

# RAYVEN

WE HUNT OPPORTUNITIES

## 2022

COMPANY PROFILE

A few sheets of pages showing who  
we are and what we have been doing

[www.rayven.me](http://www.rayven.me)



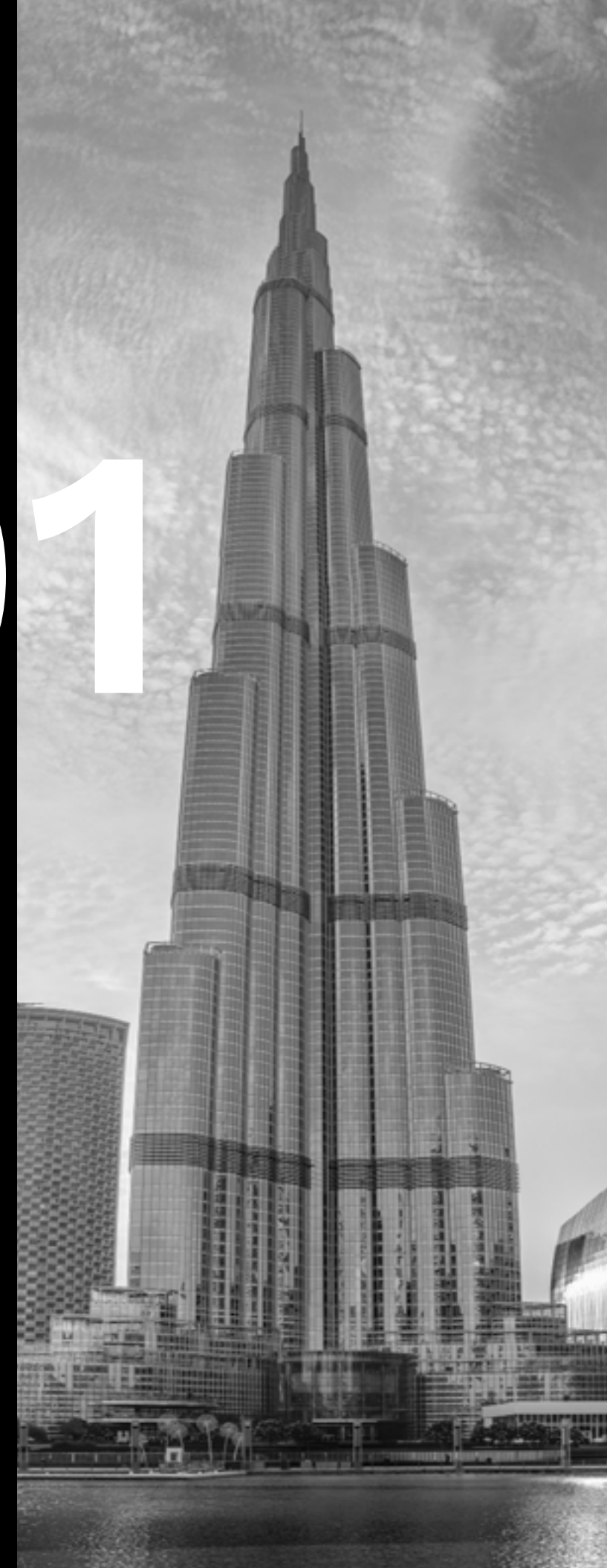
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# 01

**RAYVEN** — A multi-dimensional business solutions provider tailored to your specific needs & goals. A leading company in Food & Beverages consultancy, brokerage, business development, menu engineering, and branding & marketing.



# How do we get it all done?

Our vast experience, as well as our partnerships, are the cornerstone of all our effective processes and the results we achieve

We act as your business partners. We promise to meet your expectations, fuel your growth, and deliver the results you aspire to. As you'll see in the following sections, we have a diversified portfolio of clients we worked with and ensured meeting their requirements by bringing to the table the best-in-class experts that handled a variety of business and operational aspects and activities such as commercial brokerage, business development, investment advisory, menu engineering, hospitality management, and strategic

branding/marketing solutions. Furthermore, the wide network of connections we've nurtured as well as our huge database of market insights have constituted the backbone of our data-driven business solutions and positioned RAYVEN as a credible business solution provider, which gave our clients a competitive edge over their competition which in turn reflected on their business image, revenues, growth, and success combined.

## Greetings

*We thrive on serving our clients only top-notch services that best suit their unique and relevant business needs.*

It all started in 2012, when the founder, Ramy Hachem has arrived at Dubai, the city that never sleeps. Dubai at that time was already a great hub for heavy investments, innovation, entrepreneurship, and individual initiatives. Backed up with necessary knowledge as well as curiosity, Ramy got involved for the first time in commercial brokerage. From flipping commercial properties, liaising between buyers and sellers, providing legal advice and documentation, to financial & management consulting, the experience of Ramy has become an essential cornerstone for

his clients' benefit and growth. Furthermore, Ramy has played a major role in the success of major businesses in Dubai. Taking all this experience into consideration, he has begun to partner with respectable parties including industry experts, specialists, advisors, legal consultants, and the list goes on. The collaborative contribution of all the mentioned has contributed as a first step to the establishment of RAYVEN, the multi-dimensional business solution provider purely driven to present successful business opportunities.



# Company Values

*It's about the creative and collective processes that push us towards excellence in which we believe it's the only standard to dominate and achieve success*

## Starting, growing, and sustaining in Dubai for 12+ years. Here's what we really believe in

RAYVEN provides an easy way for investors to find commercial properties to establish their businesses. We also make sure they are aware of all the risks involved with investing in this particular type of property, assist them in establishing the business, set necessary guidelines and procedures to develop, and scale it up by strategic branding & marketing activities. Our goal is to expand beyond Dubai's market to cover UK, KSA, Egypt, and Lebanon.

## Guaranteed brokerage & business development solutions to achieve organizational success.

Our core mission is to provide convenient and hassle-free business solutions that let any type of business grow, expand, and sustain.

# Our Services

*Here's a detailed list of all our activities and services that we currently provide*

## Commercial Brokerage

Providing unique and strategic commercial locations that suit your concept and the needs of your new business idea

## Menu Engineering

Systematically studying and creating a restaurant's food menu items, recipes, and prices to maximize relevance and profitability

## Management Consulting

Working with businesses to improve their performance by providing expert advice to solve problems and encourage growth

## Business Development

Supporting existing businesses to sustain and grow by assessing their operations from a multi-dimensional and professional perspective

## F&B Investment Advisory

Assisting new entrepreneurs and investors in creating new homegrown F&B brands and concept ideas (Physical & Virtual)

## Branding & Marketing

Creating brand identities, branding strategies, and visual concepts. In addition to performing market research, effective positioning and digital/social media

Vision

04

Mission

05

# Why Choose Us

*It's about the professional expertise that lies within RAYVEN that makes us unique and confident when it comes to addressing your needs & requirements as well as solving your business matters*

**We deliver expert solutions tailored specifically to your growth goals. RAYVEN's trustworthy team of experts understands your needs and commit to meeting them efficiently**



# Work with who you trust



**Huge database of premium locations that suit your needs**



Whatever the concept and the brand size are, our database of commercial locations is endless. We've secured more than 200 relevant locations for multiple businesses including yet not limited to restaurants, lounges, nightclubs, pharmacies, cafes, supermarkets, and much more

**Proven development solutions to unlock your business potential**



Our business development professionals played a crucial role in the success of many organizations. From generating new sales leads, negotiating client pricing, and forecasting sales revenue, all to help organizations maximize their profits

**Strategic branding & positioning 30+ businesses**



Created successful brands and branding identities for more than 10 businesses in different sectors including F&B, Real Estate, Consulting, and others in critical markets such as Dubai, KSA, and Beirut. In addition, we've assisted the growth of various businesses by effective marketing and positioning plans

**20+ years of experience in menu design & engineering**



Our Partners are top-notch chefs, F&B consultants, and hospitality advisors that gained their experience with international restaurants and academies located in the most challenging & innovative markets such as France, the UK, KSA, Dubai, and Lebanon

# 07

# 08

## Meet The Founder

### Ramy Walid Hachem

Ramy comes from a family of restaurateurs. With a rooted passion for F&B and a unique skill set & expertise in real estate. He has successfully established his brokerage agency in Dubai, specialized in hospitality in the last 10 years.

Since then, Ramy has almost found a location for various F&B brands opening in Dubai. He also participated in hundreds of F&B business mergers, acquisitions, and fundraising activities.



### My Favorite Quote?

It takes 20 years to build a reputation and five minutes to ruin it. If you think about that, you'll do things differently. **“Warren Buffet”**

# Our Clients

Seeing the satisfaction brought by relevant results is what drives us to do more and solve our clients' problems. Here are our top clients.

- Spine ✓
- Em Sherif Cafe ✓
- Papa Dubai ✓
- Cafe Haroun ✓
- Creme London ✓
- 7 Management Group ✓
- ORF Bros ✓
- Cali Poke ✓
- Morningstar Ventures ✓
- Addmind Group ✓
- Tiger Bay London ✓
- Life Pharmacies ✓

## | Salam Daqqaq Owner & Chef at Bait Maryam

Four years ago, we started the search for a suitable location for our restaurant, Bait Maryam. This was a daunting task as there are many prime spots across Dubai to open a restaurant. Having started the search ourselves and quickly realizing the task at hand, we enlisted the help of Ramy Hachem.

In short, it was a pleasure working with him, understanding our needs he got to work and found the location that we fell in love with, and now after several years on we couldn't be happier. Ramy's dedication and professionalism to help us realize our dream was incredible and I highly recommend his services.

- Bait Maryam ✓
- Carrefour ✓
- Fendale Logistics ✓
- Al Khayat Investment ✓
- Binsina Pharmacies ✓
- Nova Restaurant ✓
- Escobar ✓
- Medicina Pharmacies ✓
- Choithrams Supermarkets ✓
- Westzone Supermarkets ✓
- Zoom Supermarkets ✓
- Eathos Hospitality ✓
- Ikcon Kitchens ✓
- Talabat ✓
- Crystal Group ✓
- Sunset Group ✓

# 10

Working with various businesses from different backgrounds, services, and industries has given us the confidence to deal with and contribute to any type of business.

# Our Recent Works

2020

**Bader Akili**  
Owner & Manager  
at Buckit KSA

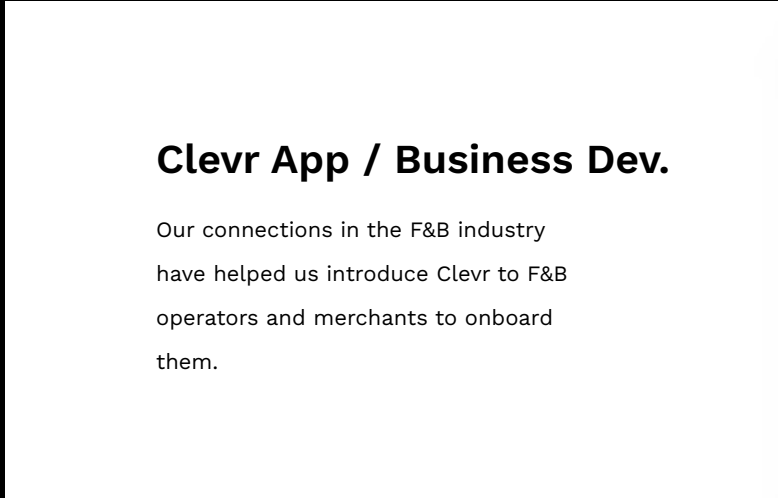
The branding experts at Rayven have simply translated the idea of “Buckit” into a unique and attractive restaurant brand after a series of successful meetings to communicate the overall idea. The guys did a professional branding strategy backed by market research (KSA), competitive analysis, and trends & online presence analysis to create an effective brand story and brand guidelines. In addition to preparing a well-studied marketing plan that will definitely put “Buckit” on the road to outcompete and succeed in the Saudi market.

The menu engineers at Rayven have also played a major part in bringing “Buckit” to life by creating and crafting a profitable and impressive food menu that complements the concept. “Buckit” now is in the final stages of opening 7 virtual (Cloud) outlets at many huge cities across all KSA.



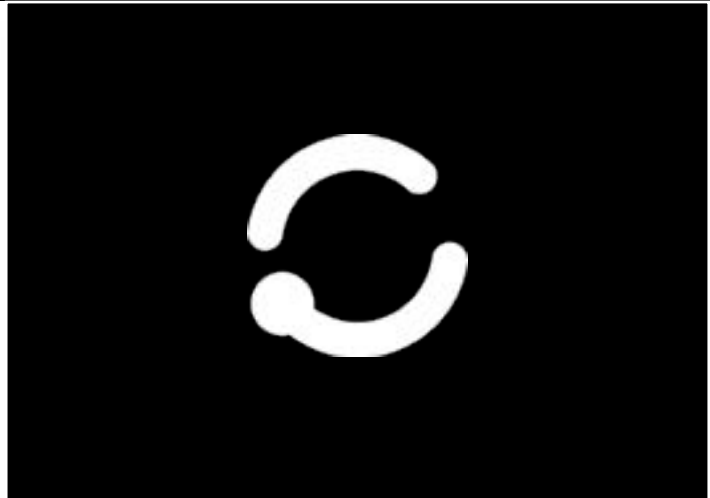
## Talabat / Brokerage

Having a huge database of commercial locations, we secured for them a new facility for their operations.



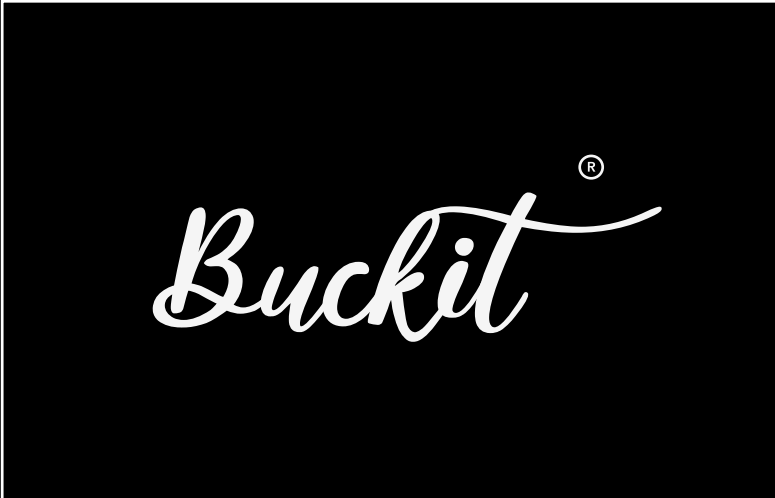
## Clevr App / Business Dev.

Our connections in the F&B industry have helped us introduce Clevr to F&B operators and merchants to onboard them.



## Mare Nostrum / Brokerage

Can't wait for this new rooftop to open its doors in Dubai. We secured its location and successfully negotiated the commercial terms and technical requirements.



## Buckit / Branding

It's a new American burger concept opening 7 virtual outlets in KSA. We did the strategic branding as well as the menu design & engineering parts.



# Summary

*Here's a short summary of who we really are, what we've been up to, and the scope of our professional services & solutions*

**Opportunities are everywhere. We are the ones who always find ways to hunt them!**

In short, RAYVEN is a 10+-year-old multi-business solution provider driven by the promise to help any business grow and sustain. Combining the efforts and experiences of its stakeholders, it was able to scale up a diversity of businesses in most industries.

200+ strategic commercial locations, 30+ branding & effective positioning strategies, and tens of financial as well as management consultations were all provided to meet RAYVEN's unique clients' needs and guarantee their success.

## If it doesn't fit, we won't offer it to you

- Commercial Brokerage
- Business Development
- Menu Engineering
- Management Consulting
- F&B Investment Advisory
- Branding & Marketing

# Let's Get To Work!

*It's a pleasure to have you as our partner who wants to scale up. Let's establish the necessary building blocks for your long-term success and sustainability*

## Now that you have seen it, reach out!

**RAYVEN Commercial Brokers LLC**

Facebook &  
Instagram  
@rayven.me

LinkedIn  
/rayvenme

**Contact us at**  
info@rayven.me



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