



01 ABOUT US

Rasamny-Younis Motor Company S.A.L. (RYMCO) is a joint stock company established in 1957 in Lebanon and is the only automotive dealer to be listed on the Beirut Stock Exchange since 1998. RYMCO is one of the leading vehicle retail dealerships in Lebanon, holding majority market share in the new vehicle retail industry, and commands a considerable portion of the used vehicle market.

Over the course of the last decade, RYMCO has been among the top 3 automotive players in Lebanon, managing to increase market share and surpass competitors through its retail and business to business strategies.

RYMCO is the sole retailer of Nissan Motors, Infiniti, GMC, Lada, Chery, Datsun, McLaren Automotive, Lotus Cars, UD Trucks and Golden Dragon. RYMCO Powersports, our motorsports arm, carries the exclusive retailer agreements for Kawasaki, Peugeot scooters, Lambretta, Brixton and multiple accessories and gear brands.

Over the years RYMCO has successfully managed to maintain close relationships with the government, corporate and vehicle rental companies, securing multiple fleet sales and maintenance deals.

RYMCO owns and operates three after-sales facilities located in different areas around Beirut and has agreements with two sub-dealers. RYMCO was the first car automotive dealer in Lebanon to introduce the mobile workshop and fast lane services that ensure customer convenience and satisfaction, falling in line with our brand promise and strive to put our customers first.

RYMCO aims to maintain its leading position in the automotive sector by innovating into new market segments that cater to all customer needs and continuing to provide an exceptional customer service experience at the highest level of quality.

For your inquiries, email us on: info@rymco.com

www.rymco.com

* RYMCO new website is under creation and will go live soon

02 MISSION & VISION

Mission

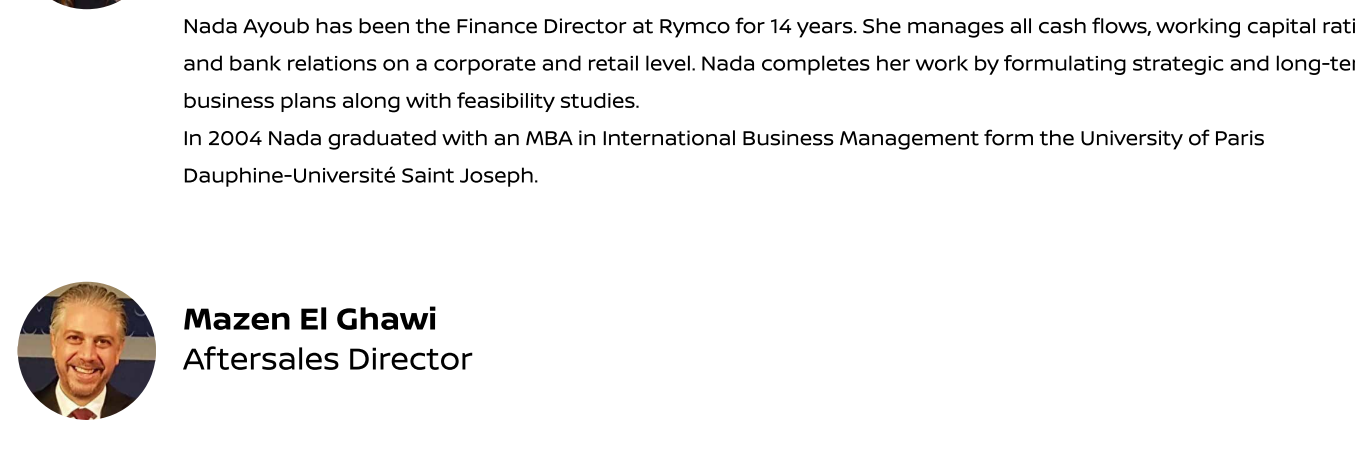
RYMCO seeks to preserve its legacy throughout providing the best customer experience for an automotive dealership, offering superior value to its stakeholders, providing a stimulating environment for its staff, and reassuring the community of its commitment.

Vision

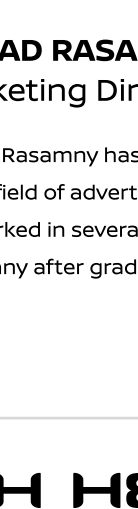
RYMCO aims to maintain its leading position in the automotive sector by branching into new market segments, that cater to all its customers' needs, and providing an exceptional customer service experience at the highest level of quality.

03 PORTFOLIO

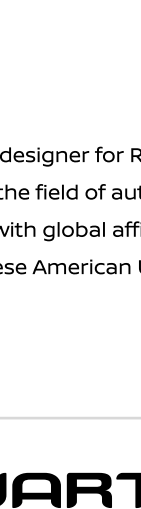
RYMCO has automotive dealerships arrangements with auto manufacturers in the US, Japan, Europe and China that include the likes of automotive giants Nissan Motors (Nissan, Infiniti, Datsun), GM vehicles (GMC, AvoVAZ (Lada), UD Trucks, Golden Dragon, Chery, McLaren, Lotus car, Kawasaki), and Peugeot scooters under the Power Sports division.



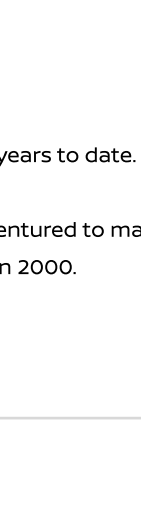
04 TOP MANAGEMENT



FAYEZ RASAMNY
Chairman & CEO



Fady Younis
Deputy Chairman,
After-sales Division
Board Member



GABY DIB
Chief Operating
Officer



NADA AYOUB
Finance Director



Mazen El Ghawi
Aftersales Director



Fouad Rasamny
Marketing Director

FAYEZ RASAMNY
Chairman & CEO

Fayez C. Rasamny started his career at Rasamny Younis Motor Company (RYMCO) in 1998 as a New Business Development Manager. Today, he is RYMCO's Chairman, responsible for leading the company's Board of Directors and Chief Executive Officer.

As a General Manager, Fayez took on the responsibility of turning around the Sales department in 2002, driven by his passion and determination to shift the business to the next level. His key strategy was to expand the portfolio and he started by adding Kawasaki in 2007 and Peugeot scooters in 2013 to RYMCO's umbrella of brands and thereafter in 2008, he added Renault Trucks under RYMCO's Commercial Vehicles Department.

In 2009, acting as Chief Operating Officer, Fayez further enhanced RYMCO's sales operation to reach more than 8,000 units of sales increasing the company's market share to 21% and achieving the number 1 position in the automotive market.

In 2010, after being appointed as the Chairman of the Board of Directors, Fayez also initiated the expansion of RYMCO internationally to the UK and to the Levant, and developed a group of subsidiaries that portray the board vision of expanding horizontally and vertically.

In 2016, he reinforced RYMCO's leading position in the automotive sector by announcing the acquisition of two major brands: Datsun and Lada.

In 2017, he introduced McLaren to the Lebanese market, and acquired the rights to sell in Egypt, Turkey and Jordan. Fayez is a member of Young President Organization (YPO)-Lebanon Chapter and served in multiple positions including Chapter Chair, Education Officer, and Membership Officer.

He is also a member of the Executive Education Alumni Committee at London Business School and a member of the Global Dealer Advisory Panel of Nissan Motor Company Limited.

Fayez holds a Bachelor of Arts degree in Finance and Accounting with a minor in International Business, from the American University of London (Richmond College). His continuous desire for higher education and personal development prompted him to seek yearly executive courses at top league universities such as: Harvard Business School, London Business School and Stanford Graduate School of Business.

FADI YOUNIS
Deputy Chairman,
After-sales Division
Board Member

Fadi Younis started his career at Rymco over 35 years ago. He now holds the position of Deputy Chairman for the AfterSales Division and is responsible of setting the yearly targets and objectives, planning the AfterSales budget and monitoring workflows.

Fadi graduated as an honor student with a bachelor in Engineering from Chelsea College of Aeronautical and Automobile. Over the years he managed to win several awards for Rymco, and has been appreciated for building and managing the biggest AfterSales business in Lebanon.

GABY DIB
Chief Operating Officer

Gaby DIB started his career in 1996 in the Sales department at Rymco. He was promoted in 2011 to the position of Sales Director where he was responsible of conducting market studies to place the yearly sales orders, achieving the Sales targets and mentoring the sales team. His enthusiasm and loyalty gave him the power to go the extra mile and achieve the position of COO in 2020. He is now in charge of designing & implementing business strategies as well as overseeing the daily operations of the company and the work of executives.

NADA AYOUB
Finance Director

Nada Ayoub has been the Finance Director at Rymco for 14 years. She manages all cash flows, working capital ratios and bank relations on a corporate and retail level. Nada completes her work by formulating strategic and long-term business plans along with feasibility studies.

In 2004 Nada graduated with an MBA in International Business Management from the University of Paris Dauphine-Université Saint Joseph.

Mazen El Ghawi
Aftersales Director

Mazen El Ghawi comes with more than 26 years of automotive experience in the automotive sector with solid hands on expertise in both technical and non technical fields of the business. Previously worked for premium brands the likes of Aston Martin, Land Rover, Honda and Ford.

He holds a mechanical engineering degree and is certified by both JLR/Jaguar (Land Rover) and the IMA(Institute of the motoring industry) as an aftersales manager and automotive engineer.

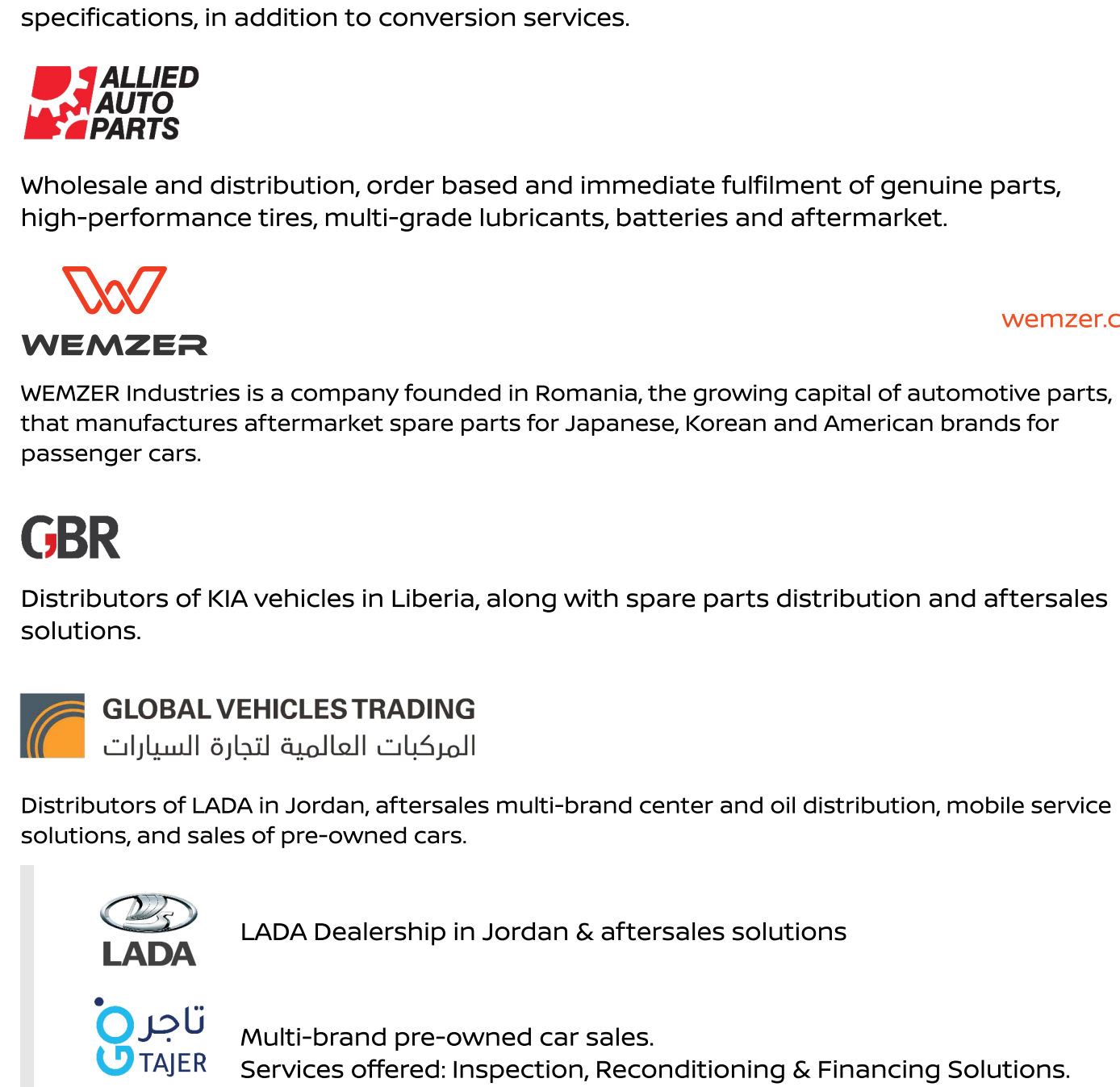
FOUAD RASAMNY
Marketing Director

Fouad Rasamny has been the creative and designer for RYMCO for more than 3 years to date. He has been working in the field of advertising and marketing in the field of automotive since 2007.

He worked in several advertising agencies with global affiliations and has later ventured to managed his own company after graduating from the Lebanese American University with honors in 2000.

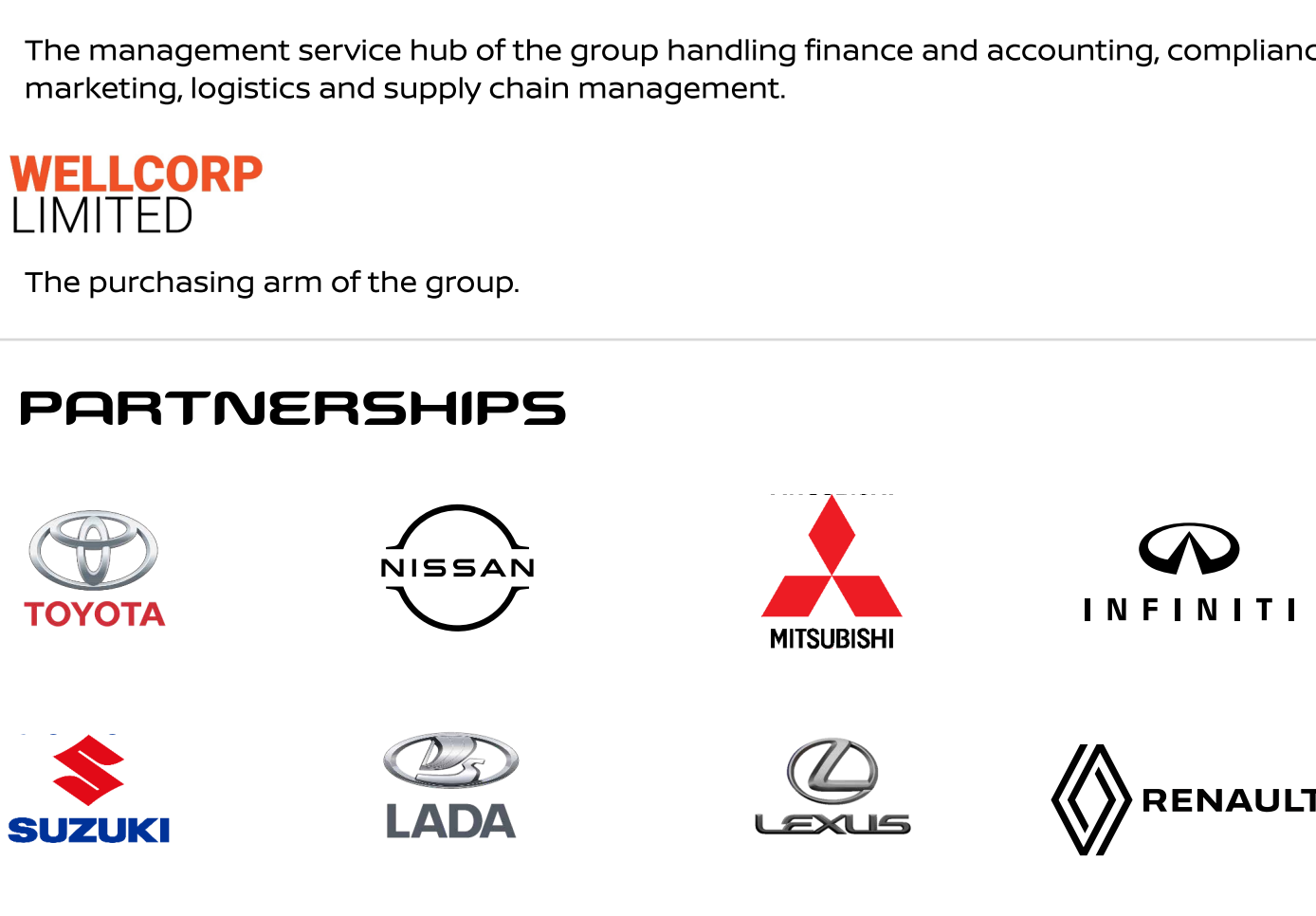
05 CHIYAH HEADQUARTERS

CHIYAH SERVICE CENTER



CHIYAH FAST LANE


RYMCO established a quick service lane tackling engine oil & filter service with a dedicated team of technicians and service advisors.




06 CHOUEIFAT & ZOUB SERVICE CENTERS




07 OUR AFTER-SALES' PERFORMANCE 1 YEAR TO DATE




ABSORPTION RATIO
100%



CAR SERVICED
15.313



JOB CARDS OPENED
34,160



SPARE PARTS SOLD
USD 9M

08 OUR LOCATIONS IN THE LEBANESE TERRITORY

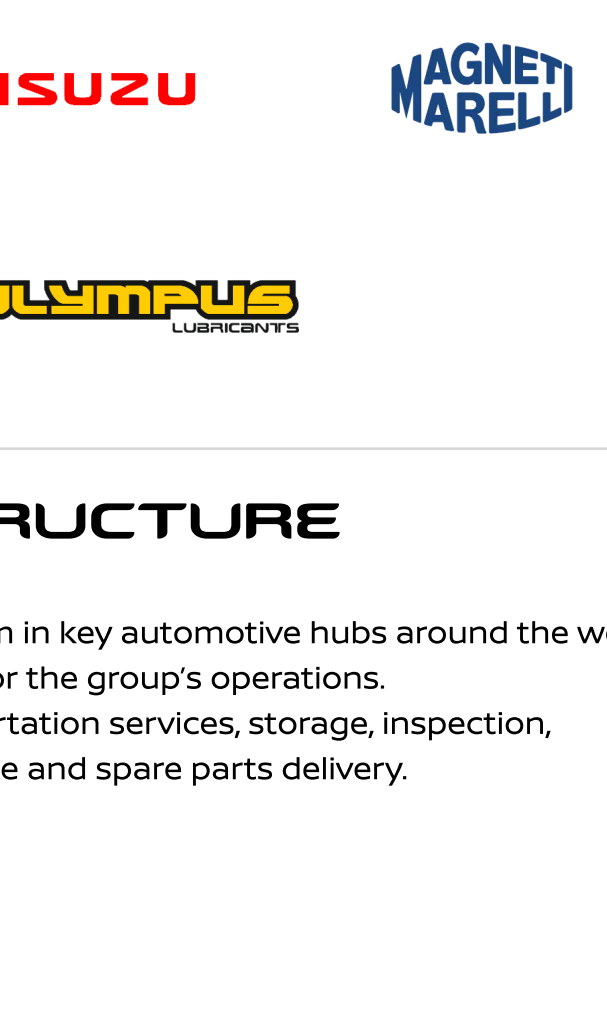
01 RYMCO HQ
Chiyah Blvd, Beirut, Lebanon

02 RYMCO Service Center
Chiyah Blvd, Beirut, Lebanon

03 RYMCO Service Center
Zouk Mosbeh, Lebanon

04 RYMCO Service Center
Choueifat, Lebanon

05 RYMCO - GMC Service Center
Chiyah Blvd, Beirut, Lebanon




09 ABOUT GRACE INVESTMENTS: OUR AUTOMOTIVE SUBSIDIARY


THE GRACE INVESTMENTS is comprised of diversified activities encompassing various aspects of the automotive value chain, driven by industry passionate experts. Our business portfolio covers new car international wholesale, spare parts sourcing and manufacturing, used cars trading as well as new car dealerships and aftersales solutions.


THE GRACE established a solid ecosystem covering the main automotive hubs in Europe, Asia and the Middle East to adequately attend the needs of business professionals, institutional and individual clients.

10 BUSINESS ACTIVITIES


 New car re-export and international wholesale

 Automotive replacement parts

 New car dealerships

 Aftersales solutions

 Pre-owned vehicles trading

 Digital solutions

 Genuine spare parts international distribution

 Logistics solutions

 Fleet solutions

11 THE COMPANIES

Menamotors menamotors.com

Global wholesale and distribution company for brands new vehicles with hubs in Antwerp, Bangkok and Jebel Ali. MENAMOTORS offers vehicles from diversified segments & specifications, in addition to conversion services.

ALLIED AUTO PARTS

Wholesale and distribution, order based and immediate fulfillment of genuine parts, high-performance tires, multi-grade lubricants, batteries and aftermarket.

WEMZER wemzer.com

WEMZER Industries is a company founded in Romania, the growing capital of automotive parts, that manufactures aftermarket spare parts for Japanese, Korean and American brands for passenger cars.

GBR

Distributors of KIA vehicles in Liberia, along with spare parts distribution and aftersales solutions.

GLOBAL VEHICLES TRADING
المركبات العالمية للتجارة للسيارات

Distributors of LADA in Jordan, aftersales multi-brand center and oil distribution, mobile service solutions, and sales of pre-owned cars.

LADA Dealership in Jordan & aftersales solutions

Multi-brand pre-owned car sales.
Services offered: Inspection, Reconditioning & Financing Solutions.

Aftersales solutions & Mobile Service.
Onsite emergency repairs, Quick service, Periodic Maintenance.

THE GRACE HOLDING
AS THE GRACE INVESTMENTS LIMITED

Corporate holding based in Cyprus, operating as a legal head-office and management service company for the group.

The management service hub of the group handling finance and accounting, compliance, marketing, logistics and supply chain management.

WELLCORP LIMITED

The purchasing arm of the group.

12 PARTNERSHIPS

13 LOGISTICS INFRASTRUCTURE

THE GRACE established a solid logistics ecosystem in key automotive hubs around the world, enabling an optimal supply chain management for the group's operations. Our infrastructure provides shipping and transportation services for the group's operation, documentation and clearance solutions for vehicle and spare parts delivery.

JEBEL ALI WAREHOUSE | ANTWERP-BELGIUM | MERSIN-TURKEY | AQABA-JORDAN | SUEZ CANAL ECONOMIC ZONE - EGYPT

Jebel Ali Warehouse
United Arab Emirates (UAE)

Dubai Warehouse
United Arab Emirates (UAE)

Antwerp Warehouse
Belgium

Spare parts Stock
Jebel Ali, UAE

14 BEHIND GRACE

Omar Al Shallah
Co-Founder & CEO

Omar Al Shallah founded a number of automotive ventures in emerging markets, addressing various components of the automotive value chain from trading, dealership development, distribution, logistics to digital solutions.

Omar holds a bachelor degree in Business Administration, an MBA and a Masters in Finance. He also pursued executive education programs at prestigious universities such as the London Business School and Stanford University covering family business, startup scaling and entrepreneurship topics.

He is member of the Young President Organization (YPO) where he served several positions on the board of the Levant Chapter including among other, Chapter Chair and serves on boards of family businesses and microfinance institutions.

Fayez Rasamny
Co-Founder

Fayez C. Rasamny is the Chairman and CEO of Rasamny Younis Motor Company (RYMCO) - a leading automotive company in Lebanon with exclusive dealerships of world renowned brands like Nissan, GMC, McLaren and Lotus. Fayez led the expansion of RYMCO's business in the UK and Africa.

Fayez holds a Bachelor of Arts degree in Finance and Accounting with minor in International Business, from the American University of London (Richmond College).

He is currently a member of the Young Presidents Organization (having served several officer positions, including the position of Chair of the Lebanon chapter.

Fayez attended education programs for senior executives at the London Business School and the Harvard Business School.

15 RYMCO/GRACE INVESTMENT INTERNATIONAL OPERATIONS

LONDON • BELGIUM • CYPRUS • DUBAI • LEBANON • JORDAN • IRAQ • LIBERIA • GHANA • NAMIBIA

16 RYMCO CSR ACTIVITIES

Brave Heart

Rymco takes great pride and pleasure in aligning itself with BHF's goals, as it perpetually aspires to make a difference in the lives of children suffering from Congenital Heart Disease.

As part of its corporate social responsibility and after the launch of its donation campaign with Nissan Patrol, Rymco shared the joy and hope of the kids at the Children's Cancer Center of Lebanon.

Lebanese Red Cross

As part of its corporate social responsibility RYMCO continuously supports the Lebanese Red Cross by offering new equipped vehicles to sustain their mission in society.

Jouזור لوبنان

RYMCO continuously supports Jouזור Lubnan in their objective to restore & protect FORESTS by planting native trees in public lands while involving & empowering the local communities.

Malak

It is without a doubt that a healthy, educated, and integrated refugee will nourish the host community and leave a positive impact. Malak is a non-profit organization that serves and strives to support education for refugees living in camp settlements in the Northern region of Lebanon. Malak opened its doors in 2013 by immediately responding to the refugee crisis that developed in Lebanon. Despite the high economic, social, and infrastructural pressures refugees had on Lebanon, providing a safe space with the fundamentals to learn, mature, and grow into resilient individuals was a priority. Malak serves both the host community and the refugee community equally.

PCare

With the desperate need to help and save lives, PCare was established in 2019 when Lebanon's financial crisis hit Lebanon the hardest. Many doctors and nurses have left the country, and hospitals had to request fresh dollars from their patients just to stay operational. Along with the reluctance of insurance companies to cover even part of the medical bill has left many Lebanese in dire.

From its' creation till today, we were able to work with more than 40 hospitals all over Lebanon and cover more than 15,000 patients' medical bill across Lebanon.