



شركة بدر سالم عبدالله بقشمان وإخوانه المحدودة
Bader Salem A. Bugshan & Bros.

JEDDAH-KINGDOM OF SAUDI ARABIA



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CONTENTS

- 1. THE SAUDI BUGSHAN.**
- 2. THE SAUDI BUGSHAN BUSINESS PROFILE.**
- 3. BSB COMPANY PROFILE.**
- 4. BSB COVERAGE.**
- 5. BSB STRUCTURE.**
- 6. BSB CURRENT BRANDS.**
- 7. BSB BUSINESS TURNOVER.**



The Saudi Bugshan

- The Saudi Bugshan is one of the largest empires based in Saudi Arabia with its operations spreading into several countries in the Middle East and North Africa such as Saudi Arabia, United Arab Emirates, Egypt, Morocco, Algeria and Yemen. The Group is family owned and managed, which has been responding dynamically to MENA regions impressive economic growth.



WHO ARE BUGSHANS ?

- BUGSHAN is a house hold name in Saudi.
- Family is known for its generosity & hospitality.
- They are sixth richest among Arab business houses.
- Bugshan is the most trusted name among the Arab & European business community.



OUR MAIN LINES OF BUSINESS ARE :

- **General Trading**
 1. **Automobiles**
 2. **Tires**
 3. **Perfumes & Cosmetics**
 4. **Spare Parts**
- **Tires & Auto Services**
- **Real-Estate**
- **Infrastructure Development Projects**



Bugshan Group of Companies

Ahmed Said Bugshan

Abdullah Said Bugshan

Suleiman Said Bugshan

- Salem
- Mohammad
- Ali
- Abdallah

- Ali
- Marei
- Salem

- Ahmed

- Pepsi
- Saudi Bazaar
- Pharmacies
- Retailing
- Lladro
- Adv. Agency

- Lucent
- Bank & Insurance
- BSB
- Bridgestone Tires
- Hospitals
- Perfumes
- Komatsu
- Computer
- Retailing
- Building Materials & Construction
- Glass Factory
- Power Transmission
- Travel Agency
- Gates
- SKF
- Air Conditioning
- IPL

- Printing Press
- Fiber Glass
- Construction



Company	Turnover 2012	Business Units						
Flagship		Bugshan Holding Co.						
Ahmed S. Bugshan Group	SR 8.2 Billion	SIPCO - PEPSI Pepsi Bottling & Distribution	LLADRO Perfumeries	BUGSHAN ADVERTISING Advertising Agencies	SAUDI HOLLANDI BANK (Shareholding Stake)	SAMBA BANK (Shareholding Stake – MSB)		
Abdullah S. Bugshan Group	SR 5 Billion	BUGSHAN GLASS FACTORY Manufacturing operations	BSB COM Personal care	BUGSHAN TRAVELS Tour and Travel Agencies	BUGSHAN RETAILS Perfumeries, Air-conditioning, Fabrics, Computers	BUGSHAN DISTRIBUTIONS BRIDGESTONE/ LUCENT TECH /KOMATSU/LOTUS	BUGSHAN POWER GATES / SKF / IPL	BUGSHAN HOSPITALS
Suleman S. Bugshan Group	SR 3.2 Billion	BUGSHAN FIBER GLASS INDUSTRIES	BUGSHAN CONSTRUCTION CO.	BUGSHAN PRINTING PRESS LTD				



WHY BSB ?

- **Part of the Bugshan group of companies.**
- **Very strong financial standing.**
- **Building the future with partners with a long term vision of mutual benefit (win-win).**
- **Proven track record in dealing with world leading companies and brands.**



WHY BSB ?

- **Highly professional business relations with:**
 - **The Principals.**
 - **The Trade**
 - **The Local And National Authorities.**
 - **Own Personnel.**

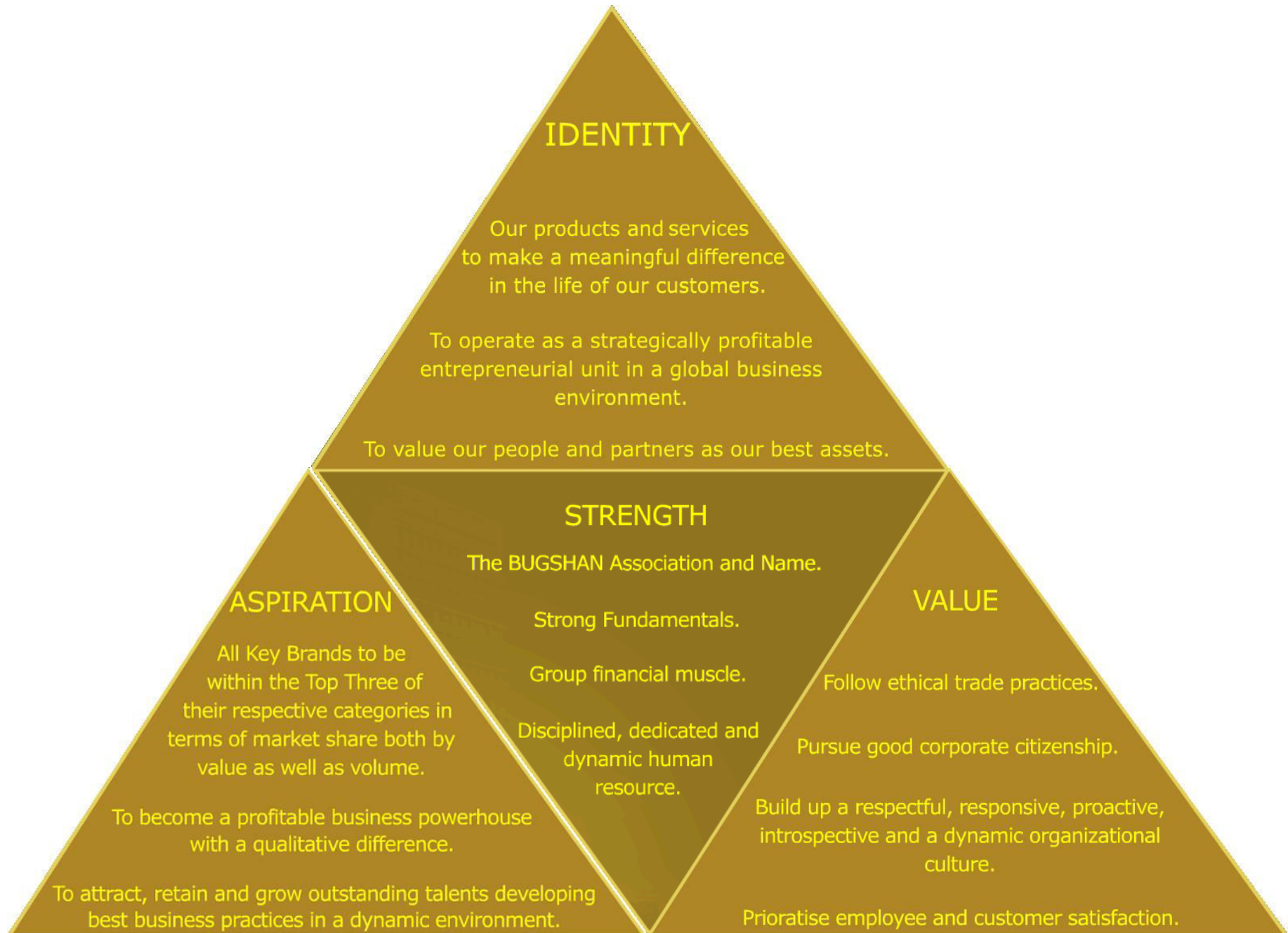
“A PARTNER YOU CAN COUNT ON”



SALES AND MARKETING

- Proven track record in managing world leading brands.
- Over 7,000 points of sales covered directly and regularly.
- Merchandising teams assuring good display and availability.
- Strong goodwill between the trade and the company via a highly motivated and well-trained sales force.
- Operating at the national level gives the company an edge over many companies operating on a regional level.
- An important distribution network of Bugshan outlets: 14 outlets among the top 150 outlets in Saudi Arabia for perfume and cosmetics house brands.

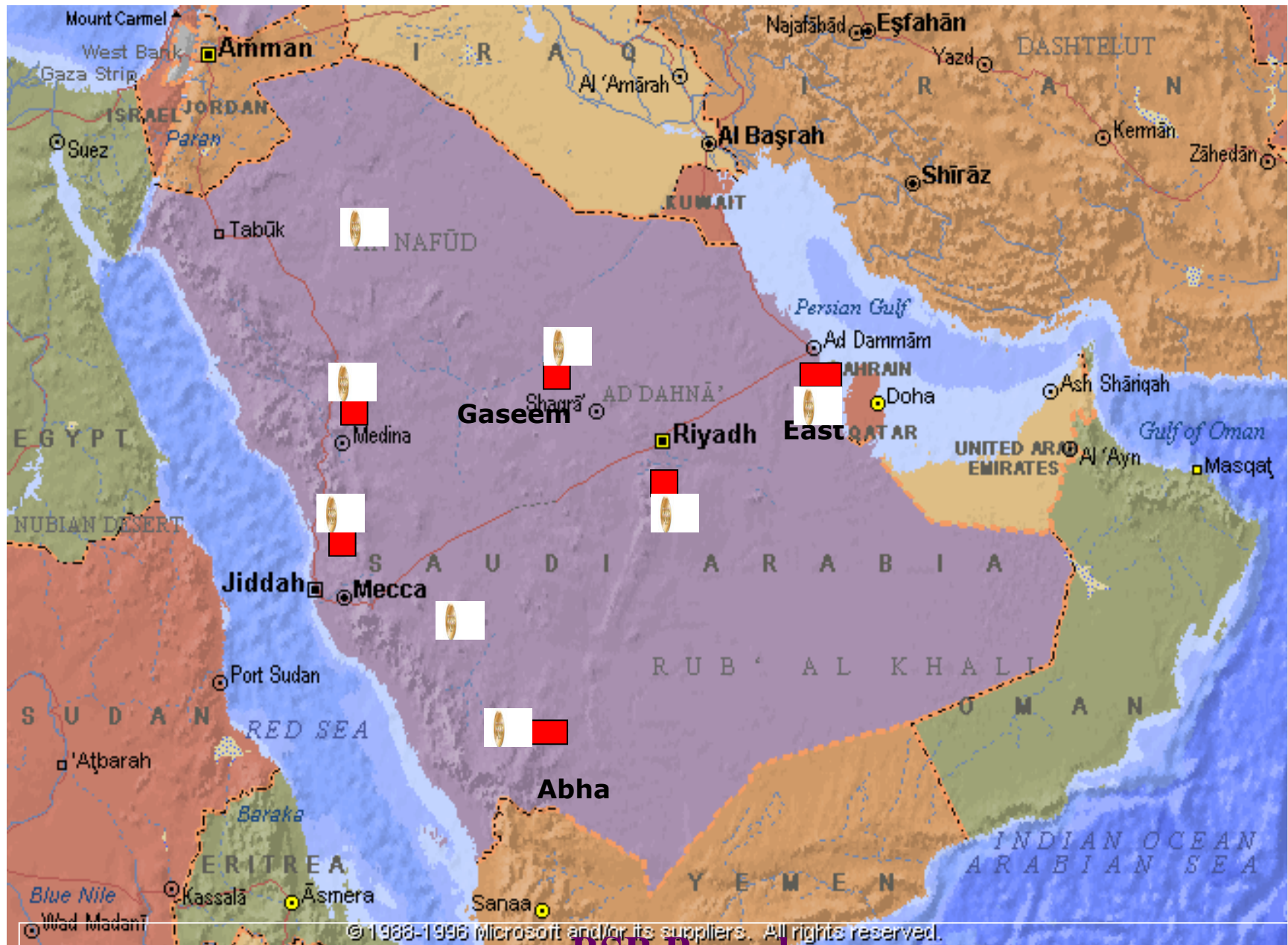
“Efficient nationwide market coverage is one more guarantee to market share gain”







BSB WHS & BRANCHES

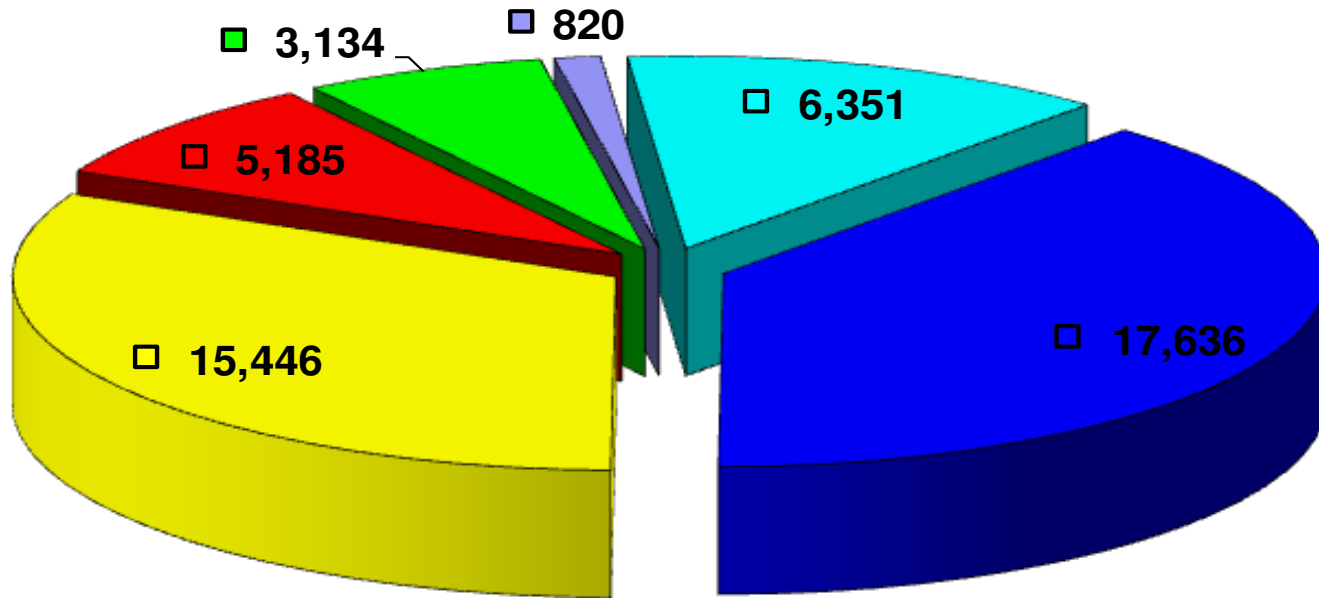


BSB Branches
BSB Warehouses



BSB COVERAGE

Saudi



■ Supermarkets

■ Self Service Stores

■ Large Groceries

■ Small/Medium Groceries

■ Pharmacies

■ Perfumeries



Formation of BSB was the result of the Bugshan family's vision and its subsequent successes were based on world renowned brands like :

CHRISTIAN DIOR (Switzerland)

UNILEVER (UK)

FARCOM (Greece)

PIERRE FABRE (France)

KAMINOMOTO (Japan)

ACDelco (USA)



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FARCOM

Christian Dior

WATCHES - PENS

KAMINOMOTO



**Unilever
Food
Solutions**

ACDelco
MAXIMUM POWER



Pierre Fabre



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THANK YOU

**LOOKING FORWARD TO THE BUSINESS
RELATIONSHIP**