



AluK Middle East



## International Brand, Local Operations

- A global leader in the design and engineering of aluminium window, door and curtain walling systems
- Designed by our internal research and development teams
- Backed by expert service and support
- With operations in major countries across Europe, Middle East and Asia
- And more than 60 years of expertise in delivering performance systems
- Specified for many of the world's most advanced and prestigious buildings





## Founded on family values

- The AluK Group is founded on family and traditional values
- With a heritage of outstanding quality and reliability since 1949
- Bringing together family run businesses and local expertise
- To provide value, quality solutions and personal service around the world

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## Our values



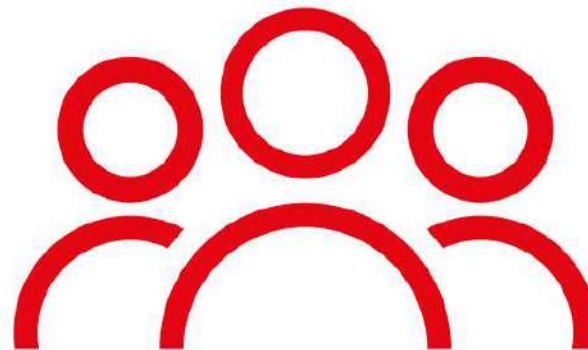
- Our brand culture puts the client at the center of the business and values reliability, resourcefulness, professionalism and the personal approach.

**PROFESSIONALISM**

**PERSONAL APPROACH**

**RESOURCEFULNESS**

**RELIABILITY**



**CUSTOMER CENTRICITY**





- 700+ employees
- Turnover > €160 million
- Operations in 9 countries

**ALUK**<sup>®</sup>





## A local approach with international reach



- We believe in a local approach when working with our clients
- Developing local management teams with relevant market expertise
- Bringing AluK closer to our clients to answer their needs
- In tailored solutions that are specific to their project and market
- Supported by our international design and engineering expertise
- Providing a truly local approach with international reach



# ALUK MIDDLE EAST OVERVIEW





## AluK in Middle East



- AluK started its activity in the Middle East in 2001.
- A representative office was opened in 2008, and in 2011 a local branch was set up in Dubai JLT - DMCC Free Zone.
- AluK Middle East is a local operation providing expert solutions and personal support for commercial and residential projects.
- AluK Middle East operates from Dubai and serves all GCC countries, the wide Middle East, Iran, and recently expanded to the East African territories.







## AluK Middle East – Key Facts



- A head office in Dubai UAE JLT Free Zone
- A team based in Riyadh KSA dedicated for the Saudi Arabian market
- 1200 tons of aluminium extrusions
- 3 Mio € turnover of accessories
- 15 projects awarded in 2015



## AluK Middle East – Landmark Projects



- First iconic project in Dubai: Palm Jumeirah Signature Villas in 2006, which has marked the introduction of AluK systems in the most prestigious project in Dubai
- In 2010, AluK 67ID system was used for all balcony doors in the highest tower of the world, the Burj Khalifa.
- Mega Projects in Saudi Arabia : Princess Noura University (PNU, 2012) and King Abdullah Financial District (KAFD, 2013-15),
- In 2015, AluK curtain wall systems were used in the Dar El Salaam International Airport, Tanzania, Africa.



## Local Market Positioning

- AluK has been operating in the Middle East since 2001 benefiting from the experience of its international counterparts
- AluK is among the Top 5 aluminium systems companies in the Middle East with over 6% market share and more than 1200 tons of aluminium (2015)
- Market leader in Dubai in the high-end residential and commercial markets
- Strong presence in the KSA market for prestigious projects
- Fast-tracking development of business activities in the emerging African territories



## Design at our core



**ALUK**<sup>®</sup>

- Our dedicated R&D teams design and engineer innovative building systems
- Offering high performance, reliable and durable solutions
- Including window, door and curtain walling systems and accessories
- For new build and refurbishment sectors
- And, all manufactured using aluminium as a core material





## Testing and certification

- All our systems are meticulously tested to comply with European standard
- In our own 3<sup>rd</sup> party accredited facilities
- Managed by an international team of engineers and experts
- Testing a range of performance criteria:
  - Water, wind and airtightness
  - Durability
  - Thermal insulation
  - Acoustic insulation





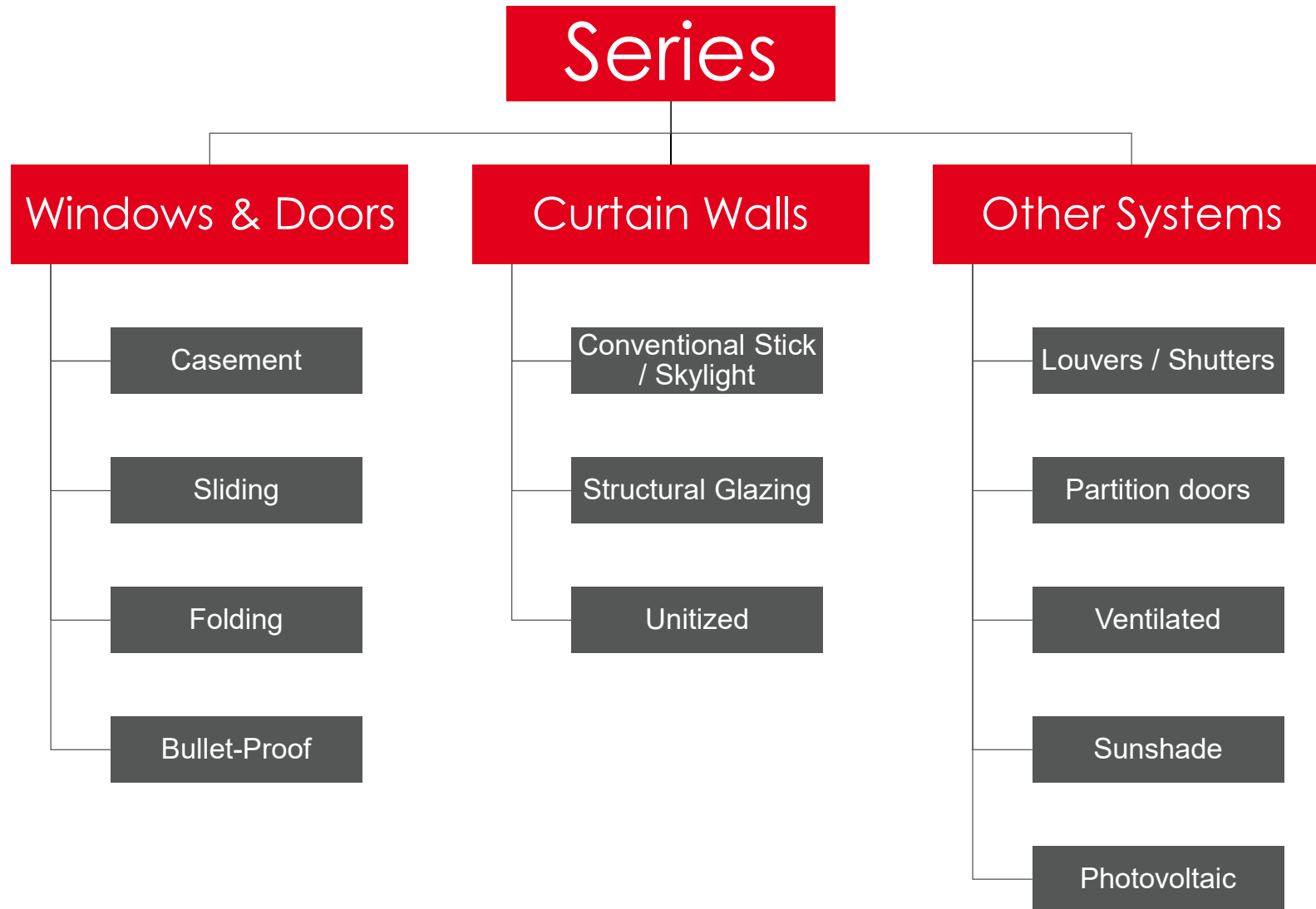
## Training and Support



- Our local team assist clients in all phases of their projects :
  - Product specification
  - Compliance statement for tender submittals
  - All phases of estimation, value engineering and shop drawings supervision
  - Visit to consultant and client
- To provide clients with customized solutions : local adaptation of profiles and accessories
- Our local team provides technical support and training to aluminium fabricators
- And assists architects and consultants in their projects



Systems and Solutions





## OUR PROJECTS





## Our Projects UAE



### **AKOYA VILLAS by Damac**

Dubai

AluK Systems : SC95 – 45DS



### **Rove Hotel**

Dubai

AluK Systems : SL50 – SG50



## Our Projects UAE



### **Al Ain Mixed Use**

Al Ain

AluK Systems : SL50 – SC140TT



### **Azure Hotel & Residences Palm Jumeirah**

Palm Jumerah

AluK Systems:SC95TT – SC140TT





## Our Projects UAE



### **Mohamed Bin Rashid City villas**

Dubai

AluK Systems : SL50 – SC95TT – 62TTE – 63TT



### **Bulgari Hotel and Resort**

Dubai

AluK Systems: SL50/SG50 – SC170 – 77IS – 67ID



## Our Projects UAE

### **Green Community 210 Villas**

Dubai

AluK Systems : SL50 – SC95TT – 62TTE – 70TT



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### **Fountain View Tower T3**

Dubai

AluK Systems : SG50-SC156TT





## Our Projects in UAE



### **AL WASL MIXED USED PORT SAYED**

Dubai

AluK Systems : SL50/SG50 – SC95TT – 63TT



### **Majestine by Damac**

Dubai

AluK Systems : SL50/SG50 – SC95TT – 63TT



## Our Projects in UAE



### **Media City Hotel**

Dubai

AluK Systems : SL50/SG50 – SC95TT – 63TT



### **Bhawan Tower Downtown**

Dubai

AluK Systems : SL50 – SC140TT – 63TT



## Our Projects in UAE



### **Habtoor city 3 towers**

Dubai

AluK Systems : 63TT



### **GV11 DIFC**

Dubai

AluK Systems : SL50/SG50





## Our Projects UAE



### City Walk

Dubai

AluK Systems : SC140TT



### Nural Island

Abu Dhabi

AluK Systems : SC140TT



## Our Projects UAE



### **Kazim Towers**

Dubai  
SL60



### **Address Hotel**

Dubai  
System : SC95TT



### **Bank Saderat**

Dubai  
System : SG50





## Our Projects UAE



### **Ocean Heights**

Dubai  
56IWL



### **Novotel**

Dubai  
SG50



### **Elite Residence**

Dubai  
SC95TT





## Our Projects UAE



**Burj Daman Tower**

Dubai  
SC140TT



**Park Towers by Damac**

Dubai  
SC95TT



**Burj Kalifa**

Dubai  
67ID



## Our Projects UAE



### **JBR towers**

Dubai  
SC95TT



### **Kempinski Hotel – Mall of Emirates**

Dubai  
SL60



### **Meydan Villas**

Dubai  
62TTE





## Our Projects UAE



**Taj Grandeur**

Palm Jumeirah



**Kingdom of Sheba**

Palm Jumeirah



**Waldorf Astoria**

Palm Jumeirah



**The Fairmont**

Palm Jumeirah





## Our Projects UAE



**Villas, Abu Dhabi**  
Windows & Doors



**Villas**  
Abu Dhabi



**Park Hyatt Abu Dhabi**  
Abu Dhabi



**IBN Battuta, Dubai**  
SC95TT, 63TT, SL50



**Royal Mirage Hotel**  
Dubai



**Knowledge Village**  
Dubai



## Our Projects on going in UAE



**AL Thowima tower**

Dubai

AluK Systems : SL50 – SC140TT

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**Merano DAMAC**

Dubai

AluK Systems : SL50 SC140TT





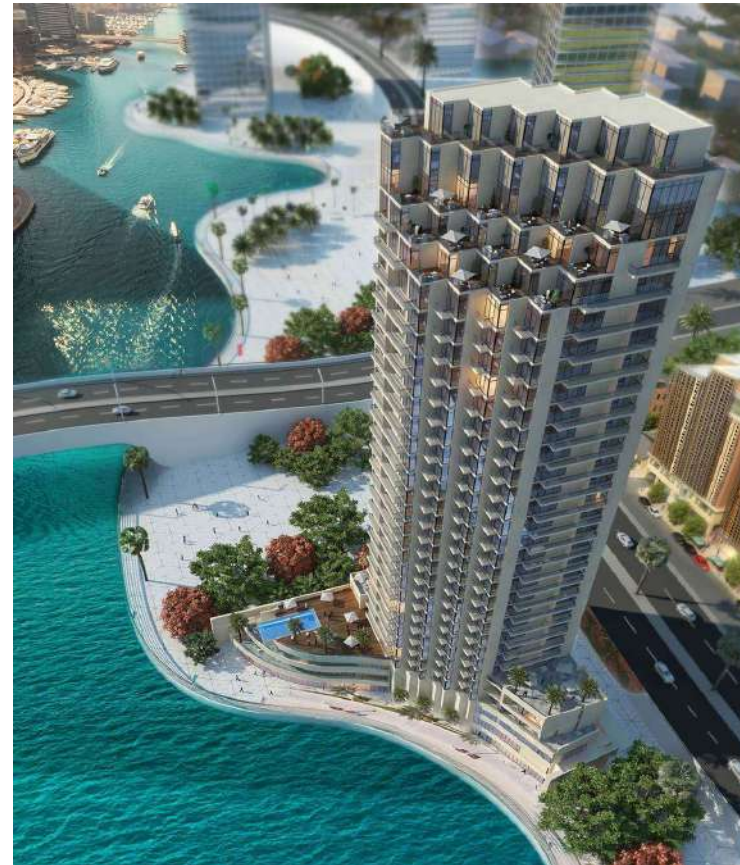
## Our Projects on going in UAE



### **Opera Grand Residential**

Dubai

AluK Systems : SC156TT



### **LIV RESIDENCE**

Dubai

AluK Systems : SL50 SC140TT





## Our Projects on going in UAE



### **Al Samha villas**

Abu Dhabi

AluK Systems : 70TT – 62TTE



### **Nudra Villas**

Dubai

AluK Systems : SL50 62TTE SC140TT



## Our Projects on going in UAE



### **NSHAMA TOWNSQUARE – RAWDA – ZAARA BREEZE – HAYAT BOULEVARD**

Abu Dhabi

AluK Systems : SC95TT – SC140 TT – SL50 – 63TT – 70TT – 62TTE







## Our Projects SAUDI

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### **KAFD**

Riyadh

AluK Systems : SL50



### **Ascott Hotel**

Al Khobar

AluK Systems: SL50





## Our Projects SAUDI



### **PNU Princess Noura University**

Riyadh

AluK Systems : SL60



### **Classic tower**

Riyadh

AluK Systems: SL50



## Our Projects SAUDI



**Al Arifi tower**

Al Khobar

AluK Systems : SG50



**Jabal Omar**

Mecca

AluK Systems: SL50





## Our Projects SAUDI



### **AKH TOWER**

Al Khobar

AluK Systems : AW86B



### **AL RASHID HYATT REGENCY HOTEL & APARTMENT TOWERS**

Al Khobar

AluK Systems : AW86B





## Our Projects ongoing SAUDI



### **SAAC RIYADH**

Riyadh

AluK Systems : SG50



## Our Projects EGYPT



### **SECON TOWER**

Cairo

AluK Systems : SG60



### **CAPITAL BUSSINESS PARK**

Sheikh Zayed city

AluK Systems : SG50



## Our Projects AFRICA



### **FUMBA**

Zanzibar

AluK Systems : SC70 – 45DS



### **PALAZZO**

Nairobi

AluK Systems : AW86S





## Our Projects AFRICA



### **DAR ES SALAAM AIRPORT**

Dar Es Salaam

AluK Systems : SC70 – 45DS

**ALUK**<sup>®</sup>



### **PPF**

Dar Es Salaam

AluK Systems : SG50