising Innovation, Tactical Proficiency, Enhanced Forecasting, finding solution



Zenith Group's Risk Mitigation Strategies

4

Value Engineering Strategies

- ✓ Zenith's Value Engineering incorporates quality control, sustainability, security, and energy-saving initiatives to ensure thorough project optimization.

✓ **Advantages:**

Quality Assurance, Performance Oversight, Sustainable Design Integration, technology-driven Value Engineering

5

Zenith's Construction Efficiency

- ✓ Utilizing cutting-edge tools and methods to enhance efficiency, ensure safety, and deliver quality in every project.

✓ **Advantages:**

Reduced Material Waste, Improved Safety Standards, Precision in Execution, Enhanced Productivity, Seamless Document Integration and Execution, Seamless Design and Coordination

6

Zenith's building material Procurement

- ✓ Import from the original supplier
- ✓ Fabricating the raw material in Zenith's workshops

✓ **Advantages:**

Quality Assurance, Resource Management, Quality Excellence, Precision Manufacturing



Adding Value



By Mitigating a Variety of Risks, We Strive to Deliver Projects Successfully.

SUCCESS

NUMEROUS FACTORS CONTRIBUTE TO ZENITH'S SUCCESS IN PROPERTY DEVELOPMENT



Get in touch

 www.zenithdeveloper.com

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Zenith Group