



Zenith Group

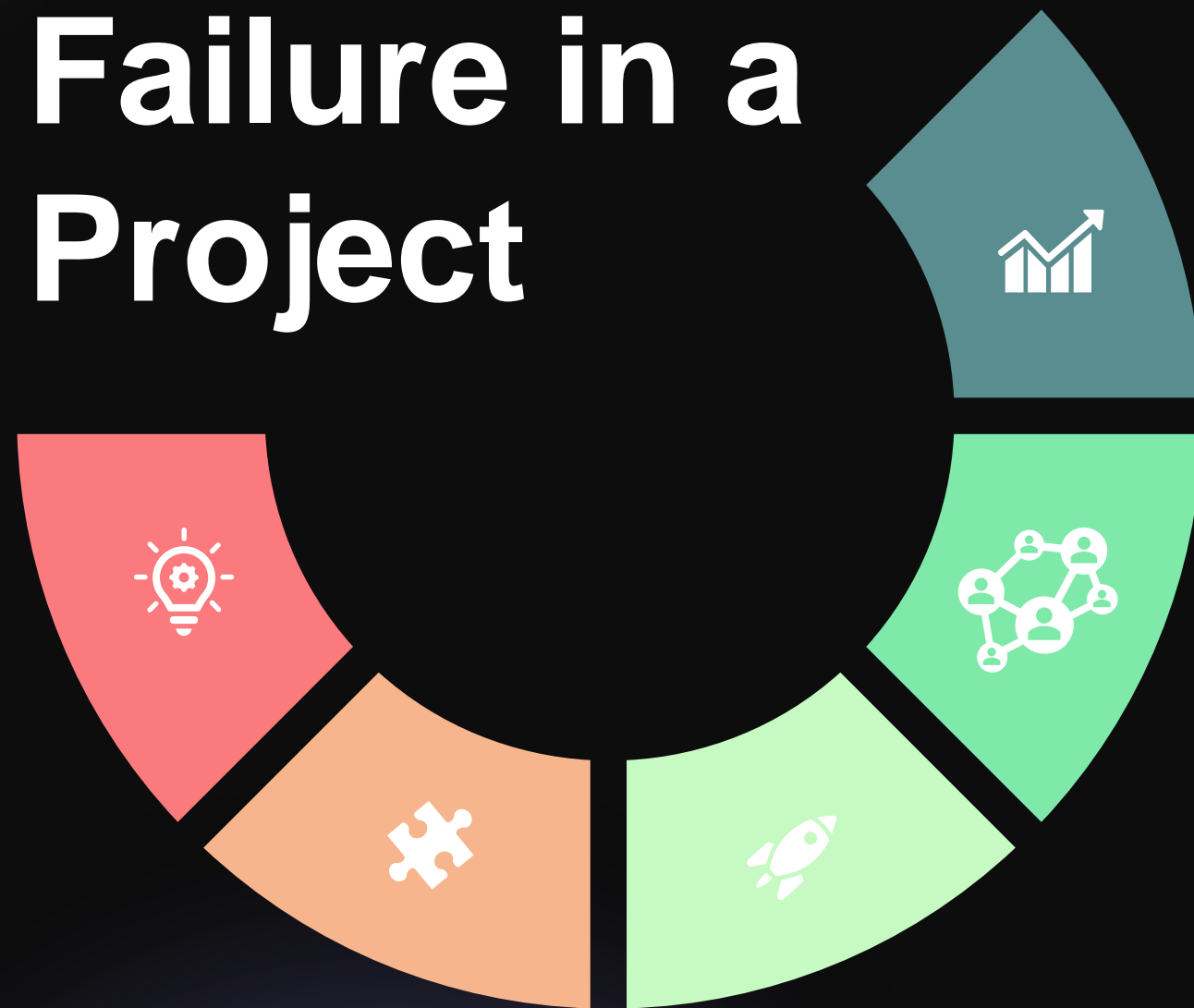
Risk Management

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



6 Miscoordination

7 Conflict Of Interest

8 Unpredictable Consequences

9 Legal Risks

10 Force Majeure Events

Inadequate Experience



Suboptimal Plot Selection



Impractical Design



Involvement Of Unqualified Stakeholders



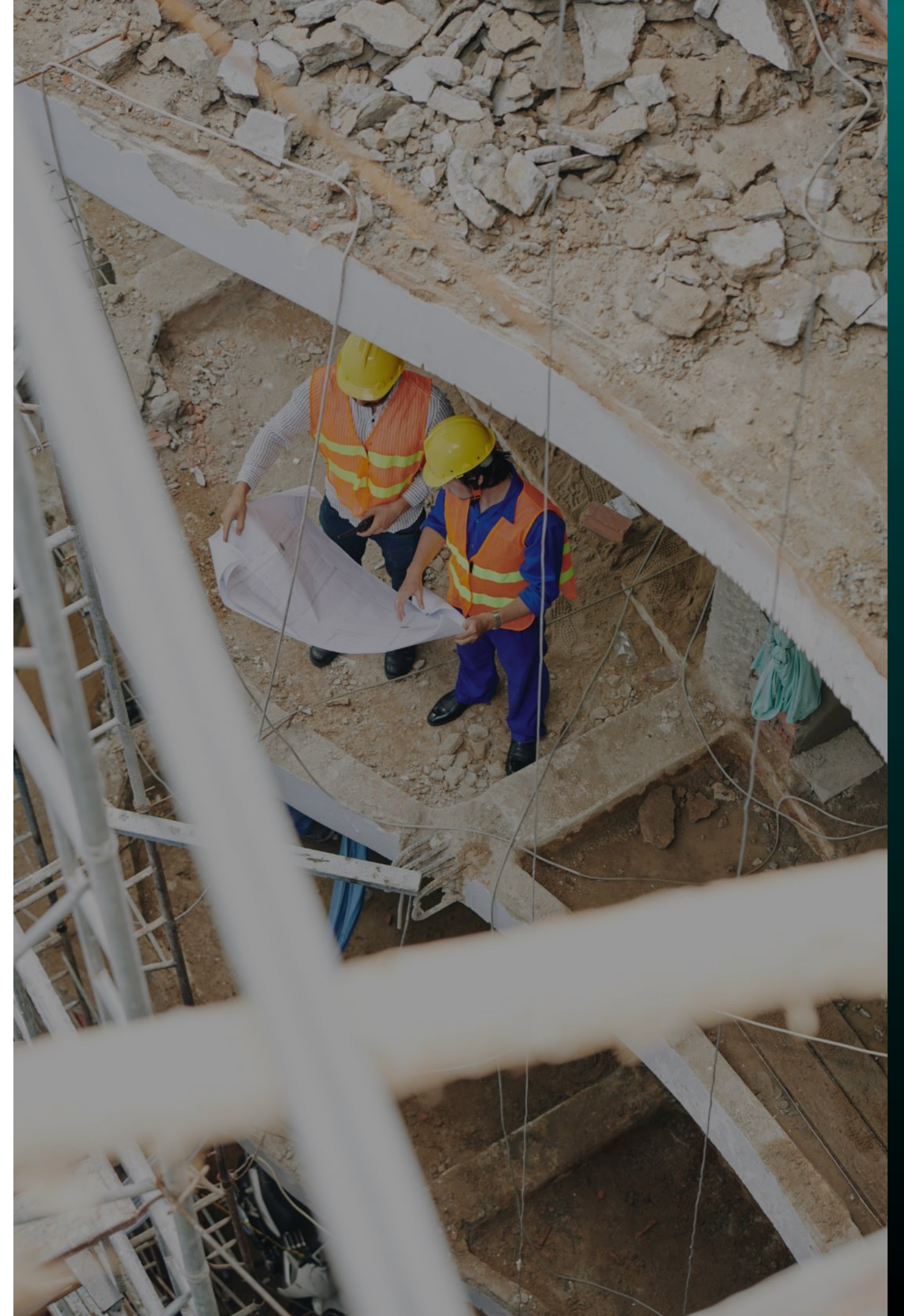
Inadequate Feasibility Study



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



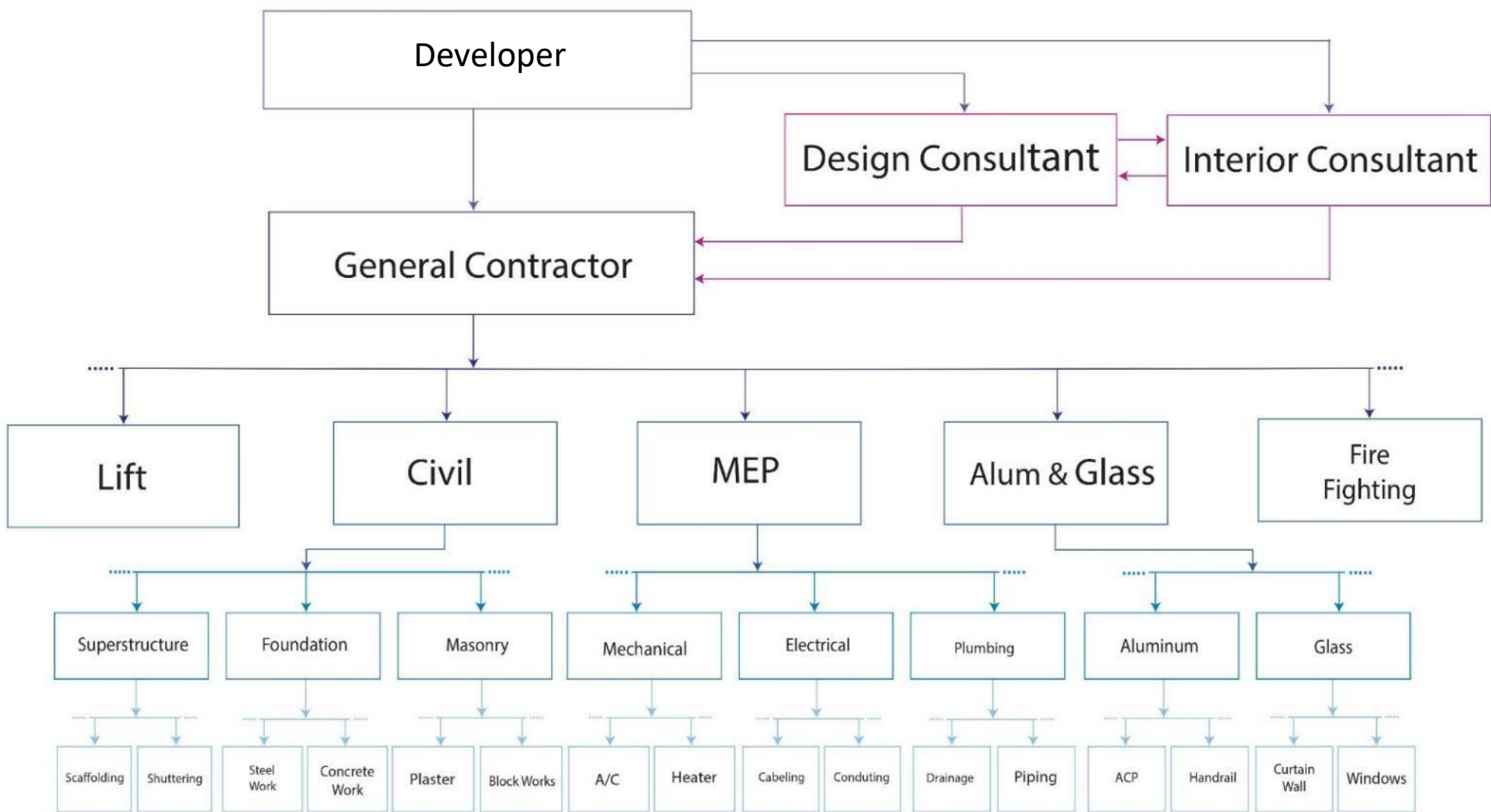
New Regulations



Labor Disputes



Material Shortage



Developer

Designer

Main Contractor

Sub Contractor

Sub. Sub-Contractor

Sub. Sub. Sub-Contractor

Miscoordination

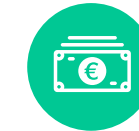
- ✓ Lack of Integration in Project Management Systems
- ✓ Poor Communication among project stakeholders
- ✓ Subcontractor and Supplier Mismanagement

Other Risks:

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



Financial Risks



Unclear Budgeting



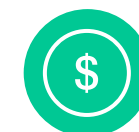
Uncertain Forecasting



Real Estate Performance



Competitor Challenges



Fundraising Challenges



Market Fluctuations



Market Risks



Deception **Risks**

1. Ignoring Developer Objective by Project Participants

- Unqualified participants
- Shifting all issues at the time of handover
- Differing Quantities of Materials
- Low-Quality Cheap Materials

2. Tendering Phase Risks

- **Favoritism in Contractor Selection** by the Designer
- Misguiding the developer by providing **improper bills of quantity** and material specifications

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

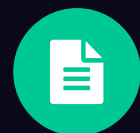


Bankruptcy of contractor, subcontractor, or supplier



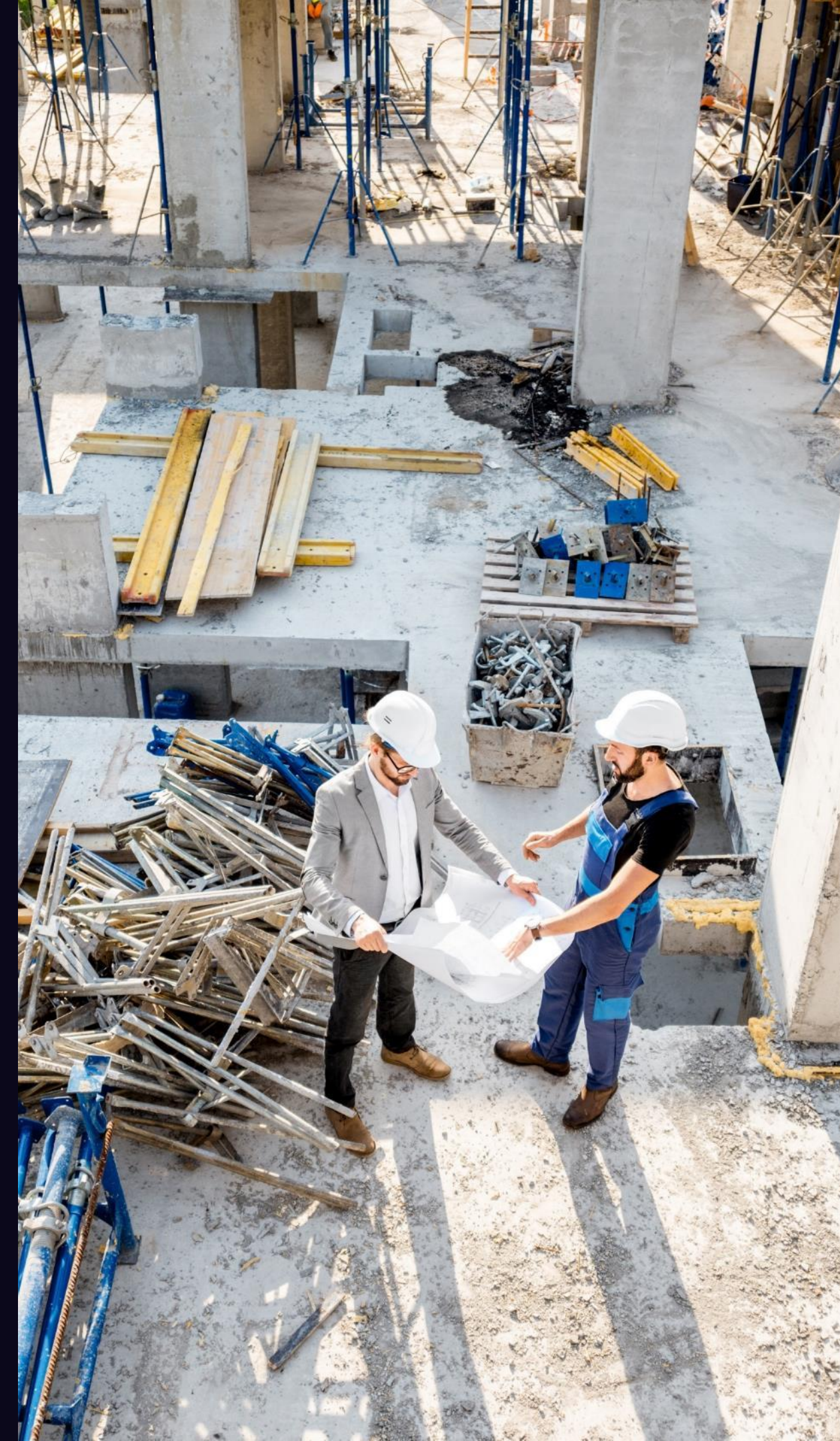
Force Majeure Events

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





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 Vacation Home



Zenith Hospitality



Zenith Partners



Zenith Industries

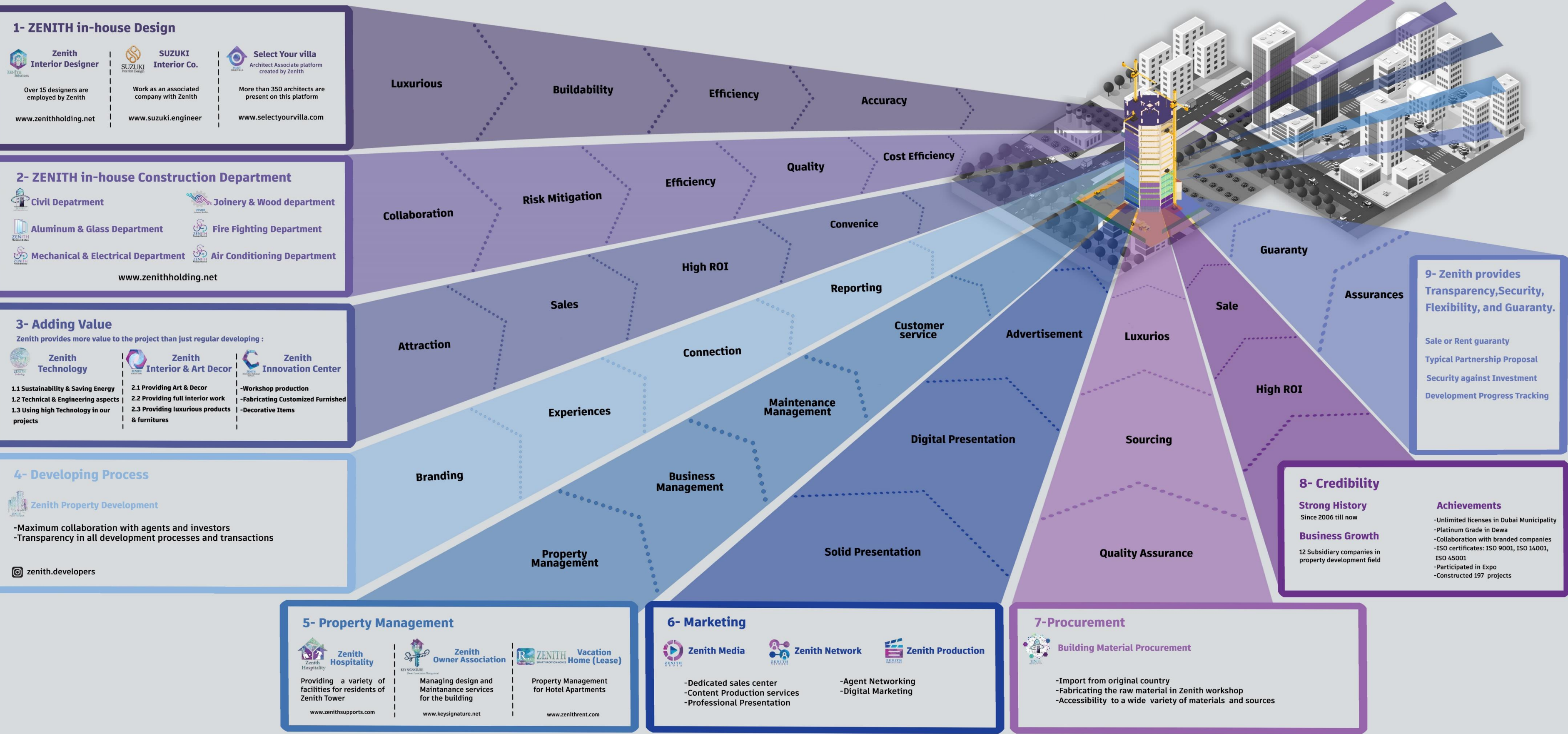


Zenith Furniture

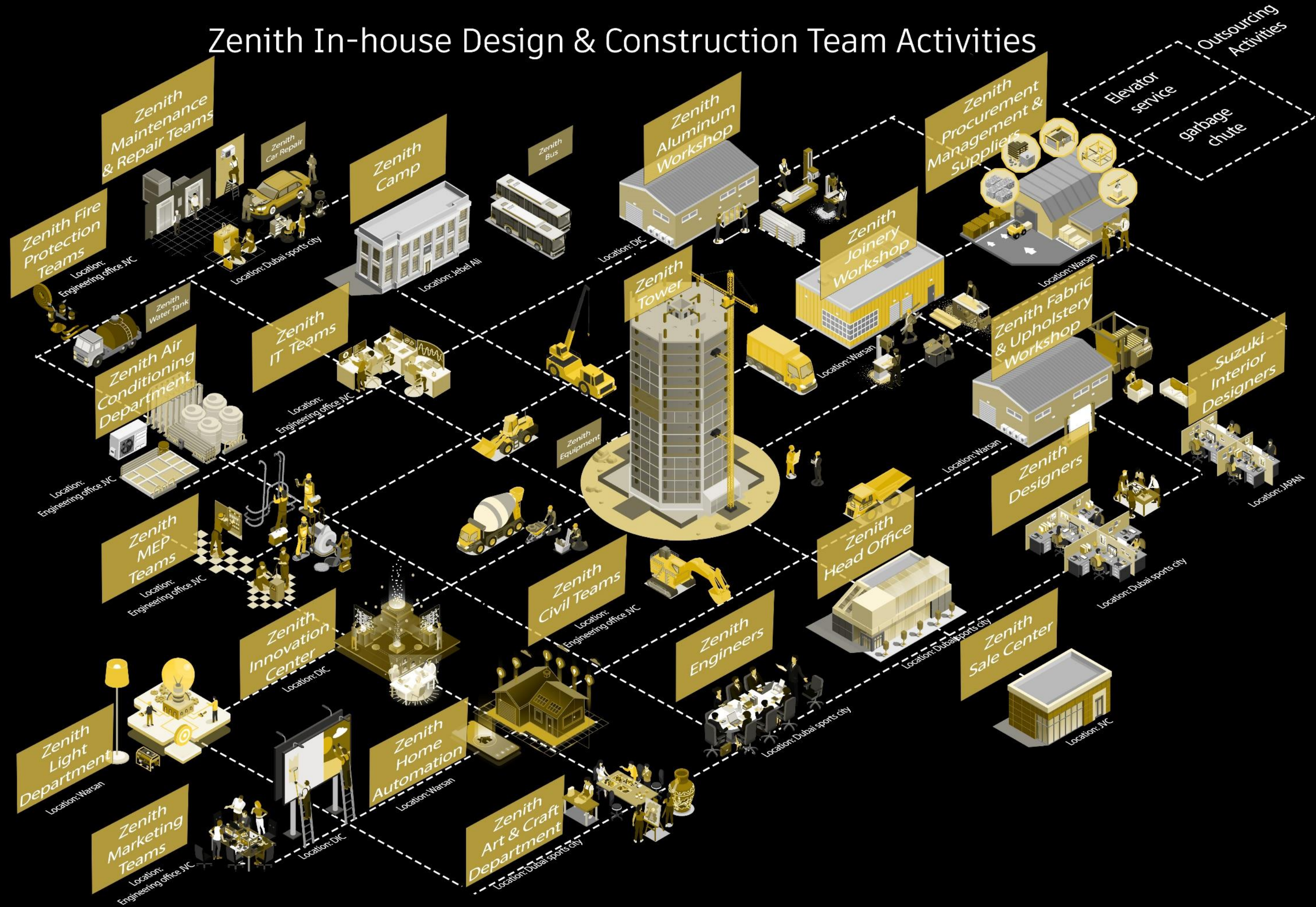


Zenith Technology

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

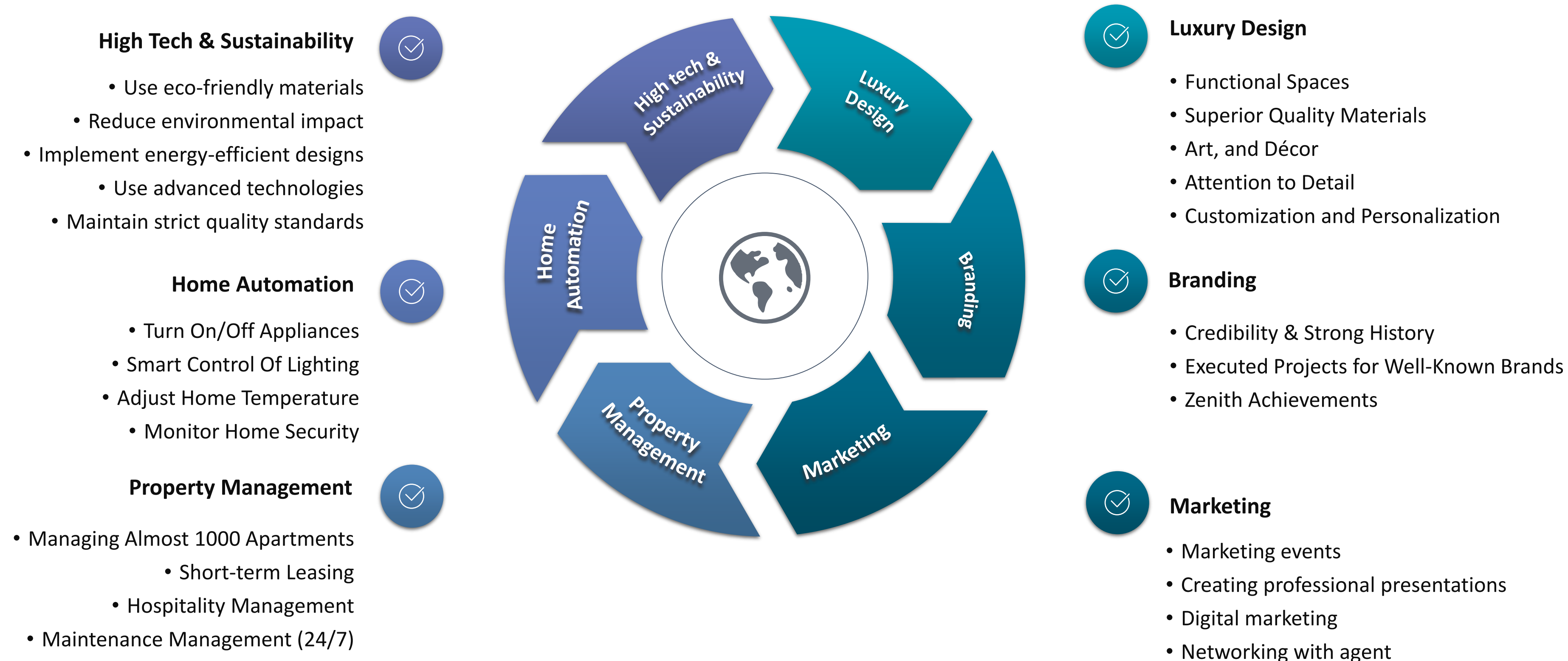


Advantages:

Quality Assurance, Resource Management, Quality Excellence, Precision Manufacturing



Adding Value



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





Get in touch



www.zenithdeveloper.com



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Zenith Group