

# A NEW ERA OF DEVELOPMENT



**Abdul Latif Al Rabiah**  
Head of Business Development

**Rabiah & Nassar Group (RANCO) has appointed highly qualified and experienced staff in the Business Development Department (BDD)** of the Company to lead and oversee professional development of new industrial business opportunities as well as to evaluate the efficiency of functioning of existing ones.

BDD has formed a JV with Europe's second and Germany's first largest company in paints, CAPAROL (Germany). RANCO is currently in the process of establishing showrooms, warehouses and local agents in all the regions of the country, for the distribution of the CAPROL brand products, which will be followed soon by setting up paint manufacturing facilities in the country.

BDD accomplished an acquisition of a big share in SURE ENERGY SYSTEMS, a highly specialised company in the EPC of setting of solar power plants in India on a turnkey basis.

BDD has been constantly working to develop silica sand derivative industries in the country. RANCO owns one of the largest high purity Silica sand mine in Riyadh in Dogdom area on Khurais Road.

The total area of the mine is over 5 million sqm. BDD recently conducted a detailed geological survey of the land, which revealed that the land, in fact, possesses much bigger reserves of high purity silica sand, as compared to what is shown in the Saudi Geological Survey (SGS) reports.

BDD has big plans to ensure that RANCO Silica Sand mine is fully utilised for establishing value added products for the country as well as for the export markets. RANCO wants to play its role in diversifying the country's economy from oil and gas base to minerals. Utilisation of silica sand in the country perfectly fits into such objectives of the government. ●  
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