

AL-BARAKAH MARQUEE COMPLEX

EXECUTIVE CONTRACT COMPARISON: 32 LAKH vs 37 LAKH VARIANTS

REF: ABM/VAR-COMP-2026/01

DATE: 26 August 2026

PURPOSE: Meeting Decision Dossier

PREPARED BY: Fusion Developers

Commercial Evaluation, Cash Flow Impact & Negotiation Strategy

| <div>OPTION A: 32 LAKH DEAL</div> <div>PKR 3,200,000.00</div> <div>Raw Labour Only • Balance: Rs. 864,992</div>                                                                                                                                                                                                    |                                                                                                                                   | <div>OPTION B: 37 LAKH DEAL</div> <div>(RECOMMENDED)</div> <div>PKR 3,700,000.00</div> <div>All-Inclusive Cap • Balance: Rs. 989,872</div>                      | <div>FINANCIAL VERDICT</div> <div>37L IS CHEAPER</div> <div>Saves ~Rs. 2.80 Lakh Net to Client</div> |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|
| Key Contract Parameters & Financial Heads                                                                                                                                                                                                                                                                          | OPTION A: 32 LAKH VARIANT (Raw Labour)                                                                                            | OPTION B: 37 LAKH VARIANT (All-Inclusive - Recommended)                                                                                                         |                                                                                                      |
| 1. Formal Contract Base Price                                                                                                                                                                                                                                                                                      | PKR 3,200,000.00 (32.0 Lakh)                                                                                                      | PKR 3,700,000.00 (37.0 Lakh)                                                                                                                                    |                                                                                                      |
| 2. Scope of Contractor Responsibility                                                                                                                                                                                                                                                                              | Workforce Labour Only. Excludes cranes, touch-up paint, welding gases, rods & fuel.                                               | Complete Turnkey Execution. Includes Labour, Mobile Cranes, Primer Paint, Thinners, Welding Gases & Rods.                                                       |                                                                                                      |
| 3. Total Disbursed Against Contract to Date                                                                                                                                                                                                                                                                        | PKR 2,335,008.00 (23.35 Lakh)<br>• 17 Bank Transfers: Rs. 2,235,008<br>• Khata #13 Direct Labour Cash: Rs. 100,000                | PKR 2,710,128.00 (27.10 Lakh)<br>• 17 Bank Transfers: Rs. 2,235,008<br>• Khata #12 Cranes/Paint/Gas: Rs. 375,120<br>• Khata #13 Direct Labour Cash: Rs. 100,000 |                                                                                                      |
| 4. Remaining Contract Balance to Disburse                                                                                                                                                                                                                                                                          | PKR 864,992.00 (~8.65 Lakh)<br>(Deducted daily on site for worker wages only)                                                     | PKR 989,872.00 (~9.90 Lakh)<br>(Deducted daily on site for crane rentals & worker wages)                                                                        |                                                                                                      |
| 5. Historical Cranes & Consumables (Khata #12)                                                                                                                                                                                                                                                                     | PKR 375,120.00 (Paid directly by Al-Barakah as separate project operational cost).                                                | PKR 375,120.00 (Deducted 100% from SBW's contract — absorbed by SBW).                                                                                           |                                                                                                      |
| 6. Estimated Remaining Cranes for Completion                                                                                                                                                                                                                                                                       | ~PKR 180,000.00 (Client must arrange & pay crane operators directly for 3-4 days).                                                | Rs. 0.00 Extra to Client (SBW must bring crane; cost deducted from 989k balance).                                                                               |                                                                                                      |
| 7. Estimated Remaining Consumables (Rain Repaint)                                                                                                                                                                                                                                                                  | ~PKR 225,000.00 (Client must buy zinc primer, thinners, LPG/oxygen gases & rods).                                                 | Rs. 0.00 Extra to Client (SBW absorbs all rain-wash repainting and welding consumables).                                                                        |                                                                                                      |
| 8. TOTAL EFFECTIVE CLIENT FINANCIAL OUTFLOW                                                                                                                                                                                                                                                                        | PKR 3,980,120.00 (~39.80 Lakh)<br>(Base 3.2M + Khata12 375k + Cranes 180k + Paint 225k)                                           | PKR 3,700,000.00 (37.00 Lakh Fixed Cap)<br>(All-inclusive fixed ceiling — ZERO extra hidden charges)                                                            |                                                                                                      |
| 9. Operational Friction & Procurement Burden                                                                                                                                                                                                                                                                       | HIGH RISK & EFFORT: Daily market trips for gas cylinders, paint rollers, and crane haggling; contractor blames client for delays. | ZERO RISK / FULL CONTROL: SBW manages entire supply chain; single point of accountability with fixed daily balance deductions.                                  |                                                                                                      |
| ■ EXECUTIVE NEGOTIATION TALKING POINTS FOR TODAY'S MEETING:                                                                                                                                                                                                                                                        |                                                                                                                                   |                                                                                                                                                                 |                                                                                                      |
| 1. Why 37 Lakh is Better for Al-Barakah: Under 32L, Al-Barakah would spend PKR 3.98M total (paying for cranes & monsoon-washed primer directly). The 37L deal forces SBW to absorb the PKR 5.35 Lakh lifecycle consumables and caps Al-Barakah's total liability at PKR 3.70M, saving ~PKR 2.80 Lakh in real cash. |                                                                                                                                   |                                                                                                                                                                 |                                                                                                      |
| 2. If SBW Demands 32 Lakh: Hand him the 32L Contract! He only has PKR 864,992.00 remaining balance, gets ZERO advance, and must perform strictly while Al-Barakah pays crane operators directly.                                                                                                                   |                                                                                                                                   |                                                                                                                                                                 |                                                                                                      |
| 3. Zero Cash Advance Rule: In both variants, SBW receives PKR 0.00 cash today. All payments resume on 01 September 2026 strictly via daily man-day actual deductions.                                                                                                                                              |                                                                                                                                   |                                                                                                                                                                 |                                                                                                      |