



# COMPANY PROFILE | 2024

# MENAMOTORS

[www.menamotors.com](http://www.menamotors.com)

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# ABOUT MENAMOTORS



With over 15 years of experience, MENAMOTORS stands as a leading global automotive supplier specializing in both passenger and commercial vehicles. We maintain strong partnerships with top-tier automotive manufacturers, ensuring exceptional service delivery to individual car buyers, independent dealers, resellers, and fleet operators.



At MENAMOTORS, we take pride in our reputation as a trusted partner and reliable source within the industry. Our commitment to delivering supply solutions is evident in our customer-centric approach, where transparent communication and personalized service are paramount. Our team of specialists is dedicated to providing guidance and support, assisting clients in making informed decisions that cater to their specific needs.

Furthermore, our extensive on-site and in-pipeline stock allows us to offer clients a diverse selection of vehicles. With strategically located storage and fulfilment centres in **Antwerp, Jebel Ali, and Durban**, we can significantly reduce delivery times, minimize costs, and optimize overall vehicle fulfilment.

Recognizing the dynamic nature of the automotive market, we continuously adapt to meet the evolving needs of our customers. At MENAMOTORS, excellence is not just a goal—it's our standard.



# RANGE OF SERVICES BUSINESS DIVISIONS

MENAMOTORS has strategically established four specialized business divisions, each tailored to meet the distinct needs of diverse clientele and offering bespoke services for various business models. These divisions are as follows:

- 1. MENAMOTORS International Wholesale:** Serving as our primary and flagship unit, MENAMOTORS caters to long-standing professional clients who have been nurtured and supported over the years. This division specializes in providing brand-new cars and tropicalized vehicles.
- 2. MENAMOTORS Direct:** Embracing a direct-to-consumer (B2C) approach, this division focuses on meeting the needs of individual retail customers seeking new vehicles.
- 3. MENAMOTORS SELECT:** Dedicated to offering luxury vehicles to discerning retail and professional buyers, this division ensures an exclusive and premium experience, providing high-end cars at unparalleled prices.
- 4. MENAMOTORS PRE-OWNED:** Tailoring its services to the local UAE market, this division specializes in delivering rigorously tested used cars to retail buyers, emphasizing reliability and quality in the pre-owned car segment.





MENAMOTORS  
SELECT

Antwerp, Belgium



SAVE BIG

PRE-OWNED CARS AT UNBEATABLE PRICES



MENAMOTORS  
pre-owned

Dubai, UAE



## Shipping & Comprehensive Logistics Solutions

At MENAMOTORS, our commitment extends far beyond the mere sales transaction. We are dedicated to offering a comprehensive solution that ensures safe, efficient, and cost-effective delivery across various markets.

Working in close collaboration with esteemed global logistics partners and reputable shipping companies, we guarantee our customers a top-tier service regardless of the destination, shipping method, or volume. Whether your vehicles need to be transported from any corner of the world to your doorstep, we streamline the process for swift and convenient delivery.

Our in-house logistics department provides a range of comprehensive solutions, including storage, shipping documents, inspection handling, and specialized formatting. Tailored solutions are devised by our fulfillment/distribution center based on the vehicles' destination, ensuring adaptability and efficiency throughout the logistics process.



## Vehicle Conversions & Configuration Solutions

When you collaborate with MENAMOTORS, you're partnering with a seasoned team capable of tailoring your vehicle to your exact specifications and managing the complexities of its delivery. In the realm of vehicle modification and conversion, we offer a diverse array of functional and performance solutions.

### Our offerings include, but are not limited to:



**Armoring Solutions:** Adhering to international safety standards while accommodating various requirements and usage scenarios.



**Seats Upholstery:** Ensuring a perfect fit, we select custom upholstery kits designed exclusively for your vehicle's make and model.



**GPS, Tracking & Telecom:** By digitizing your vehicle, you gain access to precise location data and advanced algorithms. We provide a suite of tracking and fleet management services that enable real-time vehicle tracking and seamless information transmission.



**Off-Road Kits:** From suspension lifts to leveling, body lifts to shocks and coil-over, we enhance the performance of off-road enthusiasts' vehicles.



**Tropicalized 4WD:** We offer full tropicalization features that meet requirements and enhance vehicle readiness for extreme driving conditions.

Our conversion and modification services extend to the delivery of specialized projects for our clients, such as ambulances, mobile clinics, cash-in-transit vehicles, 4WD conversion of passenger buses, special needs mobility solutions, rescue vehicles, and Special Purpose Vehicles (SPV) for police and municipalities.



## E-mobility Solutions

As the automotive industry rapidly embraces electric mobility solutions, MENAMOTORS stands at the forefront of this evolution. We take pride in being early adopters of this change, offering a comprehensive range of electric mobility solutions including pickups, vans, vehicles, motorcycles, 3-wheelers, golf carts, and more.

Recognizing the diverse socioeconomic constraints of our customers, we have developed an all-encompassing solution to meet every need. Our goal is to provide accessible and sustainable transportation options that cater to a wide range of lifestyles and preferences.



# COMPANY CORE VALUES

**Streamlined Supply Chain Solutions**



**Optimal Inventory Management**



**Multiple Distribution Hubs/Warehouses: strategically positioned in Jebel Ali, Antwerp, and Durban**



**Specialized Market Expertise Team**



**In-house Management of Global Shipping and Logistics**



**Innovative Diverse E-Mobility Solutions**



# BRANDS & SEGMENTS

## CAR BRANDS



## CAR SEGMENTS



ELECTRIC VEHICLES



PASSENGER CARS



SUVs



ARMORED VEHICLES



PICK-UPS (TROPICALIZED)



TRUCKS



COMMERCIAL VEHICLES



SPECIAL CONVERSIONS



2/3 WHEELERS



PRE-OWNED



LUXURY



# FLEET SOLUTIONS

Through our specialized entity in Belgium, we provide comprehensive solutions to fleet operators in Africa and other emerging markets. Leveraging our robust partnerships with top-tier vehicle manufacturers, we deliver automotive solutions featuring warranty vehicles adaptable to diverse road environments. Additionally, we offer OEM parts and consumables, complemented by a comprehensive range of aftersales supplies and services.

Operating through multiple fulfillment hubs worldwide and boasting expertise in global logistics, we ensure efficient delivery to our clients. Our dedicated team of professionals is committed to delivering a seamless, one-stop-shop experience and exceptional service to our esteemed clients.

## GRACEFLEET

Solutions Globales Pour Les Exploitants De Flottes



# LEADERSHIP



**SAMAH TINAWI**  
Managing Director

General expertise in emerging markets and China mainland.

**Speaks:** English, French and Arabic.



**BASHAR ZAHER**  
Purchasing Manager

Expertise in Middle East and African markets.

**Speaks:** English and Arabic.



**GHADY AYOUB**  
Operations Manager  
Europe and Africa

Expertise in West Africa, Europe and Latin America .

**Speaks:** English, French and Arabic.



**OMAR GHAZAWI**  
Operations Manager  
Dubai-export and Middle East

Expertise in Middle East and Central Asia.

**Speaks:** English and Arabic.



**AYMAN BISHTAWI**  
Operations Manager  
East Africa and Asia

Expertise in East African markets, West Asia and South East Asia.

**Speaks:** English and Arabic.



**MUHAMMAD ARIF**  
Sales Executive

**Speaks:** English & Urdu.



**SAMER KHAWATMI**  
Sales Executive

**Speaks:** English and Arabic.



**AMIR RASAMNY**  
Sales Representative

**Speaks:** English and Arabic.



**ZEED**  
Customer Handling Specialist

**Speaks:** English, French and Arabic.

# CONTACTS

## HEAD OFFICE

### UAE

Warehouse no. 369 – 370 Dubai Auto Zone

Ras El Khor Industrial 2, Dubai

P.O.BOX 296200 Dubai – UAE

Opening Hours:

Monday - Friday

from 9:00 AM to 6:30 PM

Phone: +971 4 333 0485

Email: [info@menamotors.com](mailto:info@menamotors.com)

## FRONT DESKS

### UAE, GCC & MIDDLE EAST

Mobile: +971 56 571 0111

WhatsApp: <https://wa.me/971565710111>

Email: [oghazawi@menamotors.com](mailto:oghazawi@menamotors.com)

Website: [menamotors.com](http://menamotors.com)

### EUROPE, FRENCH & WEST AFRICA

Mobile: +32 497 22 72 98 | +971 52 628 50 50

WhatsApp: <https://wa.me/32497227298>

email: [gayoub@menamotors.com](mailto:gayoub@menamotors.com)

Website: [menamotors.com](http://menamotors.com)

### NORTHERN AFRICA, EASTERN AFRICA & WESTERN ASIA

Mobile: +971 50 211 9035

WhatsApp: <https://wa.me/971502119035>

Email: [abishtawi@menamotors.com](mailto:abishtawi@menamotors.com)

Website: [menamotors.com](http://menamotors.com)

## WAREHOUSES

### UNITED ARAB EMIRATES

GEFCO - Jafza View 18 – 1805

Downtown Jebel Ali - Dubai

United Arab Emirates

### BELGIUM

International Car Operators

Haandorpweg Street - No. 2

B-9130 Kallo (Antwerpen)

Antwerp - Belgium

### SOUTH AFRICA

Vehicles Delivery Services (Vds)

VDS Durban Umlaas Yard

Umlaas Road, Exit 61, N3, Camperdown

South Africa





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