

HANDAS · هندس

The Smart Construction Project Management Platform

The integrated digital infrastructure for managing construction projects from concept to completion.

Hosted in the Kingdom · Aligned with Vision 2030 and the Saudi Building Code

Founder & CEO

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Construction suffers from a structural breakdown

Construction projects in Saudi Arabia face delivery delays, cost overruns, weak oversight, fragmented supply chains, and a lack of transparency between project stakeholders.

● Delivery delays

McKinsey: large construction projects typically run 20% over their original schedule, and a significant share of Saudi projects tracked by MEED slip past delivery dates.

McKinsey · Reinventing Construction (2017) · MEED Projects (2024)

● Cost overruns

McKinsey: 80% of large construction projects exceed budget — driven by the absence of real-time spend oversight and weak milestone-to-payment linkage.

McKinsey · Reinventing Construction (2017)

● Fragmented supply chain

Over 25,000 contractors licensed by the Saudi Contractors Authority and 30,000+ engineers registered with the Saudi Council of Engineers operate without a unified Saudi platform for pricing, vetting and contracts.

Saudi Contractors Authority + Saudi Council of Engineers (2024)

● Weak transparency


KPMG: fewer than 25% of global construction projects finish within 10% of schedule — the root cause is the lack of a shared source of truth between owner, consultant, contractor, financier and insurer.

KPMG · Global Construction Survey (2023)


Sources: McKinsey Global Institute · Reinventing Construction (2017) · KPMG Global Construction Survey (2023) · Saudi Contractors Authority and Saudi Council of Engineers (2024) · MEED Projects (2024).


One platform connecting every project stakeholder

HANDAS unifies project management, suppliers, contractors, reporting, payments, financing and insurance into a single digital ecosystem — one experience, full transparency, and decisions powered by real-time data.

 Full project lifecycle management from permit to handover.

 Digital marketplace for Saudi suppliers, contractors and freelancers.

 Milestone-linked payments and escrow with end-to-end protection.

 Engineering insurance and financing built into the same experience.

Seven core capabilities in one platform

Everything a construction project needs to be run professionally — in a native Arabic experience.

Project dashboard

Real-time view of progress, budget, team and documents from a single screen.

Supplier marketplace

Vetted Saudi suppliers with transparent pricing and real ratings.

Freelancer network

Certified engineers and freelancers with verified portfolios.

Milestone tracking

Break the project into measurable milestones with smart alerts.

Reports and analytics

Automated periodic reports and detailed KPIs for every project.

Payments and escrow

A ready framework to integrate SAMA-aligned escrow — pending banking partnerships.

Insurance and financing

A ready framework to integrate engineering insurance and Shariah financing with Saudi banks and insurers.

Digital framework ready · Full activation depends on banking and insurance partnerships

A massive Saudi market at the heart of Vision 2030

The Saudi construction and real-estate development market is large, growing, and aligned with Vision 2030 — with a project pipeline exceeding one trillion riyals across NEOM, Riyadh, the Red Sea and Qiddiya.

Saudi construction market

SAR 240B+

Annual project awards · ~8% CAGR

MEED Projects · Ventures Onsite (2024)

Industry digitisation

Less than 12%

Construction is the 2nd-least digitised sector globally

McKinsey Global Industry Digitization Index

Target firms

45,000+

Licensed contractors + registered engineering offices

Saudi Contractors Authority + Saudi Council of Engineers (2024)

Engineering & property insurance

SAR 8.5B+

Gross written premiums · ~14% annual growth

SAMA Insurance Market Report (2023)

KSA giga-project pipeline exceeds USD 1.25T (NEOM, Diriyah, Red Sea, Qiddiya, ROSHN) — Knight Frank · Saudi Report (2024).

Six complementary revenue streams

Diversified revenue that compounds with platform growth — recurring subscriptions, transaction commissions, and referral fees from financing and insurance partners.

R1

SaaS subscriptions

Monthly and annual plans for individuals, engineering offices and enterprises.

R2

Project commissions

A percentage of project value managed through the platform.

R3

Premium supplier listings

Premium subscriptions for higher visibility in the supplier marketplace.

R4

Financing referral fees

Referral fees from partner banks for every financing transaction completed through the platform.

R5

Insurance referral fees

Referral fees from insurers for every engineering insurance policy issued.

R6

Analytics and reporting packages

Add-on subscriptions for advanced analytics and bespoke reports for enterprises.

Five factors that set HANDAS apart

Built Saudi-first

Aligned with Balady, the Saudi Building Code, PDPL, SAMA and the Saudi Engineers Commission.

End-to-end integration

Management, sourcing, financing, insurance and payments — all in one experience.

Natively bilingual

Full Arabic RTL and English LTR across the platform, with local typography and terminology.

Four-in-one

Project management + marketplace + financing + insurance — no local competitor combines all four.

Scalable across the GCC

A flexible architecture ready to expand to the UAE, Qatar, Kuwait, Bahrain and Oman.

Five phases from launch to regional expansion

A clear, milestone-based path — each phase builds on the previous one and unlocks a new revenue channel.

1

Phase 1 · Launch in Riyadh

Launch the platform in the Saudi market with a focus on Riyadh.

2

Phase 2 · Build the supply side

Onboard suppliers and engineering offices, and grow the certified professional network.

3

Phase 3 · Developer partnerships

Sign partnerships with real-estate developers and major contractors.

4

Phase 4 · Financing and insurance

Activate banking and engineering insurance channels through strategic partnerships.

5

Phase 5 · GCC expansion

Expand into GCC markets, leveraging the existing platform and operating model.

Leadership with multi-disciplinary executive experience

HANDAS is led by a team that combines business development, operations, investment and project management expertise.



Founder & CEO

Mohammed Nayel

Experience across business development, operations, investment and project management — focused on building digital products that serve traditional industries in Saudi Arabia.

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Reserved team and advisor seats

Reserved · finalising

Co-founder · Chief Technology Officer

Senior Saudi engineer with marketplace and fintech experience to own platform architecture, security, and SAMA-aligned escrow integration.

Reserved · finalising

Head of Marketplace Operations

Onboards and quality-controls thousands of suppliers and contractors across Riyadh, Jeddah and Dammam, and owns the supplier experience.

Reserved · finalising

Construction industry advisor

A Saudi developer or major contractor advising on workflows, KPIs, and the early pilot pipeline.

Reserved · finalising

Banking and insurance advisor

A Saudi bank or insurer executive to bridge SAMA-aligned escrow, Shariah financing, and engineering insurance integrations.

We're looking for strategic partners

We're seeking investment and strategic partnerships to enable HANDAS to complete development, grow the supplier network, launch commercially, and scale across Saudi Arabia ahead of GCC expansion.

Seed round summary

Round size

SAR 7.5M (≈ USD 2M)

Instrument

**Convertible note (SAFE) ·
Saudi-domiciled**

Valuation cap

**SAR 50M post-money cap · 20%
discount**

Runway

**18 months to first revenue
cohort**

Indicative terms — final close subject to lead investor and board approval.

Product & engineering — 45%

Complete the technical product and activate SAMA-aligned escrow, Shariah financing and engineering insurance integrations.

Supplier operations — 25%

Onboard thousands of Saudi suppliers and contractors via a dedicated ops team across Riyadh, Jeddah and Dammam.

Commercial launch — 20%

Marketing campaigns, sector events and direct outreach to developers and engineering offices.

Expansion & G&A — 10%

Prepare the Jeddah and Dammam expansion ahead of the GCC, plus general & administrative spend and operating reserves.

Let's talk

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End of deck · Thank you

Let's keep the conversation going

Speak directly with the founder

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