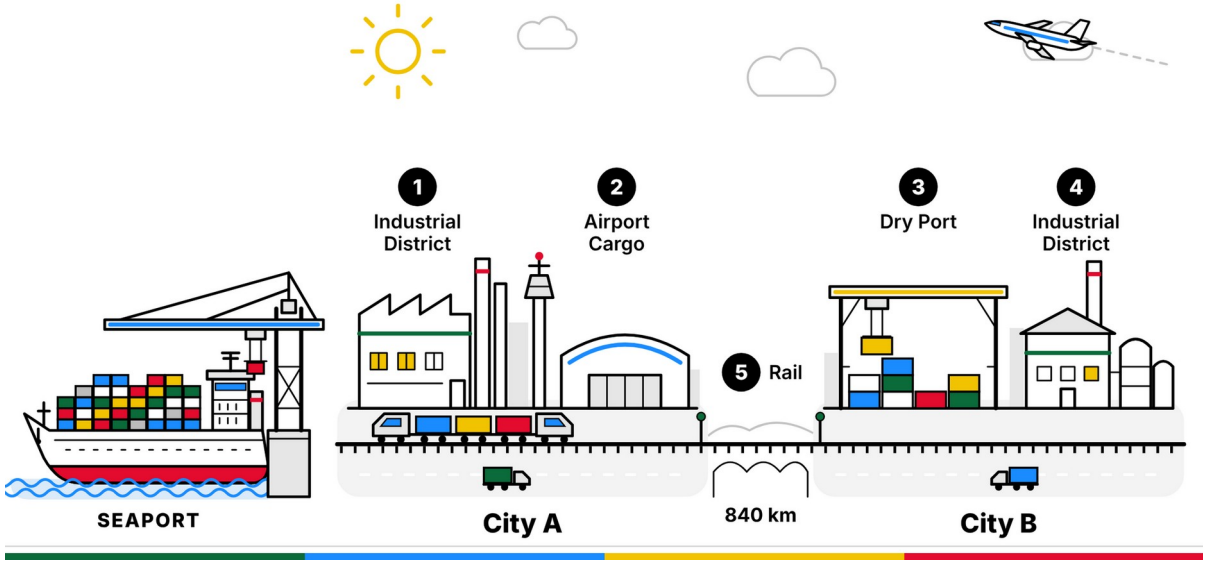
SHANGHAI
OVERSEAS

SHANGHAI OVERSEAS

COMPANY PROFILE







Developing Infrastructure. Connecting Markets.

Riyadh, KSA | www.shanghai.sa

About Us

Shanghai Overseas is a Saudi development company headquartered in **Riyadh**, with an international outlook and a focus on logistics zones, air cargo facilities, ports and rail infrastructure. We combine local market knowledge with international expertise in planning, design, technology and development management to create connected assets that support trade, supply chains and economic growth.

We develop facilities and infrastructure that respond to the needs of trade and logistics in **Saudi Arabia**. Our approach combines an understanding of the local market, integrated planning and international collaboration, with a focus on delivery quality, operational efficiency and long-term value. Based in Al Hamra District, Riyadh, the company connects development **opportunities in the Kingdom** with expertise and capabilities from international markets, particularly **China and Italy**.



Vision & Mission

Vision

To become a leading partner in developing Saudi Arabia’s logistics infrastructure and connecting it with global markets.



Mission

To transform opportunities into integrated logistics assets through planning, development and international partnerships that support efficient goods movement and business growth.



Special Projects

Shanghai Overseas develops special projects in four areas, with its partners in China and Italy.

A

5 Big Projects in KSA

Five connected logistics and infrastructure projects in the Kingdom: industrial districts, airport cargo, dry port and freight rail.

B

Activity in China

Development track record and strategic partners in China across the commercial, residential and industrial sectors.

C

International Commercial Projects

Commercial developments for international markets, delivered with construction and investment partners.

D

Design & Architecture

R&D design with Arch Team and our Italian partners, including Bio-Morphodynamic Architecture.

Our Service

We provide development services across commercial, residential and industrial sectors.

01
COMMERCIAL

Retail
Shopping Mall · Neighborhood Retail Center · Retail Streetscape

Office
Grade-A Office Tower · Business Park · Co-working Space

Hospitality
Luxury Hotel · Business Hotel · Boutique Hotel · Resort

Exhibition Center

02
RESIDENTIAL

Low-density
Villa

High-density
High-rise Residential · Mid-rise Apartment

Community
Gated Community · Affordable Housing

Specialized
Serviced Apartment · Senior Living · Student Housing · Holiday Home

03
INDUSTRIAL

Manufacturing
Standard Factory · Light Industrial Park

Logistics & Warehousing
Intermodal Logistics Hub

Tech & R&D
Science & Technology Park · Innovation Park

Energy & Infrastructure
New Energy Industrial Park · Solar & Energy Storage Facility

Mixed Industrial

SERVICE

Investment & Feasibility

Planning & Design

Construction & Management

Marketing & Sales

Delivery & Operations

Post-investment Management

Management Process

01 Development Positioning	02 Master Planning & Concept Design	03 Technical Design	04 Manufacture & Construction	05 Sales & Leasing	06 Handover
Market Study	Master Planning	Structural Design	Supply Chain Management	Sales / Leasing & Marketing Strategy	Handover Checklist
Comparable Study	Spatial Design	Transportation	Procurement	Marketing Leads Generation	Identify Pitfalls
Development Positioning	Concept Design	MEP Design	Selection & Risk Control	Sales / Leasing Plan & Implementation	Correction & Improvements
Financial Analysis	Product Matrix	Landscape Design	Construction Management	Risk Mitigation	Quality Control



Design and Budget, Cost Strategy, Planning and Control, Implementation and Adjustments (PPP, BOO, BOT, etc.)

The diagram above shows our general development life-cycle management, presented as a guide to support decision-making across the design and development stages.

Development Financial Appraisal

A flexible development modeling and management solution

1. Pro forma setup reporting

- Spreadsheet interface for fast and flexible modeling of project cost, revenue and financing assumptions
- Segment a project into separate stages or phases, or consolidate to analyze it as a whole project
- Create custom file templates that contain predefined inputs and settings, and share them with other users



2. Feasibility analysis

- Evaluate the residual land value for acquisition, disposal or valuation purposes based on hypothetical development scenarios
- Calculate key investment performance indicators such as Profit Margin, NPV, IRR and WACC
- Model joint venture arrangements to calculate returns to two different parties



3. Risk management

- Quantify and manage development risk by testing the sensitivity of key variables such as construction time, sales values and interest
- Run Monte Carlo simulations to model the probability of different outcomes occurring
- Conduct multi-option scenario analysis to determine the best financial outcome for your development site



Development Financial Appraisal

A flexible development modeling and management solution

4. Financing

- Model up to 12 sources of equity and debt financing to fund the project
- Calculate loan limits as a percentage of various cash flow components or as a fixed amount
- Nominate drawdown and repayment methods, with the ability to make manual adjustments in the cash flow



5. Reporting

- Industry-standard corporate reports for feasibility studies and valuations
- Detailed financial reports show break-even dates, funding exposures and LVRs that assist when procuring financing
- Insert additional worksheets for building custom reports, or import directly from Excel



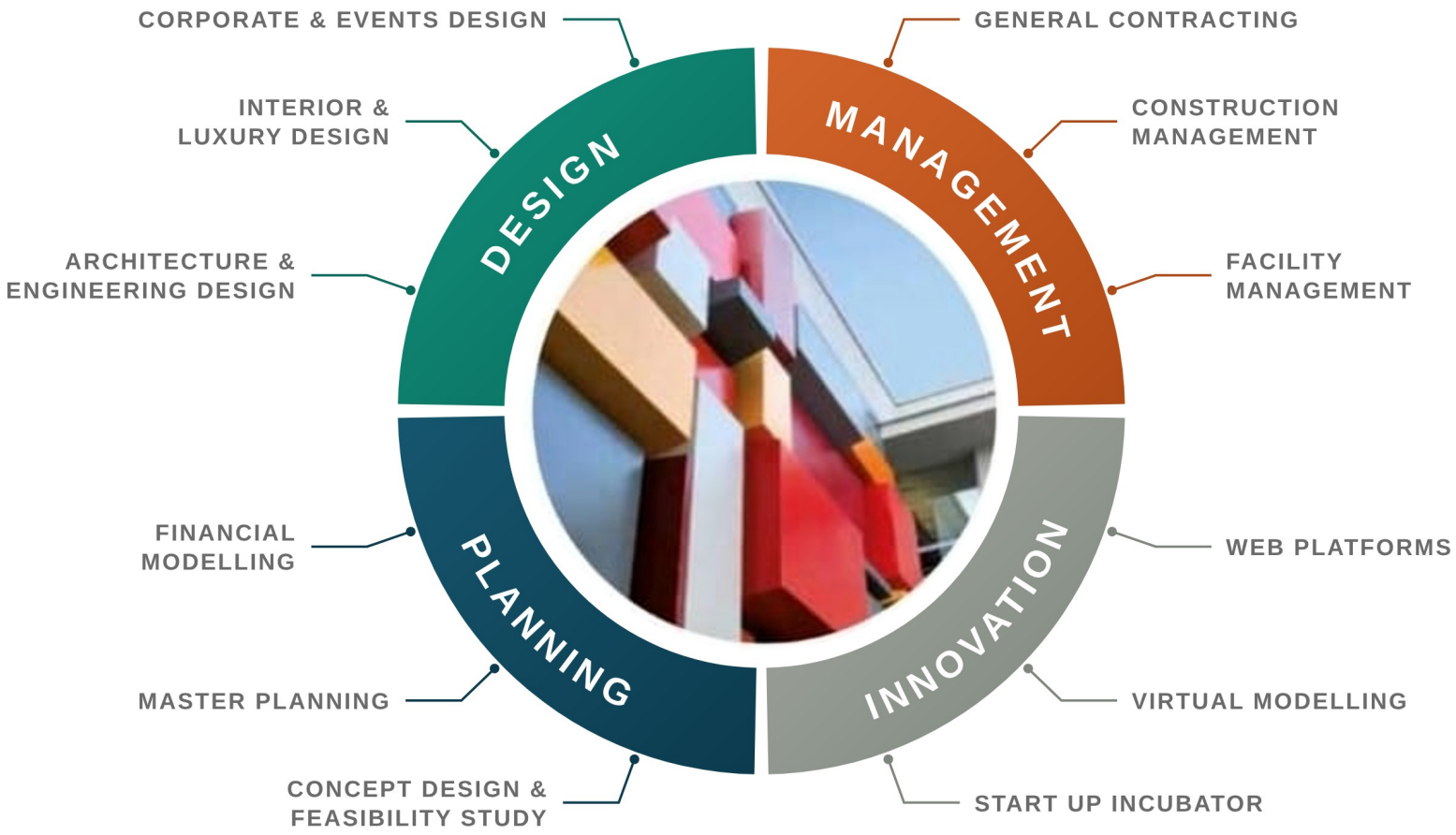
6. Integrations

- Link to external Excel files to fetch live data or drive custom reporting
- Instantly update fields in Word files with project metrics to automate reporting
- Import project schedules created in MS Project and make adjustments using an interactive Gantt chart



Tiburtec Hub — Services

Roma



Our Client Groups and Service Types

Target Service Group

Developers

Financial Institutions

Governments

Public Listed Companies

Consulting Service Types



Area Development and Industry Positioning



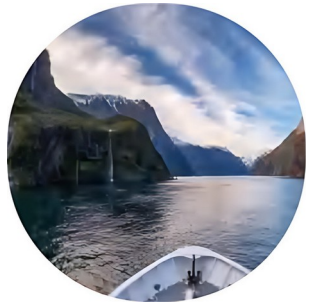
Market Research & Due Diligence



Mixed-Use Property Development



Land Acquisition Strategy



Tourist Destination & Recreational Development



Other Developments (Co-working Space, Serviced Apartment, Senior Housing, etc.)

Area Design & Urban Planning

Comprehensive Industrial Analysis & Project Positioning

We conduct site analysis, economic background research, planning review, local industry studies, regional industrial transfer analysis, research on relevant encouraged industries, preliminary industry screening, industry demand research and interviews, in-depth analysis of target industries, property market research, property demand studies and case studies of successful projects.

Regional Strategy & Financial Feasibility

For regional industrial positioning, functional positioning and development strategy recommendations, we perform systematic financial analysis for primary and secondary land development, provide optimal regional development plans and strategies, and deliver financial outcomes for integrated primary-secondary development.







Area Design & Urban Planning







Area Development — Prominent Clients & Track Records

Prominent Clients

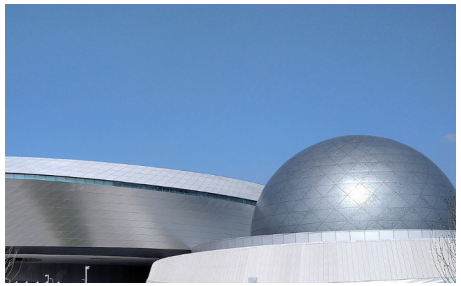
Government

- 中国（上海）自由贸易试验区临港新片区管理委员会
- 上海长宁·发展和改革委员会
- 中国无锡 Wuxi China
- HSCBD 虹山城市国际商务区
- 上海市徐汇区人民政府
- 无锡市锡山区人民政府 www.jsxishan.gov.cn
- 中共嘉兴市委 嘉兴市人民政府 WWW.JIAXING.GOV.CN

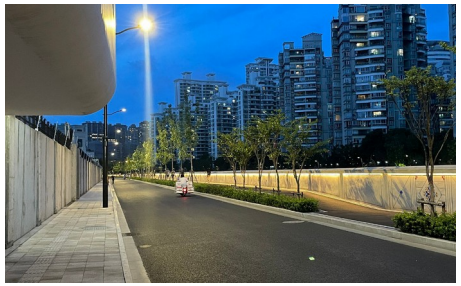
Business Park Developer

- 漕河泾 CAOHEJING HI-TECH PARK
- 星河集团 GALAXY GROUP 创想无界 心筑未来
- 招商局集團 CHINA MERCHANTS GROUP
- 苏州工业园区地产经营管理公司 SUZHOU INDUSTRIAL PARK LANDS MANAGEMENT COMPANY
- ascendas SINGBRIDGE

Prominent Track Records



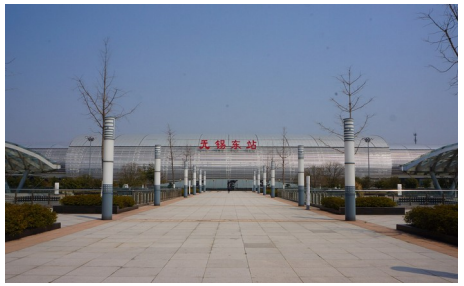
4 km²
Lingang Area (3 Core Towns)
Development Strategy Consulting



55 km²
Shanghai Putuo District
Office Development Strategy



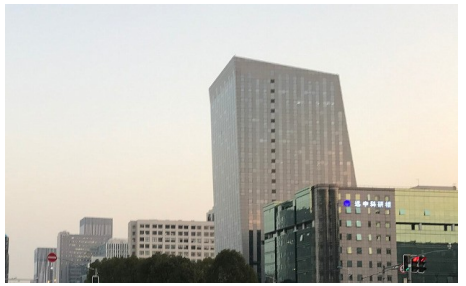
16.5 km²
Suzhou Ancient Riverside
Marketing Research & Development Strategy



10 km²
Jinghu Wuxi Railway Station
Development Strategy Consulting



1 km²
Ningbo Logistic Park
Development Strategy Consulting



7.5 km²
China Info-Technology Biz Park
Development Strategy Consulting & Financial Appraisal

Commercial & Mixed-Use Properties Development

We undertake site analysis, economic background and planning studies, relevant policy research, land market analysis, property market research, demand studies and case studies of successful projects. We provide systematic analytical processes, including project positioning recommendations and project financial analysis, to deliver optimal development plans and strategies.

By leveraging corporate industry and brand resources, conducting land comparison and land value assessment using the hypothetical development method, drawing insights from successful cases to propose innovative development concepts, and taking into account social benefits such as employment and tax revenue, we produce a land acquisition advisory report and assist the client in successfully securing the land.



- Mixed-Use Properties
- Serviced Apartment
- Shopping Mall
- Co-working Space
- Hotel
- Business Park
- Block Retail
- TOD Development
- Office
- Long-stay Apartment
- Luxury Apartments
- Others

Commercial & Mixed-Use — Prominent Clients & Track Records

Prominent Clients

Domestic & Global Developers

漕河泾 CAOHEJING HI-TECH PARK
万通地产 VANTONE REAL ESTATE
瑞安房地產 SHUI ON LAND
Alibaba Group 阿里巴巴集团
MORI
ascendas SINGBRIDGE
SOHO CHINA
LIPPO GROUP
普凯投资基金 Prax Capital
中国太平 CHINA TAIPING
BPEA Baring Private Equity Asia
华鑫置业
First State Investments
LIMITLESS
PARKVIEW
星河控股集团
WARBURG PINCUS
Charlemagne Capital

Prominent Track Records



2,090,000 m²
China Xintiandi IPO
Valuation & Market Review



380,000 m²
SWFC — Super High-Rise Building
Development Positioning & Leasing Strategy



278,000 m²
Jinan Rail Station Biz Area
Marketing Research & Positioning



2,000,000 m²
SIP Suzhou Center
Development Positioning & Leasing Strategy



46,300 m²
Shang L'Avenue
Feasibility Study & Financial Analysis



280,000 m²
Shanghai Green Valley
Development Strategy & Design Review

Industrial Service Flowchart

Services Scope



Land



Factory



Warehouse



Data Centre

Service Content

	Occupier	Owner	Investor
Select	• Site Selection • Market Intelligence • Strategic Advisory • BOV	• Site Selection • Market Report • Strategic Advisory • BOV	• Site Selection • Market Intelligence • Financial Analysis • BOV
Acquire	• Lease • Buy • Build-to-Suit (BTS)	• Underwriting • Financing Strategy • Deal Structure Design • Negotiation • Term Review • Due Diligence • Closing Service	• Underwriting • Financing Strategy • Deal Structure Design • Negotiation • Term Review • Due Diligence • Closing Service
Manage	• Portfolio Optimization • Sublease Management	• Asset Management • Portfolio Optimization	• Asset Management • Portfolio Optimization
Exit	• Termination • Relocation • Sale	• Valuation • Sale • Fund Raising	• Valuation • Sale • Fund Raising

Delivering Cost Control Through Expertise

Ensuring long-term success for every project



— BUDGET CONTROL

- Rigorous cost benchmarking across projects
- Centralized procurement to leverage scale
- Strict cash-flow monitoring & phased payments



— MANAGEMENT

- Fast-track scheduling with overlapping phases
- Strong contractor network & on-site supervision
- Proven quality control and safety systems



— SUPPLY CHAIN

- Direct sourcing from manufacturers in China
- Integrated logistics & bulk shipping efficiency
- Reliable long-term supplier partnerships

FOCUS

AMBITION

PERSEVERANCE

EXCELLENCE

QUALITY

SUCCESS

Commercial Sectors


Business District


Office Campus


Landscaped Streetscape


Logistics Facility


Integrated Commercial City

China Xintiandi

Top brand of mixed-use property developer

中国新天地
CHINA XINTIANDI

China Xintiandi's spin-off listing on the Hong Kong Stock Exchange involves:

- A portfolio of 13 properties across 5 cities in China — with a total gross floor area of 2,005,209 m² and a total property value exceeding RMB 53 billion.
- Property management business — including commercial and residential property management services.



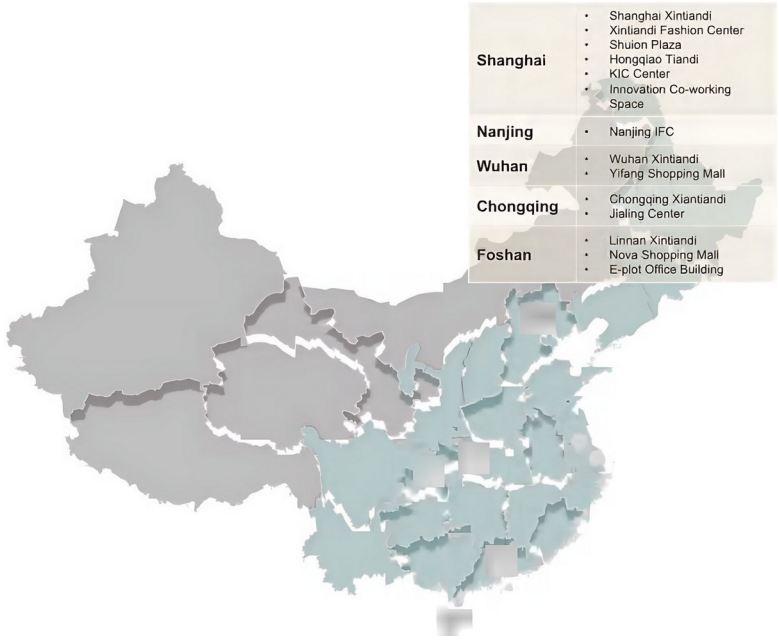
Shanghai skyline

China Xintiandi — Portfolio

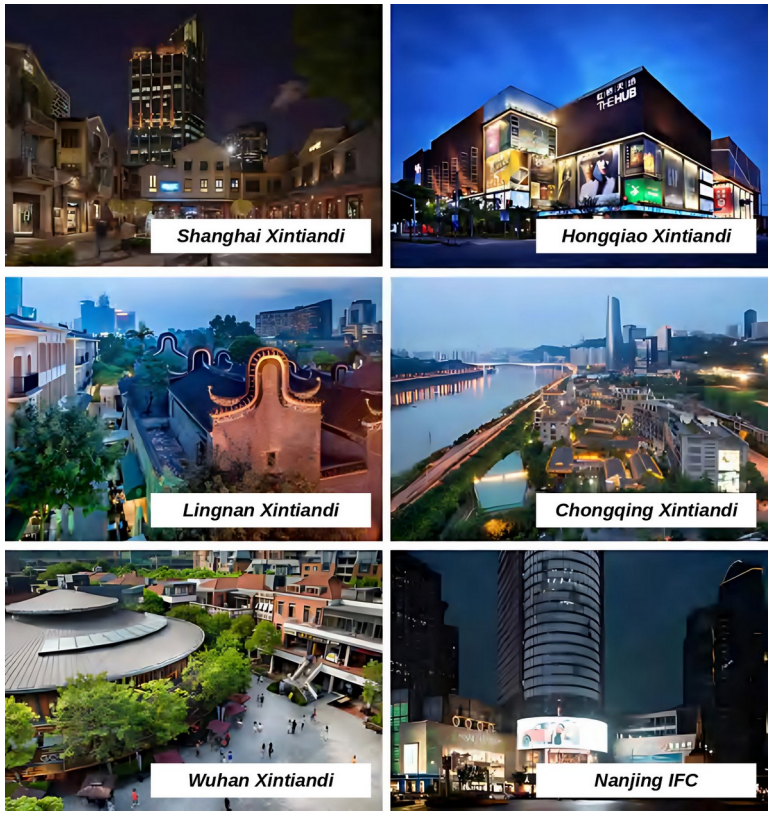
RMB 53 Bn+
Total property value

5 / 13
Cities / properties

2 M m²+
Total GFA



Shanghai	• Shanghai Xintiandi • Xintiandi Fashion Center • Shuion Plaza • Hongqiao Tiandi • KIC Center • Innovation Co-working Space
Nanjing	• Nanjing IFC
Wuhan	• Wuhan Xintiandi • Yifang Shopping Mall
Chongqing	• Chongqing Xiantiandi • Jialing Center
Foshan	• Linnan Xintiandi • Nova Shopping Mall • E-plot Office Building



SIP Suzhou Center

1,820,000 m²



Suzhou Center is the largest comprehensively developed urban complex in China, comprising 10 high-rise buildings and a huge shopping mall.

The development covers mixed-use commercial sectors: office, hotel, serviced apartment, retail, recreational and more.

Suzhou Center also achieved many breakthroughs in property development:

- The largest comprehensively developed urban complex in China
- The largest developed underground space
- The largest single shopping mall
- The largest underground transportation network within a building complex
- The largest centralized cooling and heating system in an urban complex

Shanghai Xuhui West Bund Area

9.4 km²



Shanghai West Bund is situated in the Xuhui Riverside Area, spanning a shoreline of approximately 11.4 kilometers and covering an area of about 9.4 square kilometers. It is the most vibrant and publicly engaging new waterfront urban district of downtown Shanghai.

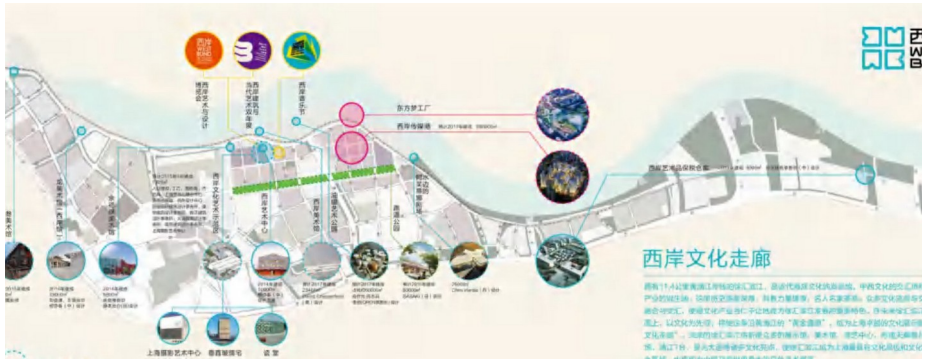
The West Bund follows an overall development strategy of “planning-led development, culture-oriented initiatives, and industry-driven growth.” Through flagship projects such as the West Bund Cultural Corridor, West Bund Media Port and Dream Center Shanghai, it aims to create an international-level waterfront new town that brings together world-class cultural and artistic activities, media and information services, innovative finance, commerce and lifestyle offerings.



West Bund Museum



Long Museum West Bund



West Bund area plan

City Landmark Buildings



Hangzhou Raffles Center

384,868 m²

- Development Consultancy
- Leasing Strategy
- Chief Agency



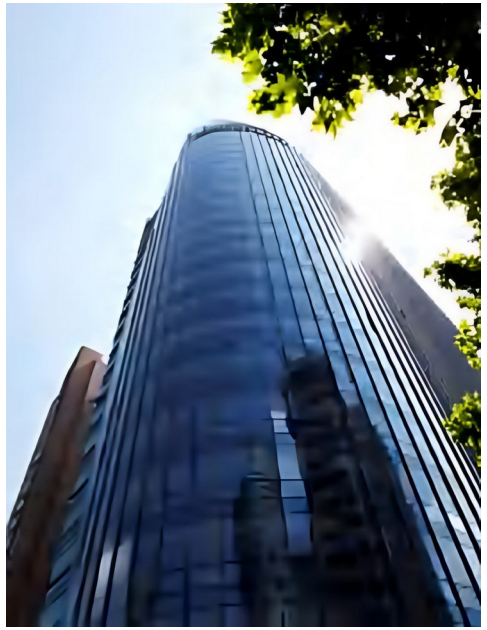
Shanghai Sinar Mas Plaza

420,000 m²

- Market Research & Feasibility Study
- Retail Design Review
- Chief Agency

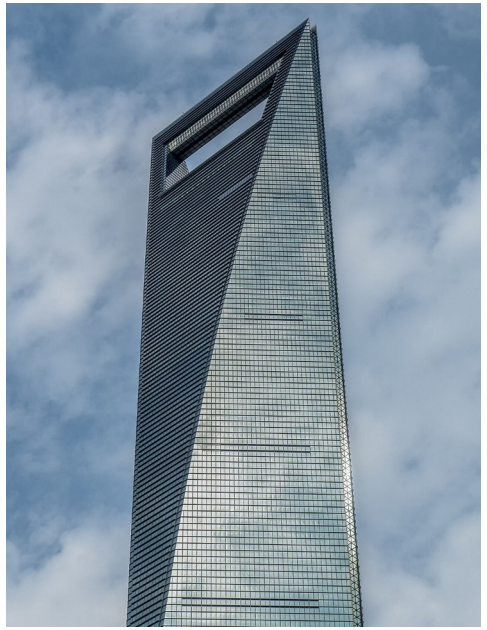
City Landmark Buildings

Shanghai Platinum
43,000 m²



Investment Services / Sole Office Leasing Agency and Asset Management

SWFC — Shanghai World Financial Center
380,000 m²



Investment Services / Sole Office Leasing Agency and Asset Management

Shanghai Bund Finance Center
190,000 m²



Marketing Consultancy and Joint Sole Office Leasing Agency

Residential Sectors



Hongqiao Cui Can Residence



Tian’an No.1



Tianhui Residence



Pinhon International Apartments

Hongqiao Cui Can Residence

- Location: Northeast of Xudong Road and Qingping Road, Qingpu District, Shanghai (near 79 Jin'an River Road)
- Number of units: 1,779
- Buildings: 17 towers
- Plot ratio: 2.2
- Greenery rate: 35%
- Parking spaces: 1,901 (114 above ground, 1,787 underground)
- Property management: Shanghai Road King Property Services Co., Ltd.
- Total price: from RMB 5.16 million per unit

Facilities & Surroundings

- Clubhouse of about 1,500 m² including a swimming pool and gym
- Convenient access to transportation: approximately 1 km to Metro Line 2 — Panlong Road Station (under construction)





Tian’an No.1 (Zone B)

- Location: No. 188 Zizhang Road, Units 1–74, Minhang District, Shanghai
- Total price: from RMB 12.84 million per unit
- Site area: 105,000 sqm
- Gross floor area (GFA): 210,000 sqm
- Plot ratio: 1.94
- Green coverage ratio: 35%
- Buildings: 26 towers
- Total residential units: 1,410
- Parking spaces: 2,171 underground





Facilities & Surroundings

- The community is equipped with a sunken clubhouse, comprehensive sports facilities, multiple neighborhood clubhouses and a dedicated senior living center
- Convenient access to transportation: 10 metro stations within a 3 km radius; approximately 300 m from Xingzhong Road Station (Metro Line 9)

Tianhui Residence & Gubei 99



Tianhui Residence

- Project address: Lane 53, No. 49 Pubei East New Branch Road, Shanghai
- Total price: RMB 11.03 – 14.67 million per unit
- Site area: 20,740.8 sqm
- Buildings: 6
- Total units: 464
- Parking spaces: 540



Gubei 99

- Project address: No. 99 Yaohong Road, Minhang District, Shanghai
- Total price: RMB 14.63 – 16.17 million per unit
- Site area: 94,395 sqm
- Buildings: 39 (3 high-rise; 36 townhouses)
- Total units: 457
- Parking spaces: 20 above ground, 1,072 underground

Pinhon International Apartments & Bay Upper Doums



Pinhon International Apartments

- Project address: No. 58 Tongchuan Road, Putuo District, Shanghai
- Total price: RMB 16.39 – 26.00 million per unit
- Site area: 190,000 sqm
- Buildings: 14
- Total units: 2,788
- Total parking spaces: 3,491 (500 above ground; 2,991 underground)



Bay Upper Doums

- Project address: Lane 88, Tianmu Middle Road, Jing'an District, Shanghai
- Total price: RMB 19.94 – 27.96 million per unit
- Site area: 52,015 sqm
- Gross floor area (GFA): 551,391 sqm
- Plot ratio: 4.05
- Buildings: 5 towers (3 towers of approx. 150 m)
- Total units: 576

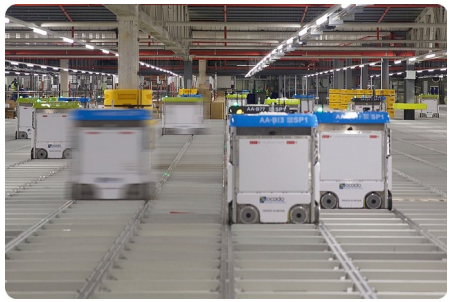
Industrial Sectors



Robotics



Drones



Warehouse Automation



AI & Data Centers

Lingang Free Zone

Industry positioning & investment strategy



2023
Year

4 sq km
Scale

Lingang Free-Zone Area, Shanghai
Location

Shanghai Lingang Economic Development (Group) Co., Ltd. (Lingang Group) is one of Shanghai's largest state-owned enterprises, focused on industrial park development, enterprise support services and industrial investment. The group aims to be the "Promoter of Sci-tech Innovation and Industry Development, Builder of Regional Transformation and Urban Renewal". After nearly 40 years of development, Lingang Group owns three major brands — Lingang, Caohejing and Xinyefang — and is the controlling shareholder of Shanghai Lingang (600848.SH), a listed company included in the FTSE Russell global equity index and the MSCI flagship index.

Assignment

- Conduct a high-quality industry positioning study for three town-level industrial parks: Shuyuan, Wanxiang and Nicheng. Optimize the regional industrial spatial structure through the strategy of "increment drives stock", providing a reference basis for subsequent industrial development.
- Define key investment promotion directions for the three towns and participate in the implementation of investment promotion activities, providing a full chain of services from industrial planning to investment attraction and successful establishment.

Challenges

- Establish a structural development plan for three major industries: integrated circuits, smart hardware and fuel cells.
- As a national-level new district, the government has extremely high requirements for industry investments.

Solutions

- Based on extensive project experience and a deep understanding of the development plan for the Lingang Special Area, we conducted a top-level design of the industrial structure and formulated the development plan for the park, clarifying the direction for its investment attraction.

Results

- Completed the overall development planning and investment strategy formulation for the three-town project.
- Continuously promoting investment attraction.

Shanghai Electric Group

Industrial park planning & leasing



2022
Year

56,000 sq m
Scale

Minhang District, Shanghai
Location

Shanghai Electric is a large state-owned comprehensive high-end equipment manufacturing enterprise. It focuses on three main business areas — energy equipment, industrial equipment and integrated services — and three major industrial directions: smart energy, intelligent manufacturing and intelligent infrastructure. Shanghai Electric is a leading enterprise in the domestic electrical industry, committed to providing industrial-grade green intelligent system solutions for global customers.

Assignment

- Conduct overall planning for the Shanghai Electric Minhang Industrial Park and complete its upgrading and transformation.
- As industrial planning consultant and leasing agent, introduce relevant industrial cooperative enterprises to create a technology industrial park and supporting functional park.

Challenges

- As a benchmark project for the revitalization of old industrial areas, it is essential to play a leading role while also ensuring practical implementation.
- A deep understanding of industrial customers' demands for industrial plants is required in order to formulate a reasonable product configuration strategy.
- Introduce influential enterprises within the industry.

Solutions

- Based on a comprehensive understanding of Shanghai Electric's strategy and Minhang District's industrial development plans, we leveraged our abundant industry resources to guide the formulation of Shanghai Electric's development plan and pricing strategy, and offered resource support during the initial anchor leasing phase.

Results

- Successfully carried out industrial development planning, helping Shanghai Electric clarify its direction and strategy for anchor tenants and leasing.
- Successfully assisted negotiations with core enterprises for their settlement, and have been continuously promoting the execution of investment attraction.

FFG Global

Asset disposal strategy



2023
Year

271,349 sq m
Scale

Zhengzhou, Henan
Location

FFG Global CNC Machinery Holdings Co., Ltd. (FFG Global) specializes in the precision machining industry, providing customers with a one-stop service for high-precision machine tools and automation systems. FFG Global is also a pioneer in digital production in the era of Industry 4.0. From planning, debugging and production to maintenance and service, it improves production efficiency through modular systems, builds industrial visualization and sensory business, integrates industrial engineering and information technology, and provides lower-carbon, safer and more efficient intelligent factory solutions for modern production.

Assignment

- Provide multiple executable strategies for the subsequent development or asset disposal, for decision-making by corporate management.

Challenges

- There are legal issues involved in the development of the project site.
- If FFG Global fails to meet its investment commitments to the government, the cooperation between the two parties will be terminated and the unused land will be reclaimed.
- The project is currently stalled and incomplete. Its restart requires substantial funding, and the company faces uncertainties regarding future development.

Solutions

- Conducted in-depth research and analysis on Zhengzhou’s industrial land and property market, providing the client with comprehensive and clear market information, and identified two directions for subsequent development: warehouse logistics and standard factories.
- Suggested feasible strategies for subsequent land development and disposal, clarifying the advantages and risks of each strategy.

Results

- Successfully provided research and strategic support for the subsequent development of the Henan FFG Global Precision Assembly Industrial Park project, and proposed feasible recommendations for the disposal of the land.

Konica Minolta

Asset disposal strategy



2021
Year

132,239 sq m (land)
Scale

Wuxi, Jiangsu
Location

Konica Minolta Business Solutions (China) Co., Ltd. (Konica Minolta) was established in 2005 and is a wholly owned subsidiary of the Japanese company Konica Minolta Co., Ltd. in China. Its headquarters is located in Shanghai, and it currently has 10 direct branches in Beijing, Guangzhou, Shenzhen, Chengdu, Wuxi and other cities, with a nationwide channel services network. Konica Minolta provides professional and efficient value-added digital integration services to users in industries such as manufacturing, healthcare, finance, insurance, logistics and education.

Assignment

- Due to an adjustment of its global development strategy, Konica Minolta decided to relocate its manufacturing base to other cities and entrusted us with consulting services for the disposal of its factory in Wuxi.

Challenges

- The government has imposed strict legal and regulatory restrictions on the disposal of this land plot.
- The government has high requirements on the industry and tax of this land plot.

Solutions

- Based on extensive project experience and a deep understanding of building regulations, we conducted in-depth research on the land market in Wuxi, identified potential conflicts for the client and provided corresponding solutions.
- Communicated with the local government and advised the client on reasonable industrial and tax plans.

Results

- Successfully identified multiple potential risks for Konica Minolta and provided various solutions to mitigate its asset disposal risks.

Our Served Clients

HSBC 滙豐 | Deutsche Bank | ING | Capital Group Companies / LIMITLESS | SembCorp Industries | Morgan Stanley

WHARF Established 1886 | CapitaLand | J.P.Morgan | DBS | Standard Chartered 渣打銀行 | 領滙 The Link

TREASURY HOLDINGS | WARBURG PINCUS 美国华平投资集团 | ORIX | 恒生銀行 HANG SENG BANK | Citigroup | BainCapital PRIVATE EQUITY

ADIA | nab | 中国民生银行 CHINA MINSHENG BANK | MACQUARIE

Our Strategic Partners

华住 WORLD

ECADI 华东建筑设计研究院有限公司 EAST CHINA ARCHITECTURAL DESIGN & RESEARCH INSTITUTE CO.,LTD

联东U谷 LIANDO U VALLEY

世茂服务 SHIMAO SERVICE

WANDA® Hotels & Resorts 万达酒店及度假村

XI WORK co-working 习创办公

Haier 海尔

小米公寓 MILLET APARTMENT

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