



YBA KANOO NEWSLETTER

2019 | ISSUE NO. 18



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CEO'S MESSAGE

Dear Colleagues,

I hope you all had wonderful Eid Holidays with your dear ones following the blessed month of Ramadan.

During my first five months, I have visited many of our offices across different locations and have had the pleasure of meeting many of you in person.

I have been truly inspired by our organisation's history and its strong brand across the various lines of business. These have been built by the hard work of generations of Kanoo family members, past leaders and you, our staff. We stand on the shoulders of many giants, but we must not be complacent. It is incumbent upon each of us to continue their legacy and ensure that YBA Kanoo remains a leader of the business community in the Middle East, Africa, and beyond.

Our Group Chairman, Mr Khalid Kanoo, and the Holding Board have given us the direction to prepare YBA Kanoo to be IPO ready. This will involve continual change and the challenge of adopting new processes to enable us to work

more effectively and efficiently. Above all, it means that we must again grow as a business. This is a challenge which I am eager to embrace. I know from speaking to many of you that you are too.

With growth and increased profitability as primary objectives, each ExCom is developing a realistic but ambitious strategy to regain a market-leading position and to capture outsized returns by embracing technology. So far, we have only scratched the surface of what we can achieve. Each strategy is supported by the Holding Company Board and driven by the respective ExCom President, Vice President and Divisional CEO. Details of each strategy will be shared as they develop from concepts, to tangible annual targets, and to longer-term plans.

To realise our full potential, we need to build a culture of execution and discipline. This will be achieved by proactive, competent leadership, and results-orientated people. I invite each of you to consider your role and how you can contribute to making the company more competitive.

As you may know, I also serve as the Divisional CEO of the Shared Services division. The Shared Services team was instituted to serve the interests of all the divisions and to ensure the long-term sustainability of the Group. As a team, we have a vision to attain zero complaints from our stakeholders by 2021. This is an ambitious target which will require our shared services' ethos to change. As a team we will focus on effectively and efficiently serving you, our customers.

I look forward to working with each of you to achieve our shared vision and to re-ignite the growth of the Group. We operate in an intensely-competitive global market, but one with huge opportunities. I know that if we execute against a solid strategy, we will create positive change for the region, our business, and everyone involved in it.

All the best,

Jeff Singer

Group Chief Executive Officer

يوسف بن أحمد كانو Yusuf Bin Ahmed Kanoo



Company Announcement — Finance Positions

Dear Colleagues,

I am pleased to announce that Rajesh Krishnan has been promoted to the position of Finance and Accounts General Manager – KSA & Group Consolidation, effective June 1, 2019. Rajesh has been working with Kanoo for 12 years and in his new role he will be responsible for Finance and Accounts of Kanoo Saudi Arabia & Group Consolidation.

In addition, Panchanathiswaran Venkateswaran (Panchu) will be Acting Senior Finance Manager for Bahrain – Finance & Accounts effective June 1, 2019. Panchu has been working with Kanoo for last 13 years in Internal Audit Bahrain and he will be responsible for Finance and Accounts of Kanoo Bahrain.

I am sure that you will extend full support and cooperation to Rajesh and Panchanthiswaran moving forward for their new roles in the Group.

Warm regards,

Ganesh Krishnamurthy
Group CFO





The Crown Prince and Khalid Kanoo in conversation



HRH Prince Salman being greeted by the Kanoo family

His Royal Highness Prince Salman bin Hamad Al Khalifa, Crown Prince, Deputy Supreme Commander and First Deputy Prime Minister visited the Kanoo Majlis in Mahooz. During the visit, Prince Salman stressed the importance of Bahrain's Economic Vision 2030 - launched by His Majesty King Hamad - in achieving the Kingdom's economic goals and meeting citizen's aspirations.

He praised the ongoing collaborative efforts of Bahraini citizens that have delivered wide-ranging national achievements, and expressed gratitude to citizens' on their selfless contributions to the Kingdom's comprehensive development. Prince Salman also noted that the Kingdom's commitment to achieving its forward-looking development goals will ensure further prosperity and security for all. His Royal Highness concluded by noting the positive results yielded by the implementation of the Fiscal Balance Program and stressed the importance of continuing to achieve all of its initiatives and goals, while maintaining the excellence of service delivery to citizens.

CROWN PRINCE VISITS KANOO MAJLIS



The Crown Prince with Kanoo family members

The Kanoo family expressed their deep gratitude to the Crown Prince on his visit, praising the Kingdom's achievements since the launch of Bahrain's Economic Vision 2030, and wished the Royal Family a blessed Ramadan and continued prosperity. His Highness Shaikh Isa bin Salman bin Hamad Al Khalifa accompanied His Royal Highness during the Majlis visit.



His Royal Highness with the Kanoo family

ANNUAL BAHRAIN STAFF GHABGA HELD

Yusuf bin Ahmed Kanoo Group held its Annual Bahrain Staff Gabgha at the Gulf Hotel. The Ramadan event was attended by board members, divisional presidents, senior management, and more than 330 staff members of YBA Kanoo. As part of the event's festivities, a huge raffle was held, as well as team games, team building activities and traditional board games, and a sahoor buffet spread.



Fawzi Kanoo giving a speech



Hussain Rasool Master of Ceremony at the Ghabga



Nabeel Kanoo picking a raffle ticket



Mohammed Al Tarrah and staff at the ghabga



Senior management and staff



The Kanoo Family with Jeff Singer



Raffle winners with Ali Abdulaziz Kanoo



Nabeel Kanoo, Jeff Singer and Maarten Geeraerts



Anas Kamaluddin and Ganesh Krishnamurthy picking a raffle ticket



Gahwa and traditional sweets served at the event



Raffle winners



Raffle winners



Employees taking photos at the PhotoBooth



Management and staff at the Jeddah iftar

RAMADAN STAFF EVENTS HELD ACROSS SAUDI ARABIA

The Yusuf bin Ahmed Kanoo Group hosted iftars and ghabgas across Saudi Arabia last week to celebrate the spirit of the Holy Month of Ramadan. A Ghabga was held in Dammam at the Kanoo Guest House, and iftars were held in Riyadh at the Radisson Blu and in Jeddah at the Movenpick Hotel City Star.



Ali Abdulla Kanoo, Khalid Mohammed Kanoo and Ali Abdulaziz Kanoo



Staff at the Riyadh Iftar



Staff at the Dammam Ghabga



Khalid Kanoo and Ahmed Al Tablani at the Dammam Ghabga



Ali Abdulla Kanoo and staff at Dammam Ghabga



Staff enjoy the iftar meal in Jeddah

The events were attended by Group Chairman Khalid Mohammed Kanoo, Saudi Arabia Deputy Chairman Ali Abdulla Kanoo, Board Member Ali Abdulaziz Kanoo, and Group Director Ahmed Fawzi Kanoo, as well as top management and staff. The events aimed to strengthen the community relationships and ties amongst staff and management.



Mishal Kanoo and Fahad Kanoo with their family and staff

HUNDREDS ATTEND UAE STAFF IFTAR



Fahad Kanoo with his family and staff members

Hundreds of employees and their families came together for the annual UAE Iftar gathering, which was held at the Marriott Hotel Al Jaddaf in Dubai on May 22. YBA Kanoo Group Board Director Mishal Kanoo attended the Iftar, as well as his family, and welcomed 650 employees and guests from a diverse religious and social backgrounds. Employees celebrated the spirit of Ramadan and the breaking of the fast. YBA Kanoo Group UAE & Oman CEO Fahad Kanoo also attended the event, as well as divisional heads and managers also came to grace the occasion. Religious leader Abdulrahman Hassan also delivered a speech about Ramadan, and lead the Mughrib (evening) prayer. The event was organised by the UAE marketing team lead by UAE & Oman Marketing Manager Ali Islim and UAE & Oman HR Manager Mohammad Tariq.



Staff enjoy an iftar meal with management and family



Employees and guests at the event



A group photo of YBA Kanoo officials and media

BAHRAIN MEDIA INVITED FOR GHABGA

In celebration of the holy month of Ramadan, YBA Kanoo Group hosted its annual Media Ghabga at The Gulf Hotel Ramadan Tent, Bahrain. Group Director, Nabeel Khalid Kanoo wished media a Ramadan Mubarak and spoke in detail about the Group's recent restructure and strategy. He also thanked media for their continuous support over the past year in helping communicate the Group's messages and readership to a wider audience.



Alaa Al Qattan, Mohamed Darwish, Nabeel Kanoo, Hussain Rasool, Hakem Awad Sabh

KANOO LOGISTICS HOLD ANNUAL IFTAR IN DAMMAM

Kanoo Logistics hosted its annual Iftar at Hotel Novotel Dammam Business Park on May 15, 2019. The event is held every year by Kanoo Logistics management to celebrate Ramadan, embrace the Holy month's spirit and increase opportunity for staff members to socialise with management as well as with other divisions and the Support Services departments.



Nabeel Kanoo in conversation with journalists

KANOO LOGISTICS HOST GHABGA FOR CUSTOMERS AND SUPPLIERS

Kanoo Logistics held a Ghabga for customers and suppliers in Dammam for the first time. The ghabga, which was hosted at the Kempinski Al-Othman Hotel in Al-Khobar, aimed to bring together clients and suppliers in the Ramadan spirit and increase positive interactions. Over 100 guests attended the event, which was deemed a great success by Kanoo Logistics management.



Guests at the event



Group Vice-Chairman Fawzi Ahmed Kanoo was interviewed by CNBC Arabia for his prominent role in Bahrain and regional business. Mr Fawzi Kanoo was featured on the "Dialogue of the Week" programme, and spoke about the founding of YBA Kanoo and the 130-year business by Haji Yusuf in shipping, and emphasising that Kanoo Shipping remains the backbone of the company.

Fawzi Kanoo also spoke about the Group's aim to IPO within three to five years, stating that after six generations of Kanoo family members leading

FAWZI KANOO INTERVIEWED BY CNBC ARABIA

the organisation it was time to turn it into a stock-listed company to ensure continuance and improve governance. The Group's recent restructure was also discussed, along with the new positions of family members heading ExComms for each Business Groups, with a President and Vice-President.



YBA KANOO CERTIFIED TO ISO 9001:2015

In March 2019, YBA Kanoo Group celebrated all its major business divisions having achieved the ISO 9001:2015 certification for their Quality Management System. Kanoo Industrial and Energy, Kanoo Logistics, Kanoo Shipping, and Kanoo Travel have all been awarded the acclaimed certificate.



Group Director Ali Abdulaziz Kanoo

To celebrate the achievement, YBA Kanoo organised an appreciation event for the business divisions' managers and Quality Teams at Kanoo Tower in Dammam, KSA, which was attended by the Group's Chairman and board members. A second event was held in Jeddah, with an upcoming Bahrain event planned. At the beginning of the event, the four ISO 9001:2015 certificates were presented to the chairman as an acknowledgment of his significant role in encouraging employees to focus on quality and customer satisfaction. Later, the Quality Teams were awarded Certificates of Excellence as a recognition of their efforts during the audit process.



Group Chairman Khalid Kanoo addressing management and staff



Group Chairman receiving ISO from I&E Acting CEO Manoj Tripathy



Group Chairman receiving ISO from Kanoo Logistics CEO Krishna Kumar & Kanoo Logistics KSA Country Operations Manager Mahmood Battayor



Kanoo Shipping team with management



"The ISO 9001:2015 confirms that YBA Kanoo's quality management system consistently provides excellent products and services that meet our customers' needs and expectations," said Group Chairman Khalid Mohamed Kanoo.



"We are proud of our people who work hard to ensure that we perform according to the highest quality standards."





Kanoo Travel team with management



Quality team with management

ISO 9001:2015 is a globally recognised quality management standard developed and published by the Swiss based International Organisation for Standardisation (ISO) that provides a model to build an effective quality management system. The standard is based on quality management principles, including a strong customer focus, involvement of high-level company management, a process approach and ongoing improvement of the process.

YBA Kanoo has completed more than two decades of ISO 9001 certification, with the first certificate achieved in April 1995.

CERTIFICATE OF EXCELLENCE TO THE FOLLOWING



Abdullah Bubshait – Machinery



J Das, Oil & Gas



Mohammad Hassawi – Machinery WP



Manikandan – Flow Control



Rahil Hegde - P&IP



Ravi K - Shipping Rastanura



Arif Mohammed - Travel



Amjad M - Shipping Dammam



Nadeem Ahmed - Travel



Mir Qassin - Shipping Jubail



Nadeem Tayyab - Shipping DQC



Renjith Rajan, accepted by Mahmood Battayor



Khalid Abdulla – Quality



Nadeem-ul-Haque - Quality



Waris Ansari – Quality



Ahmed Fawzi Kanoo awards Syed Aftab Ahmed – P&IP



Ahmed Fawzi Kanoo awards Gulrez Khan – Travel



Ahmed Fawzi Kanoo awards Syed Adnan Ali – Shipping



Khalid Kanoo giving a speech during the celebrations



Prince Saud with Abdulla Al Mutlaq

YBA KANOO HONOURED FOR SUPPORTING NATIONAL CHAMPIONSHIP FOR ARABIAN HORSES

His Royal Highness Prince Saud bin Nayef bin Abdulaziz, Governor of the Eastern Region in Saudi Arabia, received the Chairman, committee members, and sponsors of the 10th National Championships to judge the Beauty of Pure-Bred Arabian Horses in Al-Ahsa region.

Prince Saud praised the importance of Arabian horses in the history of Saudi Arabia, stressing that the Arabian horse championships take great care in preserving Arabian pure-bred lineage and spreading a culture of utmost care toward the horses. He also emphasised that Arabian horses from Saudi Arabia have started to take part in leading championships across the world.

National Championship Chairman Lu'ai bin Abdullah Al Hashim briefed Prince Saud on the objectives of the Championships in Al-Ahsa since it started in 2006, and was the first of Saudi Arabia's championships in this field. Its ongoing success resulted in 300 horses taking part this year, from some of the world's largest stables.

His Royal Highness Prince Saud thanked and patronised the sponsors and supporters of the event, which included YBA Kanoo Group, represented by Administration EGM Abdulla K. Al Mutlaq.



Information Security Manager Sagi Thomas, Head of Group Shared Services Jameel Al Sharaf, Group Director Ahmed Fawzi Kanoo, Regional HR Operations Manager Mohammed Hasan, and Mr Kamaluddin

YBA KANOO AWARDED ISO 27001:2013 CERTIFICATION FOR ISMS

YBA Kanoo was recently awarded ISO 27001:2013 certification in recognition of its Information Security Management System (ISMS). The ISO 27001:2013 is designed to ensure the selection of adequate and proportionate security controls that protect information assets and give confidence in interested parties. The

ISMS enables YBA Kanoo Group to continue deploying safe working practices that are well-established, and reduce risks to information and its protection through its standard processes and policy frameworks.

"I would like to personally thank each team member who actively participated over the past year in assisting us in the implantation of our ISMS framework within YBA Kanoo," YBA Kanoo Head of Group IT Anas Kamaluddin said.

"We started with high hopes and aspirations in having a proper structured ISMS in place to provide the confidence and comfort to our company directors, shareholder and management, and most importantly our customers, both internally and externally."



Jeff Singer speaking at the strategy meeting

STRATEGY MEETING DRY-RUN HELD IN KHOBAR

A day-long strategy meeting was held at the Kanoo Guest House in Al Khobar, Saudi Arabia, led by Group CEO Jeff Singer, with the attendance of the top executive management team, Divisional Presidents and Vice-Presidents and Divisional CEOs. The meeting was held ahead of the quarterly Holding Company Board Meeting, to hone future strategy for each Division, as communicated by the Division's President, Vice-President and CEO. Each Business Group, as well as Shared Services, communicated their vision for 2020, and were given feedback from management.



Fahad Fawzi Kanoo, Saffia Abdulla Kanoo, and Krishna Kumar giving the presentation for Kanoo Logistics



Executive management at the meeting

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



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KANOO MACHINERY HITACHI KEY HANDOVER WITH REDX INDUSTRIES

Four Hitachi Wheel Loaders were sold by Kanoo Machinery, a division of Kanoo Industrial & Energy, to RedX Industries. A key handover was held at the RedX offices in Hidd. RedX Industries are a long-term client of Kanoo Machinery, purchasing a variety of products, including HIAB. The sale marked a success for Kanoo Machinery and Hitachi's partnership in the Bahrain market.



"Hitachi ZW 250 Wheel Loader is one among greatest products in our portfolio," said Light Equipment Regional Manager Osama Al Mahroos.

"The ZW 250 stage IV-compliant Engine & Lock-up Transmission, and works with greater fuel efficiency and reduces total ownership cost.



"It also extremely comfortable and user friendly. ZW 250 also the safest wheel loader with its 360-degree visibility from its cab."

Present at the key handover were Kanoo Machinery, Hitachi and RedX officials, including Hitachi General Manager Piet Van Bakergem, Hitachi Sales Manager Fumiya Inoue, RedX Operations Manager Martin Pawson and General Manager Sameer Abaza, and Kanoo Machinery Material Handling Regional Manager Mohamed Al Tarrah.

NEW BAHRAIN BAY BUILDING FOR AXA GULF

YBA Kanoo Group and AXA Insurance have signed a joint Memorandum of Understanding (MoU), in a deal that will see them collaborate on a new real estate development in Bahrain Bay. The new building is expected to open in late summer of 2019.

Extensive work has been ongoing in the design, build and fit-out to craft not only a more comfortable work-environment for AXA's Bahrain-based colleagues but also to provide a more customer-centric location. In addition, the building has been designed with sustainability in mind and will feature rooftop solar panels and automated lighting controls.

"Both parties are committed to supporting the Kingdom's economic development and will continue to cooperate with the Economic Development Board of Bahrain," said Group Director Nabeel Khalid Kanoo.

"This MoU is a testament to the two groups' shared vision of collaboration and long-term business ventures, drawing on the strengths of their well-established partnership in Bahrain."



Located on the main island, 6.8 kilometres from Bahrain International Airport, Bahrain Bay is one of the Kingdom of Bahrain's most ambitious real estate developments in recent years. Easily accessible, the new seven story AXA building will consist of over 6,000 square metres of commercial space.

"I am proud of our strong legacy with the Kanoo family spanning several decades and this building reflects not only the ambitious spirit of our partnership, but also strengthens our commitment to the Kingdom of Bahrain and the region as a whole," said AXA Gulf CEO Cédric Charpentier.



Team Kanoo and supporters at the race

YBA KANOO PARTICIPATE IN ANNUAL CHARITY RAFT RACE

Yusuf bin Ahmed Kanoo Group took part in this year's 40th annual Charity Raft Race, held at the Al Bander Hotel & Resort, with the theme of 'Challenge Disabilities'. YBA Kanoo entered two mixed teams into the race, which took place on Friday, April 19, with a total of 20 teams participating. The race was organised by the Rotary Club of Salmaniya, as part of its annual drive to raise funds for charity. YBA Kanoo employees, families, and friends came out to support the teams in their first participation.



Team Kanoo in the water during the race



Teams lined up to start the race



Team Kanoo in the water during the race



Team Kanoo at the Raft Race



Team Kanoo after completing a round



Heading into the water

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Ahmed Kanoo
Group

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Yusuf Bin Ahmed Kanoo





YBA Kanoo Riyadh HQ Rebranded

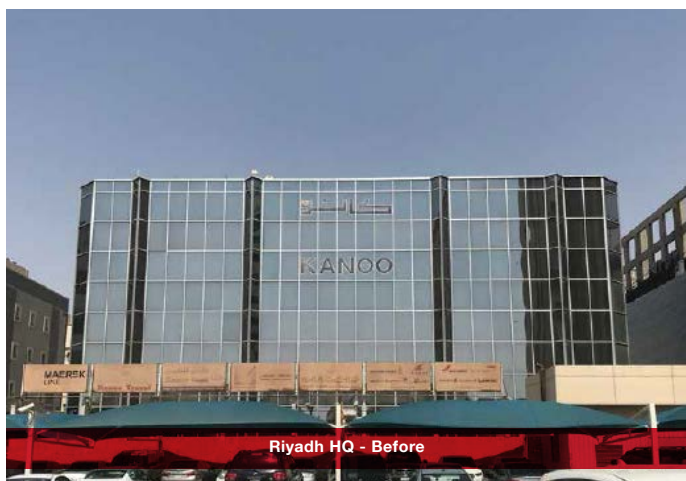
YBA KANOO RIYADH BUILDINGS REBRANDED

YBA Kanoo Group's Corporate Communications department worked on a rebranding strategy for YBA Kanoo Riyadh headquarters and Kanoo Industrial & Energy Showroom on Khurais Road in Riyadh. The project, which is part of a larger move to modernise and unify the look and feel of all YBA Kanoo buildings in the region, took two months to complete. The buildings are both situated in excellent locations, on major highways with great exposure.

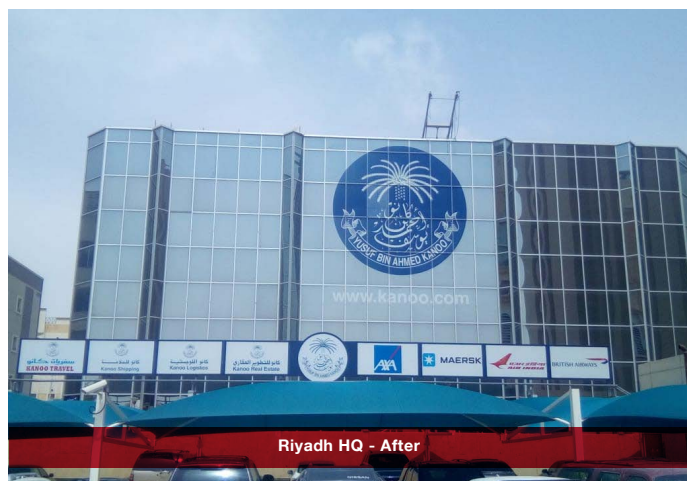
The project was led by Marketing & Branding Officer Manayel Alameer and KSA Marketing & PR Executive Sultan Al Yazeedi, as well as Kanoo Real Estate KSA General Manager Rami Al Jedaani, and his team in Riyadh, Regional Manager Gerryco Untalan and Property Management Secretary Junaid Mushtaq.



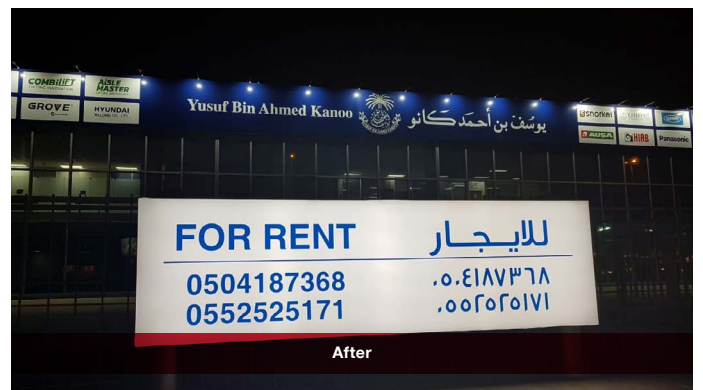
Principals and brands affiliated with YBA Kanoo



Riyadh HQ - Before



Riyadh HQ - After



CRM IMPLEMENTATION FOR KANOO TRAVEL

Following the launch of Customer Relationship Management (CRM) in December 2018 with Kanoo Logistics, YBA Kanoo is proud to announce that Kanoo Travel, in collaboration with YBA Kanoo Group IT, is taking a big leap in the successful rollout of regional CRM and Sales Tool, powered by Microsoft Dynamics 365 cloud platform. With this important step, Kanoo Travel and Group IT are solidifying their commitment to provide state of art service, maintain, nurture and grow relationships with loyal customers. CRM is crucial in helping the sales team to capture, track and increase their commercial pipeline and sales opportunities.

Kanoo Travel, with the support of Group IT, have worked diligently to achieve this success. Throughout this month, the teams have had multiple close engagements and sessions in order to ensure a smooth rollout for all users, utilising the benefits and value of the business tool for both immediate growth and to ensure long-term effectiveness.

“For past 130 years, YBA Kanoo has lead the market by providing excellent customer-centric solutions for their customers,” Group Project Manager Eman Albustani said.

“In today’s era, technology is a need more than ever, Kanoo Group has invested in customer transformations solutions to serve the sales business pillars and position the organisation to meet its 2020 Strategic Intent.

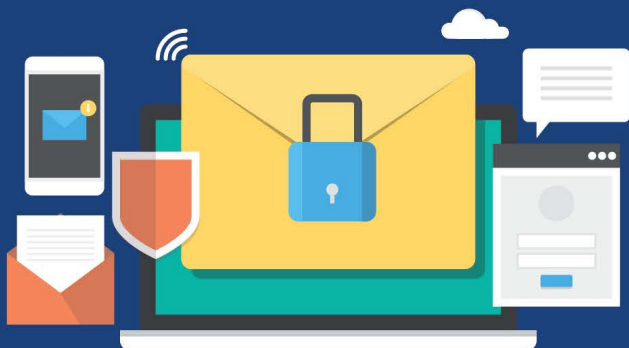
“CRM is a tool that will assist the sales team to picture, track and increase commercial pipelines and sales opportunities.”

Moving forward, YBA Kanoo Group IT will continue to support the Kanoo Travel team to ensure the CRM is being used to its maximum capacity and adoptability. On a YBA Kanoo Group level, the integration of Kanoo Travel with Microsoft CRM is an important step to continue building a strong customer database with real-time data.

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



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Kanoo Logistics Team with BASF staff during the audit

SUCCESSFUL BASF AUDIT AT KLE7 HAZARDOUS CHEMICAL WAREHOUSE

BASF, a YBA Kanoo Group Principal, recently conducted an audit of the Kanoo Logistics Hazardous Chemicals Warehouse Facility near Dammam Port. BASF is a strong YBA Kanoo partner and the Hazardous Chemistry facility was built with the active involvement of the BASF team. The collaboration resulted in a high specification facility with deep racking, and all initial recommendations were put in practice, which included facility, people, process and equipment.

“The audit confirmed the validity of the processes and was a boost of confidence for the Kanoo Logistics team,” said Kanoo Logistics CEO Krishna Kumar.

“We continue to stay committed to raising our own standards of best practices and thereby influence the industry in a positive way.”

BASF EHS auditor Douglas Millar concluded at the end of the audit for the continuity of BASF business as he has no findings to report.

YBA Kanoo Group CEO Jeff Singer visited the facility the day after the audit and said the warehouse facilities and area were impressive, the team is dedicated and paying attention to the details of the business.

“Thirty-five years ago, when I was 18 years old, I drove a forklift as my first job out of high school,” Mr Singer said.

“It was great to get back in the seat here at Kanoo Logistics and be able to see the great work that our Business Division is doing with BASF and the positive results of the audit.”

Kanoo Logistics Bahrain & KSA Commercial Manager Yousef Al Manea handled the BASF team and commercial requirements. Kanoo Logistics operations staff and Kanoo Real Estate property staff were applauded for working together and executing a great job as a time.



Jeff Singer at the KLE7 Warehouse with Kanoo Logistics staff

MEETING HELD WITH MAERSK LINE & KANOO LOGISTICS

YBA Kanoo Group CEO Jeff Singer and Kanoo Logistics CEO Krishna Kumar met with Senior Management from Maersk Line in Jeddah to forge a stronger relationship and create synergy between the two. Maersk Line and Kanoo Group have a strong historical relationship that spans several decades. Both parties agreed to work on offering strong logistical and supply chain solutions in the region.



Kanoo Logistics and Maersk Line management at the meeting

KANOO LOGISTICS STRATEGY WORKSHOP HELD



Krishna Kumar during the workshop

Kanoo Logistics held its Strategy Workshop on April 22 at the Kanoo Guest House in Al Khobar. It was a full day session attended by the Kanoo Senior Management, Commercial Team and the Kanoo Logistics Executive Committee (ExComm) including Fahad Kanoo, Ali Abdulla Kanoo, Jeff Singer, Ganesh Krishnamurthy, and Abdulaziz Ravat. Kanoo Logistics CEO Krishna Kumar led the workshop with an innovative participation of the



Yousif Al Manea gives an explanation during the workshop

Kanoo Logistics team to brainstorm on SWOTs leading to strategic ideas. The workshop was used as the basis for creating a strategic road map for the Business Group.



Krishna Kumar during the workshop

The World Day for Safety and Health at Work is an annual international campaign to promote safety at work. It falls on April 28 and was observed by Kanoo Logistics at all its locations in the region led by the respective business heads, demonstrated with: Toolbox Talks, Safety Drills,

WORLD DAY FOR SAFETY & HEALTH COMMEMORATED

Safety Walks, Risk Evaluation, First Aid Demos, and Talks on Home & Work Safety.

Kanoo Logistics CEO Krishna Kumar led the Dammam Team and emphasised the importance of instilling knowledge on safety with the employees, especially those on the field, such as forklift operators, third parties in YBA Kanoo facilities, and all those exposed to elevated risk in the facilities. The event was marked by practical demonstration of First Aid, and evacuation plans. At the end of the session, the newly trained fire wardens and firefighters were congratulated and awarded certificates.



Demonstrating first aid manoeuvres



Group Director Ali Abdulla Kanoo presents a book to Capt. Sanjay Kumar of Nayara Enereg, in the presence of Mr Jha and Captain Sanjay Kumar as well as other officials

KANOO SHIPPING INDIA LAUNCHED

Kanoo Shipping, one of the largest specialised shipping agencies in the region, has launched operations in India. The new general agency office in Mumbai, Kanoo Shipping India, will allow Kanoo Shipping to have complete port coverage in India. The office will handle crew transfers, spare parts deliveries, customs and immigration formalities and will work closely with the Indian local authorities.

“This step comes as part of Kanoo Shipping’s growth strategy which focuses on entering new markets,” said YBA Kanoo Group Deputy Chairman Fawzi Kanoo.

“Last year, Kanoo Shipping successfully strengthened its presence in the African continent through acquiring Wallem South Africa; a major provider of integrated maritime solutions, and today Kanoo Shipping is in India, one of the largest trade partners of our region and the 16th largest maritime country in the world.”

Port Captaincy and Cargo Survey as well as ISO tank handling are expected to be introduced during the last quarter of 2019.

An experienced operations and finance team will be managing the general agency office in Mumbai, led by Kanoo Shipping India Country Manager Captain Amresh Jha.

“Kanoo Shipping India PLC is a ship agency house with International standards dedicated to provide excellent service quality at competitive prices. We

consider ourselves the extended arm of our customers with local eyes and ears on the ground,” said Mr Jha.

Existing and new customers of Kanoo Shipping will benefit from an onshore experience which focuses on operational quality and cost-effective efficiency. Kanoo Shipping India PLC will recruit local operational expertise and will build competence through development programs tailored for the Indian market.

“We are certain our expansion into India will provide Kanoo Shipping with the necessary growth it requires,” Kanoo Shipping Chief Commercial Officer Nikolai Norman said.

“It is also a clear demonstration of our willingness to go the extra mile to meet our customers’ expectations. India is one of the fastest emerging markets in the world and its ports witness unprecedented traffic growth that is likely to continue for many years to come.

“We believe that there is ample room for Kanoo Shipping, a trusted brand with more 100 years of legacy, in the Indian Ship Agency Market.”

Kanoo Shipping operates in 20 countries, covering all principal ports and offshore terminals around the Arabian Peninsula. In addition to its fully-owned offices and joint ventures in the Arabian Peninsula, the Company’s regional network operates through well-established partnerships in Egypt, Jordan, Lebanon, Pakistan, India, Sri Lanka, Seychelles, Kenya, Tanzania, Mozambique and South Africa.

India has 200 notified minor and intermediate ports. Under the National Perspective Plan for Sagarmala, six new mega ports will be developed in the country. The Indian ports and shipping industry plays a vital role in sustaining growth in the country’s trade and commerce.

PORT OF DUQM HANDLES MAIDEN RORO CARGO UNDER KANOO SHIPPING

Underscoring its growing capability as a multipurpose maritime gateway, Port of Duqm (PDC) successfully handled the discharge of its first Roll-on Roll-off (RoRo) commercial cargo destined for the EPC3 package of the Duqm Refinery project. Kanoo Shipping, as agents of Bahri Tabook, is proud to be a part of PDC's milestone.

RORO is a method to discharge cargo using wheeled or tracked consignment using a ramp from the vessel. The operation at PDC used both RoRo and Lift-on Lift-off (LoLo) modules to unload the shipment from MV Bahri Tabuk, a vessel operated by Saudi based shipping liner Bahri. LoLo is a standard method for handling these cargoes, but was deployed for the first time at Duqm in conjunction with the RoRo operation well.



The RoRo and LoLo operation underway

Around 4,336 metric tons of steel cargoes were discharged during the operation. Of this total, 13 MAFIs (wheeled platform used to carry the cargo) were deployed to unload 639 MT of the goods in RoRo mode, while 3,697 metric tons were discharged in LoLo mode.

"This is a major milestone for PDC in its Early Operation Phase," the Port of Duqm said in a statement.

"PDC is endeavoring to be the preferred port for such RoRo operations not only for the Duqm Refinery project, but also for other upcoming projects in the region."

KANOO RENTAL RECOGNISED AS VALUABLE SA TALKE SUPPLIER



Mark Bin Zahia and Waleed Dessouky

Kanoo Rental was recognised as Valuable Supplier to SA Talke during a celebration held by SA Talke. A Certificate of Recognition was handed by SA Talke Managing Director Mark Bin Zahia to Kanoo Machinery KSA Country Manager Waleed Dessouky.

"Over the years we have been honoured by having the Yusuf Bin Ahmed Kanoo Group as a valuable supplier which makes our organisation proud of our accomplishments," SA Talke representative said.

"Our success together as business partner is the key element of our growth and development."





UAE Air Force begin exclusively using Eastman Turbo Oil

AGREEMENT SIGNED WITH UAE AIRFORCE FOR TURBO OIL

Kanoo Energy, a division of Kanoo Industrial & Energy, signed an agreement with Advanced Military Maintenance Repair and Overhaul Centre (AMMROC) for supply of Eastman Turbo Oil to the UAE Airforce. The oil is by YBA Kanoo Principal Eastman Aviation Solutions and the contracted is valued at BD150,000 annually.

The client wanted to streamline the supply of turbo oils by having one brand and one supplier, as the main problem that needed to be addressed was due to performance reliability concerns being caused by multiple brands being used in the air base. The solution provided by YBA Kanoo was the replacement of Aero shell and Mobil turbo oils with Eastman Turbo oils at all the air bases of UAE air force.

The main challenges faced were the numerous models in the UAE Air Force fleet, where the air base was set against changing the oil type. However, since the majority of the aircrafts and fighter jet planes have Eastman turbo oil approved, the base managers have been directed to use it. At the moment, all UAE Air Bases are using Eastman turbo oil, with several fighter planes using Eastman oils as a trial. The agreement was signed in May 2019 in Abu Dhabi.

LUMPSUM TURNKEY PROJECT AT SABIC-SAUDI KAYAN PHENOL PLANT

The Process Solutions team under Kanoo Oil & Gas, a division of Kanoo Industrial & Energy, successfully completed a project on LSTK basis at Sabic-Saudi Kayan Phenol plant. The BD480,000 project included scope for design, fabricate, supply, test and commission the truck top loading arm for three lines of phenol heavies along with a dispensing metering skid. The TLA's and metering skid were completely designed and supplied by YBA Kanoo Principals Woodfield International from



From left, Shams Parvez, Syed Sohail, Fadhel al Sabi, DN Jadhav

India, while YBA Kanoo and TCC did the PMT and construction at site which involved electro-mechanical work, civil, electrical and automation/integration with client DCS. Repeat orders in the plant for other existing lines are expected.

NEW AGREEMENT SIGNED WITH SA TALKE

A new forklift rental agreement was signed with S.A. Talke SABIC Portside Logistics Facility (PLF) Project for the period 2019 to 2024. The project value is BD1.52 million. This new contract was awarded by SA Talke to Kanoo Rental increases their business income with SA Talke and strengthens YBA Kanoo's foundation in the rental business in the market sector wherein most major companies are shifting into renting instead of buying the equipment. The long-term contracts between Kanoo and S.A. Talke are creating good exposures for Kanoo Rental to penetrate the Petrochemical Business companies such as SABIC, Saudi Chevron, Tasnee and Petrorarabigh due to strategic projects with them.

Major factors to keep and sustain our business with Talke include manpower and the adequate supply of qualified and competent technicians dedicated onsite; spare parts availability; on-time delivery; technical know-how; management and principal support and competitive rates.

SAFCO PROJECT COMPLETED WITH ABB GROUP

Kanoo Industrial & Energy's Oil & Gas division successfully completed a project at Saudi Arabian Fertilizer Company (SAFCO) alongside ABB Group, valued at BD620,000.

The Process Solutions team under Kanoo Oil & Gas successfully completed the project, which involved working with SABIC-SAFCO's Technical Consultants Tata Consulting Engineers for over 18 months, supplying replacement current transformers from YBA Kanoo Principals Fuji Electric in Japan, supply ancillary equipment, accessories and spares for the refurbishment of the 115 KV GIS at SAFCO's sub-stations.

The project was supervised by Fuji-Kanoo team. Five Japanese supervisors were flown in to oversee the project. Process Solutions Jubail senior sales engineers Farooq Ahmed and Sarfaras Kapadan were key in the success of the project.



AGREEMENT FOR OIL SPILL RESPONSE SIGNED WITH SAUDI ARAMCO



Kanoo Industrial & Energy's Oil & Gas division signed an agreement with Saudi Aramco for the supply of Oil Spill Response worth BD560,000 using Principals Desmi RO Clean from Denmark. YBA Kanoo has been moving into environmental preservation, an area with a lot of potential. The agreement was signed at Saudi Aramco, Ras Tanura.

Principal Desmi Ro-Clean will supply the material from their factories in Denmark, which is expected to be delivered by August 2019. DESMI caters to requirements for the onshore, near-shore and offshore environment. DESMI provides state of the art equipment and can supply and train on a wide range of proven solutions. The Kanoo Oil & Gas Process Solutions team that worked on the project for eight months were Fadhel Al-Sabi, Shams Parwez and Syed Sohail.

20MW POWER RENTAL PROJECT AT HAQIL



Continuous power generation at the SEC Haqil site



The power rental site at Haqil

Kanoo Industrial & Energy's P&IP division in Saudi's Western Province secured a BD1.06 million 20MW Power Rental Contract with Saudi Electricity Company (SEC) for their Haqil site. YBA Kanoo will maintain the site, in addition to generating 20MW of power at 13.8KV, 60Hz on a continuous basis using Diesel Generator sets and transformers. The site will be supervised by qualified in-house engineers and technicians.

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو

MenaMe Upgraded!



The new and improved MenaMe

PRESTIGIOUS AGREEMENT SIGNED WITH ROYAL SAUDI AIRFORCE

Kanoo Industrial and Energy's Power and Industrial Projects (P&IP) division signed an agreement with the Royal Saudi Airforce (RSA) for the supply of Weapon Guard lubricating oil for weapons, small arms, and light calibre weapons with manufacturer Rocol. The prestigious order marks the first time Kanoo P&IP secured the tender away from competition.

Airforce Fleet's parts are extremely expensive and Original Equipment Manufacturers recommend the use of only NATO-approved lubricants for their equipment. A change in the lubricant comes with a set of approvals. The equipment is required to be lubricated once a year. The Castrol Synthetic lubricant which was used previously was no longer available in Saudi Arabia and importing it would have constituted a major challenge.



Royal Air Force Uses YBA Kanoo Principal Lubricant

Kanoo P&IP studied and understood the applications clearly and analysed the competitor's product information and features. The division found a similar product approved by NATO manufactured by our principal Rocol called Rocol Weapon Guard 24 Synthetic Lubricating Oil for Weapons, Small Arms and Light Calibre Weapons. As a result, the competitor was displaced and Kanoo P&IP provided a product with a four-year shelf life and that conformed to all RSA specifications.



YBA Kanoo staff, Omicron officials and clients at the workshop

OMICRON SEMINAR HELD ON PARTIAL DISCHARGE & INSULATION DIAGNOSTIC MEASUREMENTS

Kanoo Industrial & Energy's Power & Industrial Projects (P&IP) division held a workshop seminar with Principals Omicron in Jeddah. The workshop was held on Partial Discharge and Insulation Diagnostic Measurements on High Voltage Assets. The experts presented new technology for portable on-line partial discharge measurements and temporary monitoring systems for various electrical assets.

Key customers attended the workshop, including Saudi Electricity Company, Siemens, and Al-Gihaz Contracting Co. It was an excellent opportunity for Kanoo P&IP to present to customers Omicron's latest products and hear their experiences.



Thailand

4 Nights - 5 Days
3 Star accommodations
Breakfast

BHD 115
SAR 1,144
AED 1,120



ORDERS FOR INNOVERT SYSTEMS & CALCIUM BROMIDE FROM SAUDI ARAMCO

Kanoo Industrial & Energy's Oil & Gas division signed an agreement with Saudi Aramco for the supply of innovert systems and calcium bromide. The value of the agreements are BD6.6 million for Innovert Systems for four months and BD6.73 million for Calcium Bromide for six months.

Kanoo Oil & Gas had previously had this agreement for 10 consecutive years, but lost to a competitor in November 2018 due to pricing. However, with consistent follow ups and due to the previous excellent performance of the system in the drilling field, the team managed to win back the proposal. After the four-month test period based on performance, the new agreement will be drawn for a one- to two-year period, and Kanoo Oil & Gas expects a major share of the business.

أرامكو السعودية
Saudi Aramco



The Innovert system eliminates the use of two different systems in the main and lateral hole sections and it reduces the drilling cost by realising the benefit of a single system. The benefits of Innovert System in Oil Well drilling is decreasing the risk of formation damage, achieving higher penetration rates, reducing the risk of Barite sag, reducing pressure drop, and providing improved zonal isolation, higher solid tolerance and retains less oil retention on drilling cuttings.

Calcium Bromide is used as completion and work over fluid to control wellbore pressure and maintain stability in upstream oil and gas operations. It can also be used to achieve a clear, solid free liquid over a wide range of densities and temperatures.



SUPPLY OF LUBE OIL & GENERATOR COOLERS FOR POWER STATIONS

Kanoo Industrial & Energy's P&IP division signed an agreement with Dubai's Electricity & Water Authority (DEWA) to replace Lube Oil Cooler Panels using Principals Ecodyne. The contract is valued at BD253,000.

The client reported an issue with the significant reduction in the performance of the lube oil cooler due to deterioration of the fins, the heat transfer area of the lube cooler panel. as a result, the lube oil cooler not functioning at its full efficiency, which required replacing the lube oil cooler panels. Despite UAE-based local fabricators approved by DEWA, YBA Kanoo managed to successfully highlight the excellent quality of Principal Ecodyne and use them to procure the spares.

Ecodyne Industrial Heat Exchanger Group is a leading provider of air-cooled heat exchangers to the power, oil and gas and process industries. They offer application solutions for cooling gas turbine, steam turbines,

auxiliaries and balance of plant, reciprocating engines, compressors and lubrication oil. With over 70 years of experience the application solution designers are able to tailor a solution to provide the lowest total acquisition cost and risk for any project.





KANOO MACHINERY BAHRAIN AWARDED BY BOBCAT

Kanoo Machinery, a division of Kanoo Industrial & Energy, received two distinguished awards from Bobcat at an event held in Cairo, Egypt. The first was for Outstanding Performance for Bobcat Telehandler, marking this as the fourth consecutive year for Kanoo Machinery (Bahrain) to win the award. It applauds its great success with the Telehandler market in Bahrain with the new generation Telehandler. Kanoo Machinery in Bahrain is considered to be one of the top performers for Bobcat Telehandler in the Middle East and Africa region and also has a market share of 51% on Skid Steer Loaders. The second award was for Top Training Achievement and Team Development, in collaboration with Bobcat Training Institute.

Accepting the awards was Kanoo Machinery Regional Manager – Osama Al Mahroos (fourth from left), from Doosan Bobcat Vice President Gustavo Otero (second from left), Doosan Bobcat Regional Director EMEA Gaby Rhayem (first from right) and other Doosan Bobcat officials.

SUPPLY OF ASPHALT TRUCK LOADING PUMPS FOR BAPCO

Kanoo Industrial & Energy's Oil & Gas won a tender from Bahrain Petroleum Company (BAPCO) for the supply and commissioning of three Asphalt Truck Loading Pumps, valued at BD285,105

A number of local and overseas competitors participated in the tender and had offered competitive prices. Kanoo Oil & Gas had several technical meetings with the end-users and succeeded in presenting a winning strategy for technical and commercial aspect, which won the tender.



50MW POWER RENTAL PROJECT AT KING KHALID MILITARY CITY

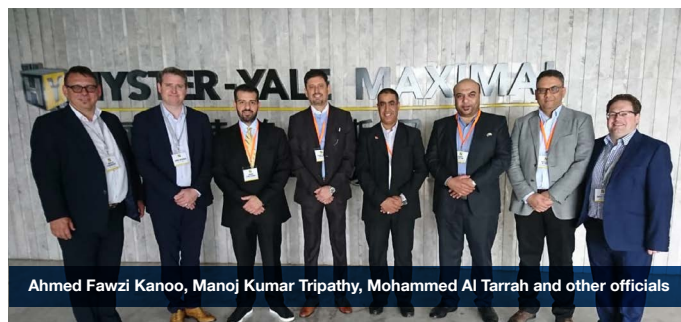


Kanoo Industrial & Energy's P&IP division in Saudi's Western Province secured a BD1.73 million 50MW Power Rental Contract for an initial period of nine months at King Khalid Military City, Hafar Al-Batin. Kanoo P&IP will maintain the site, in addition to generating 50MW of power at 34500 volts, 60Hz, 3ph, 0.8pf on a continuous basis using Diesel Generator sets and transformers. The site will be supervised by qualified in-house engineers and technicians.

KANOO MACHINERY VISITS HYSTER MANUFACTURING FACILITY IN CHINA

Kanoo Machinery, a division of Kanoo Industrial & Energy, visited the Hyster Manufacturing Facility in China led by Group Director Ahmed Fawzi Kanoo and Kanoo Industrial & Energy Acting CEO Manoj Kumar Tripathy. The delegation were inspecting the new facility acquired by Hyster in China, with UT Trucks launched in the region manufactured at the facility in late 2019. The UT Truck produce range will be between 2 to 3.5 tonnes.

Hyster-Yale Materials Handling, Inc (NYSE: HY) announced that it has completed its acquisition of 75 percent of the outstanding shares of, and a controlling



Ahmed Fawzi Kanoo, Manoj Kumar Tripathy, Mohammed Al Tarrah and other officials

interest in, Zhejiang Maximal Forklift Co from KNSN Pipe & Pile Company Limited for an aggregate purchase price of \$90 million, funded using Hyster-Yale's cash on hand. As a result of the acquisition, Zhejiang Maximal Forklift Co has been renamed Hyster-Yale Maximal Forklift (Zhejiang) Co ("HY Maximal"). Current Zhejiang Maximal Forklift ("Maximal") senior management, through Y-C Hong Kong Holding Company Limited, own the remaining 25 percent interest in HY Maximal.



YBA Kanoo and Perkins officials at the distributor meeting

Kanoo Machinery, a division of Kanoo Industrial & Energy, in association with Perkins Engines Company organised a three-day Distributor Meeting in March 2019 in Dubai to assess their performance growth and strategy deployment in the Gulf region. The seminar's theme was 'Growth and Improvement Workshop for Parts and Service'. Attending the seminar were Kanoo

KANOO MACHINERY & PERKINS DISTRIBUTOR MEET

Machinery Divisional Parts and Workshop Managers from UAE, KSA, Bahrain, and Oman.

"The reason for the workshop was to improve collaboration between Perkins and Kanoo Machinery and to optimise the level of after-sales and service support that we offer to our valued Customers across the region," said Regional Power Manager Graeme De Villiers.

"Perkins active participation in the workshop further demonstrated their commitment to Kanoo Machinery and 58 years of our long and ever-growing relationship."

CHEMICAL TRIAL AT MA'ADEN BY KANOO OIL & GAS

Kanoo Oil & Gas, a division of Kanoo Industrial & Energy, conducted a trial at Ma'aden Waad Al Shamaal Phosphate Acid Plant (MWSPC) and Phosphoric Acid Plant (PAP) at Turaif. The trial was specifically conducted to prove the product's capability and dose optimisation for product offered to MWSCP.

MWSPC has a Phosphoric Acid-producing plant at Turaif site with a capacity of manufacturing 4,800 metric tons (MT) of P2O5 (weak acid) per day. Kanoo Oil & Gas was asked by MWSPC to perform the water-based defoaming activity in the Phosphoric Acid plant. YBA Kanoo Principle NAQ Global supplied 18 MT of Greendfoam product along with four pumps for free for the trial.

The objective of the trial was to assess the performance of GREENDFOAM 5030 and trouble shoot the process limitations arising due to foam generation from rock



Ma'aden Waad Al Shamaal Phosphate Acid Plant

impurities during the reaction. Following success at the trial, securing the business would be a major win in the future.

Involved in the project were Kanoo Oil & Gas Senior Chemicals Sales Engineer Nabil Nisar Pavaskar, Kanoo Oil & Gas Chemical Sales Engineer Mohammed Azeem Rasheed and NAQ Global Technical General Manager Suman Bhattacharya.



Kanoo Travel and YBA Kanoo management and staff at the stand

KANOO TRAVEL AT THE ARABIAN TRAVEL MARKET

Kanoo Travel participated in the Arabian Travel Market (ATM) 2019 which is held in Dubai, UAE. At the event, key MoUs and agreements were signed with global players, and Kanoo Travel were also given a Top Producer Award.

“During the ATM, we are planning to officially partner with several global players in the Travel Industry who are expected to greatly enhance Kanoo Travel’s competitive advantage in the region,” Kanoo Travel President Nabeel Kanoo said ahead of the event.

“ATM has always offered us the opportunity to enhance our relationships with our clients and our industry partners.”

barriers or fire suppression equipment are required when FR3 is used as the dielectric. It is also 100% biodegradable in 28 days, is non-toxic, non-hazardous in soil and water, and carbon neutral. As a result, the project has tremendous potential for Kanoo Industrial



Ahmed Fawzi Kanoo, Zaeem Gama and other officials at the event



The Kanoo Travel stand at the ATM



The Kanoo Travel stand busy during the market

& Energy. Once the project is approved, SEC plans to use this fire-resistant oil in sensitive areas such as Holy Mecca and Medina, in schools, hospitals, and other areas.

Kanoo P&IP introduced the concept of natural ester oil to SEC through a series of meetings and presenting technical studies starting in 2017. Once approval was granted to create a pilot programme with their existing transformers, Kanoo P&IP has approached all transformer manufacturers in Saudi and briefed them on the advantages of FR3 oil and submitting samples. A few manufacturers have asked for trial orders.

KANOO TRAVEL PARTNERS WITH BOOKING.COM

Kanoo Travel announced a strategic partnership with Booking.com that will expand its digital services during the Arabian Travel Market in Dubai. The new partnership allows Kanoo Travel to offer competitive accommodation rates for its customers, allowing visitors of the Kanoo Travel website to have the same room rates as Booking.com, without any extra fees, and includes the last room availability feature.

“We continue to invest in the latest technological advancements to satisfy our customers and to make sure we offer them a comfortable travel experience,” Kanoo Travel President Nabeel Kanoo said.

“Partnering with Booking.com; one of the most recognised online names in the Travel Industry in this era, shows the commitment of Kanoo Travel towards providing the best services and prices to its customers.

“This partnership will allow Kanoo Travel website to offer the same rates and packages available on Booking.com.”



Ahmed Fawzi Kanoo with Booking.com officials at the ATM

Established in 1996 in Amsterdam, Booking.com has grown from a small Dutch startup to one of the largest travel e-commerce companies in the world. Part of Booking Holdings Inc. (NASDAQ: BKNG), Booking.com now employs more than 17,000 employees in 198 offices, in 70 countries worldwide.



Kanoo Management and Staff with Hilton representatives

KANOO AWARDED TOP PRODUCER BY HILTON

Kanoo Travel was awarded Top Producer Award by multinational hospitality company Hilton during the Arabian Travel Market in Dubai. YBA Kanoo Group Director Ahmed Fawzi Kanoo, Kanoo Travel CEO Zaeem Gama and senior Kanoo Travel executives received the award.

KANOO TRAVEL PARTNERS WITH GLOBAL EVENT MANAGEMENT TECHNOLOGY PROVIDER CVENT

Kanoo Travel, a fully owned business of Yusuf bin Ahmed Kanoo Group (YBA Kanoo) signed an agreement with Cvent, a market leader in meetings, events, and hospitality technology, in which Kanoo Travel will utilise Cvent's complete suite of event management solutions at the Arabian Travel Market (ATM) to be held at Dubai World Trade Centre from April 28 to May 1, 2019. Cvent's event technology solutions will offer ATM attendees enhanced engagement and networking opportunities and will allow Kanoo Travel to manage and deliver a more impactful and memorable overall event experience.

The partnership is a first-of-its-kind collaboration for Kanoo Travel as it becomes one of the first corporate travel management companies in the region to benefit from Cvent's integrated technology solutions which include online registration, onsite badging and check-in, mobile event apps, and feedback and reporting solutions. In addition to using Cvent's onsite event technology, the company will also utilise Cvent's venue sourcing platform – the Cvent Supplier Network (CSN) which will help to simplify and automate the event venue selection process. Featuring more than 260,000 hotels, resorts and special event venues, the CSN is one of the world's largest databases of detailed venue information.

"Kanoo Travel is embracing the digital transformation in the Travel and Hospitality industry and it's serious about adapting the latest technology solutions which add value to its customers," said Kanoo Travel President Nabeel Kanoo.

"By partnering with Cvent we will be providing our customers with a comprehensive event management platform which will handle the entire event lifecycle and we will be able to offer them venues and hotels with competitive prices."

Speaking on the partnership, Cvent Dubai Head of Sales & Partnerships and General Manager Gokul Bajaj said that the Cvent was excited to be working with Kanoo Travel.

"Kanoo Travel (are) a market-leading organisation that recognizes the importance of digital transformation and automation and we're proud to partner with them to further support the growing



UAE event technology industry," said Mr Bajaj.

"With Dubai's expanding MICE market, the Arabian Travel Market offers a unique opportunity to showcase the power of technology in transforming meetings and events. With more than 20 years in the industry, Cvent is well positioned to lead this digital effort by offering solutions that make live events more engaging, strategic and impactful."

Last year, Cvent, the Washington, D.C.-based technology company, opened its first office in the Middle East. Located in the heart of Dubai, the location now serves as a regional hub enabling the company to service regional clients more quickly and address the growing demand for its event and hospitality cloud platforms in the Middle East and Africa. With more than 100 customers in the region, Cvent has established a strong client base including top brands and leading luxury hotels such as Qatar Foundation, Arabian Exhibition Management, Marriott Hotels, Shangri-La Hotel, and Atlantis-The Palm.

ALLIANCE WITH ACCOR, MERCK, AND BAESHEN



Kanoo Travel has secured new contracts with Merck, Accor and Ahmed Baeshen Group offering comprehensive travel services, including meetings and events. The contracts that were awarded in Q1 2019 goes on to further strengthen the existing partnership between Kanoo Travel and the pharma, hospitality and Fast-Moving Consumer Goods (FMCG) industries.

4TH INSTITUTIONAL INVESTOR SUMMIT – BAHRAIN



Stergios Voskopoulos in conversation at the Institutional Investor Summit

The Institutional Investor Summit was held at The Ritz-Carlton, Bahrain. Kanoo Capital CEO Stergios Voskopoulos, Kanoo Capital Senior Investment Officer Ali Abdulmalek and Kanoo Capital Investment Analyst Fatema Hasan attended the event. Mr Voskopoulos was invited to give an 'In Conversation' segment in which he was interviewed at the event.

"I was a speaker at the summit, which has been a major investor summit for many years," Mr Voskopoulos said.

"It was a one-to-one interview style and we discussed how family offices invest in this new world, how we invest in a dynamic world, for new generations, intergenerational and how to enhance talent.

"The topic presented was 'Preparing a Family Office for the Next Cycle'."

ANNUAL INVESTMENT MEETING



The Annual Investment Meeting (AIM) is a premier Three-Day foreign direct investment (FDI)-focused event that includes an executive thought leadership conference, a ministerial roundtable, country presentations, workshops, exhibition, investment awards, and networking functions.

AIM, which is held in Dubai, offers cross-industry project developers a safe and sound platform to present their projects and schedule G2B and Express B2B meetings with institutional, corporate and individual high-net-worth individuals seeking lucrative and reliable projects for their capital.

Kanoo Capital were invited to take part as a Panellist for a session titled "Family Office Roundtable: Investing in the Future".

"We were invited to speak at the event by the ministry and to discuss family business groups," Kanoo Capital CEO Stergios Voskopoulos said.

"I spoke on a panel on how we deal with our overall business group, innovation, investing in different verticals and recreating business lines.

"These conferences and meetings are a very efficient way to source, evaluate and execute business strategy.

"This was done in the context of Kanoo Capital's new strategy to proactively become an asset management firm in its own right."

There has been a significant increase in the number of family offices globally over the last ten years and is expected to continue. EY estimates that there are currently 10,000 single-family offices, a tenfold increase since 2008. AIM seeing over 20,000 participants from over 140 countries, ranging from ministries, government departments, family offices, pension funds, and banking and financial intuitions as well as SMEs and start-ups.

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CONTEXT SUMMITS MIAMI 2019

Kanoo Capital CEO Stergios Voskopoulos attended this year's Context Summit flagship event in Miami, which sees a broad spectrum of high-quality managers and allocators. The conference brings together qualified investors and hedge funds for two days of highly targeted and productive, prescheduled one-on-one meetings. Unparalleled networking events for all conference participants are scheduled at sites on or near the resort grounds.

Participants can arrange one-on-one, back-to-back meetings with vetted, interested parties, keeping their time and efforts highly productive. Inclusive, single-site social events provide additional opportunities for effective networking. Overall, the aim is for participants to gain solid leads, cultivate tangible opportunities, and build meaningful relationships.

"The summit is of paramount importance for us to know what's happening in the global hedge fund industry," Mr Voskopoulos said.

"There are 500 hedge fund managers from all over the world, given to us on a list, that will be attending.

"The Kanoo Capital team worked for a whole month prior to the event to pick which managers fit our strategy. Over a course of two days, I met 30 hedge fund managers.

"There's a massive arena with cubicles where you can sit down with the managers. It's the best summit in the world for this type of networking.

"With these conferences, three to four days work can do a job for almost the whole year. We mingle with family offices from all over the world."

He said that it's important to note that the networking opportunity given by summits and conferences is essential for Kanoo Capital's work and saves money for other YBA Kanoo business divisions.

"Our network saves divisions money," he said.

"It's not for fun that we travel to these summits and conferences, it's for work.

"If we don't go and stay in Bahrain, we can only meet with the people who come to us – and that's only perhaps 1% of the people we can otherwise access.

"Eventually, the goal for Kanoo Capital is to be globally present."

2019 MILKEN INSTITUTE MENA SUMMIT

The 2019 Milken Institute MENA Summit was held in Abu Dhabi, UAE, with a focus on Navigating a World in Transition. The Milken Institute is an independent economic think tank based in Santa Monica, California. It publishes research and hosts conferences that apply market-based principles and financial innovations to social issues in the US and internationally.

YBA Kanoo Group Director Fahad Kanoo and Kanoo Capital CEO Stergios Voskopoulos attended the event and met with high-profile personalities and businessmen including British business magnate, investor, and Virgin Group founder Richard Branson.

"This summit is multi-thematic. I sat on a panel and discussed our practice internally and how we invest globally," Kanoo Capital CEO Stergios Voskopoulos said.

"In the past, Kanoo Capital has never been present at these events.

"By also hearing and interacting with other family offices all over the GCC and the rest of the world, it gives us an advantage and makes sure we are noticed.

"If you're not there, the absence is noted. Networking is key in our business.

"Without attending this summit, Fahad Kanoo and I could not have met with Richard Branson and been able to get some important takeaways.

"Presence, promotion, learning, sourcing and networking – those are the key aspects of my job. Then we have to come back here and do all the work that these opportunities have presented."

The Institute say that the Middle East and North Africa (MENA) is rich in human capital and poised to assume greater influence in today's global economy. As economic growth and political reforms continue, many countries have been compelled to accelerate structural reforms to diversify their economies and boost the role of the private sector in creating jobs for rapidly growing labour forces.

GULF CAPITAL LIMITED PRIVATE DEBT MEETING

Kanoo Capital Senior Investment Officer Ali Abdulmalek attended the annual Gulf Capital Limited – Private Debt Meeting in Dubai, UAE. Based in the United Arab Emirates, Gulf Capital is a leading alternative asset management company focusing primarily on late-stage control buy-outs, growth capital, private debt and real estate projects in the Middle East.

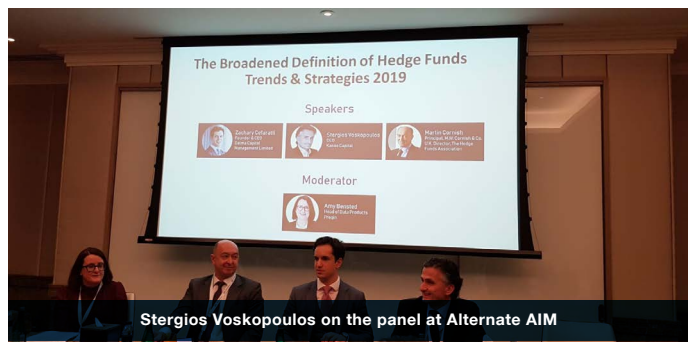
"We attended as an investor in the fund; we're a limited partner," Mr Abdulmalek said.

"We sit on the limited partner advisory committee (LPAC), so I sat on that committee.

"The main purpose of annual investor meetings is to review fund performance and vote on rising matters.

"Major important decisions taken to set out upcoming strategy during this meeting."

ALTERNATE ANNUAL INVESTMENT MEETING



The Alternate Annual Investment Meeting (AIM) was held in Abu Dhabi a day prior to the AIM in Dubai. Kanoo Capital CEO Stergios Voskopoulou spoke on a panel on the “Broadened Definition of Hedge Funds Trends & Strategies in 2019”.

“We talked on about the hedge fund strategies and how they fit into asset allocation, how we deal with and source hedge fund managers and how we deal with fees,” Mr Voskopoulou said.

“We of course want an optimal fee structure, and not pay too many fees, unless the hedge fund managers prove themselves.”

NBK CAPITAL PARTNERS INVESTOR FORUM

An investor forum for NBK Capital Partners was held in Dubai, UAE on March 6 and attended by Kanoo Capital Senior Investment Officer Ali Abdulmalek.

“I attended the conference because we’re investors in a couple of the hedge funds,” Mr Abdulmalek said.

“It’s the annual meeting to review funds and market overview and review the pipeline for the upcoming funds.

“I sat on the limited partner advisory committee (LPAC) and we discussed the positives and negatives of the year’s investments and what strategy would be used going forward.”

NBK Capital Partners was founded in 2005, and is the Alternative Investments unit of NBK Capital (NBKC), a subsidiary of the National Bank of Kuwait (NBK). In 2015, the group rebranded as NBK Capital Partners (“NBKCP”).

NBKCP has presence in Bahrain, Kuwait, Turkey and is regulated by the DFSA. NBKCP is a leading alternative investment manager across multiple asset classes including private equity, mezzanine and real estate in the MENA region.

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



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Never reveal your password
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Tip: Always check the URL

www.kanoo.com

EMPLOYEES OF THE MONTH



Zakir Ali receiving certificate from Ahmed Fawzi Kanoo



Mohammed Shahanawaz receiving certificate from Ahmed Fawzi Kanoo

Employee of the Month awards in WP were presented by YBA Kanoo Director Mr Ahmed Fawzi Kanoo to Zakir Ali from Kanoo Industrial & Energy's P&IP division for April 2019 and to Mohammed Shahanawaz from Kanoo Real Estate's Property division for May 2019.

KANOO TRAVEL WIN SABRE EMQUEST CRICKET TOURNAMENT

Kanoo Travel have been named winners of the Sabre Emquest Cricket Tournament for the third year in a row. The final was held between Kanoo Rangers and Dnata at the Insportz Indoor Cricket facility Dubai. Throughout the tournament, Kanoo Travel had an unbeaten streak, beating City Travel, Airlink Travel, Dada Bhai Travels, Kabul Travels, and DNATA B out of the 60 teams that participated from the travel industry.



Tabrez Shaikh getting the Man of the Match trophy and prize



Captain receiving the Champions trophy

Team players were: Asim Fawaz, Tabrez Shaikh, Liston Olivera, Rafaz Mulla, Nuski Arafath, Rizwan Alambath, Zahir Shaikh, Mohomad Ajwan and Sajid Shaikh. Tabrez Shaikh was named Man of the Match for the finals and Nuski Arafath was awarded Best Bowler of the tournament.

"We were optimistic throughout the tournament," Kanoo Rangers Captain Tabrez Shaikh said.

"Credit goes to team, and we knew our strength, if we stick to our skillset, we'll reach our goal. This win means a lot to every one of us, especially, when we know we've won the title three years in a row."

Kanoo Travel Divisional General Manager Aubrey Heldt commended the team and applauded them for the achievement.



Kanoo Rangers celebrating Hat-trick of Victories

KANOO PREMIER LEAGUE PRIZE DISTRIBUTION CEREMONY



Kanoo Premier League winners Al Burj Group pose for a group photo

The 25th Kanoo Premier League prize distribution ceremony was held at La Sani Restaurant in Jeddah where YBA Kanoo Director Mr Ahmed Fawzi Kanoo presented the awards to the winners and top performers. Speaking at the event, Mr Ahmed Fawzi Kanoo said that the YBA Kanoo Group has always been at the forefront of supporting sporting activities and cricket in particular. He thanked the Jeddah Cricket Association (JCA) for the opportunity to sponsor the Premier League for the last 25 years and continued support in the future. Mr Ahmed Fawzi Kanoo also expressed his intention of having a YBA Kanoo team participate in the league next year.

Al Burj Team were announced the winners of the Kanoo Premier League and Saudi Oil Group were the runners-up.



Ahmed Fawzi Kanoo receives a plaque in appreciation from the JCA



Ahmed Fawzi Kanoo with JCA officials



Runner's up Saudi Oil pose for group photo

KANOO LOGISTICS CROWNED CHAMPIONS OF JEDDAH CRICKET TOURNAMENT

Kanoo Logistics Jeddah Team won the 21st Kanoo Inter-Division Annual Cricket Tournament 2019, by beating Maersk Line in the Finals. Kanoo Logistics last won the annual tournament in 2017. Other teams involved in the league were Kanoo Travel, Kanoo Machinery and Kanoo P&IP. The team was head by Zahir Johoran and Yazer Arafat was the man of the match in the finals.



The team after winning the final

"Wonderful feeling of camaraderie and well-done gentlemen. Please join me in congratulating the team," said Kanoo Logistics CEO Krishna Kumar.



Mr AlKhtim with the cake

OPEN DAY FOR KANOO LOGISTICS STAFF & FAMILY

Kanoo Logistics organised its first Open Day, with the event open to all staff and their family members and other guests, on March 26 in Dammam. The day-long event, which ran from 1pm to 8pm, included various activities such as sports and games such as cricket and table tennis, as well as a kiosk for refreshments. Competitions were also held throughout the day, and winners received awards. A dinner was held at the end of the day. Kanoo Logistics management said the Open Day was to celebrate the business' turnaround and the hard work and effort put in by staff in a positive environment bringing colleagues together.



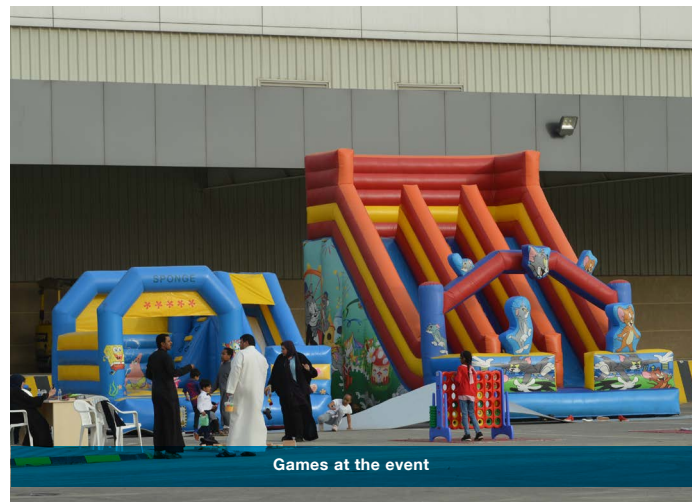
Guests at the Open Day

KANOO LOGISTICS EMPLOYEE WELCOMED BACK FOLLOWING SURGERY

Kanoo Logistics welcomed back employee Tital Abdulhalim AlKhtim following his successful kidney transplant in April. Mr AlKhtim had been suffering with kidney issues for an extended period of time. The Kanoo Logistics team held a cake-cutting ceremony as a gesture for his return.



Traditional entertainment at the event



Games at the event



Kanoo Logistics female staff and female family members at the event

WELCOME ON BOARD

As always, we are happy to welcome the latest recruits to the YBA Kanoo family. The Group thrives on new and exciting ideas and projects, enthusiasm and commitment.

BAHRAIN

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| HANANE BOUMARGOUD SALES SUPERVISOR KANOO TRAVEL | JESSICA VILLOCERO TRAVEL CONSULTANT KANOO TRAVEL | SAYED AHMED SHUBBER CUSTOM BROKER KANOO LOGISTICS | TASLEEM SAHEB HOLIDAYS SPC.- SUPERVISOR KANOO TRAVEL |
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KSA

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|---|---|--|--|---|---|
| ABDULLAH ALSULTAN SUPERVISOR KANOO I&E | ABDULLAH AL MENHALI WAREHOUSE DRIVER KANOO I&E | ADNAN ALHARBI PROPERTY ENGINEER-CP KANOO REAL ESTATE | ALANOUD SALMAN TRAVEL CONSULTANT KANOO TRAVEL | FAHAD CHOUDHRY ASST. PROJECTS MANAGER KANOO I&E | FUAD AL MATROUK WAREHOUSE DRIVER KANOO I&E |
| GHASSAN REMBOU SALES ENGINEER KANOO I&E | HAKIMA ALMOHAMMED ALI OPERATION ASSISTANT KANOO LOGISTICS | HASSAN AL JARBI ACCOUNTANT KANOO GROUP | IBRAHIM AL DOSSARY SPC. PROJECT SUPERVISOR KANOO I&E | MAMMEN KANDATHIL ACCOUNTANT KANOO GROUP | MARIAPPAN ARUNACHALAM AIRPORT MGR. - AIR INDIA KANOO TRAVEL |
| MOHAMMED ALBASSAM SUPERVISOR KANOO TRAVEL | MOHAMMED ALSHAHRANI TECHNICIAN KANOO I&E | MOUSA AL HADDAD WAREHOUSE DRIVER KANOO I&E | NICKSON BALIUG ELECTRICIAN KANOO I&E | QUAZI NAQUIDDIN FINANCIAL ANALYST KANOO GROUP | RASHED AL HELAL ELECTRICAL TECHNICIAN KANOO I&E |
| SAEED AHMED SUPERVISOR KANOO I&E | SALEH ALGASSIM GENERAL ASSISTANT KANOO GROUP | SAMAR ALBOGAMI TRAVEL CONSULTANT KANOO TRAVEL | TALAL AL SOOFI TRAINEE KANOO I&E | | |