



ITQAN NEWSLETTER

2018 | ISSUE NO. 14



RAMADAN SPIRIT:

Crown Prince Visits Kanoo Majlis

Staff Ghabgas Held in
Bahrain, KSA & UAE

04



45,300 meals donated
during Ramadan

10



Formula One
Success

18



TABLE OF CONTENTS

ITQAN NEWS 2018 | ISSUE NO. 14

- 01 CEO's Message
- 02 Deputy KSA Chairman Announcement
- 03 Shipping & Logistics Leadership Announcement

04 Events

- 04 Crown Prince Visits Kanoo Majlis
- 05 Annual Bahrain Staff Ghabga held
- 07 Dammam Staff Ghabga held
- 08 Annual Jeddah Ramadan Iftar
- 09 UAE Staff Iftar A Success
- 09 Kanoo Travel Honours Its Partners
- 10 Ramadan Ghabga held for Media in Bahrain
- 10 45,300 Iftar Meals Distributed
- 11 YBA Kanoo supports the Al Rashad Centre for Autism
- 12 Resounding Success at Offshore Technology Conference Participation
- 12 Reliability & Maintenance Conference & Exhibition (ReConX)
- 13 Quality and HSE Auditor Course Training
- 13 Kanoo Machinery and Perkins Engines participate in Saudi Elenex
- 14 YBA Kanoo attends inaugural Women Power Summit
- 14 Jeddah Office Participates in Earth Hour
- 14 YBA Kanoo presented with Fujitsu Distinguished Customer Award

15 Features

- 15 Why Good Corporate Governance Matters
- 17 Pentana System Implementation

18 Group News

SHIPPING & LOGISTICS

- 18 Formula One Success
- 18 Logistics Participate in Tandem Global Logistics Network
- 19 Gas Filtration System Delivered to Saudi Aramco
- 19 Contract Win with Hapag-Lloyd for Husbanding Services
- 20 Pelican Sculpture Imported From
- 21 Agreement Renewed with Maersk for Husbandry Services
- 21 Kanoo Logistics Participate in WCA Conference
- 22 Kanoo Shipping Finds Solution for VAT on Offshore Vessels
- 23 Insights from Middle East Offshore Journal Conference
- 24 Discharge of Buoy and PLEM in Deep Waters

INDUSTRIAL & ENERGY

- 22 108 Skid Packages for CP Pumps
- 22 47 Skid Packages for Kuwait Oil Company
- 23 \$5 million Contract Win with ADNOC
- 24 52 Circuit Breakers Commissioned by SEC
- 24 Two contracts worth AED 1.2 million awarded to Oil & Gas
- 25 Kanoo Machinery Wins Major Awards at Bobcat's MEA Dealer Meeting
- 25 Workshop on New Network Simulation Approach Workshop Held
- 26 Training held for Saudi Aramco in Kanoo Flow Control
- 26 TLV Japan awarded Contracts by Petrofac
- 26 Crane Girder for Oman Hanger Support
- 26 Upgrading SASREF's Main Intake Station
- 27 Monitoring Systems Supply, Testing and Commissioning awarded by SEC-South
- 27 Technical Presentation held for SEC
- 27 Pumping Technologies Seminar Conducted with Circor
- 27 Kanoo Engineering gains Trakhees Accreditation
- 28 Order for Medium Voltage Switchgear for SEC

KANOO TRAVEL

- 28 Kanoo Travel receives Emiratisation recognition Award
- 28 Up to 15% off Gulf Air Rates for YBA Kanoo Employees
- 29 Kanoo Travel is recognised for "Best Agent Performance" 2018 at Flynas
- 29 Kanoo Travel bolsters Middle East presence with Best-In-Class Travel Solutions
- 30 Kanoo Travel Attracts Over A Thousand Visitors at Arabian Travel Market
- 30 Turkish Airlines Awards Kanoo Travel Highest Sales in EP for 2017
- 30 Kanoo Travel Wins FAM Trip Through Bowling

KANOO CAPITAL

- 31 Presenting at Middle East Investment Summit 2018

32 Team Kanoo

- 32 Weightloss Journey
- 32 Employees of the Month
- 32 Ten Years of Service
- 32 Welcome on Board



CEO'S MESSAGE

Dear Colleagues,

I hope you've had a blessed month of Ramadan and a happy and relaxing Eid holiday spent with your loved ones, and that the Eid break has given you a chance to rejuvenate and come back with renewed energy, ready for the second half of 2018.

I would like to start by congratulating Mr. Ali Abdulla Kanoo on his recent appointment as Deputy Chairman – Saudi Arabia, following several years of being Country Manager. Due to his close relationship and contact with all divisions, helping in coordinating and running the business, I am confident he will be a strong asset in his new role.

This quarter we are also saying goodbye to Robert "Bob" Moss, Shipping & Logistics EGM. Bob has managed to grow Kanoo Shipping at a remarkable rate during his tenure, and we are proud of our current position as the dominant shipping agency in the region. We are sad to see him go, and we wish him a long

and happy retirement with his family in the UK. Taking over as Interim General Manager for Kanoo Shipping is Jonathan Bygrave, and he will be replaced as Regional Commercial Manager by Nikolai Norman. I wish them both the best of luck in their new positions.

This year is not set to be an easy one, and as I mentioned at the Bahrain Staff Ghabga, it has been and will continue to be a hard year. However, the only way we will be able to reach our goals is to ensure we are working in tandem. We are and we will continue to be One Kanoo, and we need to ensure that the way we work reflects that.

It is important however to reflect on the success by mentioning some key wins we've had this quarter due to hard work and diligence, and these include a contract win with ADNOC, multiple commissions by Saudi Electricity Company (SEC), skid packages for Kuwait Oil Company and a contract from Veolia Water in UAE. We have also held several training sessions in Bahrain, Saudi and UAE in different fields in the past few months, and we look forward to seeing the results.

Finally, I would like to emphasise on performance and compliance. We are a performance-based organisation and I am proud to see so many people working hard for the company. We can, however, always find new ways to boost our productivity and focus. We have also recently implemented our Whistleblowing tool, Speak Up, which clearly states YBA Kanoo Group's commitment to take any violations reported seriously.

As always, I look forward to working with all of you and wish you success in the second half of the year.

Yours Sincerely,

Fawzi Ahmed Kanoo

Acting Group Chief Executive Officer

CONTACT DETAILS

YUSUF BIN AHMED KANOO W.L.L
P.O Box: 45, Manama
Kingdom of Bahrain

Kanoo Tower
Rd 1703, Blk 317, Diplomatic Area
Kingdom of Bahrain

Phone: +973 1722 0220
Fax: +973 1722 9122
Web: www.kanoo.com



Khalid Mohamed Kanoo

COMPANY ANNOUNCEMENT: NEW KSA DEPUTY CHAIRMAN

Dear Colleagues,

I am pleased to inform you of the appointment of Mr. Ali Abdulla Kanoo to the position of Deputy Chairman – Saudi Arabia.

Mr. Ali Abdulla Kanoo was appointed to the position of Country Manager – Saudi Arabia several years ago and was very active in this position in all areas of the business. He has maintained contact with all the Divisions, both in coordinating and helping them run the business smoothly and in developing new business activities. He meets regularly with the EGMs, our customers and principals to keep up to date with changes in the business.

In addition, he has frequently travelled overseas to attend conferences, exhibitions and business meetings. On these occasions he has represented the Yusuf Bin Ahmed Kanoo Group as part of official Saudi delegations and as a Kanoo Family representative. Through his work, he has developed a network of contacts both local and international.



Ali Abdulla Kanoo

Through his contact with Government officials and Saudi business circles, he has been able to keep the Group informed of developments and changes taking place in the country. His efforts have improved the revenues of the business in Saudi Arabia.

The manner in which he has handled administrative matters has shown him to be a responsive and responsible executive and I am confident that he will demonstrate his ability in his new role in steering the affairs our company successfully in Saudi Arabia

I congratulate Mr. Ali Abdulla Kanoo on this well-deserved appointment and ask all of you to continue to your hard work and assist Mr. Ali Abdulla Kanoo in pursuit of the Company objectives.

I thank you all for your continued support and contribution to our collective success.

As always, I look forward to working with all of you and wish you success in the second half of the year.

Yours Sincerely,

Khalid Kanoo
Group Chairman



Fawzi Ahmed Kanoo

COMPANY ANNOUNCEMENT: SHIPPING & LOGISTICS

After many years of service to the Yusuf bin Ahmed Kanoo Group, Robert “Bob” Moss, EGM Shipping and Logistics will be retiring, effective August 15, 2018. During Bob’s time at the helm, Kanoo Shipping has grown at a remarkable rate to consolidate its position as the dominant shipping agency in this region. Similarly, he has supported the transformation of our logistics business in recent years, helping to ensure that it is fit for purpose in these highly competitive times. We are sorry to see Bob leave us and we thank him for his many accomplishments and wish him a long and happy retirement with his family in the UK.

I am pleased to announce that Jonathan Bygrave has been appointed Interim General Manager Kanoo Shipping, effective June 1, 2018. Previously Regional Commercial Manager for Kanoo Shipping, Jonathan is an eight-year veteran of Kanoo Shipping and has been instrumental in building our global client base, especially amongst global commodity traders, as well as leading our expansion into Africa.



Robert "Bob" Moss

Jonathan will be replaced as Regional Commercial Manager by Nikolai Norman, who joined the Kanoo Shipping team last year and has a wealth of commercial and operational experience in the shipping industry.

The EGM position will not be immediately filled; as such, both Jonathan, as Shipping General Manager, and Krishna Kumar, as Logistics General Manager, will have EGM-level authority in accordance with the Authority Matrix.

Please provide the Shipping and Logistics leadership team with your full support as they continue to develop these businesses into world leading brands.

Yours Sincerely,

Fawzi Ahmed Kanoo
Acting Group Chief Executive Officer



Prince Salman with Fawzi and Khalid Kanoo

CROWN PRINCE VISITS KANOO MAJLIS



Khalid Kanoo and Fawzi Kanoo with guests



Ahmed Abdulla Kanoo, second from right, Zaeem Gama, Mohammed Bastaki, Hakem Sabh, Hussain Rasool, and Mohamed Arhama

His Royal Highness Prince Salman bin Hamad Al Khalifa, Crown Prince, Deputy Supreme Commander & First Deputy Prime Minister visited the Kanoo Family recently at the Guest House and gave his best wishes during the holy month of Ramadan. Kanoo family members, management, and staff were present.



Prince Salman with the Kanoo Family and other Management members



Management at the ghabga

ANNUAL BAHRAIN STAFF GHABGA HELD

Yusuf bin Ahmed Kanoo Group (YBA Kanoo) held its Annual Staff Ghabga in Bahrain at the Gulf Hotel. The Ramadan event was attended by board members, Group Acting CEO Mr Fawzi Ahmed Kanoo, and staff members of YBA Kanoo.

“In the spirit of our ongoing transformation and our One Kanoo initiative, we wanted to have this gathering to bring our various business divisions to celebrate together. It is an event that will be kept in our annual calendar for years to come,” said Group Acting CEO Fawzi Ahmed Kanoo.

More than 250 attendees took part in the festivities, which included a variety of fun team building games and quizzes, as well as a big raffle.

For photos of the event, please [click here](#).

To watch the video, please [click here](#).



Fawzi Kanoo giving the welcome speech



Female staff with Mona Kanoo



A group of winners during the raffle



Philip English, Stergios Voskopoulos, Jameel Al Sharaf, Talal Kanoo, Hussain Rasool, Ismail Al Awadhi



Fawzi Kanoo hands over a gift to a winner



Anas Kamaluddin, Hussain Rasool, Laala Kashef Alghata and Mohammed Darwish



Staff and management at the ghabga



Yousif Al Manea, Ismail Al Awadhi, and Hakem Sabh



Eman Al Bustani and Nicole Lazarou



Staff and directors at the Ghabga



The buffet at the ghabga



Board directors Ali Abdulaziz Kanoo, Khalid Mohamed Kanoo and Ali Abdulla Kanoo

DAMMAM STAFF GHABGA HELD

Yusuf bin Ahmed Kanoo Group held its Annual Staff Gabgha in Dammam. The event was attended by board members, Group Chairman Mr Khalid Mohammed Kanoo, and YBA Kanoo staff. The event was held to celebrate Ramadan and bring colleagues together.



Management at the ghabga

ANNUAL JEDDAH STAFF IFTAR HELD



Ahmed Fawzi Kanoo at a roundtable during the iftar

Yusuf Bin Ahmed Kanoo Group (YBA Kanoo) hosted its annual Iftar at Movenpick Al Nawras Resort in Jeddah.

The event organised by Mr. Ahmed Fawzi Kanoo was aimed to strengthen ties between the staff and the company management. Regional Managers and principals representatives and other prominent business associates were in attendance.

Ramadan Iftaar has become an annual tradition at YBA Kanoo in which senior management staff and other prominent business partners gather in a friendly atmosphere to break their fast.



Staff having iftar



Staff and management at the iftar in Jeddah

UAE STAFF IFTAR A SUCCESS

Over 600 employees and their families attended the annual Iftar gathering in the UAE to commemorate Ramadan at the JW Marriott Hotel in Dubai.

The yearly Iftar celebration was organised by HR and Marketing General Manager Maha Kanoo, in collaboration with the marketing and HR teams to bring employees and management together. UAE Chairman Mishal Kanoo, Maha Kanoo, and their mother Lulwa Kanoo began the iftar with a prayer.

“Ramadan is the holiest month of the Islamic calendar. It symbolises spiritual reflection, goodwill and charity, family and community,” Ms Maha Kanoo said.

“We have been celebrating this corporate Iftar for the past years to foster harmony, bonding and camaraderie among our employees and their families.”



Employees, management and their families at the iftar



Over 600 people attended the iftar in UAE

KANOO TRAVEL HONOURS ITS PARTNERS

Kanoo Travel Partners were honoured during its Ramadan Ghabga last night. The event at the Kanoo Guest House in Mahooz was attended by Yusuf bin Ahmed Kanoo Group Acting CEO Fawzi Kanoo, YBA Kanoo Group directors, senior management of Kanoo Travel, airline suppliers and General Sales Agents (GSAs).

“We are always keen to strengthen ties with our loyal partners who have been supportive of Kanoo Travel for years,” said Yusuf bin Ahmed Kanoo Group Board Director Nabeel Mohamed Kanoo.

“Our business is growing because of their cooperation and this gathering is our way of saying thank you to them.”



Partners and YBA Kanoo Group management and directors at the event



Ahmed Fawzi Kanoo awarding Lufthansa representatives



Group Photo with Fawzi Kanoo

RAMADAN GHABGA HELD FOR MEDIA IN BAHRAIN

In celebration of the holy month of Ramadan and in recognition of the ongoing support and efforts made by media members, Yusuf bin Ahmed Kanoo Group (YBA Kanoo) hosted its annual Media Ghabga at The Gulf Hotel Ramadan Tent, Bahrain.

“The Ramadan gathering has been a yearly celebration of journalism and its people,” said YBA Kanoo Group Acting CEO Fawzi Ahmed Kanoo.

“We highly appreciate the support we receive from journalists for our Group’s communications efforts. Their assistance was key in allowing our news reach a wider audience.



Fawzi Kanoo being interviewed

“Our relationship with all media organizations in the region has always been strong and as we continue our journey in achieving the goals of the Group’s Vision 2020 we will be working with the media members constantly to help us spread our news.”

The evening was attended by the company’s senior management and representatives from Bahrain’s newspapers and magazines including digital publications who have contributed to the growth and success of the company’s reputation for many years.



Iftar Meals were distributed across the country throughout Ramada

YBA KANOO DISTRIBUTES 45,000 IFTAR MEALS DURING RAMADAN

As part of its corporate social responsibility efforts, Yusuf bin Ahmed Kanoo Group (YBA Kanoo) distributed a total of 45,300 Iftar meals by the end of Ramadan.

The meals, which were made up of a variety of fresh dates, rice, chicken, beef, laban, and water, were delivered daily before sunset to Kanoo Mosques in Bahrain.

An additional 500 Ramadan Baskets for low-income families were also distributed, through the Yusuf bin Ahmed Kanoo Mosque, Hamad Ali Kanoo Mosque, Muharraq Community Centre, Almusala Charity Society, Riffa Charity Society and the Kanoo Foundation.



Ms Al Moayyed receives the cheque from Mr Talal Kanoo in the presence of Hakem Al Sabh and centre staff

YBA KANOO SUPPORTS THE AL RASHAD CENTRE FOR AUTISM

In honour of World Autism Day and as part of ongoing Corporate Social Responsibility (CSR) efforts by YBA Kanoo Group, a donation was made for the Al Rashad Centre for Autism by the Yusuf bin Ahmed Kanoo

Group. It was delivered to the centre by Director Talal Fawzi Kanoo on behalf of the company to the centre's president, Farida Abdulrahman Al Moayyed.

The centre provides both education and rehabilitation for those with autism. Mr Talal Kanoo praised the care provided by the centre, and wished them success in their volunteer and charity works that are carried out in the local community. He was given a tour of the centre by Ms Al Moayyed, and thanked him for the support provided by YBA Kanoo in helping them further deliver their message and help further their work for those with autism.



The refurbished hall

COMMUNITY HALL REFURBISHED

The Ahmed Ali Kanoo Community Hall in Hamad Town was refurbished and underwent routine maintenance. This included paint, maintaining and reupholstering the chairs and sofas, putting up new curtains and new wallpaper.

The hall, which was officially opened in July 2009, was built to provide a space for Bahrainis for social occasions, including weddings and funerals. It has an area that spans 1,235 square meters and seats up to 300 people.



L to R – Fergus Burke, EGM, I&E, Niaz Ahmed, Marketing Manager- I&E, Kimberly Cedeno, Booth Hostess and Ali Abdullah Kanoo, Deputy Chairman KSA

RESOUNDING SUCCESS AT OFFSHORE TECHNOLOGY CONFERENCE PARTICIPATION

The Yusuf bin Ahmed Kanoo Group showcased its Industrial & Energy business group at the Offshore Technology Conference (OTC) in Houston, one of the world's largest energy conferences. The conference was attended by more than 90,000 energy professionals from over 100 countries. It is the third time in the past four years that Industrial & Energy has participated.

Only two companies from Saudi Arabia participated, YBA Kanoo and Zamil Steel. YBA Kanoo was represented by Deputy Chairman – KSA Mr Ali Abdulla Kanoo, Industrial & Energy Executive General Manager (EGM) Fergus Burke and I&E Marketing Manager Niaz Ahmed.

A history of YBA Kanoo, including joint ventures and other business groups, were displayed at the stand, and international companies were invited to partner with YBA Kanoo in Saudi, Bahrain, UAE, and Oman. Brochures outlining oil and gas, as well as a bag made using recycled paper were distributed. The YBA Kanoo stand was one of the biggest amongst overseas participants, and generated interest from US-based companies, as well as goodwill from principals who attended the conference.

Mr Burke also attended a special breakfast delegation with an address by US Trade Undersecretary Erin Walsh, while Ali Abdulla Kanoo attended one-day seminar organised by Saudi Aramco. Mr Burke also met with Fortune Engineering & Energy Services Managing Director Abdulla Al Amri and Manager Salim Kunju.

“OTC, alongside ADIPEC in Abu Dhabi, is the biggest Oil & Gas event held in the world,” said Industrial & Energy Executive General Manager Fergus Burke.

“Leading Oil & Gas companies are present, as well as several of our key accounts and longstanding clients, with Saudi Aramco one of OTC’s top sponsors.

“High-level personnel from these companies attend the conference, making it the perfect opportunity to present YBA Kanoo as a leading company in the Middle East to do business with.”

Industrial & Energy, which recently restructured into five dedicated business units, predominantly demonstrating its energy solutions, through its units of Small to Medium Engineering, Procurement and Construction (EPC); Fabrication & Construction; Operations & Maintenance; Plant & Machinery and Drilling & Chemicals.



Fergus Burke with the Kanoo Team at ReConX 2018

RELIABILITY & MAINTENANCE CONFERENCE & EXHIBITION (RECONX) 2018

Kanoo Industrial & Energy participated in Reliability and Maintenance Conference and Exhibition (ReConX) 2018 in Yanbu from April 24 to 26. The event was organised by Saudi Aramco. Industrial & Energy showcased its flow control product line of valve servicing, steam management survey, in-Kingdom manufacturing of pressure safety valves and pressure vacuum relief valves, as well as various other products. Chief engineers and key managers from Yanbu and Riyadh visited the booth, which was led by Executive General Manager Fergus Burke.



Participants during the training

QUALITY & HSE INTERNAL AUDITOR TRAINING

As part of continual improvement programme on Quality & HSE, In-house training was organised for an Internal Auditor course on Quality and HSE by Regional Quality Manager Nadeem-ul-Haque. The course was conducted by Izhar Ahmed, Bureau Veritas trainer and lead auditor at Kanoo Tower office in Manama, Bahrain.

Group Head of Corporate Services Jameel Al Sharaf addressed the attendees by highlighting the importance of Quality & HSE for business requirements and achieve customer satisfaction and keep employees safe and healthy at work place.

Twelve YBA Kanoo employees attended the training from different divisions, including Shipping, Logistics, Industrial & Energy, and Kanoo Travel. They were: Manal Haji Ali Jamsheer, Tanvir Butt, Ajith Vasudevan, Mohammed Yahya Waseem, Abdul Mateen, Faraz Mahmood, Sanath Kumar, Yassar Ahmed, Naresh Rajust, Mahmood Rasti, Richard Fullarton, and Abdulwahab Waheed.

The course objective was to get to know and understand auditing requirements, develop auditing skills, ensure Quality and HSE System is monitored continuously by trained people and ensure compliance in their department. As qualified auditors, they are now able to conduct audits in other departments which shall strengthen the Quality & HSE culture in the company. All participants passed the course and will be able to conduct internal audits within the company based on ISO 9001 2015, ISO 14001 and ISO 45001 standards of Quality, Environment and Occupational Health & Safety.



YBA Kanoo and Perkins Engines staff and management at the Saudi Elenex booth

Kanoo Machinery participated with Perkins Engines in the 9th Saudi Elenex exhibition in Riyadh, held from May 7 to 9, 2018. Saudi Elenex is a trade exhibition for power, solar and lighting sectors in Saudi, and held under the patronage of the Water and Electricity Ministry.

The main objective behind participation was to reinforce the YBA Kanoo Group as the official Perkins dealer in Saudi and the greater GCC region, highlighting YBA Kanoo's support capabilities for all Perkins Engine customers, including after-market parts availability, service, training, and warranty support.

KANOO MACHINERY AND PERKINS ENGINES PARTICIPATE IN SAUDI ELENEX 2018



Token of appreciation from YBA Kanoo to Perkins Engines



From left: Khulood Ahmed, Laala Kashef Alghata, Eman Al Bustani, and Anita Shetty

YBA KANOO ATTENDS INAUGURAL WOMEN POWER SUMMIT

Female employees from Yusuf bin Ahmed Kanoo Group attended the inaugural Women Power Summit at the Isa Culture Centre in Juffair, Bahrain. The two-day summit aimed to connect and empower women by providing them with access to a network and knowledge that can allow them to be innovative and succeed, as well as to unleash their power to create positive change. Over 50 female speakers presented over the two days to more than 800 women in business.

The YBA Kanoo delegation was made up of Regional IT Operations Manager Khulood Ahmed, Senior Digital & Internal Communications Specialist Laala Kashef Alghata, Project Manager Eman Al Bustani, Executive Assistant Anita Shetty, and Travel Consultant Amina AlShahrani.

JEDDAH OFFICE PARTICIPATES IN EARTH HOUR



Jeddah office with lights switched off

The Western Province office participated in this year's Earth Hour, switching off all electricity for 60 minutes on March 24. The worldwide event aims to raise awareness about climate change, and businesses, individuals, and communities are encouraged to switch off all non-essential lights between 8.30pm to 9.30pm. This is the fourth time the Jeddah office has participated in raising awareness in the local community.



Jameel Al Sharaf, Anas Kamaluddin and Ismail Al Awadhi, along with Fujitsu officials after receiving the award

YBA KANOO PRESENTED WITH FUJITSU DISTINGUISHED CUSTOMER AWARD

Fujitsu Middle East awarded YBA Kanoo with the Fujitsu Distinguished Customer Award in Bahrain. The award was presented by Fujitsu Director of Enterprise Sales Mohammed Nimir to YBA Kanoo Group Head of Corporate Services Jameel Al Sharaf. The award celebrates clients who adapt innovative projects using Fujitsu products, solutions and services to drive digital transformation. Fujitsu and YBA Kanoo are true strategic partners, and Fujitsu assist the Group by employing emerging technologies, and providing us with groundbreaking solutions proven to enhance business value.



Jane Valls

WHY GOOD CORPORATE GOVERNANCE MATTERS

Corporate governance is simply about how we run our businesses to ensure they are run properly, fairly and in the interests of all key stakeholders.

We have seen many large organisations around the world get into trouble and either collapse or lose a lot of money as a result of a scandal. We can think of Enron and Worldcom in the past, and we can think of Volkswagen's diesel emission scandal or Wells Fargo Banks' misdemeanours in more recent times.

In fact, every time there is a company in the news for the wrong reasons, it is almost certainly due to a lack of good corporate governance. And when this happens, not only does the company lose money or pay heavy fines and penalties, but its employees and suppliers, as well as its shareholders, may be badly affected.

To succeed and remain ahead of the competition, companies must adopt good corporate governance practices and skilfully navigate through market changes. It is the same for family businesses in the region as much as anywhere else in the world.

'Policing' companies

Good corporate governance should help to protect the company from scandals and crises, as well as ensuring it is run effectively. You could say that corporate governance is the way a company 'polices' itself.

Boards of directors are responsible for the governance of their companies, but all employees need to be aware of their roles and responsibilities and apply the policies, procedures and guidelines which the board lays down for them.

Corporate governance is often a unique framework built around the organisation's mission and values, but there are some universal elements. These include:

- **Stakeholder recognition:** Recognising that the company has different stakeholders, including the shareholders, and should act as a responsible corporate citizen.
- **The Board of Directors** is responsible for overseeing the long-term success of the organisation and is charged with its direction, setting the vision, purpose and strategy and must act in the interests of the organisation as a whole.
- **Ethical behaviour:** The board sets the cultural and ethical tone for the organisation and should encourage an appropriate organisational culture of integrity, ethics and corporate social responsibility to be tailored to the needs of the organisation. This is usually codified into a Code of Ethics for all stakeholders.
- **Transparency** is also a key element of good corporate governance and ensuring that full and timely information is available in order to make appropriately informed decisions regarding the organisation.
- **Risk mitigation:** The Board is responsible for setting the direction of the company, so it is also responsible for ensuring that an appropriate system of risk oversight and internal controls are in place.

There are many benefits to good corporate governance, not just avoiding scandals and crises. Companies using good corporate governance practices can streamline business operations and increase the potential for maximising profits.

It is essentially about value creation. Corporate culture lies at the heart of every business – no matter what size or type of business. And family businesses, founded on strong family values, also benefit from good corporate governance because it helps to ensure the successful continuity of the business across the generations.

Good corporate governance is simply good business sense.

By Jane Valls

GCC BDI Executive Director

Eid Al Fitr Offers
www.KanooTravel.com

Azerbaijan

4 Days - 3 Nights

275

2750

2686

Tel: +971 44082517
Email: Rishani.girsy@kanoo.com



جميع متطلباتك من الصمامات الصناعية تحت سقف واحد

ONE STOP SHOP FOR ALL FLOW CONTROL REQUIREMENTS

Our flow control solutions expertise is built on the combined rich experience of experts that shape us to be a total solution provider in flow control assembly and servicing.

We pride ourselves as flow control specialist with our diversified approach in valve assembly with equal emphasis on repair service capabilities.

A state-of-the-art service center in Dammam and Jubail undertakes the repair and upgrade of valves, conducts energy conservation surveys, provides reconditioning of mechanical seals, and oversees the assembly and repair of Farris safety relief valves, in addition to assembly and repair of Groth pressure and vacuum relief valves, and steam trap inspections/surveys.

WHAT WE OFFER:

- Repair, retrofit & upgrade of valves
 - Gate, Globe Check Valves
 - Plug, Butterfly, Ball Valves
 - Control Valves
- Replacement & Reconditioning mechanical seals & Rupture Discs
- Steam trap inspection/survey and replacement
- Authorized Service Centre
 - Colfax Pumps
 - BRDR Christensen Plug Valves
 - Farris Safety Relief Valves
 - Groth Pressure and Vacuum Relief Valves

OUR PARTNERS:

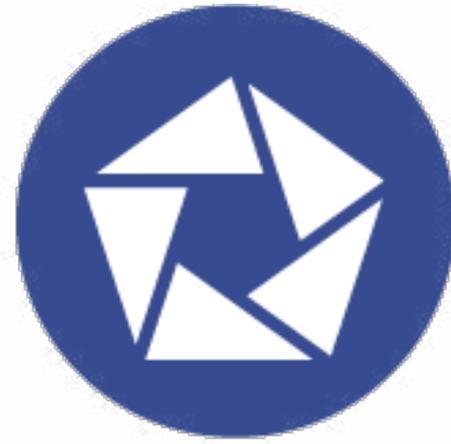


PENTANA

SYSTEM IMPLEMENTATION

Yusuf bin Ahmed Kanoo Group's Audit department has implemented a new software system called Pentana, a complete integrated Audit and Risk software tool licensed from Ideagen Plc, a UK-based company. It will empower internal audit department to be more efficient, drive consistency, assist in identifying risks and facilitating Enterprise Risk Management across the YBA Kanoo Group, delivering high-quality management information using consistent methodology compliant with international risk and auditing standards. The system will help automate, streamline and improve the quality of audits and reporting as it supports mobile and collaborative working and integrates all aspects of the audit cycle from planning to sign-off, action tracking to Audit Committee reporting. Certain business users will also be given limited access to respond on actions taken on audit findings, report any business-related incidents, and perform their own or validate internal audit risk assessments.

Pentana also has standard risk and control libraries (customisable to YBA Kanoo's environment) and supports an enterprise risk management strategy in line with guidance from COSO, IIA, etc. It offers a risk register and features for risk assessment, documentation, analysis, reporting and monitoring thereby delivering real time insights



Pentana

into the organisation's risk profile and the status of management and financial controls.

Pentana shall be hosted and served over the Web to any number of business users enabling them to respond to automatic action updates resulting from audit findings, report any incidents and even perform their own risk self-assessments in addition to validating or challenging risk assessments carried out by internal audit. The web module available to business users is flexible, customizable and user-friendly.

Pentana system implementation is in its final stage of user acceptance testing and went live in June 2018. Immediate benefits to Kanoo are numerous and include: automation of audits which were controlled manually; the ability to schedule and monitor Group-wide audits for an entity following consistent audit methodology focused around risks unlike earlier audits restricted to a given territory and automated tracking of audit issues and risks affecting the entity between the audit team and business users which was being manually controlled and at times, cumbersome.

The system also gives YBA Kanoo the ability for auditees to proactively track and manage their actions required to close audit issues and submit supporting documentation using the web module thereby driving transparency, consistency and efficiency while liaising with stakeholders. Pentana helps facilitate Enterprise Risk Management with reference to system generated risk registers (not maintained thus far) and online assessments of these risks by business users which would enable stakeholders to better document management of their own risks.

Eid Al Fitr Offers
www.KanooTravel.com

Bosnia

5 Days - 4 Nights

✈️
🛏️
🍴
🚗
🚚

340

3400

3321

Tel: +971 44082517
Email: Rishani.girsy@kanoo.com



FORMULA ONE SUCCESS

Kanoo Logistics Division successfully implemented all operations necessary for this year's Gulf Air Formula 1 Bahrain Grand Prix, with over 1,602 metric tonnes of freight inbound and 1,465 tonnes outbound freight cargo.

Freight inbound to Bahrain handled by Logistics included eight 747 freighters, at a total of 695 metric tonnes, 80 40-foot high cube containers and nine 20-foot containers at a total of 671 metric tonnes. Outbound from Bahrain to China, they managed 40 commercial airfreights, at a total of 40 metric tonnes

for a total of 1465 metric tonnes of outbound cargo.

Kanoo Logistics Bahrain Country Manager Richard Fullarton, Bahrain Motorsports & Events Manager Aqeel Alghasrah, Events Supervisor Fadhel Sabah, Events Foreman Thajudeen Abdulmajeed and Events Foreman Hussain Isa were congratulated and thanked for a successful event by both Formula 1 and DHL officials.

"I wanted to thank you for your fantastic collaboration during the 2018 Bahrain GP," DHL Global Forwarding Motorsport Operations Manager Manuela Gianni told the YBA Kanoo Logistics team.

"The service this year has been better than ever, with all imports arriving as per schedule or even earlier and exports leaving with an unprecedented 99% success – with the 1% a cancelled flight.

"Thank you to all the people that deal with us daily and all the people that work so hard behind the scenes to make this happen.

"It has been a pleasure and we look forward to returning next year."

Formula 1 Cargo Head Stephen Dowset also thanked the team for their hard work and organisation, adding that all freight had arrived safely in China.



Mr Vidyadharan and other representatives at the TGLN AGM

KANOO LOGISTICS PARTICIPATE IN 11th TANDEM GLOBAL LOGISTICS NETWORK AGM

Kanoo Logistics, represented by Network Relationship Manager Prasanth Vidyadharan, attended the 11th Tandem Global Logistics Network (TGLN) Annual General Meeting (AGM) & Conference April 15-17, 2018 at Hyatt Regency Hotel in Vancouver, Canada. Kanoo Logistics is one of the board members of the Cooperative TGLN,

as the exclusive agents in the network to represent Saudi Arabia, Oman, Qatar, Bahrain and UAE.

Tandem Global Logistics Network was established in 2007 by the management of 13 freight forwarding companies. It is a comprehensive international network of independent logistics operators serving the worldwide trading market under a common image and strategy. This forwarding network has a presence in more than 75 countries. The agents gather at the AGM, held a different destination every year, to strengthen their business relationships, exchange ideas on how to optimise the network and service customers, as well as exchange business and sales leads



Oversized cargo being successfully transported from Jeddah Airport to Turaif

Kanoo Logistics has successfully delivered 77 metric tonnes (three oversized skids and two 20 foot containers) Gas Filtration System to Aramco Site-B at Turaif upon customs clearance at Jeddah Airport in May 2018. The shipment was a trial from Pentagon Freight INC with Kanoo Logistics, as they have won the

GAS FILTRATION SYSTEM DELIVERED TO SAUDI ARAMCO

door to door logistics contract from SNC Lavalin (Saudi Arabian Kentz) for the Aramco Site-B, Turaif Project.

Pentagon Freight arranged for the cargo from Houston to Jeddah Airport. Kanoo Logistics successfully facilitated suitable crane and trailers in to the airport and arranged the direct offloading of oversized cargo from the aircraft and loading of trailers and released the aircraft, on time customs clearance of the cargo and transportation of goods to Turaif.

Pentagon Freight expressed their appreciation for the “tireless dedication and commitment” shown by the team and has indicated further willingness to continue with future projects.



Hapag-Lloyd is the fifth-largest liner shipping company in the world

CONTRACT WIN WITH HAPAG-LLOYD FOR HUSBANDING SERVICES

Kanoo Shipping has won a \$400,000 year-long contract for Husbanding Services in the Middle East with Germany-based liner Hapag-Lloyd AG. Hapag-Lloyd and United Arab Shipping Company (UASC) merged on May 24, 2017. With 230 vessels and a shared fleet capacity of approximately 1.6 million TEU, Hapag-Lloyd is the fifth-largest liner shipping company in the world. Hapag-Lloyd has remained a publicly traded company registered in Germany with its headquarters in Hamburg.

Kanoo Shipping has been appointed as the agent to provide Husbanding Services for vessels owned or chartered and/or operated by Hapag-Lloyd calling UAE, Oman, Saudi Arabia, Bahrain, Kuwait and Jordan for an approximate volume of port calls of 1,500 per annum.

Kanoo Shipping reaffirms being a Regional Husbandry Agent for Container Shipping Lines, delivering the best care for vessel's husbandry matters in ports regionally. Clients can rely on Kanoo Shipping to look after their

interests and utilise local knowledge and connections to take care of crew, spares and provisions on time and on budget and all through a single contact and billed on a single invoice at standard rates for optimum efficiency.

Eid Al Fitr Offers
www.KanooTravel.com

Dubai

3 Days - 2 Nights

185

1850

1807

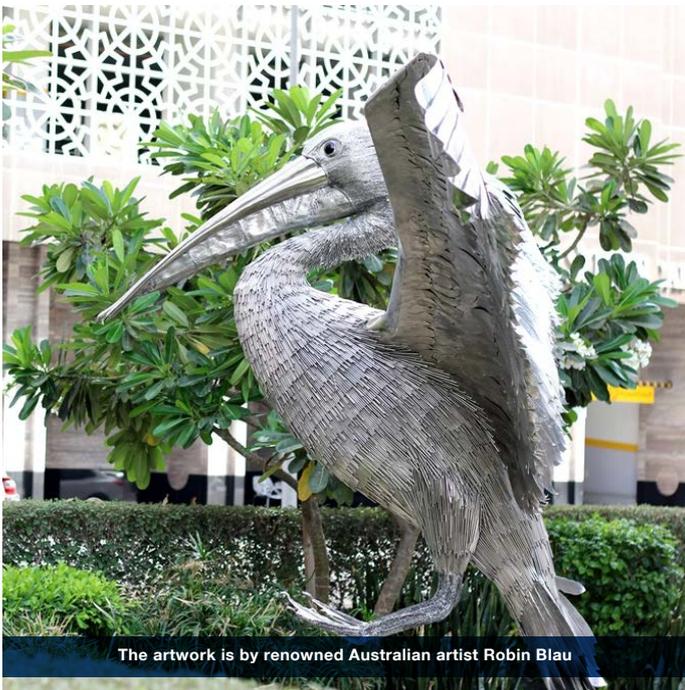
Tel: +971 44082517
Email: Rishani.girsi@kanoo.com

مسيرات كانو
KANOO TRAVEL



PELICAN SCULPTURE IMPORTED FROM AUSTRALIA

A pelican sculpture by a renowned Australian artist is now residing at Kanoo Tower in Bahrain. The giant stainless-steel sculpture is by artist Robin Blau, who also created the Coat of Arms for the new Australian House of Parliament. The sculpture has been in the Kanoo family's possession for 30 years, previously being housed in a joint venture building in Sydney.



The artwork is by renowned Australian artist Robin Blau

However, the artwork, also known as "Parangool" (the Aboriginal word for pelican), is now the first piece of public art in the Diplomatic Area in Bahrain, and aims to add beauty and character to the busy streets. It has become a popular selfie destination for both visitors and art enthusiasts.

Kanoo Logistics successfully transported the sculpture from Australia and finished customs clearance at Bahrain Port in May 2018. The oversized cargo required customised packing to ensure it fits into its container during the voyage and its safe arrival in Bahrain.



A pelican sculpture in front of Kanoo Tower has become the first piece of public art in the area



A 12-month agreement between Kanoo Shipping and Maersk Line has been signed

AGREEMENT RENEWED WITH MAERSK FOR HUSBANDRY SERVICES

Kanoo Shipping and Maersk Line A/S have renewed a 12-month agreement for Husbandry Services for the Middle East worth \$1.22 million. Kanoo Shipping has

KANOO LOGISTICS PARTICIPATED IN WCA CONFERENCE

Kanoo Logistics participated in the 10th Annual WCA Conference at Suntec Singapore International Convention and Exhibition Centre from March 4 to 8, 2018. The division was represented by Network Relationship Manager Prasanth Vidyadharan.

The 10th Annual Conference is an integral meeting for all WCA members. It is a productive way for forwarders to boost revenues, expand company visibility, reach new markets and raise company awareness on a global scale. It provided platform to meet fellow freight forwarders at the industry's largest and most impactful industry networking event. Logistics industry professionals gathered for a week of accelerated face-to-face meetings with more than 2,000 freight forwarding professionals.

been confirmed as Maersk Line Agent for UAE, Oman, Bahrain, Saudi Arabia, Kuwait, Jordan and Egypt. Maersk Line is a leading transportation and logistics service provider, which is part of A.P. Møller-Mærsk A/S. headquartered in Copenhagen, Denmark.

Kanoo Shipping has been handling husbandry services for Maersk Line in UAE for over 20 years. Since 2012, Kanoo has extended its services for Maersk to other countries in the Middle East including Oman, Saudi Arabia, Bahrain, Kuwait, Jordan and more recently, Egypt. In 2017, Kanoo Shipping has handled 2,557 port calls in the Region for Maersk Line A/S. During 2018-2019, Kanoo Shipping will showcase to Maersk Line that it will meet its digital tools KPIs and invoice simplification.

Eid Al Fitr Offers
www.KanooTravel.com

Istanbul

6 Days - 5 Nights

✈️ 🍷 🍴 🚗 🚙

🇷🇺	270
🇸🇦	2700
🇮🇪	2638

Tel: +971 44082517
Email: Rishani.girsy@kanoo.com

سفرات كانو
KANOO TRAVEL

KANOO SHIPPING FINDS SOLUTION FOR VAT ON OFFSHORE VESSELS

The introduction of Value Added Tax (VAT) in Saudi Arabia on January 1, 2018, had wide-reaching impacts. Being a historically tax-free country, the full effect of the implementation took time to be determined. The Saudi Offshore Industry was met with a 5% VAT on Cost, Insurance and Freight (CIF) value of all importing offshore vessels into Saudi ports. Importing offshore vessels had been duty-free, so offshore contractors had been under the impression that as a duty-free task, VAT would not be implemented on importing offshore vessels. However, it turned out to be included in the 5% VAT and as a result directly impacted balance sheet bottom lines.

Kanoo Shipping, as the Shipping Agent for most of Offshore Companies operating in Saudi Arabia, were



The skid packages fabricated for Kuwait Oil Company

47 SKID PACKAGES FOR KUWAIT OIL COMPANY

Kanoo Engineering recently completed a fabrication project for Kuwait Oil Company on time and exceeded client's expectations. The project included the fabrication, assembly, testing and supply of 47 skid frame with stainless steel tanks. As a result of our exceptional customer service, Kanoo Shipping is pleased to confirm we have received an additional valuable order from client Milton Roy.

approached by almost all the Offshore Companies to guide and find a solution to the new situation. Paying 5% VAT on CIF value of vessel for importing Offshore vessel was not viable. Kanoo Shipping took up this matter with Ras Tanura and Riyadh Custom Authorities. Several rounds of discussions were arranged, including client representation at Riyadh with GAZT VAT office. After a close follow ups, several meetings and profound discussions with authorities, the breakthrough came in the last week of April 2018. The authorities were convinced that a Bank Guarantee could be used as a mode of payment, rather than cash online payment (SADAD).

To make the new process explicit for all the offshore operators, Kanoo Shipping organised a meeting with the Customs Manager at Kanoo Shipping Ras Tanura office and invited all the Offshore Companies' Management to attend the meeting. The invitation saw 100% turnout from all offshore companies. The offshore operators had a platform to ask their questions to authorities and clarify their doubts. The authorities responded and ensured the operators were provided with the necessary details.

Saudi authorities, principals and shipping agents expressed their appreciation for Kanoo Shipping, with efforts led by Hussain Al Sadiq and Sadiq Khan, for their determination in finding a new solution to the challenges faced by the industry.

108 SKID PACKAGES FOR CP PUMPS

Kanoo Engineering was contracted to fabricate 108 skid packages for CP Pumps. Skid packages are containers that are purpose-built to carry specific material or equipment. For this contract, Kanoo Engineering fabricated, painted and assembled the CS skid frame and completed the project on time. As a result of good customer service, an additional valuable order has been placed by CP Pumps.

Eid Al Fitr Offers
www.KanooTravel.com

Sharm el sheikh

5 Days - 4 Nights

✈️
🍴
🚗

270

2700

2638

Tel: +971 44082517
Email: Rishani.girsy@kanoo.com



INSIGHTS FROM MIDDLE EAST OFFSHORE JOURNAL CONFERENCE

Kanoo Shipping attended the fifth Riviera Maritime Media Middle East Offshore Journal Conference in Dubai. The conference focused on both commercial and technical side of the offshore industry, which were presented by the sponsors and speakers during the event. It also provided insight into market, including market opportunities, as well as on client and government plans and makes Kanoo Shipping more visible to the ship owning and operating community.

By attending the Middle East Offshore Journal Conference, Kanoo Shipping's aim was to discover opportunities from Engineering, Procurement, Construction and Installation (EPCI) and subsea market, to understand how oversupply and excess capacity has impacted the market, to discover new technologies that will improve operating efficiencies and performance and to find out on impact of digitalisation and hybridisation in Offshore Supply Vessels (OSV) sector.

The delegation that attended were Deputy Regional Commercial Manager Angelo Marcantonio, Saudi Arabia and Bahrain Country Manager Adil Zubair, UAE & Oman Country Manager John Drinkwater, and Shipping Manager Abu Dhabi Aloka Mendis.

The importance of digitalisation was highlighted at the conference by industry leaders, including Topaz Marine, which owns a modern and diverse fleet of over 100 vessels. In addition, Westwood Global Energy Group has reported that offshore businesses have yet to feel the impact of higher oil prices. Since the beginning of 2018, oil prices have seen a sustained rally to reach \$75 per barrel in May 2018. Improving prices are expected to drive an increase in global Engineering & Procurement (E&P) spend of around 7%.

The Global offshore rig activity unlikely to see significant uptick until 2019/2020, delaying a meaningful demand rally in the offshore support vessel market. The Middle East, pulled by Saudi Arabia, is expected to buck the global trend with unprecedented levels of offshore Engineering & Procurement (E&P) over next five years. Recent restructuring has dramatically improved the supply situation and asset efficiency of major players. On the other hand, global utilisation is currently at 55%. Shape of the recovery is uncertain and contingent upon further disposal.

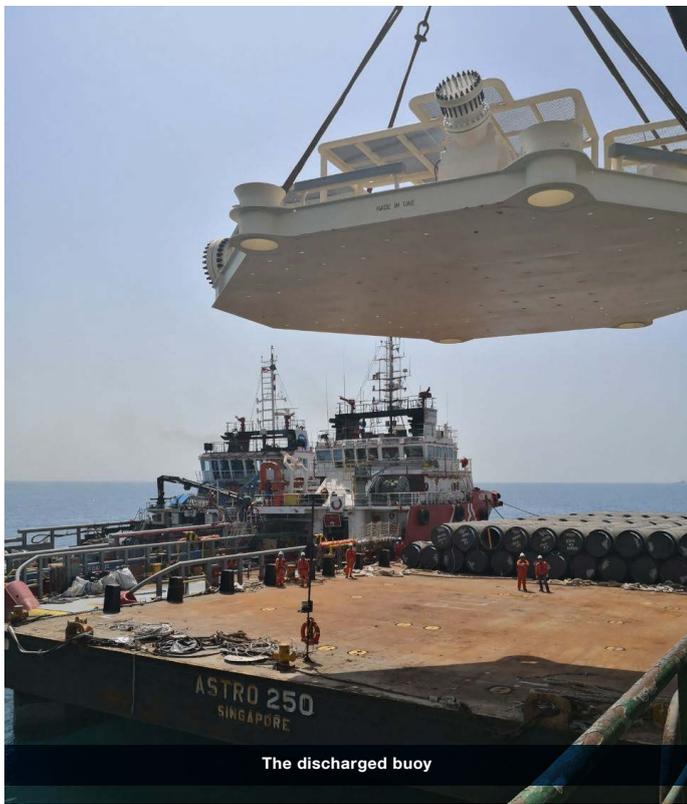
\$5 MILLION CONTRACT WIN WITH ADNOC

Industrial & Energy's P&IP Division closed a three-year \$5 million contract for Personal Protective Equipment (PPE) including fall protection and safety footwear for the Abu Dhabi National Oil Company (ADNOC) Drilling.

P&IP had previously won and executed a three-year PPE equipment contract with ADNOC from 2014 to 2017. Individual ADNOC group affiliates will now finalise their individual contracts with P&IP UAE against the master rate contract.



أدنوك
ADNOC



The discharged buoy



The discharged PLEM

DISCHARGE OF BUOY AND PLEM IN DEEP WATERS

Kanoo Shipping achieved a milestone by handling an agency vessel of special project shipment at Beish Jazan Economic City port, carried by a Panamax vessel into Saudi Arabian waters for Jazan Refinery & Terminal Project.

52 CIRCUIT BREAKERS COMMISSIONED BY SEC

Power & Industrial Projects (P&IP) Division won a contract for the supply, installation and commissioning of 52 medium voltage vacuum circuit breakers for the Saudi Electricity Company (SEC). The new circuit breakers would be a retrofit solution for the existing minimum oil circuit breakers, some more than 30 years old, at various substations in SEC's Southern Operation Area. The area covered included some substations in remote and difficult to access areas of the country. The order was successfully completed and new, compact Siemens circuits mean that no further modifications are necessary at the switchgear panel at the site.

The special operation included the discharge of two 305-tonne buoys in open and deep sea instead of Jazan Port, with the help of ship gears. The buoys were 17.85 metres long, 16.2m wide and 13.2m high. A pipeline end manifold (PLEM) weighing 160 tonnes was also discharged from vessel on a small cargo barge in the same open and deep sea. The PLEM was 17.66m long, 13.8m wide and 3.21m high.

Kanoo Shipping Jazan coordinated with all parties involved, including Saudi Customs, Coast Guard and Saudi Aramco officials, arranging their visit at the discharge location without the vessel having to wait, which is critical for the success of this type of operation. The operations team were commended by the Ship Captain for their distinctive effort, precise arrangements, cooperation and support. Kanoo Shipping Bahrain & Saudi Arabia Country Sales & Line Manager Abid Khokhar and Kanoo Shipping Jazan Branch Manager Mohamed Ghouse and their operations team are appreciated.

TWO CONTRACTS WORTH AED 1.2 MILLION AWARDED TO OIL & GAS

Two prestigious orders have been awarded to Industrial & Energy's Oil & Gas division. The first, from Veolia Water UAE, for the supply of nine Boerger Rotary Lobe Pumps, which will be installed at the Deira Islands sewage treatment plant (STP) Project. The project is worth AED 713,837. Another project, from Tecton UAE, is to supply a single-stage bio-trickling filter odour control unit to be installed at the South Dhahran Water Project in Saudi Arabia, worth AED 471,000.



Kanoo Machinery team celebrating the win

KANOO MACHINERY WINS MAJOR AWARDS AT BOBCAT'S MEA DEALER MEETING IN 2018

Kanoo Machinery won four distinguished awards at Bobcat's MEA Dealer Meeting 2018 held in Oman. Representatives of Kanoo Machinery received two (After Market Excellence Performance in 2017) awards in the categories of Capture Rate and Customer Support and two awards related to sales and revenue improvements during the regional meeting.



Customers during the joint workshop with P&IP and Omicron

"YBA Kanoo has received numerous recognitions across its business units for superior levels of service and excellence, and these awards add another milestone in our journey to always meet the client's needs and expectations," said Group Acting CEO Fawzi Ahmed Kanoo.

Kanoo Machinery is a leading provider of construction equipment, mobile cranes, and material handling equipment. The business, which was established in the early 1960's, operates showrooms and distribution channels across the region in countries such as Bahrain, Saudi Arabia, UAE and Oman.

Bobcat is the industry leader of compact construction equipment and it annually presents achievement awards to the best-performing Bobcat dealers in the region for excellence in providing great sales, as well as efficient and reliable after-sales support including product servicing and training on how to optimise the use of the machines.

WORKSHOP ON NEW NETWORK SIMULATION APPROACH WORKSHOP HELD

Industrial & Energy's P&IP Division's Western Province office conducted a workshop on protection testing, a new testing approach using network simulation with Principal Omicron Electronics GmbH. Representatives from key customers, including Saudi Electricity Company, Siemens, and Al Gihaz Contracting Co attended.

The seminar was conducted to present new technology for simplified Protection System Testing. Relay Sim Test is a software solution offered by Omicron that simplifies complex protection scheme testing. Its innovative approach highlights the correct operation of the entire protection system by simulating realistic power system events. In addition to common tests, Relay Sim Test also reveals settings, logic and design errors in the scheme, which paves the way for improved testing quality and time saving testing procedures.

TRAINING HELD FOR SAUDI ARAMCO IN KANOO FLOW CONTROL WORKSHOP

Saudi Aramco's Process and Control Systems Department commissioned Kanoo Flow Control to provide training on Pressure Safety Valve, Pressure Vacuum Relief Valve and Rupture Disc. The training session was held at Kanoo Flow Control's workshop in Jubail. The Saudi Aramco team were headed by current Process and Control Systems Department Chairman and Engineering Specialist Fawaz Al Sahan, as well as 22 engineers from various plants around Saudi Arabia.

The session began with a general introduction to Pressure Safety Valve, Pressure Vacuum Relief Valve and Rupture Disc technologies and covered including real examples of valve retrofit solutions devised to overcome problematic applications. Topics covered included valve working, application and maintenance procedures, and a variety of models of valves were dismantled, assembled and tested by the Kanoo Flow Control technical team. The Saudi Aramco delegation were given the opportunity to



Lalit Grover conducting the training in Kanoo Flow Control

ask questions regarding problematic applications at their plants.

"Saudi Aramco's Process and Control Systems Department provides specialist, high-level technical services and consultation to the wider Saudi Aramco network," said Industrial & Energy Executive General Manager Fergus Burke.

"Saudi Aramco's decision to approach us to provide this training underlines their confidence in our valve technologies and aftermarket capabilities."

TLV JAPAN AWARDED CONTRACTS BY PETROFAC

Petrofac has awarded TLV, a long-standing partner of Kanoo Oil & Gas Division, with two packages worth a total of AED12 million. Being the first major engineering, procurement and construction (EPC) order from the Middle East region and the largest-ever EPC order to TLV, it is a milestone achievement for Kanoo and TLV. Approximately 5,000 steam traps will be supplied to the Fadhili plant constructed by Petrofac.

UPGRADING SASREF'S MAIN INTAKE STATION

Industrial & Energy's P&IP Division has been awarded the upgrade project of SASREF's largest-ever electrical project upgrade of the Main Intake Station (MIS). The phase one of the project aims to upgrade the existing power system, with the new system providing 40% extra circuit breakers, 40% smaller in size to the existing Air Insulated Switchgear (AIS). YBA Kanoo has also been awarded the electrical part of the CO2 Compressor Project, installing new power transformers and AIS as well as building a new substation.

The project is progressing according to plan, with 55% progress reported. The project team met with top SASREF management at the end of May, including Executive Vice Present Reolof Heezen, Operations General Manager Abdulrahman Al-Wasil and Operations Manager Yasser Fallatah. The team exchanged thoughts, comments and concerns and received positive feedback from SASREF management.

CRANE GIRDER FOR OMAN HANGER SUPPORT



The crane girder at Oman Airport after being built by Kanoo Engineering

Kanoo Engineering recently completed a fabrication and assembly project, building a Crane Girder to be used at Oman Airport. The project was a milestone for Kanoo Engineering as they introduced a new fabrication method known as 'Pre-Cambering' during the fabrication process. This project required very high levels of HSE as each Girder was over 25 meters tall. Kanoo Engineering is pleased to confirm the client, Kone Crane, has successfully installed the Crane. The project is one example of how Kanoo Engineering is expanding and developing service offerings.

MONITORING SYSTEMS SUPPLY, TESTING AND COMMISSIONING AWARDED BY SEC-SOUTH

Industrial & Energy's Power and Industrial Projects (P&IP) Division has been awarded a contract by Saudi Electricity Company (SEC). The project's scope is to supply installation, testing, and commissioning of 11 Continuous Emission Monitoring Systems (CEMS) and six Ground Level Emission Monitoring Systems (GLEMS) at SEC South Power Plants. CEMS were previously used to monitor flue gas, but are currently used as a means to comply with air emission standards and as such are a necessity. These will be installed at six power plants: Tihama, Jizan, Asir, Bisha, Najran and Sharourah.

PUMPING TECHNOLOGIES SEMINAR CONDUCTED WITH CIRCOR



The seminar was jointly held by Kanoo Oil & Gas and Circor

A one-day technical seminar was held by Kanoo Oil & Gas Division with Principals Circor for Saudi Aramco and other clients in Dammam. Topics included pump technology basics and positive displacement pumps applied to multiphase and booster systems for upstream crude oil pumping.

The seminar was given by Circor Regional Director Simon Pistilli and Aftermarket Manager Mohammed Saad, as well as Kanoo Oil & Gas Process Solutions Manager DN Jadhav, Flow Control Manager Mohammed Mukkaram and Sales Engineer Ali Qarous. YBA Kanoo Group employees presented the Group's profile and capabilities to the audience of more than 40 people from Saudi Aramco, Saline Water Conversion Corporation, Ma'aden, Fluor EPC and Jacobs Engineering.

The sessions were highly interactive and the seminar was well received. Kanoo Oil & Gas hopes to have raised awareness as well as generated business leads for the near future through holding the event.

TECHNICAL PRESENTATION HELD FOR SEC



A technical presentation on Boiler Air Preheaters was conducted exclusively for Saudi Electricity Company (SEC) engineers in Jeddah. The event was organised by Industrial & Energy's P&IP Division in Saudi's Western Province in collaboration with their Principal Ljungstrom Arvos. The session was used to launch three new products to customers. The interactive session was well-attended by SEC engineers and key questions and concerns were addressed. The event was presented by Ljungstrom Arvos International Business Development Director Pavan Ravulaparthi.

TRAKHEES ACCREDITATION

Trakhees Accreditation aims to ensure quality and performance for Design, Construction, Health & Safety Environment (HSE) in all projects under Trakhees jurisdictions (mostly in Dubai). Trakhees Regulations were introduced for all Construction Developments & HSE performances which undergo the process of Permits issued by Trakhees. Accreditation programmes are designed to move these processes from Quality Control to Quality Assurance and to help them comply with the authority's requirements.

Kanoo Engineering has now become accredited by Trakhees, through its Head of Engineering Callum Slater. Mr Slater attended a structural engineering exam at Trakhees' headquarters in April, and was successful in gaining accreditation. This now allows Kanoo Engineering to perform structural steel works across all the ports, customs and free-zone corporations within Dubai.

ORDER FOR MEDIUM VOLTAGE SWITCHGEAR FOR SEC

Industrial & Energy's P&IP division successfully completed an order placed by Saudi Electricity Company (SEC) for the supply, installation and commission of medium voltage switchgear. The order, which also included a control desk and distribution automation system, was for the SEC's Mahmoud Tayba Training Institute in Jeddah. The institute caters to training requirements of SEC trainees from generation, transmission and distribution divisions. The system was designed to impart training in the operation and maintenance of medium voltage switchgear to SEC trainees.

UP TO 15% OFF GULF AIR RATES FOR YBA KANOO EMPLOYEES



Kanoo Travel have partnered with Gulf Air to bring Yusuf bin Ahmed Kanoo Group employees even more competitive rates. Starting today, any ticket booked through Kanoo Travel will have between 9% to 12% discount on all routes on Gulf Air's extensive network (with flights operated by Gulf Air).

The rate must be deducted from Kanoo Travel and cannot be done through the Gulf Air website. Rates apply for private travel as well as business, but corporate discounts are not applicable on infants. The promotion is exclusively for YBA Kanoo Group employees and their families and cannot be used by external parties. The rate will not be applicable when another promotion or deal is used. Baggage allowance will continue to be as per Gulf Air's policy.

KANOO TRAVEL RECEIVES EMIRATISATION RECOGNITION AWARD



Kanoo Travel received a certificate of Appreciation from the Ministry of Human Resources and Emiratisation in recognition for their strong support and interaction with the qualitative Emiratisation challenge, recently placed in the category of "Best Companies in Employment" in the Transport and Aviation Sector.

The award was presented to Kanoo Travel and the Yusuf bin Ahmed Kanoo Group by Cabinet Member and Minister of Human Resources and Emiratisation His Excellency Nasser bin Thani Al Hamli at a special award ceremony. He thanks Kanoo Travel and other award winners for their efforts in achieving the objectives of the Emiratisation challenge and helping achieve the Vision 2021 objectives. The General Civil Aviation Authority's 'Emiratisation Accelerators Program', aimed to recruit 1,000 UAE Nationals in the targeted sector within 100 days in 2018. It aims to integrate UAE nationals in strategic economic sectors by providing value-added job positions.

"Emiratisation is a major priority for the UAE Government and a national responsibility for all, which requires the integration of all national initiatives in this regard, in order to achieve the aspirations of the people of the UAE and to provide prosperity and a decent life for all members of society," said His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai.

Kanoo Travel Interim Executive General Manager Zaeem Gama celebrated the award and said it underlined Kanoo Travel's efforts in establishing itself as an employer of choice.

"While we strive to re-establish Kanoo Travel as an Employer of Choice and attract local and international talent, this certificate validates our efforts with the Ministry of Human Resources and our UAE HR team in achieving this objective," said Mr Gama.

"Our greatest asset is our human capital pool, as they are the teams that drive innovation and achieve results.

"Our responsibility as the leadership team is to continue to invest in our talent pool and human resources to maintain this level of professionalism and diversity."

KANOO TRAVEL IS RECOGNISED FOR “BEST AGENT PERFORMANCE” 2018 AT FLYNAS

Kanoo Travel has been awarded for the best-performing travel agent in 2018 for Saudi budget airline Flynas. The award was handed over during Flynas' annual iftar and awards ceremony, held in Kempinski Al Othman.

“This award attests to the hard work and dedication of our KSA Travel team,” said Kanoo Travel Interim Executive General Manager Zaeem Gama.

“Flynas is a strategic partner in the territory and we will continue to support one another to provide the best in-class travel services and solutions to our customers and market.”

The ceremony was attended by KSA Eastern Province Regional Travel Manager Hamdan Al Khalidi as well as other Kanoo Travel employees.



Mr Al Khalidi, left, receiving the award from KSA senior sales manager Sultan Al Khalidi

KANOO TRAVEL BOLSTERS MIDDLE EAST PRESENCE WITH BEST-IN-CLASS TRAVEL SOLUTIONS

Kanoo Travel recently launched its best-in-class cloud travel technology solution, Krystal Online, to deliver exceptional and seamless online booking experiences to its customers across the region.

Owned and distributed by Kanoo Travel, Krystal Online allows users to search and book from multiple global suppliers, over 500,000 hotels and car rentals worldwide, with dynamic content such as maps, hotels, photos, and videos, multiple payment options, assign credit limits, manage branches users, suppliers and mark-ups and more through its travel affiliate network program.

“Our innovative business travel management platform uses advanced technologies to provide optimised solutions for corporate travel managers, travel management companies and suppliers,” said Kanoo Travel Director Nabeel Kanoo.

“By working with leading organisations, we are able to drive overall business performance for our customers more effectively.

“Our goal is to further strengthen our footprint across the GCC and beyond and reassure our clients of our position as the leading travel management company since 1937.

“We are eager to build upon what we have already accomplished while also working on ways to give more value to our customers.”

The new online system is a self-booking tool, which is easy to use and ideal for travel agents. It gives 24/7 access to an end-to-end travel portal consisting of a wide range of flights, hotels and car rentals/limo services, travel insurance, with more choices at competitive rates.

“We want to automate, transform business travel and eliminate the hassles of conventional travel platforms,” said Kanoo Travel Interim Executive General Manager Zaeem Gama.

“The new integration delivers leading travel management services where companies/travel agents can instantly make their travel bookings with quick turnaround and instant confirmation.

“The new system gives us an opportunity to meet the expectations of our next generation customers.

“It’s a customised solution built on their needs to stay ahead of the ever-burgeoning market competition.

“It will benefit our clientele as it helps them maximise their revenue, reduce their cost and create more personalised experiences for travellers.”

Kanoo Travel has also implemented a Travel Business Intelligence (BI) solution to its system to effectively offer its corporate clients a clear visibility on their corporate travel spend and identify areas of travel expense savings, thus allowing them to gain a competitive advantage in the industry and to improve overall performance.

With Kanoo Travel’s newly developed Business Intelligence solution, customers are now able to view multiple dashboards and reports that supply them with accurate information about cost, suppliers, saving opportunities, flight trends, and operating capacity for numerous travel destinations at any time of the year. Using this information, managers are able to better optimise their own expenses so as to improve their travel program while complying with their travel policy and procedures.



KANOO TRAVEL ATTRACTS MORE THAN A THOUSAND VISITORS AT ARABIAN TRAVEL MARKET

Kanoo Travel's booth in the 2018 Arabian Travel Market (ATM) in Dubai attracted more than 1,000 visitors ranging from small to mid-level agencies including existing customers.

Krystal Online, a new cloud-based travel technology owned and distributed by Kanoo Travel, played a pivotal role in attracting the large number of visitors.

"Being in the 2018 Arabian Travel Market was an opportunity to strengthen relationships with our clients and to inform them about our latest technology, Krystal Online, which received a lot of attention from many travel agencies. It was also an opportunity to showcase our 81 years of history in the Travel Industry," said Kanoo Travel Director Nabeel Khalid Kanoo.

The new technology allows travel agents to search and book from multiple global suppliers, over 500,000 hotels and car rentals worldwide, with dynamic content such as maps, photos, and videos through its travel affiliate network program.

"During the four day event, executives of renowned institutions such as Sabre, Amadeus, American Express, Emirates, Etihad, and Oman Air were introduced to Krystal online," Kanoo Travel Interim Executive General Manager Zaeem Gama said.

"We received a lot of positive feedback regarding the new technology and discussed several partnership proposals."

The 2018 ATM also witnessed the signing of a strategic agreement between Kanoo Travel and Kalaam telecom to enhance the service excellence of the call centre hubs.

TURKISH AIRLINES AWARDS KANOO TRAVEL HIGHEST SALES IN EP FOR 2017

Turkish Airlines have received an appreciation award, being recognised for the highest sales performance in Saudi's Eastern Province for 2017. The award was handed over during an iftar and award ceremony held at the Sheraton Damman in June. Turkish Airlines and Kanoo Travel are key strategic partners, due to the airline's excellent connections to a large number of destinations, which meet the requirements of corporate clients and customers.

"With over 300 connections, Turkish Airlines stands as one of our key partners and suppliers in the region," said Kanoo Travel Interim Executive General Manager Zaeem Gama.

"We will continue to work very closely with Turkish Airlines to meet our regional objectives and God willing we get recognized year after year for our high performance in the Eastern Province."

"This recognition goes to the dedicated team in Kingdom of Saudi Arabia for their efforts and market focus."

KANOO TRAVEL WINS FAM TRIP THROUGH BOWLING

Kanoo Travel in Qatar came third place in a bowling tournament organised by Royal Air Morocco. The three team members Dilanjan Delpachitra, Miten Khakhar and Mohamed Nawasadh won the first qualifying round and team captain Dilanjan Delpachitra won third in the final. The tournament's top six players were selected for a familiarisation (FAM) trip set to be organised by Royal Air Morocco in October 2018.

"We are proud of our Kanoo Reds Bowling team and would like to congratulate all the team members that competed and participated in these recent competitions," said Kanoo Travel Interim Executive General Manager Zaeem Gama.

"Sporting events are great ways for people to bring about the spirit of competition, sportsmanship, work together as a team to achieve certain objectives."



Stergios Voskopoulos

Kanoo Capital represented the Yusuf bin Ahmed Kanoo Group at the Middle East Investment Summit (MEIS) in May, where Stergios Voskopoulos was a keynote speaker as Head of Investments for the Group.

Attending the event enabled the Group to significantly expand its investment opportunities with top-tier partners across the region. Presenting on global issues that are becoming increasingly relevant in the Middle East demonstrated YBA Kanoo's eminence and increased activity in the Gulf's new investment landscape.

KANOO CAPITAL PRESENTS AT THE 2018 MIDDLE EAST INVESTMENT SUMMIT

In its 20th year, the MEIS continues to be the conference of choice for regional and global sovereign wealth funds, family offices, private and institutional investors, high-level fund managers and economists.

Reacting to the Threat of Dry Powder

Mr Voskopoulos' presentation focused on 'dry powder', a term used to refer to the capital that financial investors (such as Private Equity, High Yield, Real Estate investors) have available in the form of committed capital waiting to be deployed. The term originates in the 17th century, when military needed to keep gun powder dry to remain effective. The term 'dry powder' is now equated with cash reserves that can keep a company operating or an investor financially sound.

Global trends were examined, as current stores of dry powder reach peaks that far surpass the levels seen before the financial crisis of 2008. The overriding implication is that more competition and lower returns should be expected going forward. Mr Voskopoulos also briefed the audience on Kanoo Capital's new investment approach to combat such the hostile market conditions and environment.



Be Honest

"Act with uncompromising honesty and integrity"

If you have any questions or wish to report any questionable conduct, we request that you notify the Kanoo Compliance Team immediately at compliance@kanoo.com.

In the event that you need to speak to someone directly, the Kanoo Compliance Team can be reached during regular working hours on +973 1722 0220, ext. 1807.

WEIGHTLOSS JOURNEY

Kanoo Logistics Saudi & Bahrain Commercial Manager Yousif Al Manea managed to drop almost 20kg in six months this year, and shares his journey

Mr Al Manea is a former professional football player that used to train for six days a week. He admits his diet used to be unhealthy even when he was most active, but he would be able to maintain his weight due to rigorous training programmes. In 2013, he sustained an injury and had to undergo ACL surgery, after which he was forced to retire from football. Over the next five years, he steadily gained 22kg.

“I was having a normal conversation with my wife in January (2018), telling her that I needed to go to the mall and shop for clothes because nothing fit me anymore,” he said.

“I was surprised at her response – she immediately said, ‘I hope buying larger sizes can protect you from the diseases that come with being overweight’.

“I’d really never thought about it that way. I’ve always been careful about my training and cared about my figure, so I don’t know why I suddenly didn’t care anymore.”

He said he sat down with his wife and she made him promise that he would follow whatever plan she created for him, and that he wasn’t allowed to give up or go back on his word.

“I told her to go ahead, and we went to a dietician who looked at my weight, fat percentage, and gave us a programme,” he said.

“She was so encouraging throughout the whole process and she honestly did everything she could. I never felt like it was difficult because despite her being thin, she followed the same programme I did so that we could do it together.



Yousif, first from left, with Talal Fawzi Kanoo and Hussain Rasool, after he lost 19kg



Yousif on holiday before he lost the weight

“This has been an eye-opening experience for me not just in terms of losing weight, but in seeing what a good leader my wife is.

“She does everything with the children, and I see the results, all the children are doing so well in societies, and school.

“This made me truly understand that there isn’t a better leader than a mother for those that she loves to protect and further me.”

He explained that through the programme he realised that lunch had been his biggest issue, overindulging and eating a large dinner as well.

“We’ve now realised that the biggest problem was my lunch – it was heavy and at dinner I’d eat like a lion,” Mr Al Manea said.

“Now to make sure we maintain my weight, I eat whatever I want for lunch; and we make sure to control dinner and exercise 3 days a week. We also keep track of the weight.

“I want to get that six-pack back, so hopefully over the summer I’ll start a more intensive programme for shaping.

“I’m at 82kg now, having lost 19kg since January. My knee pain is almost gone, I’m back to playing football twice a week, I’ve been sleeping better and I have more energy at work.

“I feel like I’m 20 years old again – and the victory is that I now know what to do to stay healthy.”

EMPLOYEES OF THE MONTH

The Employee of the Month Award (EOTM) in Jeddah were presented by Ahmed Fawzi Kanoo to two employees for March and April 2018. The employees are Nashif Payyesseri for March and Mohammed Mubarak Ateeq.



10 YEARS OF SERVICE

Assistant Accountant Nimlin Fabito was recognised for her loyal service to Yusuf bin Ahmed Kanoo Group. Ms Fabito celebrated 10 years of service and has provided invaluable support to the Engineering and Production teams in Kanoo Engineering in the UAE.

تحقيق التميز
بشكل دائم و مستمر

DELIVERING SUSTAINABLE
EXCELLENCE

WELCOME ON BOARD

We are pleased to welcome new recruits to the YBA Kanoo family, and look forward to working closely with them to achieve Vision 2020 and greater success for both the company and its employees.

BAHRAIN

AHMED NASSER AL RAWAHI DRIVER FAMILY FUND	AMMAR SALMAN ALBANNA AIR CARGO EXECUTIVE SHIPPING & LOGISTICS	YUNES A.RASOOL AHMED BOARDING REPRESENTATIVE SHIPPING & LOGISTICS	JOHN JEREMY PELLEGRINELLI HEAD OF FAMILY COUNCIL	SARAH KEYAN ALSHAREEF KANOO CAPITAL OFFICE ADMINISTRATOR	MOHAMED ABDULRAHMAN DARWISH PUBLIC RELATIONS MANAGER GROUP
MOHAMED FAROOK CHEMICAL ENGINEER INDUSTRIAL & ENERGY	NORBERT AMRISH DSOUZA WATCHMAN FAMILY FUND	RAJEEEV SANKAR SR TRAVEL CONSULTANT KANOO TRAVEL			

KSA

ABDULRHMAN ALGHAMDI SALES ENGINEER GROUP	RAKAN SALEH ALSHAMMARY TRAINEE INDUSTRIAL & ENERGY	YASIR AHMAD ALZHRANI TRAINEE INDUSTRIAL & ENERGY	ABADI ABDULRAHIM RAJAB CREW COORDINATION SUP. SHIPPING & LOGISTICS	HASAN MUAID ALZHRANI OPERATIONS COORDINATOR SHIPPING & LOGISTICS	IBRAHIM ABDULRHMAN KAMAL BOARDING CLERK SHIPPING & LOGISTICS
SALEH ABDULMATLOB ALJEDANI BOARDING CLERK SHIPPING & LOGISTIC					

EDITORIAL TEAM

Editor-in-Chief:
Hussain Rasool

Editor:
Laala Kashef Alghata

Design:
Manayel Al Ameer