



YBA KANOO NEWSLETTER

2019 | ISSUE NO. 19



YBA KANOO CERTIFIED TO ISO 9001-2015:

All major business divisions achieved the certification

Joint Venture with AMEX
GBT

06



Kanoo Shipping Named
Ship Agent of the Year

08



Bahrain-Japan Bilateral
Relations Celebrated

10



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TABLE OF CONTENTS

ITQAN NEWS 2019 | ISSUE NO. 19

- 01 Group CEO Message
- 02 Real Estate CEO Joins
- 03 Group Compliance Officer Joins

04 Events

- 04 YBA Kanoo Certified to ISO 9001-2015
- 06 Kanoo Travel and AMEX GBT to form Joint Venture
- 07 Strategy Meeting with ExComs Held in Khobar
- 08 Kanoo Shipping Named Ship Agent of the Year
- 09 Earthmoving Equipment Experts Visit YBA Kanoo
- 09 YBA Kanoo Supports Bahrain Down Syndrome Society
- 10 Bahrain-Japan Bilateral Relations Celebrated
- 11 Kanoo Logistics Hosts First Aid Trainings

12 Features

- 12 The Importance of Compliance
- 13 How To Protect Your Company Against Risk

14 Group News

LOGISTICS

- 14 Kanoo Logistics Awarded by Emirates Airline
- 15 Kanoo Logistics Dubai Certified for Dangerous Goods

SHIPPING

- 15 Kanoo Shipping Awarded by Ocean Network Express
- 15 Kanoo Shipping Honoured by US Army

INDUSTRIAL & ENERGY

- 16 Jubail Facility Becomes ASME Approved
- 16 Safety Training Held at Sipchem
- 17 Kanoo Machinery and Riyadh Coastguard Deal
- 17 Mothballing of ADNOC NGI Compressor Unit
- 18 EASC Chemical Supply for Petrorabigh

- 18 Sullair Compressors For NPCC
- 19 Sipchem Appreciation

KANOO TRAVEL

- 19 New Contracts for Kanoo Travel

KANOO REAL ESTATE

- 20 Beautification of Kanoo Tower Car Park
- 21 Kanoo Tower Energy Conservation Initiative

KANOO CAPITAL

- 21 Kanoo Capital Speak at Key Investment Conference
- 22 Kanoo Capital Attend Private Talk with Ray Dalio

23 Team Kanoo

- 23 Employees of the Month
- 23 Welcome on Board



CEO'S MESSAGE

Dear Colleagues,

We have set ambitious growth targets for our Divisions to regain a market leading position. As we move through the final Quarter of 2019, the Holding Company Board along with the Divisional ExCom's have been hard at work finalising the three-year Strategies and the 2020 Budgets to support these. We will start the new year with a clear roadmap to success.

Within Shared Services, there are many initiatives underway which will allow the Group to better support the Divisions as they deliver this growth. Two of the key initiatives currently being tackled are the overhaul of our processes and the drafting of policies to underpin these improved processes. Effectiveness and efficiency are key, we must execute better.

As we work towards our vision of "Zero Complaints" within Shared Services by 2021, we will be seeking your feedback on the services provided. I challenge each of you to

take the time to provide Shared Services with your valuable feedback. This will enable them to refine the service they deliver to you, their customers.

Work continues on the preparation of YBA Kanoo to become IPO 'Ready' and you can expect to hear more about this over the coming months.

You will be aware that Kanoo Travel and American Express Global Business Travel have entered in to a definitive agreement to form a Joint Venture to provide corporate travel and events services to clients in the Middle East. We will be holding a Groupwide communication session shortly to provide more details on this subject. Please look out for the updates and I invite you all to join.

YBA Kanoo will be celebrating its 130th year in operation in 2020. This is a testament to the Group's ability to dynamically adjust to ever changing market conditions. Keeping up this tradition of constant change the Group is actively seeking ways to embrace emerging technology and leverage this to our advantage. We expect 2020 to see every Division leveraging digital solutions to drive their results and transform their business.

As we close the year, I ask you all to maintain focus of delivering against the 2019 Budgets and ensuring we are continually looking for ways to contribute to making the company more competitive.

Thank you for your commitment and hard work to date.

Best Regards,

Jeff Singer
Group Chief Executive Officer

يوسف بن أحمد كانو

Yusuf Bin Ahmed Kanoo



Company Announcement — Real Estate CEO

Dear Colleagues,

I am pleased to announce the appointment of Mohamed AbdulElah Al Kooheji as Chief Executive Officer of Kanoo Real Estate. Mr Al Kooheji will now spearhead efforts to maintain, upgrade and expand Kanoo Real Estate's diverse portfolio in the GCC.

Mr Al Kooheji holds a MSc from Kingston University, London, in Management and Engineering; and a BSc in Mechanical Engineering. With more than 13 years of experience in real estate portfolio management and property development, he has proven himself to be a formidable force in the market and has held numerous senior positions in the field. He has most recently served as Amlak CEO, the Social Insurance Organisation Property Development Company. In addition, Mr Al Kooheji sits on several boards.

In his capacity as Amlak CEO, he directly managed the current real estate portfolio and provided strategic advice for investment purposes on the existing properties and potential new developments. He also developed five-year and annual strategic plans, budgets and targets. He also managed day-to-day operations, ensuring an effective and efficient organisation.

I am glad to welcome Mohamed to our team. With Kanoo Real Estate portfolio's spread across the GCC, it requires an experienced real estate executive that can manage the size and diversity of the portfolio and to start implementing innovative growth strategies. I look forward to working closely with him to achieve our objectives. I am sure you will welcome him warmly upon his joining and provide him with your support.

Best Regards

Faisal Khalid Kanoo
Real Estate ExCom—President

يوسف بن أحمد كانو
Yusuf Bin Ahmed Kanoo



Company Announcement — Group Compliance Officer

Dear Colleagues,

Please join me in welcoming Abdulla Marhoon as our new Group Compliance Officer.

Abdulla joins us with over 11 years experience in regulatory compliance, regulation, corporate governance, financial crime compliance, risk management, treasury and capital market, as well as both conventional and sharia-complaint experience working with well-respected companies, including J Equity Partners and Central Bank of Bahrain.

You can get in contact with Abdulla by email at Abdulla.Marhoon@kanoo.com, or by his extension on 1716, or visiting his office in Kanoo Tower, Diplomatic Area on the 21st Floor.

Some of you will have already been introduced, and I am sure those who have yet to meet him will welcome him warmly and provide him with your support.

Best Regards

Maarten Geeraerts
General Counsel & Company Secretary



YBA KANOO CERTIFIED TO ISO 9001-2015



Bahrain Regional Travel Manager Saleh Al Khamis, centre, with Mr Fawzi Kanoo and Jeff Singer

Yusuf bin Ahmed Kanoo Group announced that its major business divisions have 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.

To celebrate the achievement, YBA Kanoo organised an appreciation event for the business divisions' managers and Quality Teams at Kanoo Tower in Manama, which was attended by the Group's Deputy Chairman Fawzi Ahmed Kanoo and Group CEO Jeff Singer. At the beginning of the event, the four ISO 9001:2015 certificates were presented to the Deputy 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.

"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 Mr Fawzi Kanoo.

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

ISO 9001:2015 is a globally recognised quality management standard developed and published by the Swiss based International Organization for Standardisation (ISO) that provides a model to build an effective quality management system. The



Kanoo Logistics Manager Mahmood Rasti presenting the certificate to Mr Fawzi Kanoo

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.



P&IP Quality Controller Faraz Mahmood being presented with a Certificate of Excellence



Machinery Quality Controller Sanath Kumar being presented with a Certificate of Excellence



Kanoo Shipping Bahrain Manager Mohammad Qurban presenting the ISO Certificate to Mr Fawzi Kanoo



I&E Quality Controller Abdulmateen Khan being presented with a Certificate of Excellence



Kanoo Machinery Regional Manager Mohamad Hasan Tarrah presenting the ISO Certificate to Mr Fawzi Kanoo



Shipping Quality Controller Manal Al Jamsheer being presented with a Certificate of Excellence



Travel Quality Controller Yassar Ahmed being presented with a Certificate of Excellence



Regional Travel Manager - Bahrain Saleh Al Khamis receiving Certificate of Excellence on behalf of Travel Quality Controller Naresh Rajuth



BICS Head of Quality TP Gopinath being presented with a Certificate of Excellence





Nabeel Kanoo

KANOO TRAVEL AND AMEX GBT TO FORM JOINT VENTURE

American Express Global Business Travel (GBT), the world's leading business partner for managed travel, entered into a definitive agreement to acquire a controlling stake in Kanoo Travel, one of the largest travel management networks in the Middle East. GBT will form a joint venture with Kanoo Travel to provide managed travel and events services to clients in the Middle East.

Kanoo Travel has been a key member of GBT's global travel partner network for many years. The transaction is subject to receipt of regulatory approvals and customary conditions and is expected to close in Q1 2020.

GBT will hold 65% of the new joint venture, headquartered in Dubai, and assume management and operational control of the business. YBA Kanoo Group will hold the remaining 35% stake in the joint venture.

"Kanoo Travel has been a trusted, long-term partner for GBT in the region for many years and is known and respected by many of our clients," said GBT International Managing Director Elyes Mrad.

"The creation of the joint venture will enhance how we service those clients and their travelers by combining Kanoo Travel's region-specific expertise with the backing of GBT's global scale and technology."

Meanwhile, Kanoo Travel President Nabeel Khalid Kanoo said GBT's global clients will benefit.



سفریات كانو
KANOO TRAVEL

"We service many of GBT's global clients already, and they stand to benefit from a more consistent global offering because of this JV," he said.

"Our own clients in the Middle East will profit in the long term from having access to GBT's total travel and expense eco-system, proprietary technology and global reach. Our people are also excited by the possibilities that come with being part of the world's most recognisable business travel brand."

"For more than 70 years, Kanoo Travel has provided innovative travel management solutions across the region. Kanoo Travel offered dependable, compliance-driven, and cost-effective services that exceed customers' expectations. Now, we take our services and excellence a step further by joining our long-term partners GBT in becoming a truly global network."



Top management at the day-long strategy meeting

STRATEGY MEETING WITH EXCOMS 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 budgets for each Division, as communicated by the Division's President, Vice-President and CEO. Each Business Group, as well as Shared Services, presented, and were given feedback. The aim is to have the final budget approved by end of year.



I&E President Ali Abdulla Kanoo at the event



Group CEO Jeff Singer speaking at the event

Group CEO Jeff Singer also spoke about unifying the Group's strategy, focusing on utilising different services and working together for different business, predominantly in Saudi Arabia where there is a new emphasis on tourism and upcoming cities, such as Energy City. Mr Singer also spoke about the focus on strategic technology, whether the Group needed to start employing artificial intelligence (AI) and how to utilise Big Data.



Strategy meeting underway



KANOO SHIPPING NAMED SHIP AGENT OF THE YEAR



Kanoo Shipping has been named the Ship Agent of the Year for the second consecutive year in the Seatrade Maritime Awards 2019 which was held at Dubai's Madinat Jumeriah. Known as the "industry's benchmark" by experts and professionals of the shipping industry, the Seatrade Maritime Awards, is an influential award scheme for the Middle East, Indian Subcontinent and Africa.



"I would like to thank the Kanoo Shipping team for another excellent performance during the past year," said Kanoo Shipping and Logistics President Fahad Kanoo. "We are proud that our level of service is incomparable in the region."

Kanoo Shipping CEO Jonathan Bygrave also congratulated the Kanoo Shipping team.

“Being the best Ship Agent in the region for two years in a row and especially after entering the Indian Subcontinent means that our continuous efforts to improve our offerings and services have been successful,” he said.

Kanoo Shipping is a leading Ship Agent service provider in the Middle East and Africa, handling close to 20,000 port and cargo in 2019. Kanoo Shipping’s geographic region consists of offices in Middle East, Indian subcontinent and South Africa.



EARTHMOVING EQUIPMENT EXPERTS VISIT YBA KANOO



Xuzhou Construction Machinery Group (XCMG) vice president Lin Quan and XCMG Deputy General Manager Sheriff Jiao visited YBA Kanoo Director Ahmed Fawzi Kanoo in Jeddah, along with Kanoo Machinery WP Regional Manager Waqar Waheed.

XCMG is the largest producer of Earthmoving Equipment in China and is ranked sixth in the world of Heavy Equipment business. Mr Quan and Mr Jiao visited Kanoo Machinery’s facilities in Dammam, Riyadh and Jeddah. XCMG are strongly considering appointing Kanoo Machinery as their future partner to represent their earthmoving machinery division in Saudi Arabia for sales as well as for after sales services support, taking advantage of Kanoo Machinery’s presence of over 40 years across Saudi Arabia and the GCC.

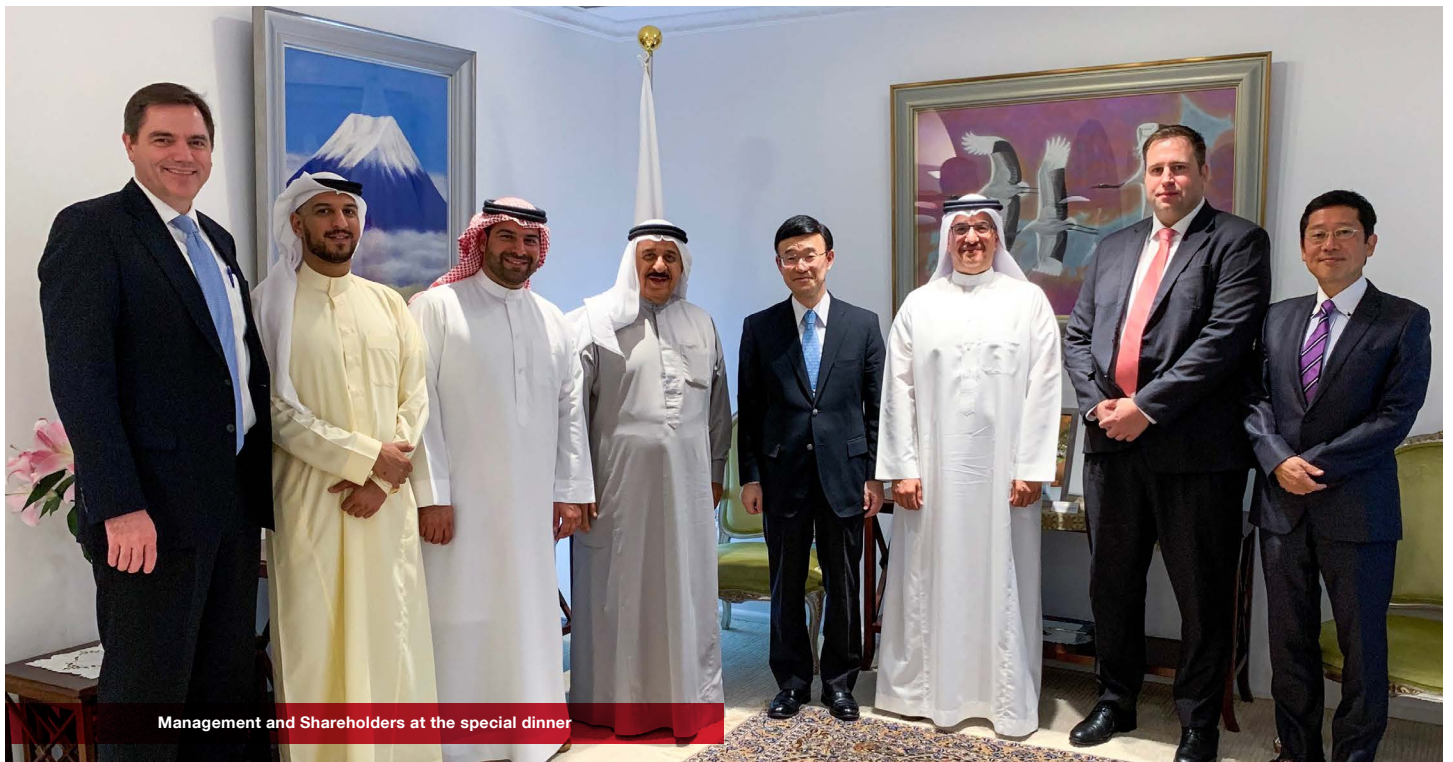
Kanoo Machinery representatives are also expected to make a visit to XCMG’s factory and head office in China to take the discussion forward on the partnership proposal.



YBA KANOO SUPPORTS BAHRAIN DOWN SYNDROME SOCIETY

As part of ongoing Corporate Social Responsibility (CSR) efforts by Yusuf bin Ahmed Kanoo Group, a donation was made for the Bahrain Down Syndrome Society by YBA Kanoo Group Director Nabeel Kanoo, on behalf of the company to the society’s president, Ahmed Abdrahman Al Ali, in the presence of Kanoo family members.

Mr Nabeel Kanoo stressed the importance of the Group’s responsibility toward the community as one of the largest companies in Bahrain. The initiative is part of an ongoing partnership between YBA Kanoo and various institutions, societies and centres that give back to the community and provide support on humanitarian and social issues. Mr Al Ali thanked YBA Kanoo for the contribution, which will help support the Society’s activities, including helping families learn how to provide for special needs.



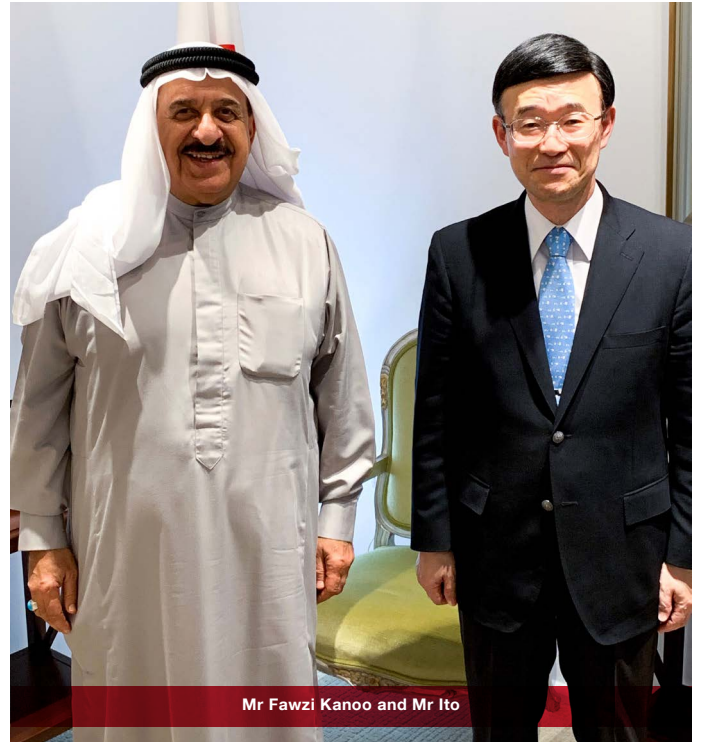
Management and Shareholders at the special dinner

BAHRAIN-JAPAN

BILATERAL RELATIONS CELEBRATED

His Excellency Japanese Ambassador to Bahrain Hideki Ito hosted a special dinner for Group Vice-Chairman Fawzi Ahmed Kanoo and other Kanoo family members and management at his residence in Barbar. The delegation discussed ways in which the YBA Kanoo Group and Japanese companies can work more closely together, following successful partnerships between YBA Kanoo and great Japanese companies including Mitsui, Mitsubishi and Nissan. YBA Kanoo has a long-standing relationship with Japan through the Bahrain-Japan Business and Friendship Society and strives to contribute to bilateral relations between the two countries.

Also attending the function were Family Council Chairman Nabeel Khalid Kanoo, UAE & Oman CEO Fahad Fawzi Kanoo, Kanoo Real Estate Vice-President Talal Fawzi Kanoo, Group CEO Jeff Singer and Group General Counsel Maarten Geeraerts.



Mr Fawzi Kanoo and Mr Ito



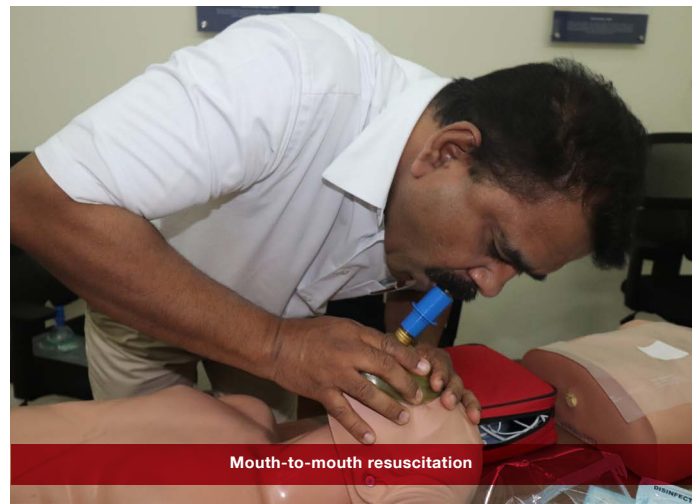
Bilateral relations celebrated

KANOO LOGISTICS HOSTS FIRST AID TRAINING

As part of an annual Health, Safety and Education (HSE) Annual Training Programme, Kanoo Logistics Bahrain organised First Aid and CPR Training for its employees at its headquarters in Hidd, Bahrain.

The training was conducted by American Mission Hospital, Bahrain, with an American Heart Association approved trainer. The training included providing an insight of cardiac arrest and the usage of Automated External Defibrillator (AED), First Aid and practical session in case of emergency medical attendance required prior to the medical team arrives.

Employees taking part in the course were Richard Fullarton, Mahmood Khalil Rasti, Gopinath TP, Abdulwahab Yusuf, Mohamed Shammass, Khadija Mohri, Abdul Nizar Majeed, And Manayel Al Ameer.



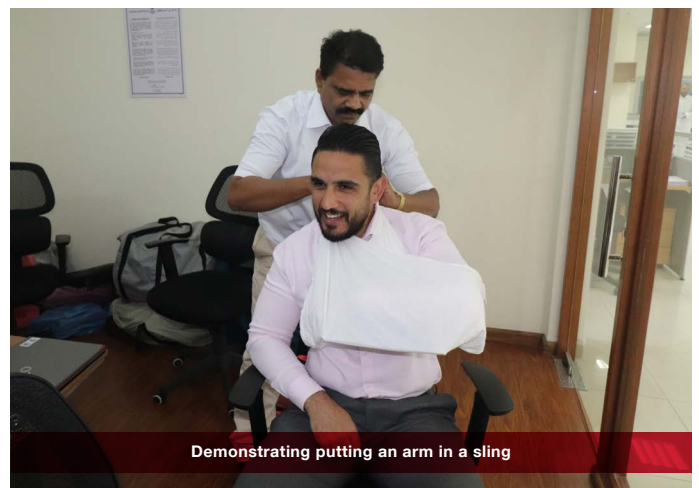
Mouth-to-mouth resuscitation



Training included how to give CPR to babies



Learning CPR



Demonstrating putting an arm in a sling



Participants in the first aid course



Abdulla Marhoon

Group Compliance Officer Abdulla Marhoon joined YBA Kanoo this summer. Here, he speaks to employees to explain the importance of the compliance function, raise awareness of compliance matters, and how to protect the Group from any possible breaches and fines.

Many people view compliance as a cost against conducting business, while it should be embedded within operations to help the business stay ahead of issues before they provoke any major problems. Compliance is an important line of defence against regulatory breaches and penalties. Without it, companies may incur a higher cost in the end. If a compliance breach occurs, the consequences will reflect on the company's reputation and relation with the regulators resulting in more rigidity with the regulators and more due diligence in the future.

Recent local and global economic and regulatory developments ranging from new regulations around the globe and stronger enforcement authorities will have significant impact on the risk of exposure of companies in the region. For instance, European and US companies operating worldwide are concerned about this because their regulators impose massive fines if there is a breach. Hence, companies such as YBA Kanoo and Majid Al Futtam realized the importance of compliance which also helps them to generate new business and protect them from regulatory and reputational risks.

When it comes to YBA Kanoo, we encourage employees to be careful and diligent with everyone they interact with, because as a company we are responsible in front of stakeholders internally and externally such as suppliers and vendors too. When it comes down to compliance, many think it is predominantly related to the financial sector while it also extends to other industries such as travel shipping, trading and services.

THE IMPORTANCE OF COMPLIANCE

In the two months since I've started at YBA Kanoo, we have been working with our Business Partners and Clients on various compliance matters, including Anti money laundering, Anti-corruption and bribery, code of conduct, privacy and trade sanctions.

Door is Always Open

Our door is always open for any concerns or questions. The compliance structure comprises of four important pillars which are advisory, governance, conduct and control, and training and development.

If you believe that there is any potential or actual concern, we encourage you to disclose it immediately. If you disclose it, there are likely to be no ramifications; but if you try to hide it, there will be issues. Disclosing something does not mean you're being unethical, it helps you and ensures that the company is better off.

One of the most prominent tools we currently have in place for reporting is Speak Up, which goes through the GAN System. This allows us to have a centralised approach to the issues and track and record them more easily. Some people might not think this tool is useful, but it does make a difference overall, as the more we receive messages the clearer the picture becomes, and then we can act.

The purpose of having a centralised function is to investigate each and every case. However, our function is not just to monitor compliance issues after breach. It also extends to business advisory for various divisions, helping obtain contracts and fulfil business plans.

Our governance role, where we review all rules and regulations that would affect the business and feed that to our divisions, is just as important. We conduct and control reviewing and auditing the workflow and process, which happens both when we request it, and when we're requested to carry it out.

We have important plans for training and development, in order to spread awareness across the Group. Employees should have a thorough understanding of the Code of Conduct as it would create awareness for what might constitute a compliance breach.

Compliance Champions

Compliance is everyone's responsibility. It doesn't matter how senior or junior the person is and it's not restricted to the compliance team. By 2020, we're aiming to have Compliance Champions in each Business Group and division.

HOW TO PROTECT YOUR COMPANY AGAINST RISK

John Crawley, an esteemed international trainer in risk management, and a lead faculty of the GCC BDI workshops, talks about companies can steel themselves against risk

Boards and CEOs often ask what their main risks are. The definition of risk is “the effect of uncertainty on the achievement of their objectives”, which helps anchor the question back to business objectives and narrow the universe of risks.

A deep dive into the business objectives will identify the key internal risks, which will usually revolve around people, process and place of business. External risks need a deeper understanding of external market forces – many of which the business has little control over so their risk mitigation options are more limited. As well as general political, economic and social influences, the GCC area is currently dealing with some specific risks such as reducing dependency on oil revenues and geopolitical issues.

In order to risk-proof companies, there is a simple mantra I use in organisations: “Deviating from the expected – See it, Say it, Sort it”. To make this work there needs to be a governance regime in place. That regime needs Board buy-in to risk management; the appointment of a Chief Risk Officer (CRO) – with a reporting line to the Board



John Crawley

or Audit/Risk Sub-Committee; a risk policy statement; a risk register; clear roles and responsibilities; and a way for the board to seek risk assurance about the level of risk in their organisation.

There is nothing specific about GCC culture regarding risk management. Risk management depends on a sound organisation culture of positive attitudes and professional behaviours which lead to a strong culture. This transcends regions.

Risk management is influenced by local legislation (which is usually general), local regulation (which will be industry-specific and usually focused) and international best practice (the most popular is ISO31000 on Risk).

Despite recent GCC conflict and standoffs, geopolitical risks are prevalent worldwide. Organisations should focus on how these risks impact their business objectives. From this position they can then assess the magnitude of the geopolitical risk. They will usually find that they have very little control over these risks in advance so tend to focus on what they would do if afterwards if they seriously impact them.

Corporate governance is about “doing things right and doing the right thing”. Risk is about seeing the deviations from what is expected in an organisation (the “right”), then saying it and sorting it.

Amazing ALMATY

BOOK NOW AND TRAVEL UNTIL 10TH DEC 2019

EX- BAHRAIN - 264 BHD
EX- SHARJAH - 1239 AED
EX- DAMMAM - 2299 SAR
EX- JEDDAH - 3054 SAR
EX- RIYADH - 1830 SAR

*PRICES PER PERSON ON TWIN SHARING BASIS

سفرات كانو KANOO TRAVEL

TERMS AND CONDITIONS APPLY



KANOO LOGISTICS AWARDED BY EMIRATES AIRLINE

Kanoo Logistics' Bahrain International Cargo Services have received the Best Agent Award in Bahrain for 2018-2019 period from Emirates Airlines SKY Cargo. The award was given based on multiple elements, including number consignments moved (total weight) through the airlines by BICS and the professionalism of logistics staff.

Kanoo Logistics KSA was also awarded with a Certificate of Appreciation by the Emirates Airlines for its continuous support during 2018-2019 in Saudi Arabia.



Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



PASSWORD GUIDELINES

Ensure that your passwords adhere to the following guidelines:

- 1 A password cannot be the same as the username
- 2 It cannot be based on personal information (such as names of family, friends, colleagues, or addresses)
- 3 All passwords must be at least 8 alphanumeric characters long
- 4 All passwords must contain both upper and lower-case characters

KANOO LOGISTICS DUBAI CERTIFIED FOR DANGEROUS GOODS

Kanoo Logistics Dubai has obtained its Dangerous Goods Certificate from the General Civil Aviation Authority in UAE to handle Dangerous Goods Cargo at its Free Zone



United Arab Emirates



الهيئة العامة للطيران المدني
GENERAL CIVIL AVIATION AUTHORITY

Warehouse facility in Dubai. The certification enables Kanoo Logistics to store dangerous goods cargo at its warehouse in the Dubai free zone. This creates more potential business opportunities, as dangerous goods cargo is a niche segment in the market.

KANOO SHIPPING AWARDED BY OCEAN NETWORK EXPRESS

Kanoo Shipping received the Sapphire Award 2019 for the third quarter, for the services rendered by Kanoo Shipping as agent of Ocean Network Express (ONE LLC) in the UAE for the handling of their vessels in Jebel Ali.

"It is an honour to receive this award from ONE acknowledging the excellent service levels that are performed by our UAE team," said Kanoo Shipping UAE & Oman Vice President John Drinkwater.

"We were proud to have been appointed in various countries in the Middle East by ONE, after the merger of the three Japanese container lines (MOL, K-Line and NYK) back in 2018 and we look forward to a long fruitful relationship going forward.

"This award is a clear demonstration of our willingness to go that extra mile to ensure excellent productivity for our principals."



Sapphire Award plaque

KANOO SHIPPING HONoured BY US ARMY

Kanoo Shipping Northern UAE Operations Manager Muhammad Farooq was honoured with an Award for outstanding achievement and service to the US Army Transportation Battalion. The award was presented by Captain Paul Marchand, the outgoing Detachment Commander, in the presence of First Lieutenant Anthony Hayes as incoming UAE Detachment Commander.

Kanoo Shipping are the agent for US Military Cargo and assist the Transportation Battalion with their operational needs.



Captain Paul Marchand, left, Mr Farooq, right

JUBAIL FACILITY BECOMES ASME APPROVED

The American Society of Mechanical Engineers (ASME) approved Industrial & Energy's Jubail facility and revalidated the approval for the Dammam facility. The Flow Control Team managed to approve all the valves necessary, and received Unfired Vessel (UV), National Board (NB) and Valve Repair (VR) certification for Jubail, as well as five-year extension on the Jubail Facility. The certification is crucial for customers and clients such as Saudi Aramco and SABIC. This key international certification ensures that Kanoo Flow Control has enhanced credibility for the facility.

A total of 36 valves were tested at Jubail, 28 for device selection for UV and six for VR. At the Dammam facility, 12 were tested for device selection.

The team that were responsible for the success are Assistant Manager Chandrasekar Thillaiappan, Engineer Manikandan Radhakrishnan, Technician Selvaraj Arul and Sales Engineer Zoeb Khalid.



SAFETY TRAINING HELD AT SIPCHEM



Kanoo Industrial & Energy's Oil & Gas division organised a safety orientation programme with principles Arkema France for client Sipchem at their offices in Jubail.

The training was necessary in order to inform those affiliated with Arkema products on any updates necessary as well as how to handle the products effectively and safely. Organic peroxide is a hazardous material if not handled properly, including being a fire and explosion hazard, as well as toxic or corrosive. Depending on the material, route of exposure (inhalation, eye or skin contact, or swallowing) and dose or amount of exposure, they can harm the body.

Safety Trainings significantly reduce the probability of accidents as it raises awareness to those engaged in handling the material. The training was conducted by Arkema product specialist Bruno Van Hemelryck and Arkema Regional Sales Manager Gabriele Malcangio,

which was organised by Kanoo Oil & Gas Chemical Sales Engineer Ghassan Rambou. It was attended by Sipchem LDPE Plant operations, warehouse and process teams.

The safety training included: how to physically handle organic peroxide; safety procedure if an incident occurred involving organic peroxide; how to read the key points in the MSDS properly; and incident prevention including transporting material, storing material, and inapplicable reacting material. A certificate of completion was awarded to those who completed the training successfully.





KANOO MACHINERY & RIYADH COASTGUARD DEAL

Kanoo Industrial & Energy's Machinery division in Riyadh delivered six units of 18-tonne Grove Yard Boss YB5520 Cranes, worth BD838,500, to Riyadh's coastguard. The cranes are set to be deployed at different locations in Saud Arabia.



Kanoo Industrial & Energy were required to "mothball" a NGI Compressor using Vapor Phase Corrosion Inhibitor (VpCI) products. Unit-98 in Habshan Compression was completed in 2014. The unit is currently not in operation, thus mothballing compressors using VpCI-related items, in order for the rotary mechanics and equipment to be protected for future use.

The mothballing, a method in which equipment is stored but kept it in good condition so that it can readily be used again, was done using principal Cortec at a value of BD98,500.

Cortec is a global leader in innovative, environmentally responsible VpCI corrosion control technologies, and delivers cost-effective, user-friendly integrated solutions for corrosion problems in packaging, metalworking, construction, electronics, and oil and gas.

With the NGI Unit shut down, deterioration including corrosion on E&I items, valves, flanges, motors,

MOTHBALLING OF ADNOC NGI COMPRESSOR UNIT

and transmitters were observed. The VpCI provided protection at three phases (liquid, intermediate and vapour) and provide long-term corrosion protect against moisture, condensation, corrosive gases and humidity. This project was the first mothballing project at ADNOC using Vapor Phase Corrosion Inhibitors (VpCI).

سفرات كانو
KANOO TRAVEL

IMPERIAL ESCAPE - WINTER HOLIDAYS
CENTRAL EUROPE
6N/7D

DEPARTURE DATES IN 2019
6 NOV 07 DEC
23 NOV 14 DEC

37% BHD
3,669 AED
3,746 SAR

Icons: Hotel, Airport, Wi-Fi, Luggage, People

EASC CHEMICAL SUPPLY FOR PETRORABIGH



C430 Tanks being imported for use

Kanoo Industrial & Energy's Oil and Gas division had a contract with Petrorabigh for supply of EASC (Ethyl Aluminium Sesqui Chloride). The contract started to be executed in July, with the first supply being provided from the three-year contract.

EASC is an extremely hazardous material, packed and imported in C430 Tanks. The contract's scope includes providing technical services, organising safety and handling orientation programmes for Petrorabigh staff; importing, storing, and delivering the product and re-exporting the empty C430 tanks to the manufacturer.

The first supply was critical in terms of change over from the previous chemical to our product, which was handled smoothly. The product is set to be supplied regularly, with deliveries on a weekly basis after careful monitoring of the consumption and inventory level. Revenue would be approximately BD1 million per year.



Ms AbuAssi and Mr Abdul Muti

SULLAIR COMPRESSORS FOR NPCC

A batch of Sullair compressors were delivered to National Petroleum Construction Company (NPCC) in Abu Dhabi, UAE, as part of a larger order. The order was placed with Kanoo Industrial & Energy's Machinery division, and saw the 750H compressors delivered by Kanoo Machinery Senior Sales Engineer for Air Compressors Mays AbuAssi to NPCC Asset Integrity Lead Engineer Mahmoud Abdul Muti.

"YBA Kanoo, along with our exclusive regional distribution partners, Sullair, are excited to offer sales, parts and service support to our valued customers in United Arab Emirates and Kingdom of Bahrain," said Kanoo Machinery Regional Power Manager Graeme De Villiers.

EL CLÁSICO

4N / 5D

DEPARTURE DATE
25TH OCT

404 BHD
3,948 AED
4,031 SAR

CAMP NOU

FCB V Real Madrid

KANOO TRAVEL



Mr Kiran and Mr Thube recognised by Sipchem

Kanoo Industrial & Energy's Oil & Gas division was recognised by clients Sipchem. Kanoo Oil & Gas Chemical Assistant Manager Sai Kiran and Thermax Limited Technical Manager Devendra Thube were awarded an appreciation letter in recognition of 'extensive technical & commissioning support for ion exchange resins, during plant turnaround period (July 2019)'.

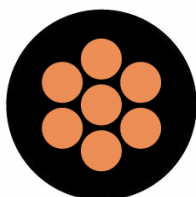
SIPCHEM APPRECIATION

Kanoo Oil & Gas's chemicals department has been representing the 'Ion Exchange Resins' product range of principal Thermax, India exclusively since 2005. The product has gained recognition by many customers in Saudi, and resulted in repeated business, including contract agreements with large customers like SABIC.

YBA Kanoo's trained staff conducts performance improvement feasibility studies, delivers after sales services to end customers, and ensures quick product deliveries, which has helped ensure Kanoo Oil & Gas continue to gain customer's trust and confidence.

NEW CONTRACTS FOR KANOO TRAVEL

شركة الكابلات السعودية
SAUDI CABLE COMPANY



Kanoo Travel has secured new contracts with Mass Projects and Al Mutlak Trade & Industries, offering comprehensive travel services, including meetings and events-related services.

Al Mutlak Trade & Industries Group is a leading multi-



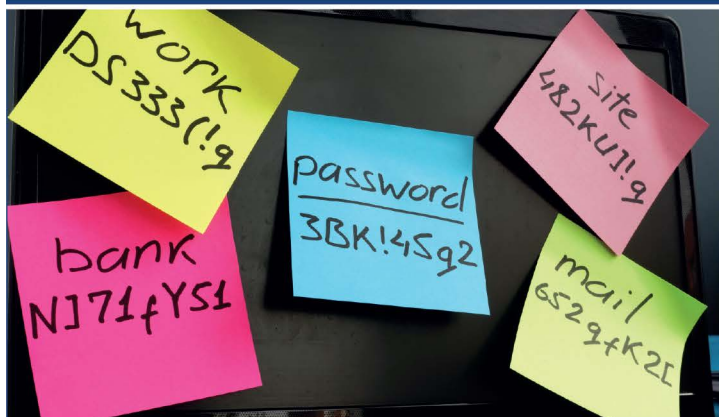
national automobile tyre manufacturing company with more than 500 employees across the network and offer a huge potential in travel and Hotel business. Kanoo Travel is expecting to get a business of BD400,000 annually from this customer.

Mass Projects a valued member of our existing account Saudi Cable Company Group, with 400 employees, and are projected to give Kanoo Travel business of BD300,000 annually.

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



PASSWORD CONFIDENTIALITY

1

Protect your password

3

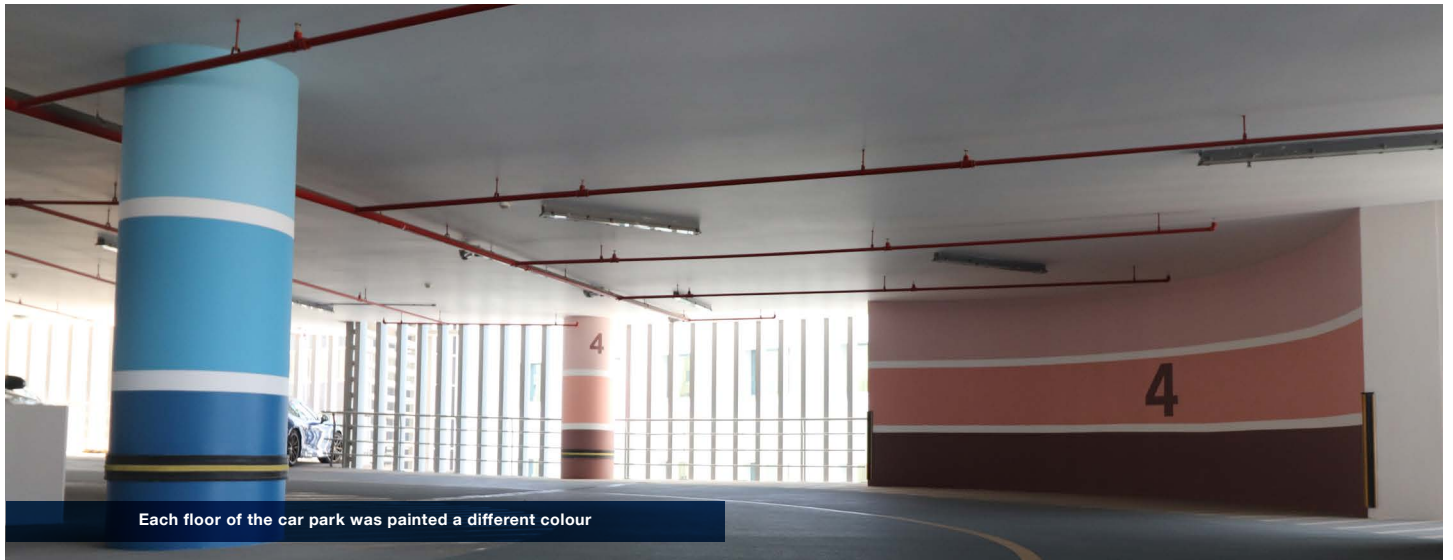
Do not reveal your password to family members or co-workers

2

Do not write it down or store it anywhere online

4

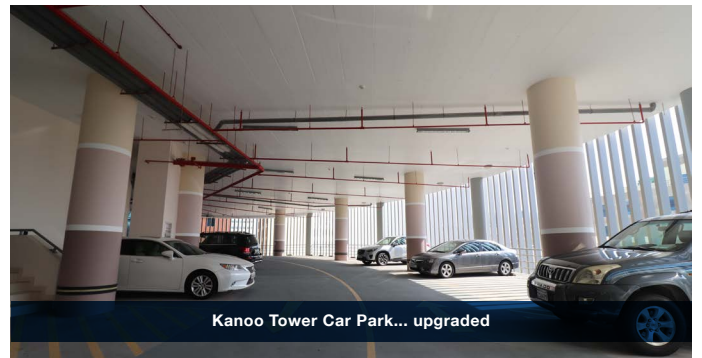
If you suspect your password is compromised, change it immediately and notify the IT Help Desk



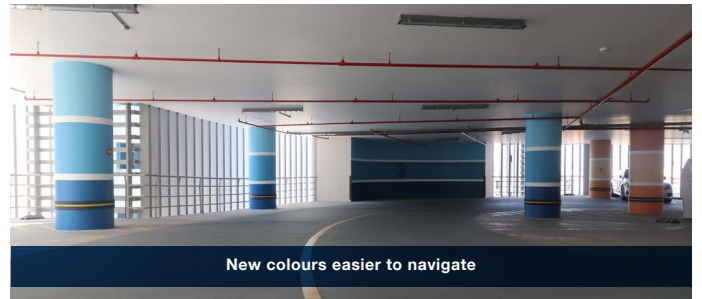
Each floor of the car park was painted a different colour

BEAUTIFICATION OF KANOO TOWER CAR PARK

Kanoo Tower, YBA Kanoo's headquarters in Diplomatic Area, Bahrain, was completed in 2013. The tower's car park had paint deterioration due to weather conditions, affecting the image of the building. Kanoo Real Estate underwent a three-month project to repaint the building, working with Jotun Paints, who offered a five-year warranty. The main challenge was to find a system that could sustain Bahrain's hot and humid climate, which the car park is constantly exposed to. The project had to be carried out during out of office hours, and was often painted in the evenings, monitored by Kanoo Real Estate.



Kanoo Tower Car Park... upgraded



New colours easier to navigate

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Yusuf bin
Ahmed Kanoo
Group

www.kanoo.com

يوسف بن أحمد كانو
Yusuf Bin Ahmed Kanoo



KANOO TOWER

ENERGY CONSERVING INITIATIVE

Kanoo Real Estate worked on an energy conserving initiative for Kanoo Tower, Bahrain. Mindful of environmental factors, and in an effort to reduce excess energy charges, capacitor banks were installed in the main electrical room at Kanoo Tower. Power factor will now be ratified through these banks, and the power factor will remain in the desired range and will also result in savings. The project was planned and supervised by Kanoo Real Estate Bahrain team in coordination with a Building Services Engineering (MEP) consultant. Kanoo Real Estate aims to install capacitor banks at other commercial properties in the future, to continue saving energy.



Capacitor Banks installed at Kanoo Tower



Mr Abdulmalek speaking at SuperReturn East

KANOO CAPITAL SPEAK

AT KEY INVESTMENT CONFERENCE

Kanoo Capital Senior Investment Officer Ali Abdulmalek attended SuperReturn US East, a conference with over 500 leading investors in private equity and venture capital attending. SuperReturn enables meeting new people in the field, and those actively investing on the ground, with senior executives in private equity, secondaries, healthcare, technology, and private credit.

“During the conference, I met multiple investment funds in different asset classes, including Real Estate, VC, PE and Private Debt,” said Mr Abdulmalek.

“I had meetings with 18 different managers to market Kanoo Capital’s investment strategy and evaluate potential investment ideas and met with different Family Investment Offices to understand how they operate and compare different approaches.”

Mr Abdulmalek also spoke on a panel at the conference titled “Extending the family: the rise of the family office”. The panel discussed where family offices are investing,

what opportunities lie on the horizon, how much is being invested in alternative assets; how they scale up to identify, due diligence and invest in fund managers; and how to use benchmarks when evaluating managers.


سفرات كانو
KANOO TRAVEL

WINTER HOLIDAYS

GREEK ESCAPE

6N/7D

DEPARTURE DATES IN 2019

10 NOV 08 DEC

17 NOV 15 DEC

338 BHD

3,302 AED

3,371 SAR







Ray Dalio

Kanoo Capital attended a private talk held by Liwa Capital Advisors founders Khalifa AlKindi and Hashim Kudsi with Bridgewater Associates Founder & Co-Chief Investment Officer Ray Dalio in Four Seasons Al Maryah Island, Abu Dhabi. A select few of the largest investors in the region, including sovereign wealth funds and

KANOO CAPITAL ATTEND PRIVATE TALK WITH RAY DALIO

important families attended the event, which was a talk, followed by a question and answer session.

“Ray discussed his investment philosophies, how he is positioning his portfolio and his views on the global macro-economic climate, as well as trade tensions between the US and China,” said Kanoo Capital Senior Investment Officer James Burke

“Bridgewater is the largest hedge fund in the world and one of only 14 hedge funds to have positive returns in 2018, when most global fund managers lost money.”

يوسف بن أحمد كانو
Yusuf Bin Ahmed Kanoo



الصناعة والطاقة | الملاحة | العقارات
الإبتكار | السفرات | اللوجستية | كابيتال

INDUSTRY & ENERGY | SHIPPING | REAL ESTATE
INNOVATION | TRAVEL | LOGISTICS | CAPITAL

EMPLOYEES OF THE MONTH



Employee of the Month awards were presented by YBA Kanoo Director Mr Ahmed Fawzi Kanoo to Saleh AlOarni from Kanoo Travel for June 2019 and to Mohammed Sajid from Accounts for July 2019.

WELCOME ON BOARD

BAHRAIN

ABDULLA MARHOON GROUP COMPLIANCE OFF. GROUP COMPLIANCE	ARUN MENON REGIONAL MANAGER KANOO LOGISTICS	MOHAMED ALKOOHEJI DIVISIONAL CEO KANOO REAL ESTATE	SAFA AL ANSARI CUSTOMER SERVICE EXEC. KANOO LOGISTICS	ZUHAIR KHAMIS HASAN LOGISTIC ASST./SALES SUPPORT INDUSTRIAL & ENERGY	NOORA AL HAMMADI TRAINEE LEGAL ADVISOR GROUP LEGAL
YUSUF ALKHAJA TRAINEE LEGAL ADVISOR GROUP LEGAL	SABAREESH MADHAVAN IT SYSTEMS MANAGER KANOO LOGISTICS				

KSA

ALI ALGHOBAR SALES & BUS. DEV. HEAD KANOO LOGISTICS	AZAZ CHAUDHRY AIRPORT SERVICES AGENT GROUP	BASSAM ALAZAB MARKETING EXECUTIVE KANOO TRAVEL	BILAL HAIDER CONTRACT SERVICES AGENT REAL ESTATE	HUSSAIN ALGHAMDI CASHIER GROUP	JEELANI GULAM TRAVEL CONSULTANT KANOO TRAVEL
JIMSHAD PARAMBIL AIRPORT SERVICES AGENT GROUP	MESHARY ALRASHED ACCOUNTS ASSISTANT KANOO TRAVEL	MUHAMMAD SALEEM AIRPORT SERVICES AGENT GROUP	NAJI ALGIZANI CUSTOMS BROKER KANOO LOGISTICS	SANOJ EDAKOODAM ALI SALES MANAGER KANOO TRAVEL	SHAHEER NOOHUKANNU AIRPORT SERVICES AGENT GROUP
SYED ASIF ALI AIRPORT SERVICES AGENT GROUP	AHMED AL HAMDAN SALES EXECUTIVE KANOO TRAVEL	ALI MOHAMMED GENERAL ELECTRICAL ENG. GROUP	ARSHAD IRSHAD KHAN TRAVEL CONSULTANT KANOO TRAVEL	ATHAR AL DAMIGH OPERATION ASSISTANT KANOO LOGISTICS	HANAN LAMIRI TRAINEE - SALES EXECUTIVE KANOO TRAVEL
MAJED AL DOSSARY STORES KEEPER INDUSTRIAL & ENERGY	MAJED AL SHARARI CUSTOMER SERVICE EXEC. KANOO LOGISTICS	MUHAMMED KHAN SALES EXECUTIVE KANOO TRAVEL	MUHAMMED KUNJU SUPERVISOR KANOO TRAVEL	MUHAMMED AFZAL TECHNICIAN INDUSTRIAL & ENERGY	RICHARD ANGELES MECHANIC RENTAL
TALAL AL GHANNAM PARTS SALES REP. INDUSTRIAL & ENERGY	ADEL AL NAKHLI RSVN. & TICKETING AGENT(RTA) KANOO TRAVEL	ADIL MOMIN SUPERVISOR KANOO SHIPPING	AHMAD BAZAID SENIOR LEGAL ADVISOR-KSA GROUP	AHMED QOATEM SERVICE TECHNICIAN INDUSTRIAL & ENERGY	AIMAN NAJAD RSVN. & TICKETING SUP. (RTS) KANOO TRAVEL
AJMAL PARAMBIL AIRPORT OFFICER KANOO TRAVEL	ALI AUSAT AGENT KANOO TRAVEL	AYMAN SAMARKANDI TRAVEL CONSULTANT KANOO TRAVEL	EFREN FERNANDEZ TECHNICIAN INDUSTRIAL & ENERGY	KHALID HINDI AIRPORT SERVICES AGENT KANOO TRAVEL	MOHAMMED GHASHI AIRPORT SERVICES MGR. KANOO TRAVEL
MOHAMMED OMAR AGENT KANOO TRAVEL	MOHAMMED SHAMSULHAQ AIRPORT OFFICER KANOO TRAVEL	MOHYEEDDIN QARI SALES SUPERVISOR INDUSTRIAL & ENERGY	MUHAMMED UPPUKODAN AGENT KANOO TRAVEL	PRAKASH LAD ACCOUNTS MANAGER GROUP	RAKAN AL BISHRI BOARDING CLERK KANOO SHIPPING
RANA BAKADAM SALES EXECUTIVE KANOO TRAVEL	REEM AL HASSANI OFFICE COORDINATOR KANOO TRAVEL	SYED HUSSAIN AIRPORT OFFICER KANOO TRAVEL			