



# ITQAN NEWSLETTER

2016 | ISSUE NO. 7



## FAREWELL TO A PIONEER

Tributes Received For Our Late Deputy Chairman

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## CEO'S MESSAGE

Welcome to the third quarter edition of YBA Kanoo's ITQAN Newsletter.

Established over 126 years ago, the YBA Kanoo building has always been a landmark in the Manama Souq area and at the forefront of success. We give you a glimpse of how the offices looked through these pages as a special photo feature.

We have partially moved into the new "Kanoo Tower" in Diplomatic Area, Bahrain as we adapt to the growth needs of the staff and the business. The company has now entered a new phase of continuously collaborating and modernizing its approach. The Bahrain section, in this issue highlights this story and much more. Furthermore, the move has begun yet another chapter in our never ending quest to pursue and achieve business growth through constant delivery of sustainable excellence.

The Group section highlights a tribute to the late Mr Abdulaziz Jassim Kanoo. It also includes a success story that should inspire most of us, an employee able to achieve a healthier life style through making a change, also find out who the longest serving expat is in an interview that shares his life and times with YBA Kanoo.

In Saudi Arabia, we have secured some prestigious orders and signed consortium agreement, as well as opening a brand new Shipping Branch.

Have a good read and a very successful quarter.

Best regards,

**Fawzi Ahmed Kanoo**  
Interim Group CEO



First Choice



Growth



One Kanoo



Productivity



# ABDULAZIZ KANOO REMEMBERED

Condolences poured out in huge numbers for our late Deputy Group Chairman, Mr Abdulaziz Jassim Kanoo who passed away on the 31st August 2016. Mr Kanoo was chairman of YBA Kanoo Company Limited, Saudi Arabia and Deputy Group Chairman of YBA Kanoo.

His Royal Highness, His Majesty King Hamad bin Isa Al Khalifa, along with His Royal Highness Prime Minister Prince Khalifa bin Salman Al Khalifa, His Royal Highness Prince Salman bin Hamad bin Isa Al Khalifa, Crown Prince of Bahrain as well as Princes and Shaikhs from across the region also visited the Kanoo family and offered condolences. They prayed to Almighty Allah to rest his soul in eternal peace and offered deepest condolences to the family members and his brothers, Mr Mubarak Jassim Kanoo and Dr Abdullatif Jassim Kanoo.

The King praised the late Abdulaziz Jassim Kanoo for his contribution to Bahrain's economic development as well as his charity initiatives. "Abdulaziz Jassim Kanoo was one of Bahrain's loyal personalities, who dedicated their lives to serving the nation and society," the King said.

His Majesty applauded the Kanoo Family's crucial role and huge contributions to trade and investment projects, which represented key foundations of Bahrain's economic development, charity, social work and humanitarian initiatives. The Prime Minister also paid tribute to the late Abdulaziz Jassim Kanoo for his contribution to Bahrain's trade and economic development and his charity work.



The Late Mr Abdulaziz Jassim Kanoo

In 2007, His Majesty King Hamad bin Isa Al Khalifa bestowed on him the Bahrain Medal of the First Order. He was also chosen as the most prominent businessman in Saudi Arabia.

Mr Kanoo is survived by his wife and four sons – Ali Abdulaziz Kanoo, former Shura Council member Saud Abdulaziz Kanoo, Bader Abdulaziz Kanoo and Nawaf Abdulaziz Kanoo – as well as 14 grandchildren.

The Kanoo family members thanked the King, the Premier and the Crown Prince for offering their condolences.

Following have been extracted from leading newspapers from Bahrain on the tributes received from Bahrain's leading luminaries as told to the Press:

Mr Nabeel Kanoo, Board Member role: "My uncle was among the pioneers of the Kanoo family, playing a major role in the establishment of the Yusuf Bin Ahmed (YBA) Kanoo company in Saudi Arabia. His wisdom and kindness will be deeply missed by family and friends."

Businessman and Bahrain Chamber of Commerce and Industry (BCCI) first vice-chairman Khalid Al Zayani said, "I heard the news and I was heartbroken at losing my friend and family member. He was a pioneer and a great businessman and we were partners when we launched Investcorp together. A fine gentleman and extremely kind-hearted, Mr Kanoo also shares family ties with me – his son is married to my niece and my brother is married to his wife's sister."

BCCI chairman Khalid Almoayed described Mr Kanoo's passing as a "great loss to Bahrain". "The passing of Mr Kanoo is a great loss to the nation," he said. "He was among the pioneers of the Kanoo family when it came to business. At the same time, his contributions to Bahrain were immeasurable. He will be greatly missed."

Businessman and BCCI member Hamed Al Kooheji said, “Mr Kanoo was an iconic business leader who left his mark beyond Bahrain. It is unfortunate that we lost one of the great men in Bahrain, who is an iconic part of our modern history and business. He has left his mark not only in Bahrain but also in the Gulf; he was a visionary. Losing him is a loss for every Bahraini, and I pray that his soul rests in peace, as I offer my condolences to the family.”

Businessman Hamad Fakhro said, “Mr Kanoo was a giant from another era. He paved the way for many people by showing it was possible to have a successful family business that can be global and thrive from a tiny desert island. He had the vision to adapt his company through changes from the oil boom to the age of information technology and keep it a tight ship. That’s something extremely impressive that requires discipline, intelligence and foresight. He was a kind, generous man who gave much back to his community and people quietly without asking for attention. He will be missed.”

Bahrain Chamber of Commerce and Industry chairman Khalid Almoayed also expressed condolences on the passing of the leading businessman. He praised the outstanding role played by him in leading several economic establishments in Bahrain and GCC countries in addition to his charitable, humanitarian and social contributions. He hailed the Kanoo family’s stances towards the wise leadership as well as the virtues and ethics of Mr Abdulaziz Jassim Kanoo as chairman of Yusuf bin Ahmed Kanoo Company Limited in Saudi Arabia and vice-chairman of the company in Bahrain.

Following is a brief profile of the late Abdulaziz Jassim Kanoo

His sons: Ali, Saud, Bader and Nawaf

Education:

- Graduate of the American University of Beirut
- Learning in Schools (Somerset) English
- Held a Higher Diploma in Commerce from Scotland

A number of positions held during his career:

- Chairman of Yusuf bin Ahmed Kanoo Co. Ltd. in Saudi Arabia.
- Deputy Group Chairman, Yusuf bin Ahmed Kanoo Holdings W.L.L.
- One of the founders of Yusuf Bin Ahmed Kanoo Award
- Chairman of Al Jazeera Tourism Company, Bahrain
- Chairman of Baroid (Saudi Arabia) Limited
- Chairman of Saudi Arabian Lube Additives Company (SALACO) Chairman of Novotel Al Dana Resort, Bahrain
- Chairman of Gulf Union Insurance & Projects Management Holding Co. (Bahrain)
- Chairman of Saudi Arabian Industrial & Trading Co. Ltd. (SAIT)
- Chairman of Tourism Enterprises Company (SHAMS)
- Chairman of Gulf Vegetable Oil Company (NABATI)
- Chairman of Gulf Air
- Vice Chairman of Investcorp Bank E.C.
- Vice Chairman of Education Services Company (Taleem), Saudi Arabia
- Vice Chairman of Gulf Union Insurance & Reinsurance Company, Bahrain.
- Director of Gulf Union Insurance & Risk Management Company, Bahrain
- Director of United Arab Shipping Agencies Company (Saudi Arabia)
- Director of Saudi Public Transport Company (SAPTCO)
- Director of Saudi Bahraini Transport Company (SABTCO)
- Director Eastern Province Cement Company
- Director of Eastern Province Advisory Council
- Member, International Advisory Panel of CIMB Bank Berhad of Malaysia
- Director & Member of Trustees Council of Arab Thought Foundation
- Director of Consultative Group for Development of Al Madinah Al Munawara
- Director of Consultative Council of Supreme Commission for Tourism
- Director of Chamber of Commerce & Industry (Eastern Province) for 3 terms
- Director of General Organisation of Petroleum & Minerals (PETROMIN)
- Director of General Organisation of Social Insurance (GOSI), Saudi Arabia
- Director of Saudi Society for Family & Community Medicine (Eastern Province)
- Director of Dammam Central Hospital
- Director of Patients Friends Committee
- Director of Al Bir Charitable Society
- Director of National Commission for Wildlife Conservation and Development (NCWCD)







Mr K H Ibrahim (Pashe)

## IN THE SPOTLIGHT WITH MR. K H IBRAHIM (PASHE)

Interview:

**Mr. K H Ibrahim (Pashe)**

Group O&M and MPC Manager

**The longest serving expat employee in YBA Kanoo is none other than Mr K H Ibrahim, who is fondly known to many as Pashe. Come December and he will turn 70, who is well-known with most of the senior Kanoo family members and other colleagues in the region. An employee that is hardworking and loyal to the company. He shared with us a slice of his life and times in the organization and how he plans to enjoy his retirement.**

**How long have you been working with YBA Kanoo?**

I have had a long 'innings' with YBA Kanoo Group of Companies where I have worked for over 42+ years.

**Can you please reminisce your first experience in this organization?**

Yes, when I arrived in Bahrain in 1974, Manama Souk was the main area of Bahrain and our office building was

very small comprising of the phase 1 building only. On arrival, we were welcomed by a Kanoo representative and were accommodated at the Capital Hotel, which was perhaps one of the few hotels in Bahrain at the time. The atmosphere in Kanoo IT Department where I first started my career with the company was extremely friendly and I enjoyed working alongside people like Akber Sa'ati, Mohammed Mansoori, Bhojwani and Ramdas. Bahrain was relatively a very small island and the infrastructure was not as good as it is today. In fact, now Bahrain is rated by expats in the Gulf as one of the best places to live ahead of Dubai, Abu Dhabi, Oman, etc. perhaps because of its ever so friendly people.

**What motivated you to take up the role of a manpower controller and what did this role entail?**

Initially I was employed in the Computer Services Department as a Senior Programmer where I had the opportunity to train young Bahraini programmers. Since Kanoo wanted to improve its business processes & procedures and with my IT background, I was asked to get involved in Organization & Methods. Eventually, with my knowledge, I was later asked to get involved with manpower reviews which eventually led to my role as Manpower Controller. My job in this role entails ensuring that company employs optimum number of staff, in the right grade and with packages that is commensurate with the job requirements and qualifications.



Pashe receiving Long Service Award for 40 Years Service



Pashe with his family





### **What were your most significant accomplishments/problems that you had to overcome in your current position?**

Ensuring that salaries & benefits costs are kept under check while ensuring that staff turnover is contained. I found this to be very challenging as these two functions are not complementary to each other. Often, I had arguments with EGMs but I was eventually able to convince them that it was my job to ensure that no salary structure anomalies were created.

### **Would you like to share a story about the YBA Kanoo memorable personalities and how has it helped you in your personal development?**

My mentor in Kanoo has been the ex-Group General Manager Mr. Akber Sa'ati who, as you all know, has played an important role in developing Kanoo personnel policies, business processes & procedures, IT solutions, etc. It is my personal view that he, under guidance from Mr. Ahmed Kanoo, Mr. Abdulla Kanoo, Mr. Mubarak Kanoo, Mr. Mohammed Kanoo and other Kanoo family members, has been instrumental in some of the steering processes of Kanoo to what it is today. Of course, family members have been the main pillars of this process.

### **What is your philosophy with respect to professional growth?**

In every organization, personal growth comes with hard work, focus and most importantly good inter-personal skills. Learning and willing to change is also very important for growth. One must be willing to train their subordinates and not be afraid that they might take over your job.

### **How do you feel now that your journey in the company is in its last phase and being the longest serving expat?**

I feel extremely happy and content with my career development at Kanoo which spans for 42+ years. I shall cherish the memories. I believe that I have worked to my full potential and now the time has come for the next generation to take over. I will definitely miss the Kanoo family and their support. Also, I shall miss my colleagues who are now my dear friends. I am excited about starting a new chapter in my life with my family. As a longest serving expat in Kanoo...I feel astounded and of course honoured!



### **What are your plans after retirement? What are your hobbies and what do you intend on doing?**

After retiring eventually, I plan to travel around the world with my wife who has been the pillar of my strength. Also, I am contemplating doing some charity work as I strongly feel that it is payback time to the community.

### **How do you see the future for YBA Kanoo?**

The future of YBA Kanoo appears bright and all I can say is that I would like to wish the family good business prospects. The Kanoo family are rightly investing in grooming the new generation of Kanoo family members to manage the company in the future. I can see some budding Kanoo family members who will someday become as successful as their fathers and forefathers.

### **What message would you like to convey to the youngsters in the organization?**

My advice would be that commitment, loyalty and hard work are needed to be successful but patience is equally important. We all must give our 100% to the organization. We must work with vigour and come up with new ideas to keep the company growing so that we can grow with the Company. However, we must not forget the values which are very dear to Kanoo family. Kanoo has always taken pride of being an employer of choice. We need to ensure that pace of change is gradual and is in keeping with the family values. We must learn from the experience of past employees who have been successful with the Company. Work should never be allowed to become a chore but we must enjoy whatever we are doing and the key is to achieve perfection in whatever we do.

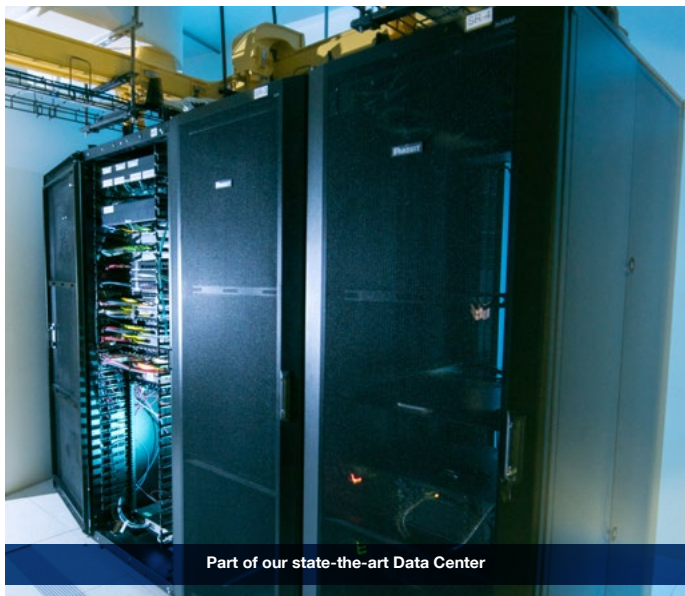
# NEW TECHNOLOGY AT KANOO TOWER

Kanoo IT is pleased to introduce a new set of technology enhancements that will enhance the quality of the work environment and increase productivity.

The following are a few highlights of IT's new services:

- Robust, secured and high performance Avaya networking and telephony solutions
- Corporate and Guest Wi-Fi Service available in all floors
- Work from anywhere – Users can work from their desk, meeting rooms on wired and wireless networks seamlessly
- Multi-functional printers are setup with scan to email feature and the ability to use the printer closer to you
- Online meeting room reservations feature. Users can check meeting rooms availability and book them through Outlook calendar
- Advanced Avaya IP Telephony services including integration with Outlook for voicemail and eFax
- State-of-the-art Datacenter with advanced environmental controls, stand-by power and non-interrupted mains supply

To make the transition as seamless as possible, IT has worked hard over the past six months to pre-provision many services such as computer registration, Wi-Fi access, printer installation, etc. Wi-Fi access for corporate devices will be automatically setup once the staff are in the new offices. Printers nearest to the staff member will be automatically setup. Staff should get familiar with the printer name and its location. They can also easily switch between various printers available on each floor.



Part of our state-the-art Data Center



## Corporate and Guest Wi-Fi Setup

IT has installed advanced and highly secured corporate Wi-Fi "Kanoo-Corp" and Guest Wi-Fi "Kanoo-Guest" to enhance your work environment and that of your guests. Sophisticated heat-map technology was used to ensure strong signal coverage across all office locations. Staff can now access e-Mail, internet, Skype for Business, OneDrive and business applications from corporate laptops or personal mobile devices over the corporate Wi-Fi from any location within the building. This service also gives the flexibility to use preferred devices for business use.

"Kanoo-Corp" Wi-Fi network is for connecting IT-approved corporate laptops and employee personal devices owned and used solely by the employee. They do not need any further configuration on corporate laptops for Wi-Fi access as they are already pre-configured. If one wishes to use personal wireless device for accessing corporate services, one must select "Kanoo-Corp" wireless network with Kanoo login id (userid@kanoo.com) and usual LAN password.

"Kanoo-Guest" Wi-Fi service is provided for the visitors on short-term basis. Please contact the Reception who will provide the guests with the necessary login and password details.

The objective of providing Wi-Fi access is to enhance work environment and improve productivity. Employees are therefore expected to adhere to IT Policy in terms of security and information sharing guidelines.

A short note from IT: The use of personal devices and Wi-Fi access is on a self-service basis. You are responsible for your own personal device, however, IT will provide generic instructions on how to setup your Email and OneDrive apps on IOS and Android devices. IT will not be responsible for the setup nor the troubleshooting of personal devices.

Please note that as per IT Policy, it is prohibited to connect personal computers physically to Kanoo IT's wired network. IT's BYOD service is strictly available for mobile devices connecting to their Wi-Fi network.

By using Kanoo IT's Wi-Fi service, you should fully agree to the terms and conditions stated in the IT Policy.

Finally, Kanoo IT wishes you enjoy their new array of services and please provide them with any feedback.





## SUCCESS STORY: A LIFE CHANGED

Interview:

**Mr. Sayed Ali**  
RDC

**Who doesn't want to look slim-and-trim? Many of us love to remain young forever. We have a success story to share with you. Read about how a 34-year-old Sayed Ali Mohsin Al-Ghuraifi, IT Specialist – Regional Data Centre at YBA Kanoo has had amazing success in achieving a substantial weight loss over the last few months. He spoke to us candidly and at length, as he shared with us his secret of looking and feeling healthy.**

### How much weight did you lose?

I was weighing about 160 kgs before my weight loss program, and I have lost about 73 kgs ever since.

### When did you become unhappy with your weight? Were you overweight as a child or did you gain weight as an adult?

For me everything was normal even when I was overweight. I wouldn't be bothered of anyone's opinion on me for being fat...I didn't care! So, there was nothing about being happy or unhappy.

I started gaining weight when I was a child, maybe I was 10 years old. It was due to intake of junk food, carbonated soft drinks, watching television resulting in less activity, etc. Yes, I was unhappy of things in this respect.

### What made you decide to lose weight?

When I used to go to the shops to buy clothes, I couldn't find anything of my size. People started telling me that if you lose weight, you will look younger. If I had

to marry a girl, I am sure, there's a 70% chance of being rejected (*laughs*)!

Now it has made me realise that being overweight is not good for my health, back, knees, etc. and I had the determination to lose weight.

### What were the most important changes you made to lose weight?

It was impossible to lose my previous weight by normal means, but only by surgery. I heard of a new Bahraini doctor, Dr Mohamed Al Sharakhy, who has studied in the US and is a weight loss specialist and can carry out this task without a surgery. He does it by administering injection.

I went to meet him and he said, with injection, the normal period of losing weight is within 10 weeks and a person can lose weight of about 20-25 kgs. But according to my stature and case, losing about 20-25 kgs wouldn't make a difference. The cost of the course was BD 600. I enrolled myself to this weight loss program.

The doctor gave me a strict schedule of what to eat and what to avoid...no rice, no carbohydrates, but eat only proteins like meat or chicken or fish or alternatively I may eat 2 eggs and 2 cups of yogurt. The quantity of meat should be only 200 gms or 2 eggs and 300 gms of salad. Fruits could either be 3 apples, 3 oranges





Sayed Ali: Before

or 6 kiwis a day. It included brisk walking and weight lifting exercises too. This would be my strict regimen for weight loss.

As consistency is the key to progression, each workout has to have a presence every day even if it is for a short duration. I would have to focus on moving my body every single day.

### **What was the most challenging thing you had to deal with during your weight loss journey?**

My sugar had dropped and was feeling dizzy most of the time due to less intake of sugar. I was feeling abnormal. I was committed and focused and understood that results will not come overnight.

### **How long did it take for you to start seeing results to reach your current weight?**

I thought not seeing results right away was tough, but trusting myself is the toughest and most pivotal part of success.

In the first week, I lost 6-7 kgs, but later I lost only 5 kgs and upto a certain point, it remained stagnant, as I didn't even lose 200 gms!

### **Did you have any issues with unwanted loose skin after losing the weight? If so, how did you deal with it?**

No, I didn't have any such issues with unwanted skin. The doctor had advised that since I am eating little less than before, there won't be much problem, as I was going for daily walks. I started with 15 minutes initially and increased it gradually until I was walking for 2 hours daily. I used to start from my home in Guraifa and walk till Shaikh Khalifa Park in Hidd and return in two hours.

I was also doing weight lifting on a daily basis, and hence there was no excess skin on my body.

### **How long have you maintained your weight loss and what are the most important factors?**

I have sustained my weight loss and also my muscle

growth, and inshallah, I will continue my regimen. However, I have started indulging on everything now but in controlled quantities.

Walking daily and weight lifting has become a fitness habit for me now. It's not about dieting at all, it's all about eating the right food for a lifetime.

### **What keeps you motivated to continue your weight loss success?**

Recognition and support from my family, friends and colleagues is what keeps me motivated. Now I am even looking forward to getting married. Marriage, good health, body shape and fitness keeps me motivated too.

### **How has your life changed now that you have lost weight?**

I am very happy now, as nobody is teasing or making fun of me. On the contrary, I now feel sorry for others who are overweight as I have discovered that if you stay the course and try your best – you will be able to do it and reach your goals! Every style of clothing that I couldn't try on before is now in my wardrobe.

### **Do you have any advice for others who are trying to lose weight?**

Many people ask me what you do to lose your weight. Actually, losing weight is not like wielding a magic wand and you change overnight.

I took those injections that the doctor had given me. The actual course is for 10 weeks and I lost 37 kgs. However, the doctor had seen the determination in me and wanted me to continue the injections until the 23 week – which means, he continued the course for free for another 13 weeks at no extra cost! One needs to have the will power to lose weight, and that's how you succeed.

In some cases, the injections don't work or some develop side effects, like rash skin or people with diabetes and heart problem, cannot enroll for this course. In fact, there are about 13 parameters or test analysis one needs to go through and come out clean. Only then you may take this treatment.

### **What do you normally eat for breakfast, lunch, dinner and snacks?**

My diet is as follows:

Breakfast – I used to eat 3 meat/chicken sandwiches first, but now I have reduced it to 2 sandwiches containing eggs/cheese, cucumber and tomatoes.

Lunch – A small plate of rice, chicken/fish/shrimps. However, salad is a must.

Dinner – Vegetables (cucumber, carrots, etc.) and fruits.

Honestly, sometimes over the weekends, I don't maintain this diet as I love to savor on pizzas, etc.

I daily consume 4 litres of water – beginning with 500 ml in the morning.

### **What type of nutritional supplements do you take?**

Absolutely nothing.





(L to R) Osama, Jose, Mohamed &amp; Gaby

## BOBCAT AWARDS KANOO MACHINERY

Kanoo Machinery – Bahrain received two awards from Bobcat for “High performance in 2015” on Skid Steer Loaders (SSL) and Mini Excavator. The award was handed over by Mr. Gaby Rhayem – regional director (Middle East and Africa) to commercial general manager, Mr. Mohamed Al Tarrah and Bahrain machinery manager, Mr. Osama Al Mahroos. Also present from Bobcat was Mr Jose Cuadrado – VP Sales. The event was recently held along with all the dealers from Middle East and Africa.

YBA Kanoo has received numerous awards and recognition across its business units for superior levels of service and excellence.

## MACHINERY DELIVERS EQUIPMENT TO ARAMCO

Kanoo Machinery - Bahrain had successfully completed the delivery of Cummins equipment such as four numbers Marine Engines along with Gearbox, four numbers of Marine Generators, control Maneuvering System, Engines

Accessories & Propulsion shaft Companion to M/s. Aramco for their Barge through ASRY. The total deal value was around million US Dollar (\$ 957,938).

Congratulations to the Kanoo Machinery – Bahrain team on this successful order!

YBA Kanoo continues to be a key contributor to the region’s economic growth and development with extensive operations across several dynamic regional markets and industry segments.



Cummins equipment at Aramco





Kurshid with the management

# FAREWELL

The Company honoured long-serving employee, Ms Khurshid Jeevan Mohamed from the Human Resources & Administration department in Bahrain, who served the company for over 38 years.

She was felicitated in the presence of Deputy Chairman, Mr Fawzi Ahmed Kanoo, Mr Tawfiq Taqi, Mr Mohamed Mahmood Hassan and colleagues. She was commended for her outstanding efforts, dedication and hard work over the years.

Mr Fawzi Kanoo in his speech thanked Khurshid for her loyalty and high morale. He expressed his best wishes for her retirement and recognized her pride for working in the organization.



Kurshid with Tawfiq Taqi



Kurshid with colleagues





Attendees at the Information Session

## KANOO TOWER MOVE

An Information Session had been organized by the Corporate Communications Department in association with Human Resources to key staff who are part of the move to the new Kanoo Tower at the Tower's foyer in Diplomatic Area, Bahrain.

Mr Christopher De'Ath, Group HR & Administration Manager welcomed everyone as he briefed all on the new building and its impact on employees and team.

Mr R S Manohar, General Manager of Property in Bahrain spoke on the preparations for the move and the tower facilities available (Carparks, reception desks, pantries, etc.).

Mr Jameel Sharaf, Group IT Head shared his points on the technology, the printer system, Wi-Fi and upcoming telephony upgrades.

Mr Hussain Rasool, Group Corporate Communications Manager apprised the Communications plan for all staff and how they will be informed about all the latest updates to make sure everyone gets a smooth transition when moving.

Attendees had the opportunity to ask questions in the Q&A session and they benefitted from it, as everything was explained in detail.

Light refreshments were served during the session to encourage informal discussions and an exchange of ideas.

It may be noted that YBA Kanoo assigns critical importance to fostering growth and career progression of all its employees and achieves business expansion through constant delivery of sustainable excellence.

The Kanoo Tower move was a joint effort by various departments and it signified a One-Kanoo initiative and a good example of teamwork across divisions.



Chris De'Ath briefing the attendees



(L to R) Karim, Hussain, Hassan &amp; Anand



Talal Kanoo thanking the attendees

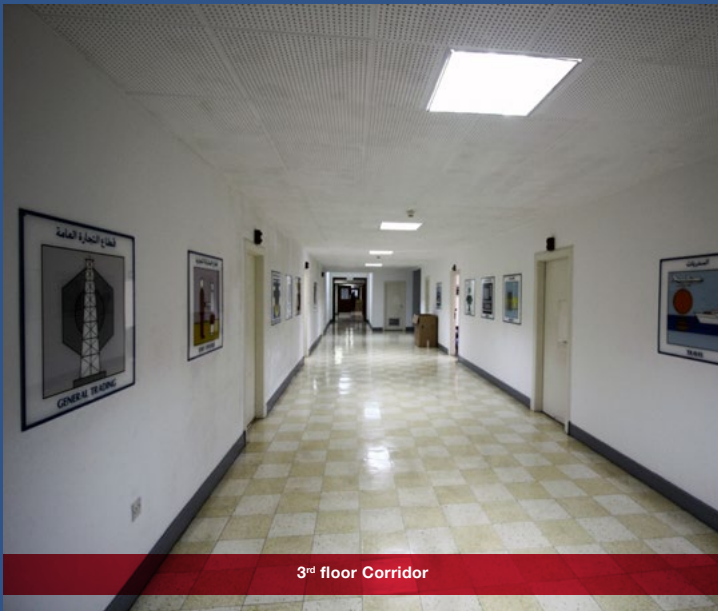


# PHOTO FEATURE: MANAMA HEADQUARTERS

A glimpse of some of the offices in Manama, and we can go down memory lane when we become nostalgic in Kanoo Tower.



YBA Kanoo HQ in Manama



3<sup>rd</sup> floor Corridor



IT Server Room



Mr Fawzi Kanoo's Secretariat



3<sup>rd</sup> floor Meeting Room





HR & Administration Office



Mr Kevin Murphy's Office



IT Department



Mr Warren Blore's office



Mr Fawzi Kanoo's Office





## CONSORTIUM AGREEMENT MAN AND PIPCO

Following the successful signing of the consortium agreement between MAN and PIPCO and the signing of the EPC contract between the said consortium and Arabian Cement Company (ACC), MAN invited Kanoo to discuss the sales and service of MAN small and medium speed bore engine product range in the GCC region.

A meeting was held in Højeby, Denmark between Kanoo and MAN Diesel and Turbo Small Bore Division (MDT). Kanoo was represented by Messrs. Dr. Bakr Khoshaim - advisor to the board, Mr Freddy Sherman - EGM, Mr Ellias Peeran - Engineering Manager and Riyaz Talkhani - Business Development Manager.

MDT is part of the Volkswagen Group since 2013. MDT has a commercial vehicles activity as well as a medium speed diesel engine activity. The small bore division is responsible for the application of medium speed diesel engines in the power generation sector. In particular, the focus is on small bore engines (bore less than 32 cm in diameter). Typically, MDT provides engines for power plants in the range of 4 to 20 MW. These engines are a derivative of marine propulsion engines for which MDT is very well known.

YBA Kanoo has progressively evolved to become the first choice partner for regional businesses by adhering to the highest international standards and operating at optimum levels of productivity, competitiveness and competency.

The two companies have agreed to start the sales of the small and medium range bore engines' range in the GCC. The agreement will be finalized upon initial success of the development.

This will be followed with sales and service training at their facilities in India and France.

## KANOO OIL & GAS WINS ORDER

Kanoo Flow Control - a Kingdom Manufacturing Unit of Kanoo Oil & Gas won a prestigious order from Saudi Aramco for the manufacture and supply of Pilot Operated Safety Relief Valves for Critical Applications.

This order was secured for the Oil Well heads at various sites of Uthmaniya in the Eastern Province of KSA. The value of the order amounts to US\$ 1.9 M.





(L to R) Hisham Srinu Yasser Manu Ahmed

## KANOO MACHINERY WINS LARGE ORDER FROM IPS

Kanoo Machinery, Saudi Arabia have recently won a large and prestigious order for three Hyster Reach Stacker machines from International Ports Services Company Ltd (IPS), Dammam. IPS operates the Dammam Container Terminal (DCT) at the King Abdulaziz Port in Dammam.

IPS are part of the Hutchison Port Holdings Limited (HPH) of Hong Kong. They have been operating at DCT since 1997, when the container throughput was only 300,000 TEUs per annum. Today, this terminal handles in excess of 1.75 million TEUs per annum.

Kanoo Machinery have had a long and close relationship with IPS and the Saudi Arabia Ports Authority (SPA). Kanoo Machinery (KM) along with Hyster have been the preferred supplier of container handling equipment and forklift truck to IPS. However, in the past few years this dominant position was challenged by KM's competitors and quite a few machines from these other competitive manufacturers have been supplied to IPS.

IPS invited offers from global forklift truck suppliers earlier this year. Kanoo Machinery won a hard fought battle which resulted in a multi-million Saudi Riyal order for three large Hyster model R45-31CH Container Handling Reach Stackers. These are the first Hyster Reach Stackers that have been purchased by IPS. All the three machines have been supplied to IPS in July 2016.

Mr Srinu Kadaba, General Manager of Kanoo Machinery in Saudi Arabia stated that close team work with Hyster and Kanoo Machinery staff enabled them to clinch the deal. They are not resting on their laurels and as we go to the press, we understand they are pursuing IPS for an order for two more of these Hyster Reach Stackers.

YBA Kanoo's framework for success is governed by ultimate adherence to local legislation as well compliance to global standards and practices.



IPS King Abdulaziz Port Dammam

## AIR INDIA TO HAJ



The Kanoo Travel GSA, Air India has started its second phase of outbound Haj operations effective 17th September 2016 and will continue until 16th October transporting around 50,000 passengers from Jeddah and Medina.

YBA Kanoo has established solid, long-term distribution and joint venture partnerships with many prominent and well reputed local and international travel companies.





Kanrent Team

## KANOO RENEWS CONTRACT WITH SA TALKE-SPCO

Kanrent, a unit of Kanoo Machinery, KSA has successfully renewed its 5-year rental contract with SA Talke –Saudi Polymers Company LLC (SPCO), Jubail. Kanrent ran a similar contract for the five preceding years.

This renewal is a testimony to the high levels of service provided by Kanrent and the contract is primarily for a fleet of Hyster Forklift trucks amounting to SR 25 million.

TALKE is a German company which was founded in 1947 as a Logistic Service Provider (LSP). They have teamed up with the Al-Jabr Group to form S.A. Talke. They currently



Kanrent machine at the SA Talke site

have a number of LSP contracts across the Kingdom for the chemical and petrochemical industries.

YBA Kanoo is one of the largest, independent, family-run multinational businesses in the Middle East with a diversified portfolio of innovative products and services.

## KANOO LOGISTICS & NISSAN SIGN CONTRACT

Kanoo Logistics signed up a prestigious contract with Nissan in May this year, to support them with logistics services in Saudi Arabia. With this business, we have expanded our expertise in the field of automotive industry. Nissan-KSA was established to consolidate their position in the market by directly importing Vehicles into Saudi Arabia in their name. YBA Kanoo's main scope of work in this business is Customs clearance and Transportation of their vehicles and spare parts.

Kanoo Logistics also signed a contract to offer storage yard for Nissan in Dammam since August 2016. We are expanding our relationship with Nissan to foray further into vehicle storage and warehousing for spare parts, and discussions are on.



Inspired by this relationship, Kanoo Logistics is building its relation with other famous Consumer vehicle brands to establish itself in the field of Automobile Logistics Service industry.

YBA Kanoo pursues and achieves business growth and expansion through the constant delivery of sustainable excellence.



# US ARMY HONOURS KANOO SHIPPING



Ensuring the trust placed in Kanoo Shipping by the US Army is well-founded, our team in Jeddah recently geared up to undertake a logistical exercise at Jeddah Islamic Port. The crucial difference this time being the timing of the operation as it was scheduled to take place on the 1st day of Eid Al Adha.

The Kanoo Shipping team is used to working around the clock of course, but the fear was that the hot summer temperatures and reduced working hours of Government Departments would combine to cause delays and other unforeseen problems that could affect the outcome of the job.

However, the Kanoo team in Jeddah, under the leadership of Abdulrahman Al Refai, planned well ahead and managed all the arrangements and equipment on site to achieve the demanding schedule set by the US Army. The Kanoo personnel worked tirelessly in the Port throughout and sacrificed their holidays in order to get the job done with no Cargo units damaged or lost, and no safety issues reported.

The US Army representatives on site appreciated how hard the Kanoo team worked during the Operation and eventually departed from Jeddah with absolute peace of mind that their Cargo had been handled correctly and without mistake or delay.

To show their appreciation to the Kanoo team, we were awarded two prestigious medals of appreciation which will serve as a reminder to all of the pride that Kanoo Shipping take in meeting the sometimes extraordinary demands of our Customers.



## KANOO SHIPPING OPENS NEW OFFICE IN JIZAN

The Kanoo Shipping team in KSA are delighted to announce the opening of its new office in Jizan. Jizan, also spelt as Gizan or Jazan, is located on the south-western coast of Saudi Arabia.

Opening an office at Jizan has strengthened our presence in the Western region. This decision comes on the backdrop of economic growth sweeping the region. Many ambitious projects in transport, renewable energy, tourism and agricultural development are lined up in the Jizan region, particularly the Jizan Economic City.

The first vessel attended under our agency license, at Jizan, was "BBC Wisconsin". The vessel loaded cargo from Jeddah for discharge at Jizan Economic City, JEC Port (60 Km from Jizan city) recently. Kanoo Shipping Jizan completed all formalities for inward and outward clearance on the same day in a professional manner.

Under the leadership of Mr Robert Moss (EGM) and Mr Adil Zobair (Country Manager – KSA) and under supervision of Mr Abdullah Biladi (Regional Shipping Manager-WP) and Mr Waseem Ghauri (Operations Manager-EP), the Kanoo Shipping's Jizan office is now fully geared to take on the challenge in this new port. The Jizan office is now looking forward to providing current and future clients the support and services that Kanoo Shipping is known for, over past 125 years.

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# PROMOTED

Effective 1st September 2016, Mr. Hatim Al Asmari has been promoted as Regional Operations Manager – Travel Division Western Province. He will be looking after the operational matters pertaining to Travel WP.

YBA Kanoo assigns critical importance to fostering growth and career progression of all its employees. The company advocates knowledge transfers to develop a highly skilled and dynamic workforce.



Hatim Al Asmari

## EMPLOYEES OF THE MONTH



Mr Ahmed F Kanoo awards Mr Ahmed Bahashwan

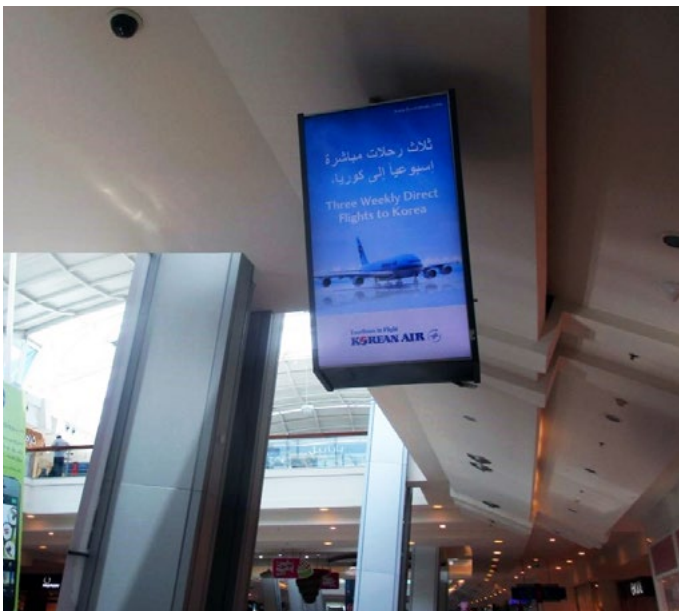
Recently, two “Employee of the Month” were presented with awards by Mr Ahmed Fawzi Kanoo. They were:

1. Mr. Ahmed Bahashwan of Administration - June 2016
2. Mr. Zaki Sheikh of Internal Audit - August 2016

Congratulations and all the very best!



Mr Ahmed F Kanoo awards Mr Zaki Sheikh



## KOREAN AIR STARTS MARKETING CAMPAIGN

The Kanoo Travel GSA Korean Air started its marketing campaign at all major malls in Jeddah such as Red Sea Mall, Aziz Mall and Mall of Arabia.

The Korean Air has placed many complimentary light boxes at all locations giving Korean Air a good overall presence in Jeddah.

YBA Kanoo has stimulated business and economic activity in the region across key industry sectors such as shipping and travel.



# WELCOME ON BOARD

Please join us in welcoming our new employees.

We are confident that they will find many opportunities to grow and develop both professionally and personally.

YBA Kanoo assigns critical importance to fostering growth and career progression for all its employees. The company offers training & development programs to enhance skills, knowledge and team-building.

All the very best!

## BAHRAIN

VINOTH SEKARAN FINANCE MANAGER - BHR KANOO GROUP	RAKESH VENUGOPAL IYER SENIOR ACCOUNTANT KANOO GROUP	SARA HASAN JANAHI TEAM LEADER KANOO SHIPPING	MARYAM SAYED SHARAF TEAM LEADER KANOO SHIPPING	NAHID ISA ABDULRASOOL COORDINATOR KANOO SHIPPING	SARA ISMAEEL BUTARADA TEAM LEADER KANOO SHIPPING
HAKEEMA SAYED KHALIL TEAM LEADER KANOO SHIPPING	MAHMOOD KHALIL RASHTI BRANCH MANAGER KANOO CARGO SERVICES	MUKESH KUMAR MISHRA SALES MANAGER KANOO MACHINERY	HASAN MOHAMED ALHADDAD GENERAL TECHNICIAN KANOO MACHINERY	ASRAA MOHAMED ALHARIRI RECEPTIONIST KANOO SERVICES	ZAHRA ISA MOHAMED ALI RECEPTIONIST KANOO SERVICES
JOSEPH GALLER FERNANDES SECURITY GUARD KANOO PROPERTY					