Swiftbridge

SHARIAH-COMPLIANT B2B HOTEL BOOKING FINANCE

PRIVATE & CONFIDENTIAL
Investment Opportunity · Phase 1 · May 2026

THE OPPORTUNITY

Financing Saudi Arabia's corporate hotel boom, one booking at a time

Saudi hospitality is doubling to **USD 111B by 2034**. As corporates shift to Net 30-60 payment terms, hotels are left funding a 45-90 day receivables gap. Swiftbridge bridges it as a **principal trader**, buying booking rights from hotels at a discount and reselling to corporates at a markup. A genuine Murabaha structure, Shariah-compliant by design rather than by workaround. We are raising Phase 1 capital to prove the model in **Jeddah**.

THE ASK

SAR 50M

Shariah Murabaha facility from a single anchor family office, plus founder equity.

PROFIT RATE	TENOR
8.0% p.a.	36 + 12 mo
ADVANCE RATE	**SECURITY**
85%	No PG

48%	SAR 104M	9.1%	6.4×	~45d
GROSS ANNUALISED YIELD	YEAR 3 EBITDA · BASE	INVESTOR IRR · 1.27× MOIC	MIN. DEBT SERVICE COVER	CAPITAL RECYCLES 8× / YR

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HOW THE DEAL WORKS

1. **Swiftbridge buys the booking right** from the hotel at SAR 96.5 per 100 of value (3.5% discount). The hotel receives cash immediately.
2. **Swiftbridge resells to the corporate** at SAR 102.5 (2.5% markup) on Net 30 terms, owning the booking in between.
3. **Corporate settles in ~45 days.** Swiftbridge earns the 6.0% spread; capital recycles into the next deal.

Buy price (from hotel)	SAR 96,500
Sell price (to corporate)	SAR 102,500
Funding + credit cost	(SAR 700)
Net spread per SAR 100K	**SAR 5,300**

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WHY A FAMILY OFFICE SHOULD INVEST

- **Asset-backed, senior-secured.** First claim on the booking-rights portfolio. No personal guarantee; replaced by a structural security package.
- **Equity absorbs first loss.** The 6% spread builds Swiftbridge equity cushion; the family office sits behind that buffer.
- **Credit-insured.** 80% cover on corporate receivables, with concentration limits of 10% per hotel and 5% per corporate.
- **Predictable income.** 8.0% profit rate paid monthly on deployed capital under a scholar-approved Murabaha facility
.
- **Validated thesis.** Regional comparables (Lendo USD 740M, erad USD 176M) prove KSA appetite for this credit model.

STRESS-TESTED THREE WAYS

SAR MILLIONS	BASE	DOWNSIDE	STRESS
Gross spread / tenor	6% / 45d	5.5% / 60d	5% / 75d
EBITDA - Year 3	103.9	68.1	36.3
Minimum DSCR	6.44×	2.57×	0.38×

Even under severe stress, with the spread compressed, tenor stretched, and losses quadrupled, the business recovers to SAR 36M EBITDA by Year 3. The model is built conservatively, not optimistically.

STRUCTURE & GOVERNANCE

- **Murabaha facility** (Tawarruq-based). Genuine ownership and a trading margin, not interest. No bay al-dayn.
- **Independent Shariah board** of three scholars, with a written fatwa per tranche and quarterly attestation.
- **No SAMA or CMA license** required at this scale; this is a commercial activity, not regulated lending.

THE PATH FORWARD

DAYS 1–30	DAYS 30–60	DAYS 60–90	DAY 90+
Term sheet & model review	Due diligence & Jeddah visit	Docs & Shariah approval	Close, first draw M4

CONTACT

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