



# VALUATIONPROFILE

A nighttime photograph of a cityscape in Bahrain. The most prominent feature is the Bahrain Tower, a tall, slender skyscraper with a distinctive triangular cross-section, illuminated with blue and white lights. To its left, there are several other modern buildings, some with red and white vertical stripes. The city lights are reflected in a body of water in the foreground. A white geometric shape, resembling a stylized arrow or a speech bubble tail, points from the left edge of the image towards the text.

“We have become one of the largest Real Estate services companies in Bahrain with...”

A nighttime photograph of a city skyline, featuring the Burj Khalifa on the left. The building is illuminated with blue lights and has a distinctive spire. Other skyscrapers are visible in the background, some with warm yellow lights. The foreground shows a body of water reflecting the city lights. The sky is a deep blue.

**“...over US\$ 3B of assets  
under management.”**

A nighttime photograph of a city skyline, featuring the Burj Khalifa on the left. The building is illuminated with blue lights and has a distinctive spire. Other skyscrapers are visible in the background, some with warm yellow lights. The foreground shows a body of water reflecting the city lights. The sky is a deep blue.

**We are TIER-A RERA  
Licensed Valuers**

# INTRODUCTION



**KAREM YAZJI**  
Chief Executive Officer

Dear Sir/Madam,

We are pleased to introduce ASK Real Estate W.L.L , a locally incorporated firm, which was formed in 2016. A high standard of service has been maintained because we are practising professionals who have grown in the business. We are a multidisciplinary real estate firm and our services include inter-alia Valuation & Advisory, Facilities Management, Property Management, Sales and Letting Agency. Some of our employees are members of the Royal Institution of Chartered Surveyors (RICS).

The RICS is the premium regulatory body in the field of land and buildings. Through global standards, leading professional progression, trusted data and insight, the RICS promotes and enforce the highest professional standards in the development and management of land, real estate, construction and infrastructure. Our clients enjoy the security arising from our staff being professional members of RICS and the application of the RICS golden standards. At ASK Real Estate, we continue to attract excellent talent in order to equip ourselves to provide exceptional professional service to our clients.

Our valuations are undertaken in accordance with the Bahrain Valuation Standards (BVS) which are in compliance with the current edition of the Royal Institution of Chartered Surveyors (RICS) Valuation Global Standards, which incorporates the International Valuations Standards.

Please contact myself directly, or any of our team members should you require any of our services including Valuation & Advisory, Facilities Management, Property Management and Sales & Letting Agency.



## **ABOUT ASK Real Estate**

In the past 7 years, we have taken great pride in helping our clients – whether tenants, landlords or investors – achieve their goals by offering insights and assistance based on key market fundamentals and unyielding integrity.

# ABOUT ASK REAL ESTATE ACCREDITATION

Our staff and partners are accredited by the leading global organisations in the field of real estate. Some of our staff are members of the following regulatory bodies:



Royal Institution of Chartered Surveyors (RICS)



RICS Valuer Registration Scheme



International Valuations Standards Council

Kingdom of Bahrain مملكة البحرين  
مؤسسة التنظيم العقاري  
Real Estate Regulatory Authority



Real Estate Regulatory Authority



We are also ISO Certified

# OUR MISSION

*Our mission is to become a Market leader in the provision of Real Estate services.*

In order to achieve our mission, we rely on:

- **INTERNATIONAL STANDARDS**  
Our multinational team adheres to international standards including the Royal Institution of Chartered Surveyors (RICS) Rules & Regulations.
- **LEVERAGING TECHNOLOGY**  
We use cutting-edge technologies to bring world-class services to our clients.
- **BUILDING A CULTURE**  
We are building a culture that is pegged on professionalism of the highest standard.
- **BRINGING THE BEST OPTIONS FOR OUR CLIENTS**  
Our experienced and highly trained team always provides the best options for our clients.
- **IMPROVING OUR VISIBILITY**  
ASK Real Estate is a widely recognized and respected brand and is continuously improving our brand equity through increasing our client portfolio and strategic partnerships.

Discussion  
Outline

Highlights on Saving Money  
Increasing Volume of Transactions  
Saving Money on Mortgage  
Planning for Retirement  
Real Estate



A person with short, dark hair is seen from the back, wearing a light-colored sweater with dark horizontal stripes. They are looking at a wall covered in various diagrams, charts, and papers, suggesting a professional or creative workspace. The background is slightly blurred, focusing attention on the person and the text overlay.

## OUR VISION

*We seek to redefine how prospective clients in Bahrain perceive Real Estate services by:*

- Providing the most experienced, highly-trained and knowledgeable certified professionals in the market;
- Being customer focused;
- Application of the highest standards to our stakeholders;
- Using innovated technology to provide real-time insights to our stakeholders;
- Not compromising on our principles;
- Ensuring consistency in the attainment of high-quality results;
- Offering training to our staff in order to improve the standards of our services through continuous professional development.

# ETHICS & COMPLIANCE

## **POLICIES**

We follow all the ten principles of the international Code of Ethics.

## **RULES**

When representing a buyer, seller, landlord, tenant, or any stakeholder, we pledge ourselves to protect and promote the interests of our client.

## **GOALS**

We are committed to discharging our duties as a responsible company, putting customer satisfaction at the center and also ensuring that all ethical standards are met and maintained at the highest level.

## **MORAL CODE**

Honesty, fair play, discipline, integrity, sincerity and commitment are the pegs upon which ASK Real Estate is grounded.

## **TRANSPARENCY**

The adoption of new technology platforms generates new and more easily-accessible market data, which is key for overall real estate transparency.

## **INTEGRITY**

As professionals, it is very important for us to be direct and honest in all business relationships.





# OUR SERVICES



## VALUATION AND ADVISORY SERVICES TEAM

*“We pride ourselves in providing valuations reports which are fit for purpose.”*

Our valuation reports are in line with the Bahrain Valuation Standards (BVS) which are inline with the RICS’s Red book which incorporates the International Valuation Standards (IVS). The RICS is the premium regulatory body in the field of Land and Buildings. Our Valuation team is led by an RICS member, who is also an RICS Registered Valuer with over 12 years of experience in the field of property valuations and advisory. Our RICS member is also registered as a TIER-A Appraiser with RERA.

Our team has valued some of the best landmark in Bahrain. We provide valuation services for land and Buildings.

## VALUATION, REAL ESTATE ADVISORY AND CONSULTANCY

We provide valuation reports for the following purposes:

- Secured lending
- Acquisitions/Purchase
- Sale
- Legal purposes
- Insurance
- Stock market Listing
- Taxation
- Audit
- Financial Reporting

We provide valuation reports on the following bases:

- Fair Value
- Market Value
- Market Rent
- Investment Value
- Synergic Value

We provide real estate advisory services such as:

- Feasibility Studies
- Best Use Analysis
- Preparation of Offering Memorandums
- Service Charges Analysis
- Market Analysis

We pride ourself in the market because:

- We provide valuation reports which are fit for purposes
- We are Trusted
- We are Professional
- And we are Experienced



## TYPES OF PROPERTIES WE VALUE

Our team is professionally able to assess all type of properties including but not limited to the following:



Hotels



Office Towers



Villas



Apartment Bldgs.



Retail Malls



Industrial Properties



Land



## VALUATION COVERAGE

Our experience cut across a number of regions. Our team has previously assessed properties in the following regions or areas:



BAHRAIN



UNITED ARAB EMIRATES



### AFRICA:

- Zambia
- Malawi
- Zimbabwe









## **OTHER SERVICES**

- **PROPERTY MANAGEMENT**
- **FACILITY MANAGEMENT**
- **BROKERAGE**
- **MIXED-USE AND RETAIL DEVELOPMENT**
- **HOSPITALITY SERVICES**
- **REAL ESTATE CONSULTANCY**



## **OUR VALUATION TEAM**

## Cremio Kazembe (MRICS)

### Head of Valuation and Real Estate Advisory



#### SUMMARY

Cremio is the Head of Property Valuation and Real Estate Advisory. He is tasked with leading the Valuation and Advisory Department. Cremio has experience in the real estate market spanning from 2009 when he joined Knight Frank.

Before joining Ask Real Estate, he was with Grnata Real Estate as a Chartered Valuation Surveyor. His work experience includes Valuations, Feasibility Studies and Property Management.

#### BACKGROUND

Cremio is a member of the Royal Institution of Chartered Surveyors (RICS), the premium regulatory body in Land, Buildings and the Construction Industry. Cremio is also an RICS Registered Valuer. He obtained a Bachelor of Science Honors degree in Regional and Urban Planning and a Masters of Business Administration (MBA) from the University of Zimbabwe. **Cremio is a Grade A Real Estate Regulatory Authority (RERA) of Bahrain Valuer.** Cremio is motivated by his deep affection of the property industry and application of the highest professional standards.

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#### EXPERIENCES

- Valuation for secured lending on behalf of most of the leading banks in Bahrain.
- Valuation for Financial reporting for most of the blue-chip companies in Bahrain.

**Some of the projects he has valued and managed include the following:**

- Dilmunia Mall.
- Gulf Hotel.
- Zallaq Springs and Gardens.
- Fakhroo Tower.
- Premier Hotel
- Sakoon Tower.
- Bahrain International Circuit (BIC).
- Joina City
- Sun Homes
- Loumage Suites and Spa
- The Lodge Suites
- Park Regis Lotus Hote
- Diva Hotel
- Atiram Premier Hotel

## Karim Yazji

### Chief Executive Officer



#### SUMMARY

As CEO of ASK Real Estate W.L.L , Karim leads all divisions of operations, business development, finance and services in the company.

He holds a Master's Degree in international Business Administration from the Swiss Business School.

He is specialized in Real estate Investment consultancy, local and international real estate brokerage, property management and technology.

#### BACKGROUND

Karim is an entrepreneur that founded his first business at the age of 19 and now is heading ASK Real Estate in the capacity of Chief Executive Officer, and he is also a board member in various startups and companies influencing its growth and leadership.

He has founded ASK Real Estate W.L.L in 2016 and from day one had the vision and aspiration to grow it into a regional real estate brand and recognizable stakeholder in Bahrain real estate market.

#### EXPERIENCES

- Participated in brokerage of international real estate deals valued more than 250 million dollars.
- Brokerage of more than 10 million Bahraini dinars of local property transactions.
- Founded ASK Real Estate in 2016 and grew it to become one of the top 5 real estate service providers in Bahrain with aspiration for regional and international growth.
- Founder Bryk App as first of its kind PropTech solution in the GCC.

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## Hamzeh Al-Abdallat

### Chief Operating Officer



#### SUMMARY

Over 14 years of international experience in real estate sector with extraordinary experience in real estate development, property management, owner association management and real estate consultancy. Extensive knowledge about the real estate laws & best practices. Strong negotiator, dynamic and motivated entrepreneur.

#### BACKGROUND

Hamzeh holds B.Sc. Degree in “Accounting Information Systems” from Al-Balqa’ Applied University in Jordan and holds Home Owner’s Association & Property Management licenses from RERA and a certified financial consultant from Institute of Financial Consultants USA.

#### EXPERIENCES

- 6 +years of experience in the Kooheji Group managing over 15 companies and a board member in 2 real estate development companies and a Canadian school.
- 2.5 years working with Talal Abu-Ghazaleh International managing and completing over 30 international projects.
- over 4 years of international experience in the field of internal and external audits managing and completing over 20 international projects.

#### Some of the projects he has managed include the following:

- Central Owners Association Management: Amwaj Islands Central Owners Association
- HOA Establishment & Management: Multiple large scale associations e.g. Fontana Towers, Fontana Suites, Marina Reef, Le Reef and Real Gardens
- Real Estate Residential Projects Development & Pre-opening: ONYX Bahrain Bay, Fontana Infinity, Fontana Gardens, Fontana Suites, Ariva, Spring Field Amwaj, Spring Field Juffair, Spring Field Seef & Seef Avenue
- Feasibility Study: Dar Al Nabaa’ to establish Aquaponic systems in Bahrain, Qatar Development Bank to set up adhesive factory in Qatar, Al-Kobaese International Group to set up porta cabin factory in Qatar, Al-Shareef Holding to establish a large-scale labour accommodation setup in Qatar, Jheir Trade Services for manufacturing unit for producing plastic pallet from plastic waste in Saudi Arabia & Qatar Development Bank for establishing a manufacturing plant for aluminium composite panel in Qatar.
- Pre-Feasibility Study for Qatar Development Bank: to establish livestock medical center in Qatar, to establish dry cement factory in Qatar, to establish fishing company in Qatar, to establish nail spa in Qatar, to establish sword-manufacturing facility in Qatar, to set up tourism office in Qatar, to set up kid’s zone in Qatar & to establish labor-training center in Qatar.
- Policies & Procedures: Bahrain Football Association / FIFA, Talal Abu-Ghazaleh University, Ministry of Culture, Alireza & Sons Group, Mesk Holdings, Kooheji Contractors, KMC Holding, KMC Contracting, KMC Real State and KMC Building Materials & Al-Noor Charity
- Off-plan Projects RERA Licenses: Fontana Infinity & ONYX Bahrain Bay
- Canadian School Bahrain Establishment
- Price Restructuring: Ministry of industry for Patent & utility models services

## Shinu Devasia Kochuthoppil

### Valuation Manager - Tier A Valuer



#### SUMMARY

Shinu Devasia Kochuthoppil (SDK) is the Valuation Manager at ASK Real Estate W.L.L., responsible for leading the Valuation and Advisory Department. With extensive experience in the real estate market, SDK began his career in 2006 and has held various roles over the years, including Property Advisor, Property Manager, Head of Valuation, and Senior Accountant. He has over 18 years of experience in both the local and international real estate markets.

#### BACKGROUND

SDK is Tier A Valuer with the Real Estate Regulatory Authority (RERA) in Bahrain and an Associate Member of RICS (Royal Institution of Chartered Surveyors) listed as a RICS Registered Valuer. He holds a Masters in Business Administration degree specialized in International Business and Finance from the University of Greenwich, London – United Kingdom. His dedication to the property industry is fueled by his commitment to maintaining the utmost professional standards.

#### EXPERIENCES

- Valuation for secured lending on behalf of most of the leading banks in Bahrain.
- Valuation for Financial reporting for companies of all sizes including shareholding companies, large corporations, 5-star hotels, and landmark development projects in Bahrain.

Some of the projects he has handled include the following:

- Investment Gateway Bahrain (IGB) Project in Hidd.
- Nurana Project in Nurana Islands.
- Amwaj Gateway Project in Amwaj Islands.
- Dilmunia Mall in Dilmunia.
- Dana Mall in Sanabis.
- Crown Plaza in the Diplomatic area.
- Intercontinental Regency in Manama.
- Radisson Blue Hotel & Residence in the Diplomatic area.
- Sofitel Bahrain Zallaq Thalassa Sea & Spa in Zallaq.
- Juffair Mall and Arman Hotel in Juffair.
- Salmabad Petrol Station Complex in Salmabad.
- Zallaq Springs in Zallaq.
- CPIC Factory in BIW Hidd.
- City Center Towers in Seef.
- American Mission Hospital in Saar.
- Gulf University and Al Hekma School in Sanad.

## Husain Alsafi

Tier D Valuer



### SUMMARY

Hussain is a valuer in the Valuation and Real Estate Advisory Department. He is tasked with valuation and market research in the Valuation and Advisory Department. Hussain has experience in the real estate market spanning from 2019.

His work experience includes Valuations, sales & letting agency and Property Management.

### BACKGROUND

Hussain obtained a Bachelor of Commerce in Marketing from Bharati Vidyapeeth University. Hussain is working on attaining his RICS qualification. He is also motivated by his deep affection of the property industry and application of the highest professional standards.

### EXPERIENCES

- Market research
- Valuation
- Letting.
- Sales agency
- Client relationship management

Some of the projects he has handled include the following:

- Breeze of Dilmunia
- ERA Tower
- ERA 58
- Hidd 2020
- Alsafwa Tower
- Orchid Plaza
- NorthPoint Building
- Classic Tower
- MJ Tower
- Thuraya Suites

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## Sayed Ali Mahfoodh

Tier-D Valuer



### SUMMARY

Sayed is a valuer in the Valuation and Real Estate Advisory Department. He is tasked with market research in the Valuation and Advisory Department. Sayed has experience in the real estate market spanning from 2022.

His work experience includes valuations and property agency.

### BACKGROUND

Sayed is working on attaining his RERA and RICS qualification. He is also motivated by his deep affection of the property industry and application of the highest professional standards.

### EXPERIENCES

- Market research
- Client relationship management
- Valuation
- Clearing Agent

Some of the projects he has handled include the following:

- Hidd 2020
- Alsafwa Tower
- Orchid Plaza
- NorthPoint Building
- Classic Tower
- MJ Tower
- Thuraya Suites

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# CREDENTIAL AND EXPERIENCE

## VALUATION PROJECTS



### DILMUNIA MALL

Built Up Area:	125,000
No. of Units:	220
Segment:	RETAIL
Purpose:	FINANCIAL REPORTING
Country:	BAHRAIN



### ZALLAQ SPRINGS

Built Up Area:	91,000
No. of Units:	74
Segment:	MIXED USE
Purpose:	SECURE LENDING
Country:	BAHRAIN



### FAHKROO TOWER

Built Up Area:	NA
No. of Units:	NA
Segment:	OFFICE
Purpose:	FINANCIAL REPORTING
Country:	BAHRAIN



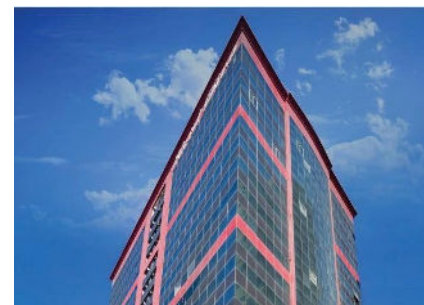
### BH INT'L CIRCUIT

Built Up Area:	900,000
No. of Units:	-
Segment:	SPORTS
Purpose:	FINANCIAL REPORTING
Country:	BAHRAIN



### CROWNE PLAZA

Built Up Area:	16,850
No. of Keys:	278
Segment:	HOTEL
Purpose:	FINANCIAL REPORTING
Country:	BAHRAIN



### DIVA HOTEL

Built Up Area:	24,650
No. of Keys:	164
Segment:	HOTEL
Purpose:	SECURED LENDING
Country:	BAHRAIN

# CREDENTIAL AND EXPERIENCE

## VALUATION PROJECTS



### PREMIER HOTEL

Built Up Area:	125,000
No. of Keys:	105
Segment:	HOTEL
Purpose:	SECURE LENDING
Country:	BAHRAIN



### SAKOON TOWER

Built Up Area:	125,484
No. of Keys:	321
Segment:	HOTEL
Purpose:	SECURE LENDING
Country:	BAHRAIN



### GULF HOTEL

Built Up Area:	71,770
No. of Keys:	231
Segment:	HOTEL
Purpose:	FINANCIAL REPORTING
Country:	BAHRAIN

## RESIDENTIAL PROPERTY AND FACILITIES MANAGEMENT PROJECTS



### HARBOUR HEIGHTS

Built Up Area:	29,000
No. of Units:	226
Segment:	RESIDENTIAL
Country:	BAHRAIN

COMMUNITY MANAGEMENT (OAM) RESIDENTIAL PROPERTY MANAGEMENT, FACILITY MANAGEMENT AGENCY, LEASING, MARKETING



### HARBOUR ROW

Built Up Area:	100,000
No. of Units:	450
Segment:	RESIDENTIAL
Country:	BAHRAIN

COMMUNITY MANAGEMENT (OAM) RESIDENTIAL PROPERTY MANAGEMENT, FACILITY MANAGEMENT AGENCY, LEASING, MARKETING



### BREEZE OF DILMUNIA

Built Up Area:	10,800
No. of Units:	37
Segment:	RESIDENTIAL
Country:	BAHRAIN

RESIDENTIAL PROPERTY MANAGEMENT, FACILITY MANAGEMENT, LEASING, MARKETING

# CLIENT BASE



**Approach our  
Team for your  
inquiry**





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