



BEBAN  
SEASON 3

بوابتك  
Bwabtek

## Bwabtek Investment Memorandum

A platform tailored to the sale and booking of event tickets, tourist activities and hotels.

# Opportunity Notice

This memorandum contains forward-looking statements that involve risks and uncertainties. We use words such as “anticipates,” “believes,” “plans,” “expects,” “future,” “intends,” “seeks,” and similar expressions to identify such forward-looking statements.

These forward-looking statements have been based on current expectations and projections about future results, which, although the Founders believe them to be reasonable, are not a guarantee of future performance. You should not place undue reliance on these forward-looking statements.

The Investment’s actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including but not limited to the risks described in this section.

You should not rely on this Memorandum for investment, legal, or accounting advice. You should consult your own professional advisors before entering into an Investment Agreement.

Every effort has been made to ensure the accuracy of the information contained in this Investment Memorandum. However, Beban W.L.L and Hope Ventures Holding B.S.C do not warrant, guarantee or give any confirmation whatsoever in respect of the accuracy of the information, whether express or implied, and hence no prospective investor will have any claim against Beban W.L.L and Hope Ventures Holding B.S.C due to any information contained herein.

**Prospective investors should be aware that:**

- The value of equity shares will fluctuate, and Investors may not receive back the full amount originally invested
- Changes in legislation may restrict or adversely affect the ability of the Opportunity to meet its objectives as set out in this Investment Memorandum
- There can be no assurance the Opportunity can meet its objectives as set out in this Investment Memorandum

**Investment in private equity is subject to certain risks, and you should not invest in private equity if you cannot afford to lose the principal amount or if you need liquidity. There is no guarantee of a return on or of your investment.**

# Overview of the Opportunity

## Legal Structure:

Individual Establishment

## Jurisdiction

Bahrain

## Establishment Year:

2017

## Business Registration Number:

111508-1

## About the Business

**Industry:** eMarketplace, Tourism, Advertisements

**Business Description:** B4BH (Bawabtek) is an influential social media accounts with over 500,000 followers that promotes tourism activities. The platform operates as a directory and booking system for activities around Bahrain. Expecting to launch its app in early 2024, Bawabtek, the business seeks to capitalize on its followers through the sale of reservation of event tickets, touristic activities, and hotels while providing promotional offers, discounts, and rewards to its customers.

### Awards and Recognitions:

- Best GCC Media Initiative – Sharjah Government Communication Award (2019)

## Founders Background



### Anas Mohamed

Co-Founder and CEO

**Current:** Part Time

**Post Investment:** Part Time

- **Education:** BSc in Media and Public Relations from the University of Bahrain and MSc in Public Relations from the Ahlia University.
- Currently working in the National Communication Center as the Chief of Media Analysis



### Khaled Mohamed

Co-Founder and CFO

**Current:** Part Time

**Post Investment:** Full Time

- **Education:** BSc in Mass Communications from the University of Bahrain
- 7+years of experience working as a Content Creator Specialist across different organizations including the Ministry of Information and the Ministry of Finance and Economy
- Created and managed social media campaigns for various clients including Radio Bahrain and Bahrain TV
- Currently working in the Ministry of Finance as the Chief of Public Relations Group

# Investment Opportunity

**Investment Ask**

**USD 135,000**

**Equity Interest**

**30%**

**Valuation**

**USD 450,000**

## Use of Funds

### Mobile App Development (USD 52,928)

Development of a portal application developed by an outsourced developer

### Marketing (USD 39,695)

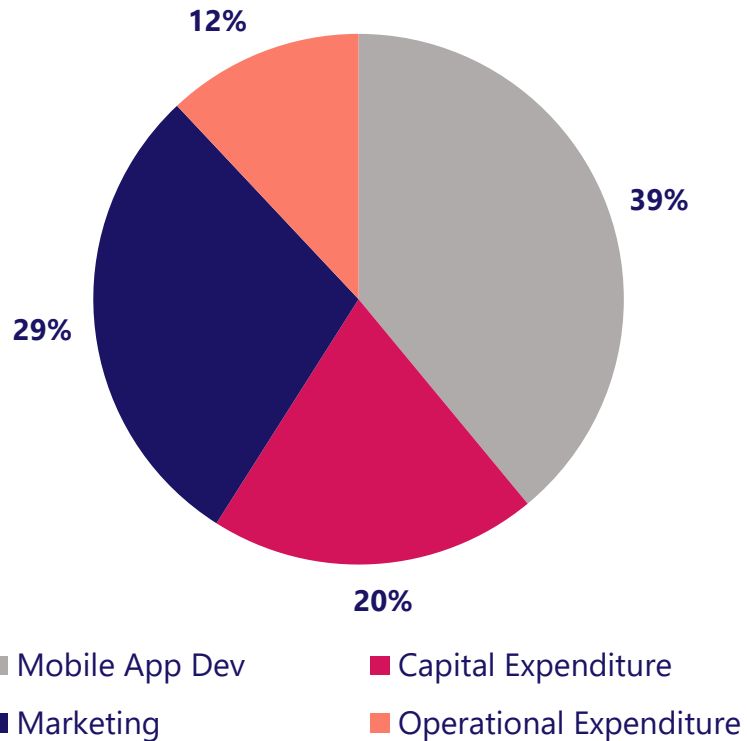
Marketing outside screen & Digital Marketing.

### Capital Expenditure (USD 26,464)

Office equipment and commercial registration.

### Operational Expenditure (USD 15,913)

Salaries, SIO, office rent, utilities, and administrative expenses



## Cap Table

Investor	Investor Type	Pre-investment	Post-investment
Fatema Abdulqader	N/A	100%	-
Anas Mohamed	Co-Founder	-	35%
Khaled Mohamed	Co-Founder	-	35%
Incoming Investor	-	-	30%

# Income Statement

The figures presented below are in **USD**:

## Summarized Income Statement\*

	2020	2021	2022	2023
<b>Revenue</b>	<b>81,660</b>	<b>64,769</b>	<b>86,557</b>	<b>128,706</b>
Direct cost	-	-	(4,286)	(25,456)
Sales Refund	-	-	(398)	(804)
Other Income	-	-	11	11,561
<b>Gross Profit</b>	<b>81,660</b>	<b>64,769</b>	<b>81,884</b>	<b>114,007</b>
Software Expenses	(19,552)	(32,464)	(35,183)	-
Other Expenses	(1,021)	(1,021)	(1,021)	-
Depreciation Cost	(1,313)	(1,928)	(2,345)	(3,451)
Depreciation right-of use of asset	-	-	(2,915)	-
Business Expenses	-	-	(9,032)	(26,720)
Marketing Expenses	-	-	(2,533)	(6,293)
Staff Expenses	-	-	(15,080)	(44,336)
Legal Case Expenses	-	-	(1,061)	(12,924)
<b>Net Profit</b>	<b>59,774</b>	<b>29,356</b>	<b>12,714</b>	<b>20,283</b>

\* Numbers are extracted from Company's management accounts.

# Income Statement

The figures presented below are in **USD**:

## Forecast

	2024	2025	2026
<b>Revenue</b>	<b>167,379</b>	<b>307,743</b>	<b>393,753</b>
Cost of Goods Sold	-	-	-
<b>Gross Profit</b>	<b>167,379</b>	<b>307,743</b>	<b>393,753</b>
Operating Expenses	(128,236)	(212,873)	(257,955)
<b>Net Profit</b>	<b>39,143</b>	<b>94,870</b>	<b>135,798</b>

# Statement of Financial Position

The figures presented below are in **USD**:

## Summarized Statement of Financial Position\*

	2020	2021	2022	2023
<b>Current Assets</b>				
Cash and cash equivalents	2,512	5,541	8,976	19,562
Trade and other Receivables	9,390	3,576	10,130	17,414
<b>Long-Term Assets</b>				
Property, Plant and Equipment	6,125	7,395	6,427	9,403
Right of use of asset	-	-	8,751	-
<b>Total Assets</b>	<b>18,027</b>	<b>16,512</b>	<b>34,284</b>	<b>46,379</b>
<b>EQUITY AND LIABILITIES</b>				
<b>Equity</b>				
Share Capital	39,788	39,788	39,788	39,788
Retained Earnings	48,693	78,049	90,763	111,046
Owners' Account	(71,475)	(103,367)	(112,458)	(109,692)
<b>Total Equity</b>	<b>17,006</b>	<b>14,470</b>	<b>18,093</b>	<b>41,142</b>
<b>Liabilities</b>				
<b>Non-Current Liabilities</b>				
Lease Liability	-	-	5,159	-
<b>Current liabilities</b>				
Trade and other payables	1,021	2,042	7,218	5,237
Current portion of lease liability	-	-	3,814	-
<b>Total liabilities</b>	<b>1,021</b>	<b>2,042</b>	<b>16,191</b>	<b>5,237</b>
<b>Total equity and liabilities</b>	<b>18,027</b>	<b>16,512</b>	<b>34,284</b>	<b>46,379</b>

\* Numbers are extracted from Company's management accounts.

# Growth Plan

## September 2024 Hotel Reservations Launch

The app offers competitive advantages for convenient hotel reservations.

2027

## Launch in Oman

App expands to Oman, providing ticket reservations and activity/event bookings.

July 2024

## Mobile APP Launch Ticket reservations and activities

App launches ticket reservations and activity/event bookings for convenience.

March 2025

## Launch The call centre

Launching bilingual call center for 8 hours, 5 days, handling reservations.





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