



ذخيرة مكة
THAKHER MAKKAH

Buyer's Guide

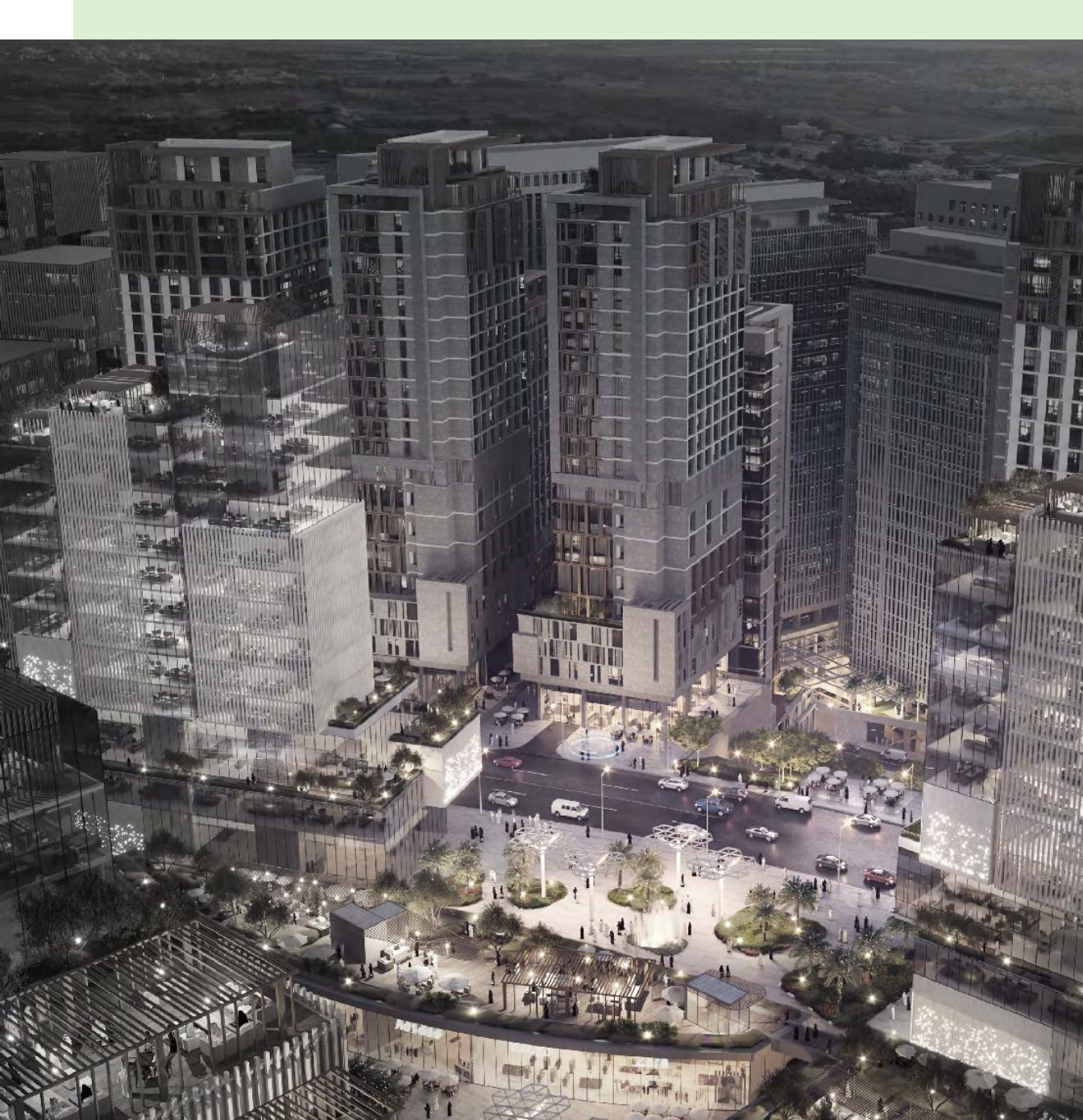
Everything you need to know before you decide to buy



01

Project & Location Overview

- Project background, vision and mission
- Location and key advantages
- Project highlights and key figures



2025/10

A Neighbourhood Alive with Life

From a land honoured by Allah in His Holy Book, a place known by many names, each carrying a story that lives in the hearts of millions of Muslims. Here, where revelation first descended and only moments from the Holy Kaaba, Thakher Makkah connects directly to a network of main roads that ensures fast, effortless access to the Grand Mosque and the holy sites: a contemporary, fully integrated development in a strategic location, where residents and visitors enjoy an exceptional experience in a secure environment with complete services.





Introduction

Thakher Development Company was founded in 2012 as a partnership between investors with deep experience and a clear vision, established to become one of the principal pillars of real estate development in Makkah.

In 2019, the company expanded through the entry of new partners bringing extensive development expertise.

In 2021, on a resolution of the partners, the Ministry of Commerce approved its conversion from a limited liability company into a closed joint stock company.

The company launched Thakher Makkah, one of the largest active real estate developments in the Kingdom of Saudi Arabia, with a total area of

320,000 m², with capacity for approximately 200,000 people and around 100 plots allocated to hotel, residential, commercial and service uses. The development also features covered and open retail markets, alongside public amenities including mosques, service centres and landscaped green spaces.

The project stands no more than 1,300 m from the Grand Mosque, commands striking views over Makkah, and offers easy onward travel to all the holy sites through the completed road network serving the Haram. Every capability has been directed towards raising hospitality services to the highest standards of quality in serving the guests of the Most Merciful, so that pilgrims, Umrah performers and visitors enjoy the greatest comfort and convenience throughout their stay.



Our Goal

To reshape the real estate development landscape in Makkah.



Our Vision

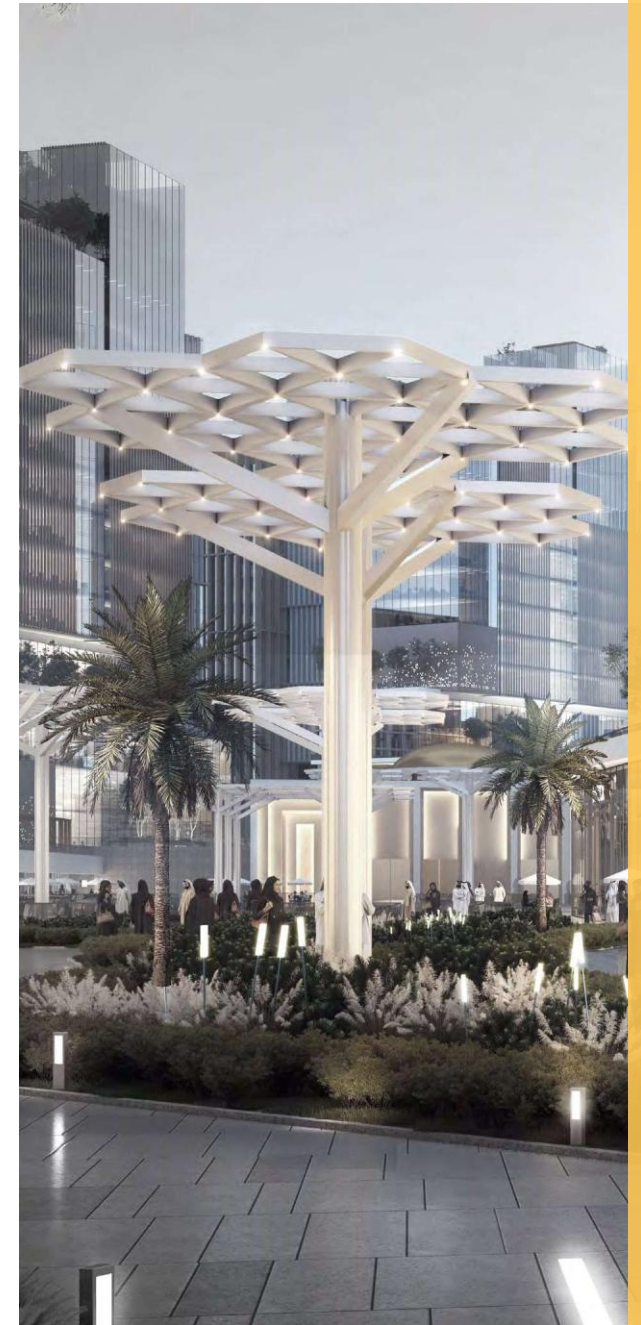
To contribute to the sustainable growth and development of Makkah, and to become the preferred destination for the city's visitors.



Our Mission

We are committed to delivering a lifestyle defined by tranquillity and comfort, through integrated offerings built on innovation, expertise and distinctive service, and a value-driven approach dedicated to the satisfaction of residents and visitors alike.







Enriching the Experience

Hospitality



Quality of stay



Food and beverage

Discover the Kingdom



Historic Islamic sites



Tourism and commercial services



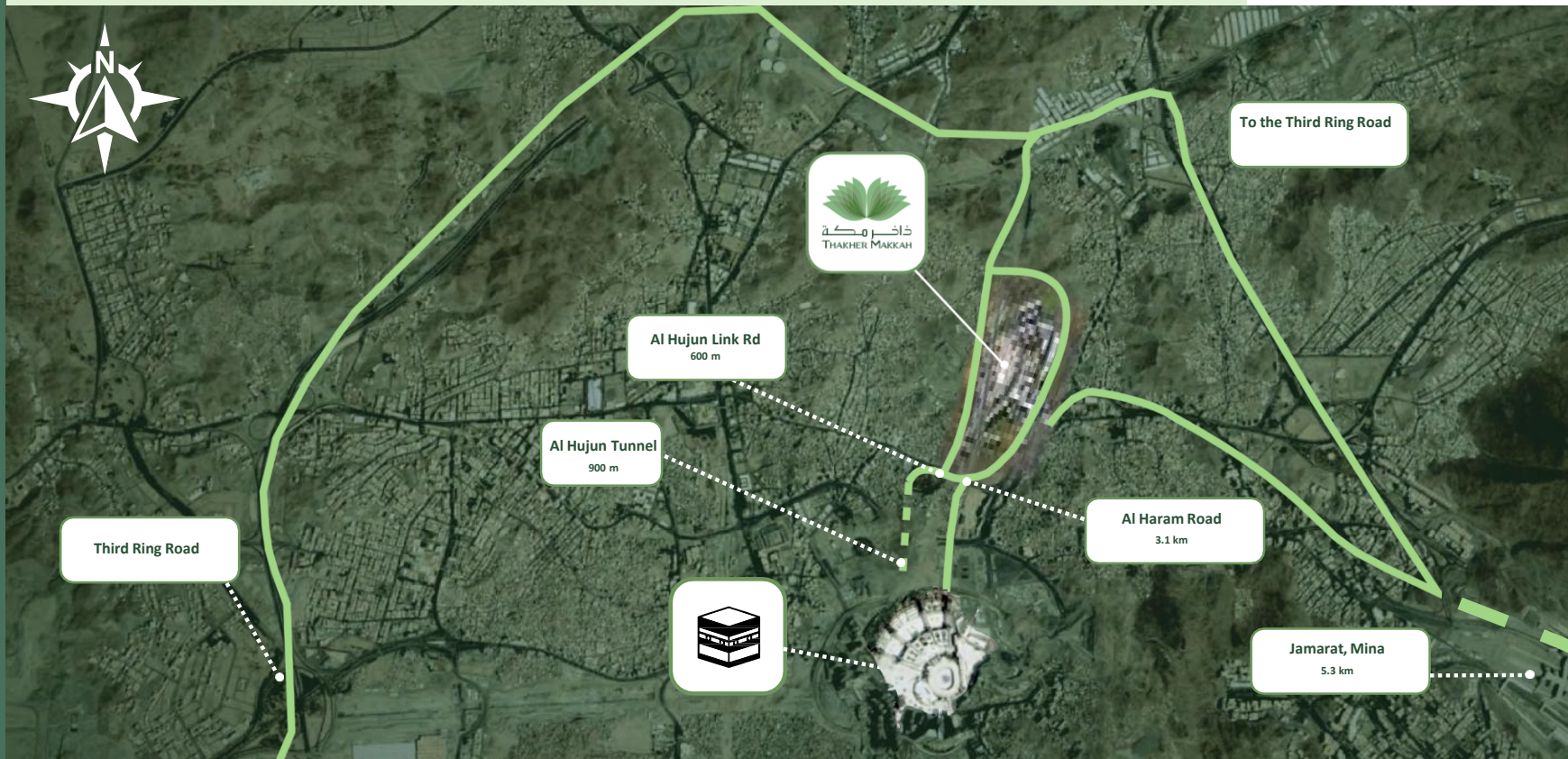
Entertainment



Retail

How Thakher Makkah enriches the experience

- Direct link to the main road network via the Third Ring Road and Al Haram Road
- The Grand Mosque and the holy sites reachable within minutes
- King Abdulaziz International Airport reachable within one hour
- Haramain rail station in Makkah reachable within 15 minutes
- 3- and 4-star hotel and residential towers
- 39,000 hotel rooms
- Shopping and entertainment centre



A Prime Location



Thakher City



Components of Thakher Makkah



The Hotel Towers

Hotel towers represent the largest share of the development, comprising three- and four-star hotel and serviced-apartment towers, with globally recognised hospitality brands brought on board.



The Residential Towers

One of the cornerstones of Thakher Makkah: residential and serviced-residential towers in a variety of sizes to suit every taste, budget and preference.



The Retail Centre and Central District

Located at the heart of the central district and designed to the latest standards, the retail centre houses a wide range of stores and boutiques, dedicated dining and outdoor seating areas, and underground parking serving the development.



Thakher Gate

A dedicated services building that eases visitor movement between the upper part of the development (the central district and Al Hujun Road) and the lower part (Al Masjid Al Haram Road) by lifts and escalators.



Project and Unit Overview



Developer

Thakher Development Company - owner and master developer of the project, and exclusive sales and marketing agent.



Location

Makkah, Rei Thakher district, north of the Grand Mosque
Approx. 1.3 km from the Haram



Project

Thakher Development Company - owner, master developer and exclusive sales agent



Ownership Type

Freehold ownership in perpetuity under an independent title deed, including an undivided land share



Hotel Operation

Novotel / Accor of France, under a hotel management agreement with the developer



Unit Type

Fully furnished hotel apartment delivered to Novotel specifications



Services

Shuttle buses - health club (men's/women's) - pool - prayer room (men's/women's)



Lock-off Feature

Selected units offer a lock-off feature with two entrances - flexible for personal use, leasing or resale



Views

Views over the city of Makkah and the Clock Tower; no views of the Grand Mosque



02

The Hotel Units

- Unit types and areas
- Available units and pricing
- Furniture, fixtures and the reserve fund



Typical Floor area = 1242 m²

Service area = 268 m²

Including Stairs, Elevators, Service lobby, Main shafts and Service rooms



واجهة شمالية
اطلالة على جبل النور



الدور 16 سكني - يعادل 25

الدور 12 سكني - يعادل 21

الدور 8 سكني - يعادل 17

الدور 5 سكني - يعادل 14

الدور 4 سكني - يعادل 10

الدور 1 سكني - يعادل 7

Mechanical Floor

Mechanical Floor

Setback03 Floor

Setback02 Floor

Setback01 Floor

Guest Floors

Services Floor

Restaurant Floor

Empty Floor

Guest Floors

Prayer, Fitness and
Swimming Pool Floor

Water Tanks Floor

Parking Floors

Mezzanine Floor

Ground Floor

Mechanical Floor



28NOVOTEL RESIDENCES (AVAILABILITY)									PAYMENT PLAN 18 months			CASH	
	Unit Code	Unit Sequence	Unit Area (m²)	Terrace Area (m²)	Total Area (m²)	View	Floor Number	Unit Type	Sales Price	Discount Amount	Final Sale Price (Post Discount)	Discount Amount	Final Sale Price (Post Discount)
1	TM-NR-B62-111-2BR	11	89.26	0.00	89.26	Western Thakher Project View	1	2BR	2,555,000	127,750	2,427,250	255,500	2,299,500
2	TM-NR-B62-711-2BR	11	89.26	0.00	89.26	Western Thakher Project View	7	2BR	2,631,000	131,550	2,499,450	263,100	2,367,900
3	TM-NR-B62-910-2BR	10	89.30	0.00	89.30	Western Thakher Project View	9	2BR	2,631,000	131,550	2,499,450	263,100	2,367,900
4	TM-NR-B62-1211-2BR	11	89.26	0.00	89.26	Western Thakher Project View	12	2BR	2,657,000	132,850	2,524,150	265,700	2,391,300
5	TM-NR-B62-1511-2BR	11	89.26	0.00	89.26	Western Thakher Project View	15	2BR	2,676,000	133,800	2,542,200	267,600	2,408,400
6	TM-NR-B62-1713-2BR	13	79.26	21.58	100.84	Southwest Novotel Hotel +Thakher Project View	17	2BR	2,697,000	134,850	2,562,150	269,700	2,427,300
7	TM-NR-B62-112-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	1	2BR	2,859,000	142,950	2,716,050	285,900	2,573,100
8	TM-NR-B62-312-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	3	2BR	2,859,000	142,950	2,716,050	285,900	2,573,100
9	TM-NR-B62-412-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	4	2BR	2,859,000	142,950	2,716,050	285,900	2,573,100
10	TM-NR-B62-107-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	1	2BR	2,890,000	144,500	2,745,500	289,000	2,601,000
11	TM-NR-B62-207-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	2	2BR	2,890,000	144,500	2,745,500	289,000	2,601,000
12	TM-NR-B62-307-2BR	17	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	3	2BR	2,890,000	144,500	2,745,500	289,000	2,601,000
13	TM-NR-B62-407-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	4	2BR	2,890,000	144,500	2,745,500	289,000	2,601,000
14	TM-NR-B62-512-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	5	2BR	2,941,000	147,050	2,793,950	294,100	2,646,900

28NOVOTEL RESIDENCES (AVAILABILITY)									PAYMENT PLAN			CASH	
	Unit Code	Unit Sequence	Unit Area (m²)	Terrace Area (m²)	Total Area (m²)	View	Floor Number	Unit Type	Sales Price	Discount Amount	Final Sale Price (Post Discount)	Discount Amount	Final Sale Price (Post Discount)
15	TM-NR-B62-612-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	6	2BR	2,941,000	147,050	2,793,950	294,100	2,646,900
16	TM-NR-B62-712-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	7	2BR	2,941,000	147,050	2,793,950	294,100	2,646,900
17	TM-NR-B62-912-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	9	2BR	2,941,000	147,050	2,793,950	294,100	2,646,900
18	TM-NR-B62-607-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	6	2BR	2,967,000	148,350	2,818,650	296,700	2,670,300
19	TM-NR-B62-907-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	9	2BR	2,967,000	148,350	2,818,650	296,700	2,670,300
20	TM-NR-B62-1007-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	10	2BR	2,967,000	148,350	2,818,650	296,700	2,670,300
21	TM-NR-B62-1412-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	14	2BR	2,967,000	148,350	2,818,650	296,700	2,670,300
22	TM-NR-B62-1207-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	12	2BR	2,992,000	149,600	2,842,400	299,200	2,692,800
23	TM-NR-B62-1407-2BR	07	104.48	0.00	104.48	Northern Jabal AlNour-Partial View	14	2BR	2,992,000	149,600	2,842,400	299,200	2,692,800
24	TM-NR-B62-1512-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	15	2BR	2,992,000	149,600	2,842,400	299,200	2,692,800
25	TM-NR-B62-1612-2BR	12	99.34	0.00	99.34	Southwest Novotel Hotel +Thakher Project View	16	2BR	2,992,000	149,600	2,842,400	299,200	2,692,800
26	TM-NR-B62-108-2BR	18	108.03	0.00	108.03	Northwest Jabal AlNour+Thakher Project View	1	2BR	3,165,000	158,250	3,006,750	316,500	2,848,500
27	TM-NR-B62-208-2BR	08	108.03	0.00	108.03	Northwest Jabal AlNour+Thakher Project View	2	2BR	3,165,000	158,250	3,006,750	316,500	2,848,500
28	TM-NR-B62-308-2BR	18	108.03	0.00	108.03	Northwest Jabal AlNour+Thakher Project View	3	2BR	3,165,000	158,250	3,006,750	316,500	2,848,500



Furniture and the Reserve Fund

The unit is delivered furnished - and here is how future furniture renewal is funded.



Furniture fully included

The unit price includes furniture, fixtures and equipment. Units are handed over fully furnished to Novotel standards at no additional cost.



4% annual contribution

The owner contributes 4% of total room rental revenue, not merely of the owner's own share, to the furniture reserve fund. The fund covers the repair and replacement of furniture across all participating units collectively, managed by Accor.



Accor Advantage membership: USD 250 per year

Included within the annual property benefits programme fee, granting discounts and a higher loyalty programme tier.

Signing the Owner Benefits Agreement is mandatory as a condition of completing the purchase itself. Actual participation in the rental programme is a separate decision that may be declined.



03

Amenities and Services

- Amenities provided free of charge to unit owners
- Shared spaces and hotel services



Amenities Free of Charge for Unit Owners

Amenities available to unit owners at no extra charge - confirm operating hours and conditions of use.



Health club (men's/women's)



Swimming pool



Prayer room (men's/women's)



Car parking



Shuttle bus transport



Meeting room







04

Pricing, Payment Plans and Costs

- Payment plans and available options
- Recurring fees and costs
- Warranties



Payment Plans



Option One - Cash

- Full settlement of the unit price with immediate handover once formalities are completed.
- No recurring obligations after ownership other than maintenance and service fees.



Option Two - 18-Month Instalments

- A 25% down payment, with the balance divided into equal instalments over 18 months.
- Interest-free, at the same price as the cash option.



Recurring Fees and Costs

Recurring fees are part of the cost of ownership - factor them in before calculating your return.

❖ Annual maintenance fees (common areas)

- Approximately SAR 200-300 per m2 per year
- Subject to increase with inflation and any change in individual cost items
- Payable by the owner in full whether or not the unit is leased, and not deducted from rental returns



Warranties

Warranties protect your investment after handover - know their duration and scope.

10

years on structural works
(foundations, concrete and waterproofing)

2

two years on mechanical
and electrical installations



05

Leasing and Investment Return

- Leasing options: through the hotel or self-managed
- How rental income is distributed
- Expected return and the term of the operating agreement



Your Options After Ownership

After ownership you have two paths: full personal use, or entry into the investment programme.



Full personal use

- The unit remains at the owner's disposal all year round
- It may be enrolled into the rental pool at the end of any year should the owner wish
- Electricity and water are separately metered, with bills issued in the owner's name and paid directly
- Housekeeping is available on request for an additional fee set by the operator
- The owner may switch between the two options (personal / investment) at their discretion



The investment programme

- The unit is operated by the hotel throughout the year
- 28 nights of personal use per year, split into 14 nights in peak season and 14 nights off-peak; the personal-use entitlement excludes the last ten days of Ramadan and the Hajj season.
- Electricity and water bills are paid by Novotel while the unit is enrolled in the rental programme



Leasing: Through the Hotel versus Self-Managed

Choose between hotel management of your unit or self-managed leasing - each path carries its own obligations and returns.



Self-managed leasing (by the owner)

- Annual contracts only - daily letting is not permitted under any circumstances
- Letting through platforms such as Airbnb, Booking.com or Almosafer is prohibited (an operator requirement)



Through the hotel (Accor)

- Management handles everything: housekeeping, reception and reservations
- The unit is let as a single whole unit only, not as separate lock-off entrances



How Hotel Rental Income Is Distributed

The path from unit revenue to the owner's net income, step by step.

100%

Gross room
rental revenue

—

Operating costs,
booking commissions
and credit card fees

=

Net room
rental revenue

45% / 55%

Hotel share /
Owner share

–4%

Furniture reserve
fund
(owner's share)



After this distribution

Fixed expenses (electricity, maintenance and common-area fees) are paid by the owner directly and separately from this distribution, whether or not the unit is leased.

The actual net return is distributed to the owner twice a year under the Owner Benefits Agreement. It cannot be known in advance, as it depends solely on actual occupancy, with no guarantee of any particular level of income.



Expected Investment Return

Returns are indicative and not guaranteed - read the assumptions before basing a decision on them.

≈ 5%

Cumulatively from the third year of operation,
as the market and occupancy stabilise

≈ 3%

Expected net return from
the fifth year of operation
onwards



No contractual guarantee of any return

Under Article 21-11 of the sale contract, the purchaser acknowledges having bought the unit after full inspection, and that the developer gives no express or implied warranty or representation as to any financial returns that may be achieved. Any indicative return figures, including those shown above, are not contractually binding on the developer; they are estimates subject to market conditions and the operator's performance.

Operating yields in the Makkah market are generally lower than in other cities; the greater value lies in the appreciation of the asset, which has historically risen significantly over short periods.



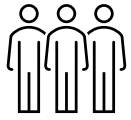
06

Guide to Non-Saudi Ownership and Regulations

- Ownership by non-Saudis: process and requirements
- Investment controls and regulatory conditions
- Sale or assignment during the payment period

Ownership by Non-Saudis - Requirements

Prepare your documents before applying to avoid delays in processing.



Individuals



Verify
eligibility on
the platform



Open a Saudi
bank account



Obtain a Saudi
mobile number



Issue a digital
ID



Companies



Accredited
legal agent



Open a Saudi
bank account

Disclose the
owners



Register with
the Ministry
of Investment



The official platform for the governing laws and regulations



Selling or Assigning the Unit During the Payment Period

Selling during the payment period is possible - but note the effect on the rental agreement.



Free to sell at any time

The owner may sell the unit at any time, without requiring the consent of Accor or the developer to the sale itself.



Automatic termination of the rental agreement

On sale, the Owner Benefits Agreement terminates automatically. The new owner signs a fresh agreement and elects whether to participate in the rental programme.

Steps to sell or assign

- Notify the developer in writing, identify the new purchaser and formally document the assignment.
- Settle any outstanding instalments, or transfer the obligation to the purchaser in accordance with the contract.
- Review the effect of the sale on the rental agreement and the revenue share before completion.



Your Next Steps

- Select the unit, area and floor that suit you from the price list.
- Choose your payment plan and request the instalment schedule.
- Decide your path after ownership: personal use or the investment programme.
- Review the contract and its annexes before signing.

This guide is a summary for orientation only. It does not replace reading the full contract wording before final signature, and it is not a final or binding commitment as to its contents, which remain subject to change by the competent regulator or in line with market conditions and indicators.

For any further enquiries, we are here to help



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