When Wail Ameer Nour walked out of university in Khartoum with a degree in engineering, he could not have imagined that his journey would one day lead him to the rolling green hills of Rwanda. What he did know—even then—was that his path would be tied to construction, shaping skylines, and leaving a mark on the African continent.

In 2013, with little more than determination and a vision, Eng. Nour helped establish Medat Construction & Real Estate Development Ltd. What began as a modest local company soon grew into one of Sudan's most dynamic construction and real estate groups. Within a few years, the company had completed tens of projects—from residential complexes and commercial towers to hospitals and mosques—earning a reputation for reliability and ambition.

Eng. Wail Ameer Nour, Managing Director of Medat Construction & Real Estate Development Ltd set up a highly skilled engineering and management team supported by a fully integrated organizational structure to cover the entire project lifecycle — from concept to delivery and this became the company's main ingredient to success.



Eng. Wail Ameer Nour, Managing Director of Medat Construction & Real Estate Development Ltd

By 2020, Medat's horizons had expanded beyond Sudan. Under the brand Petra, the company set foot in Dubai, taking on major projects, including luxury villas in Hor Al Anz. It was a bold step that confirmed Eng. Nour's belief that his work was not confined to one city or one country, but part of a broader vision to build across regions and cultures.

But for Eng. Nour, the Gulf was not the final destination. His vision was broader, rooted in a belief that Africa itself was the next frontier for growth and innovation. Stories about Rwanda fascinated him and one friend confirmed the potential of the East African nation.

"From 2021, I started following news about development in African countries" he recalls. "I wanted to start projects on the continent—projects that uplift communities, create jobs, and inspire innovation."

Why Rwanda? A Strategic and Personal Choice

Eng. Nour’s entry into Rwanda was both personal and strategic. A friend affiliated with the Sudanese Embassy in Kigali had encouraged him to explore the country, praising its safety, transparent business environment, and systematic governance. He listened carefully, and by March 2023, he was ready to establish Medat’s Rwandan branch.

“Rwanda feels like home, we have much in common” Eng. Nour says. “people are welcoming, the systems are clear, and there’s a sense of order. It’s the kind of environment that allows a business to thrive while contributing to the community.”

Today, the company has eight active construction projects in Rwanda, with three more in the pipeline having concluded Memorandums of Understanding (MoU). With a total portfolio of 176 projects, the company’s scope covers the entire spectrum of real estate and construction services: landscaping, interior design, demolition, civil works, as well as residential and commercial property development. Of the company’s 270-plus workforce, the majority are Rwandan engineers and technicians.

The Managing Director of Medat Construction & Real Estate Development considers Rwanda not merely as a market but a strategic partner that can also be a launchpad for regional growth.

“We have established our headquarters here in Kigali, with plans to expand into East African region. We have already started work in Zanzibar and opening in the Democratic Republic of Congo. This is where we build our future.”

This approach reflects Medat’s broader corporate strategy: to establish itself as the preferred partner in contracting and real estate development across East Africa and the Gulf, driven by quality, commitment, and innovation.

Building with Innovation while Investing in People

Innovation lies at the core of Medat’s operations. The company has plans to begin local production of eco-friendly red bricks made from sustainable materials. This is meant to contribute to the value chain and make housing more affordable while aligning with Rwanda’s environmental and urban development goals.

Eng. Nour envisions the rollout of this initiative by 2026, complementing the

government’s drive toward sustainable urbanization and contributing to the global movement for green construction practices.

While Medat prides itself on its infrastructure projects, the company’s greatest investment is in human capital. From Sudan to Rwanda, Medat has made training and capacity building central to its mission.

In Sudan, the company trained hundreds of graduates—many of whom now work in the Gulf and Europe. In Rwanda, Medat is replicating this model, equipping local technicians and engineers with skills to independently manage complex projects.

“We aim to create a generation of Rwandan experts,” Eng. Nour explains. “Sustainable development begins with people. Our goal is to provide not only buildings but also skills, jobs, and opportunities for local communities.”

Overcoming Challenges in a New Market

Establishing a business in Rwanda has not been without challenges. Eng. Nour notes that his first months in the country were spent observing, learning, and adapting. Success in Rwanda required visible commitment and tangible progress before trust and opportunities materialized.

Communication styles and business expectations initially required adjustment, but Medat’s reliance on local engineers and technicians helped bridge gaps.

In terms of skills, the local workforce excel in structural design and project execution, while finishing works often benefits from external expertise—a gap that Medat is bridging with specialized training and knowledge transfer.

Opportunities in Rwanda’s Real Estate Sector

Rwanda’s hilly terrain presents unique challenges for construction, especially in terms of land availability. Vertical development, Eng. Nour argues, is the practical solution. Despite these constraints, he sees strong opportunities for housing projects across all income levels.

“The cost of building here is lower than and return on investment can be realized in as little as five years. It’s attractive for investors committed to sustainable, long-

term projects.”

Through these initiatives, Medat Construction & Real Estate Development directly supports Rwanda’s Vision 2050, contributing to sustainable urban growth, architectural identity, and environmental preservation.

Looking Ahead: Building Africa’s Future

From its humble beginnings in Khartoum, Medat Construction & Real Estate Development has grown into a regional powerhouse with operations in Sudan, the UAE, Rwanda, and Zanzibar. Its journey reflects the resilience, ambition, and community spirit that define African enterprise.

“Our work is about more than concrete and steel,” Eng. Nour says. “It’s about people, communities, and the potential of Africa. Rwanda is just the beginning.”

With projects rising across Kigali and plans to expand further into East Africa, Eng. Wail Ameer Nour’s vision is clear: to build structures that last, empower communities, and leave a legacy of innovation and sustainability.

For a company that started with a single project in Sudan and now bridges continents and cultures, the message is simple: when ambition meets opportunity, Africa’s future can be constructed—brick by brick.

A Comprehensive Service Portfolio

Medat Construction & Real Estate Development services cover the full lifecycle of construction and real estate development, including:

- **Real Estate Development**: feasibility studies, market positioning, execution, and sales/leasing.
- **General Contracting**: concrete structures, finishing works, and public facilities.
- **Engineering Design & Consultancy**: architectural drawings, bills of quantities, and client meetings.
- **Procurement & Logistics**: supply chain, clearance, and shipping.
- **Industrial Services**: aluminum and steel fabrication, limestone quarry operations, and brick manufacturing.

- **Innovation**: 3D-printed homes, a forward-looking solution for affordable housing.
- **CSR & Capacity Building**: training and skill development for young engineers and technicians.

Backed by a robust organizational structure with clear Standard Operating Procedures (SOPs), time-cost tracking systems, and weekly reviews, the company ensures that every project meets international standards of quality, safety, and timely delivery.