



# ITQAN NEWSLETTER

2018 | ISSUE NO. 15



## ORDER OF THE RISING SUN:

Conferred on Late Mubarak Jassim Kanoo

Abdulqader Traditional  
Café Rehoused

06



Kanoo Shipping Wins  
Ship Agent of the Year

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APM Terminals  
IPO

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## CEO'S MESSAGE

Dear Colleagues,

As we move closer to the end of 2018, I am pleased to see progress being made in our different Business Groups. I am grateful for the continuous effort being put forward by everyone.

Earlier in the year, I was honoured to attend a ceremony hosted by His Excellency, the Japanese Ambassador to the Kingdom of Bahrain Mr Hideki Ito which conferred a special Japanese award to the late Mubarak Jassim Kanoo, our former Group Chairman.

I am pleased to announce that we have won major contracts in the last period, including two massive Aramco Equipment Rental Projects, a Contract with Saudi Aramco by Halliburton's HydroGuard Plus System as well as contracts with ADNOC, Amazon Web Services (AWS) as well as BANAGAS.

We continue to prove our excellence with Kanoo Shipping winning a major shipping award by Seatrade Maritime Awards at an event in Dubai at the end of October. The 'Ship Agent of the Year' Award is a testament to the teamwork and enthusiasm that we practice every day and the expertise and care that we show our global client base. Kanoo Shipping has also been appointed preferred agent by both NAVIG8 and UNIPEC, and we are proving our commitment to quality with Kanoo Logistics successfully upgraded its quality management system certification to the new ISO 9001-2015 Standard.

There is a lot to look forward to in the next few weeks. Having celebrated Saudi's National Day in September, we look forward to celebrating Bahrain and UAE's National Days in December, as well as Bahraini Women's Day. We have major events coming up, including Abu Dhabi International Exhibition & Conference (ADIPEC) and Bahrain International Air Show.

I am also happy to announce that Abdulaziz Ravat has been named Executive General Manager of Kanoo Real Estate. Aziz joined us as Head of Portfolio Operations in 2017 and I am proud to see our staff members moving up the management chain. I am confident that with Aziz at the helm, Kanoo Real Estate will grow and flourish. I am sure you will give him your full support as we move forward.

We have some exciting, positive changes in our company structure which will be announced soon. I look forward to seeing bigger and better things from our Business Groups, and hope we finish the year on a strong note.

Yours Sincerely,

**Fawzi Ahmed Kanoo**

Acting Group Chief Executive Officer

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Talal Kanoo, Fuad Ebrahim Kanoo, Abdullatif Jassim Kanoo, Mona Kanoo, Mr Ito, Fawzi Kanoo, Ali Abdulaziz Kanoo



Mona Mubarak Kanoo accepting the award

## PRESTIGIOUS JAPANESE AWARD “ORDER OF THE RISING SUN” FOR LATE MUBARAK JASSIM KANOO



The late Mubarak Jassim Kanoo

A special Japanese award for people contributing to bilateral relations with Japan was conferred on the late Mubarak Jassim Kanoo, the former president of the Bahrain-Japan Business and Friendship Society and former YBA Kanoo Group Chairman.

At a function hosted by His Excellency Japanese Ambassador Hideki Ito at his residence in Barbar, Mubarak Kanoo's daughter and YBA Kanoo Group Director Mona Mubarak Kanoo received the 'Order of the Rising Sun' on behalf of her father.

The medal was the first national decoration awarded by the Japanese government in April 1857 and is awarded to those who have made distinguished achievements in international relations, promotion of Japanese culture, advancements in their field, development in welfare or preservation of the environment.

The function was attended by government officials, Bahrain-Japan Business Society members, diplomats and members of the Kanoo family, including Acting Group CEO Fawzi Ahmed Kanoo, Director Ali Abdulaziz Kanoo, and Director Talal Fawzi Kanoo.

No words can express how deeply touched I am towards receiving this prestigious award, which is being bestowed on my late father Mubarak Jassim Kanoo. I am truly grateful for the recognition of my father by His Majesty Emperor Akihito, the Emperor of Japan.

My father had always admired and respected the Japanese Culture. He was impressed with their social structure, their discipline and their loyalty in business, their code of conduct towards each other and their sense of pride in their history. I am proud that my Dad was one of the main founders of the Bahrain-Japan Business and Friendship Society. I would like to thank its Board Members, administration team and sponsors who helped create and develop this society.

Mona Mubarak Kanoo



# MASSIVE HIRING CAMPAIGN FOR BD43.8 MILLION ARAMCO PROJECT



Jeddah Interviews

Yusuf bin Ahmed Kanoo Group has signed two major contracts with Saudi Aramco for light and heavy equipment rental. Saudi Aramco is beginning to outsource all Machinery for rental instead of purchasing, and Kanoo Industrial & Energy's Machinery division is staffing the contracts. The light equipment includes generators, air compressors, forklifts, light towers, pumps, welding machines and air conditioning. Heavy equipment is for major moving such as wheel loaders, manlifts, bulldozers and big forklifts. The contract encompasses providing all rental equipment in addition to technicians to manage it for Saudi Aramco.

Kanoo Machinery have completed Saudi staffing for the Light Equipment contract, and are currently finishing staffing expatriates. The campaigns for Saudi nationals took place in July and August. The biggest of these were

held on August 1 and 2 at Novotel Hotel in Dammam, conducted by Rental Fleet Manager Khaled Mohammed Aboelmaaref, Support Services Manager Mubarak Al Hajri, Customer Relations Manager Bassem Al Hilal, Saudi Aramco Assistant Manager Special Projects Mohammed Haneefa Parincheeri and Safety Officer Rental KSA Meshaal Ali Al Nami.

The Aramco Human Resources Team were Assistant Superintendent Abdullah Bin Matar, HR & Saudisation Coordinator Saad Alminha, and Technical Advisor Sahood Rashidi.

A total of 223 candidates were interviewed, shortlisted to 38 through technical, personal and ethical questionnaire and qualified for the final selection interview. Following a written technical test conducted at Dammam Rental Yard, 34 candidates were hired as Senior Technicians, Technicians, and Assistant Technicians. These were then approved and verified by Saudi Aramco.

The following were also involved in an advisory capacity: Group HR Manager Marwah Al Saad, Regional HR Operations Manager EP Adel Al Khaldi, Country Manager Waleed Dessouky, and former Regional Talent Acquisition Manager Ryan Egan.



Finalists taking the written exam



Jizan Interviews





Saudi Aramco and YBA Kanoo Group IT during the cybersecurity assessment

## SAUDI ARAMCO VISITS YBA KANOO HEADQUARTERS TO CONDUCT JOINT CYBERSECURITY ASSESSMENT

In July, Saudi Aramco and YBA Kanoo Group IT collaborated to conduct a two-day Cybersecurity assessment. Its purpose was to provide Saudi Aramco with the confidence that YBA Kanoo are aligned with world's best practices and standards in terms of information security in order to maintain the long-standing and central business relationship with Aramco.

The assessment request was expected due to the rising global cybersecurity threats and breaches, which have caused concern from worldwide organisations who wish to ensure their information security measures are in place and maintained with state-of-the-art solutions.

YBA Kanoo Group was chosen by Saudi Arabia as it was identified as one of the Top 10 critical suppliers that they rely on to ensure the continuation of their business operations and avoid disruptions. The assessment covered all approved information security policies and procedures by YBA Kanoo, in addition to review, incident reporting and escalation procedures. Security measures recently implemented, such as Azure Information Protection (AIP) and data classification, as well as encryption, were also reviewed. Saudi Aramco shared the minimum cybersecurity controls that YBA Kanoo Group must adhere to, based on ISO 27001:2013 information security standard and COBIT 5, as well



Group Head of IT Anas Kamaluddin outlining the Group's security measures

as National Institute of Standards and Technology guidelines. Results will be shared and any gaps that are identified will be closed.

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Attendants at the Workshop, including Group Corporate Communications Manager Hussain Rasool and Head of Group IT Anas Kamaluddin

## CLOUD AND CYBER SECURITY SERVICES WORKSHOPS AT VIVA

Yusuf bin Ahmed Kanoo Group senior management attended informative sessions hosted by VIVA Bahrain on the theme of 'VIVA Cloud and Cyber Security Services'. The telecom aims to enable businesses to combat data protection and cyber security issues. YBA Kanoo's ISO 27001:2013 information security implementation has meant testing the proof of concept and working closely with VIVA to provide a managed cybersecurity service.

YBA Kanoo was the first and is the largest adopter of this test, and have successfully and proactively identified threats and cyber-attacks. YBA Kanoo will have access to an always-on and available Global Threat Intelligence (GTI), a cloud-based threat intelligence service enabling accurate protection against known and fast-emerging threats.

"With the increasing risk and sophistication of cyber-attacks, there is a continuous need for businesses to adapt their business strategy to protect sensitive business and personal information," said VIVA chief executive Ulaiyan Al Wetaid.

"VIVA Bahrain, as experts in the ICT Cloud Computing services, helps businesses address advanced information security threats while eliminating the pressures of rapid adoption of new technologies."



Managers attending the workshop

In line with Yusuf bin Ahmed Kanoo's continuous commitment to making the Group a performance-driven organisation, YBA Kanoo Group Human Resources (HR) conducted a series of workshops in co-ordination with Regional HR Operations across Bahrain, KSA, and UAE. The workshops aimed to introduce a Key Performance Indicator (KPI) based model of performance evaluation for all YBA Kanoo staff. They highlighted the importance of setting KPIs to support organisational goals, and how to develop them using the SMART methodology of objective setting. SMART is an acronym that stands for Specific, Measurable, Assignable, Realistic, and Time-Related.

## KPI SETTING WORKSHOPS

The workshops also helped attendees understand how to set KPIs using Menaltech, with 2018 being the first year in YBA Kanoo's history to conduct objective setting and appraisals electronically. Over 150 managers attended the workshops.



KPI setting workshop given by HR Group Manpower Control Manager Hamad Al Khaja



## CORPORATE COMMUNICATIONS SESSIONS IN KSA



Session held in Riyadh

Sessions on corporate communications and how to best utilise the in-house service for best strategy were held in Saudi Arabia by YBA Kanoo Group Corporate Communications Manager Hussain Rasool. Sessions were held in Jeddah and Riyadh with managers from various fields attended the sessions. Mr Rasool discussed best strategy and what each department needs with managers, highlighted what Group Corporate Communications can add to businesses, and how to work to have better exposure of wins and successes both internally and externally.



Abdulqader Traditional Café at its new premises at YBA Kanoo historic offices

## BAHRAINI CAFÉ RESCUED FROM CLOSURE

A five-decade old Bahraini coffeeshop and institution is being hosted by Yusuf bin Ahmed Kanoo Group at its historic office building in Manama Souq, near Bab Al Bahrain. Abdulqader Traditional Café is run by three elderly Bahraini brothers – Abdulqader Amin, Abdulla Amin and Saleh Amin. The YBA Kanoo Group offered the premises only days after a massive social media campaign urged authorities to rescue the café from closure, after it was forced to leave its original premises because the building that housed it was deemed unsafe. The initiative is part of YBA Kanoo's continuous corporate social responsibility efforts.







Fawzi Ahmed Kanoo

In an exclusive interview with Bahraini daily Alayam Yusuf bin Ahmed Kanoo Group Acting CEO and BASREC chairman Fawzi Ahmed Kanoo said Bahrain Ship Repair and Engineering Company (BASREC) will invest \$16 million in building a dry dock.

"The dry dock will work to repair boats and will begin active work end of 2019," he said.

"BASREC signed with a Korean construction company, and the 14-month project will be ready by end of 2019.

"The capacity of the new dry dock will be double the current one, and will ensure that the company does not have to reject any ship repairs that the company gets from the logistics sector, and will be part of the services that the company provides as a whole."

BASREC was established in 1963 and covers a wide range of repairs and maintenance on vessels working in and around the Arabian Gulf. The current facilities include a floating dock, 120-meter by 18.5 meter with a lifting capacity of up to 6,000 tonnes deadweight, two 80-meter long slipways with a capacity of 1,000 tonnes and two repair quaysides, among other services. All ship repairing services and activities have been ISO 9001 (2000) certified since 1997.

Mr Fawzi Kanoo also spoke about government privatisation and focus on Bahraini companies.

## FAWZI AHMED KANOO TALKS BASREC INVESTMENTS, BAS AND PRIVATISATION

"Privatising government projects and sectors has been successful thus far," Yusuf bin Ahmed Kanoo Group Acting CEO Fawzi Ahmed Kanoo said in an exclusive interview with Bahraini daily Alayam.

"However, priority should be given to Bahraini companies and that there is a need for Privatisation Policies in project management."

In other news, Mr Fawzi Kanoo spoke about Bahrain Airport Services (BAS), in which YBA Kanoo Group owns a significant stake, and said they should be given the opportunity to continue representing the Kingdom.

"The new airport (which will be operational end of 2019) will be the country's interface, and has to be one of the main priorities when it comes to investment, particularly for Bahraini investors and not foreign companies," Yusuf bin Ahmed Kanoo Group Acting CEO Fawzi Ahmed Kanoo said.

"Contracts for airport management and airport services should be awarded to a Bahraini company, particularly since BAS has the relevant experience necessary.

"For the past 40 years, it has provided welcoming services as well as all necessary requirements for travellers both arriving and departing.

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Jane Valls

## WHY CODES OF CONDUCT ARE AN IMPORTANT PART OF GOOD CORPORATE GOVERNANCE

“Acting in the highest ethical manner is one of the critical steps in achieving our vision,” is the message of YBA Kanoo Group Chairman Khalid Mohamed Kanoo and it emphasises the importance of an ethical culture as part of a good corporate governance framework.

Ethics underpins good Corporate Governance and developing an ethical corporate culture is therefore an important objective for Boards. Ethical behaviour, as witnessed by numerous corporate scandals from Volvo to Harvey Weinstein, will not manage itself and directors and managers need clear guidance when dealing with ethical dilemmas. This is where the Code of Conduct comes in.

Business ethics goes beyond simple compliance and respecting the law; it is about written and unwritten codes of principles, values and behaviours, based on the organisation’s culture, that govern decisions and actions within an organisation. It is how you make decisions and conduct business. Decisions taken within an organisation may be made by individuals or groups, but whoever makes them will be influenced by the corporate culture.

The tone at the top is critical to creating the ethical culture of the workplace. Corporate leadership and management therefore have an important role to play in developing corporate cultures - both the board and senior management have the responsibility for ensuring that organisation’s values are lived and breathed throughout the organisation. A recent ACCA

survey showed that 61% said tone at the top, ahead of incentives and rules and procedures, was what most influences corporate behaviour. Former Sainsbury’s chief executive Justin King said, “nothing moves a business in a direction as powerfully as corporate culture. The challenge of directors and management is to ensure that it moves it in the right direction.”

The board and senior leadership have governance responsibilities in driving corporate culture through setting organisational direction, making key internal and external decisions and setting behavioural examples. Collectively, they set the overall tone of the organisation, which impacts a broad framework of policies, processes and procedures in the organisation.

But we all have a role to play in our organisations. Culture can simply be defined as the “way things are done around here”. Organisational culture is the way employees go about their day to day work. We all deal with ethical dilemmas every day. They concern the grey areas where it is not illegal and there is no written rule, but it may be immoral or unethical. Your Code of Conduct will help you to conduct business with the highest standards of ethical behaviour and will guide you, using the company values, in your decision making.

Corporate culture is also a key ingredient if we want to attract and retain the best employees. We live in the information age. Today’s prospective employee has more information than ever before, and businesses are more transparent now than they ever have been. It’s also important to realize that 86% of millennials, according to a Bentley University Study, consider it a main priority to work for a business that conducts itself ethically and responsibly. A company’s ethics and corporate social responsibility matter more today than they did a few decades ago. Employees place a higher emphasis on the values of their employers. Moreover, a 2017 Gartner Survey shows that 29% of employees witnessed at least one compliance violation in the last 2 years and that employees who witness misconduct and perceive that the company has not addressed the issue, are twice as likely to leave an organization. The departure of employees can therefore signal an underlying problem in an organisation and employee attrition can have a big impact on cost, productivity and morale. This means that it is even more important to promote a culture of integrity and ethical conduct because that’s how companies attract and retain the best employees.

So if Codes of Conduct are a very important part of good Corporate Governance, ensuring that we read and follow the company Code of Conduct is also very important. Have you read the Kanoo Code of Conduct recently? Click here for the link to our CoC.

If you need help or advice, the Kanoo ethics line is: Ext 1807 or email: [compliance@kanoo.com](mailto:compliance@kanoo.com). Good faith code violation reports can be made by name or anonymously on the following Speak Up Tool: <https://ybakanoo.gan-compliance.com/report>.

**By Jane Valls**  
GCC BDI Executive Director



# RESPECTFUL WORKPLACE

Compliance and ethics covers a broad range of topics. It's likely that we will encounter at least some common aspects of confusion. In September, we sent out a Compliance Quiz that will now be a quarterly occurrence. The quiz is intended to help us reinforce our values.

YBA Kanoo's Policy on Harassment is on page 40 of our current Code of Conduct and states that harassment of any type in the workplace is prohibited. You can view the full details in both Arabic (click here) and English (click here).

Harassment is prohibited because harassment of any type can cause work performance to suffer. It can negatively impact employees' performance and wellbeing (and their family members), negatively impact the work environment, cause severe damage to YBA Kanoo's reputation, and if not handled well and in a timely manner it can result in criminal or civil litigation for the company and the employees involved.

Employers have a duty to take reasonable steps to prevent such harassment from occurring or reoccurring in the workplace. As employees, we have a duty to help create a respectful workplace and to report breaches to our Respectful Workplace policy to help build a respectful work environment for ourselves, our colleagues and our future colleagues.

Following-up on work absences, requiring performance to job standards and the normal exercise of management rights are not considered harassment.

However, the following example is harassment: Salman accepts a new job with YBA Kanoo. Salman is replacing Ahmed, who was recently terminated. Several other employees of YBA Kanoo were good friends and some were relatives of Ahmed (the ex-employee) and they begrudge Salman for being Ahmed's replacement. They repeatedly sabotage Salman's work by sneaking onto shared documents on YBA Kanoo's network that Salman has been working on and deleting Salman's work. This would undoubtedly create a hostile work environment and be considered harassment and should be reported immediately.

Threats, intimidation, retaliatory intent or actual retaliation made by one employee against another employee who spoke up about the colleague's unwelcome flirty behaviour, is prohibited under both the No Retaliation Policy (Page 13 of the Code of Conduct) and No Harassment Policy (Page 40 of the Code of Conduct).

If you are experiencing any kind of harassment which could be creating a hostile workplace, you can reach out to Human Resources, Legal, or Compliance. If you have any questions, do not hesitate to reach out to the Group Compliance Officer on +973 17220 807 or [compliance@kanoo.com](mailto:compliance@kanoo.com).

Good faith reports can also be made via the YBA Kanoo Speak Up Tool link below: <https://ybakanoo.gan-compliance.com/report>. Please note that retaliation is prohibited and will not be tolerated.



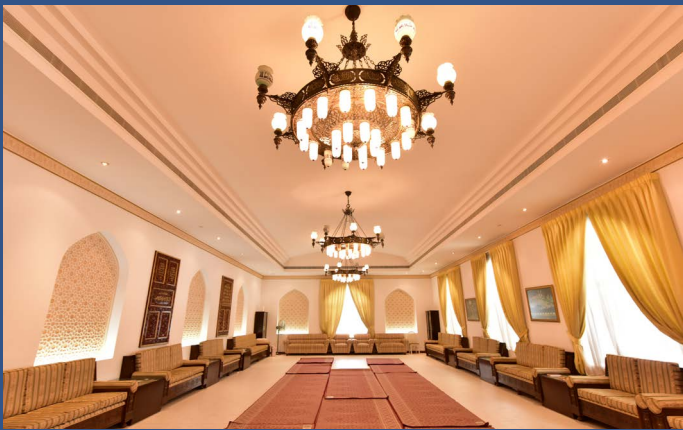
## Be Respectful

*"Respect one another,  
& our social & physical  
environment."*





## JASSIM MOHAMMED KANOO MOSQUE



Throughout the region, YBA Kanoo has been involved in hundreds of initiatives and CSR projects aimed at benefiting local communities. In this section, we'd like to explore some of these to highlight the importance of giving back locally and caring about our impact. Among these are mosques that have been built for specific purposes or in areas that needed them, in line with the company's core Islamic values. These values nurture human dignity, promote creativity, individual rights and contribute to the welfare of those in need.

The Jassim Mohamed Kanoo Mosque, next to Manama Cemetery opened in 2000, this is located next to the Manama Cemetery. It also has a hall which is used for religious events, funerals and for hosting iftars during Ramadan. Educational lectures for expatriates in Bahrain are also regularly hosted at the mosque.



## ADOPTING ISO 27001 FOR BAHRAIN & SAUDI ARABIA

In January 2018, YBA Kanoo Group IT began laying the groundwork for International Standards Organisation (ISO) 27001 certification for YBA Kanoo, initially covering Bahrain and Saudi Arabia. ISO/IEC 27001 formally specifies a management system that is intended to bring information security under explicit management control. An Information Security Management System (ISMS) is a systematic approach to managing sensitive company information so that it remains secure. It includes people, processes and Systems by applying a risk management process. It can help small, medium and large businesses in any sector keep information assets secure. Organisations that have adopted ISO/IEC 27001 can therefore be formally audited and certified with the standard.

There are considerable business benefits from ISO 27001 certification. Not only do the standards help ensure that our business' security risks are managed cost-effectively, but adherence to recognised standards sends a valuable and important message to our customers and business partners that the YBA Kanoo Group conducts itself exceptionally. ISO 27001 is invaluable for monitoring, reviewing, maintaining and improving company's information security management system and will give partner organisations and customers greater confidence in doing business with YBA Kanoo.



As part of ISO implementation, Group IT has started introducing various processes and documentations, such as Change Requests, Incident Reports and others. Group IT have also introduced centralised security solutions, including Antivirus/malware detection (Initiated in June), software patching (in May), data classification solutions like Azure Information Protection (July), and Security Incidents & Events Monitoring (managed service with VIVA Bahrain).

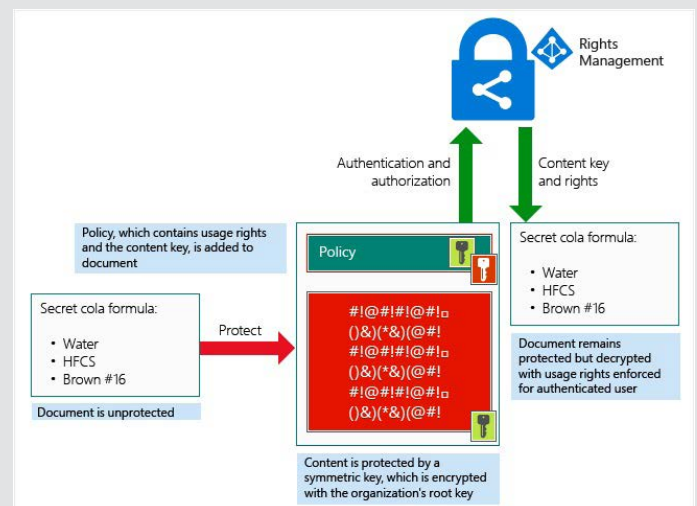
Group IT is also in the process of rolling out Data Leak Prevention solutions and secure access to Kanoo resources. These are complemented by many other physical protection controls such as perimeter security and monitoring, access logging, CCTV monitoring, fire and safety review. As part of these, more focus and reliance is placed on IT Helpdesk. ISMS policy statements are also published for employee awareness. Since February 2018, sessions have been conducted with Business Groups to get them onboard with ISO. ISMS Policy Statement was formally approved by Acting CEO Fawzi Ahmed Kanoo, and 31 IT security policies have been introduced and formally approved by the ISMS Steering Committee to be rolled out to Bahrain and Saudi Arabia.

## INFORMATION SECURITY SYSTEM DEPLOYED IN BAHRAIN AND KSA

An information security system, Azure Information Protection (AIP), was deployed across Bahrain and Saudi Arabia in July by YBA Kanoo Group IT. The cloud-based initiative aims to protect the Group's organisational data based on classification policies. Data labelling and classification were defined and rolled out based on information security policies. AIP is integrated within the Microsoft suite, and so users can easily classify and protect their emails and Microsoft office files and documents.

The AIP deployment is part of ISO 27001 and protects all YBA Kanoo end users in Bahrain and Saudi Arabia. AIP is useful for a number of reasons.

It helps classify organisation data based on sensitivity, configuring policies to classify, label, and protect data. It also protects organisation data at all times, by adding classification and protection information for persistent protection that follows your data—ensuring it remains protected regardless of where it's stored or who it's shared with. AIP also adds visibility and control, giving



the ability to track activities on shared data and revoke access if necessary. This also means that users can collaborate more securely with others. Employees can share data safely with co-workers as well as customers and partners. Employees can also define who can access data and what they can do with it—such as allowing to view and edit files, but not print or forward.

AIP is also easy to use, with data classification and protection controls integrated into Microsoft Office and common applications to secure the data you're working on with one click. The deployment and management flexibility help protect your data whether it's stored in the cloud or in on-premises infrastructures.



# SOLVERMINDS ROLLED OUT FOR KANOO SHIPPING

In 2015, Kanoo Shipping management decided to replace existing, outdated shipping systems with a new best practice system to meet growing business needs. Previously, eight different systems ran in eight locations, and the systems were up to 25 years old. Kanoo Shipping and Group IT worked together to evaluate four vendors, and chose Solverminds. Solverminds is used by other major shipping lines, such as UASC and Emirates Shipping Line, and have a presence in all GCC countries.

Solverminds (SVM) is Multiliner Agency Resource Planning (mARP) is a fully web-enabled and integrated Agency Resource Planning system designed to help agencies to gain unprecedented visibility in their global operation. The system is developed with Java Enterprise Edition software technology, providing robustness and scalability to meet growing business needs. The mARP modules are fully integrated with location specific modules giving the clear shipment visibility in a single user interface. It empowers to plan, track, optimize and control your global business.

In February 2017, Group IT, Kanoo Shipping and Solverminds worked together to customise the system to the specific business requirements for each location. Group IT began the process of reviewing exiting process with business users and discovered that many tasks



were done manually and were time-intensive. Under the new system, these tasks have been fully automated.

SVM mARP is a complete integrated ERP System, which covers the complete process from Booking to Accounting Books. This includes:

- **Schedule Management System:** Schedule system offers robust search tools with the set of schedules data available on-line which helps to find the voyages quickly and easily.
- **Booking:** Booking system offers standardised booking creation, template creation and instant reports generation to make the shipping process easier.
- **Bill of Lading and Manifest System:** Standardised billing system with accurate data and charges in order to reduce errors in the bills and minimise delays.
- **Equipment Management System:** Plan and manage the container movements. Track container activities globally with user definable statuses and rules.
- **Electronic Data Interchange (EDI):** technology reduces the number of manual work steps. The prepared data are presented to the user only after an application system has integrated the information sent by EDI.
- **Accounting:** Data accuracy maintained across all financial documents with appropriate log information.
- **Reports:** Consolidated reports enabled in single user interface which will allow management to view location(s) performance dynamically.

There are many benefits to implementing the system, and these include built-in tools to help manage the business more effectively. It also reduces manual tasks, saves time, reduces errors and improves productivity. There are quick and easy search option to find voyages one is searching for, and the granularity of charge code based collection system providing a strong control of revenue tracking across principals. It also gives provides consulting and advice on business processes best practices from industry experts.

Solverminds has now been rolled out in Bahrain, Dammam, Riyadh, Jeddah, Dubai, Abu Dhabi, Qatar and Oman, successfully implementing one system for the entire YBA Kanoo Group to ensure transparency, visibility and scalability.

# KANOO LOGISTICS ACHIEVE ISO 9001:2015

In line with Yusuf bin Ahmed Kanoo Group's efforts to ensure world-class practices across its Business Groups, Kanoo Logistics has successfully upgraded its Quality Management System certification to the new ISO 9001:2015 standard.

Kanoo Logistics in Saudi Arabia went through a successful audit by ABS Quality Evaluations from May 20-23 in Jeddah, Riyadh and Damman. In its closing meeting in Damman, the auditor reported satisfactory compliance to new standard requirements with the focus of audit to verify processes on sample basis to achieve customer satisfaction. ABS QE lead auditor Anil Kumar identified few areas of improvement to address the processes related to risks and opportunities. The first ISO 9001:2000 certification of Kanoo Logistics was done in 2007.

All major clients require ISO 9001 certifications to engage in business and have made this as part of their pre-qualification requirement during the bidding and tendering process. This certification has been an advantage in being registered as an approved supplier with all major clients, such as Saudi Aramco, Saipem, BAPCO and other international partners.

Logistics General Manager Krishna Kumar expressed his appreciation for the effort put forward by management, notably Country Operations Manager Mahmoud Battoyor, Western Province Manager Mathew Cherian, Assistant Manager Syed Moizuddin. He also thanked the team of

## ABS Quality Evaluations

### Certificate Of Conformance

This is to certify that the Quality Management System of:

**KANOO LOGISTICS - A division of Yusuf Bin Ahmed Kanoo Company Limited**

**Head Office, FFD  
Kanoo Tower, King Saud Street  
P.O. Box 37  
Dammam 31411  
Saudi Arabia**

(WITH ADDITIONAL FACILITIES LISTED ON ATTACHED ANNEX)

has been assessed by ABS Quality Evaluations, Inc. and found to be in conformance with the requirements set forth by:

**ISO 9001:2015**

The Quality Management System is applicable to:

**PROVISION OF FREIGHT FORWARDING SERVICES - IMPORT, EXPORT, CUSTOMS CLEARANCE (AIR & OCEAN),  
PACKAGING, WAREHOUSING, TANK, PROJECT & THIRD PARTY LOGISTICS.**

This certificate may be found on the ABS QE Website ([www.abs-qe.com](http://www.abs-qe.com)). For certificates issued in the People's Republic of China information may also be verified on the CNCA website ([www.cnca.gov.cn](http://www.cnca.gov.cn)).

Certificate No: 41435  
Certification Date: 04 May 2016  
Effective Date: 31 May 2018  
Expiration Date: 25 April 2019  
Issue Date: 31 May 2018

*Alex Weisselberg*  
Alex Weisselberg, President



Validity of this certificate is based on the successful completion of the periodic surveillance audits of the management system defined by the above scope and is contingent upon prompt, written notification to ABS Quality Evaluations, Inc. of significant changes to the management system or components thereof.

ABS Quality Evaluations, Inc. 16855 Northchase Drive, Houston, TX 77060, U.S.A.  
Validity of this certificate may be confirmed at [www.abs-qe.com/cert\\_validation](http://www.abs-qe.com/cert_validation).

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Page 1 of 2

Quality Coordinators, National Support Services Manager Mohamed Jezuli Hussain, Air Freight Operations WP Manager Martin Lourduraj Thomas and CP Key Accounts Manager Madasami Micheal Nickson, headed by Regional Quality Manager Bahrain and KSA Nadeem ul-Haque.

# NAVIG8 APPOINTS KANOO SHIPPING AS PREFERRED AGENT



Kanoo Shipping, the Middle East's leading maritime service provider, has greatly expanded its business with Navig8 with new vessels appointments in Saudi Arabia's Western Province.

Navig8 Chemical Tankers Inc is an international shipping company focused on the maritime transportation of chemicals worldwide. Navig8 is one of the biggest players in the chemical shipping trade, with a large fleet of 32 high-specification Chemical Tankers that allow them to capitalise on the significant growth in the production and seaborne transportation of chemicals. SABIC (Saudi Basic Industries Corporation) is now their main customer.

NAVIG8 has appointed Kanoo Shipping as their preferred

agent for their commercial operations in the west coast of Saudi Arabia, in a deal with \$72,000 per year. Kanoo Shipping already serves NAVIG8 by offering Ship Agency services in Jubail, but is now also their preferred agent in Yanbu and Rabigh, with approximate addition of 50 port calls per year.

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## KANOO SHIPPING WINS 'SHIP AGENT OF THE YEAR' AT SEATRADE MARITIME AWARDS

Kanoo Shipping won a major shipping award by Seatrade Maritime Awards at an event held in Atlantis the Palm, Dubai at the end of October. The 'Ship Agent of the Year' Award was accepted by Kanoo Shipping Executive General Manager Jonathan Bygrave and the event was attended by executives from Kanoo Shipping including Kanoo Shipping Head of Commercial Nikolai Norman and members of the management team.

Almost 1,000 industry professionals attended the Seatrade Maritime Awards 2018, the most influential award scheme for the Middle East, Indian Subcontinent and Africa. The awards attract a powerful cluster of maritime influencers, leaders and personalities.

"This is a testament to the teamwork and enthusiasm that we practice every day, the expertise and care that we show our global client base, as well as working with an excellent team and dedicated shareholder involvement," said YBA Kanoo Group Acting Group CEO Fawzi Ahmed Kanoo.

Kanoo Shipping EGM Jonathan Bygrave congratulated the Kanoo Shipping team and said the award is proof of consistent hard work from Kanoo Shipping staff.

"This is a worthy recognition of our continuous effort to provide technological IT solutions to the Ships Agency

Industry and to seamlessly build on feedback from our clients, that we are celebrating this milestone with today," Kanoo Shipping EGM Jonathan Bygrave said.

"We have demonstrated that we are willing to invest in quality to keep our standards at the highest level possible in view of not only IT innovation, but compliance, corporate responsibility and understanding customers' needs and their day to day challenges."

"The win showed great confidence in Kanoo Shipping's trajectory and expansion into new markets like Africa. To be recognised as the Ship Agent of the Year by Seatrade and the industry as whole is highly motivating."

Kanoo Shipping handed close to 19,000 port and cargo calls in 2017, with an expected 20,000 port calls by end of 2018.



## UNIPEC APPOINTS KANOO SHIPPING AS PREFERRED CHARTERER'S AGENT



Kanoo Shipping, a Business Division of Yusuf bin Ahmed Kanoo Group and the Middle East's leading maritime service provide, has greatly expanded its business with China International United Petroleum & Chemicals Company Ltd (UNIPEC) with new vessels appointments in the region.

UNIPEC has appointed Kanoo Shipping as their preferred Charterer's Agent, from their Beijing and London offices, for their commercial operations in the Middle East worth \$120,000 per year. Kanoo Shipping was already serving UNIPEC in Basra, Iraq and the relationship with the principal is now strengthening and developing further by offering Ship Agency services in Saudi Arabia, UAE and Oman.

UNIPEC is a wholly-owned subsidiary to China Petroleum & Chemical Corporation (Sinopec) and is China's largest international trade company. Its business mainly covers four areas, including trade in crude oil, oil products and LNG and warehousing and logistics. In 2011, UNIPEC's oil trading volume stood at 220 million tonnes, with a total turnover of more than \$170 billion.

UNIPEC are currently the biggest Charterers of VLCCs in the World for fourth year in a row. They hired 611 Vessels 2017 (29% of global total), and 524 Vessels in 2016 (27% of world total).

Since 2016, Kanoo Shipping has handled around 20 UNIPEC port calls in Basra, Iraq, generating estimated \$50,000 for the Kanoo Joint Venture (JV) for mostly coordination and communication duties. Throughout the first half of 2018, Kanoo Shipping has been appointed as preferred Charterer's Agent to provide Ship Agency services for their chartered vessels calling UAE (Fujairah and Zirku Island), Oman (Mina Al Fah) and Saudi Arabia (Juaymah Terminal) for an approximate volume of 80 port calls per year.

The ongoing success with UNIPEC is the outcome of Kanoo Shipping's effort to capture considerable market share in the Middle East with strong focus on International Commodity Trading Houses (Traders and Charterers) and their cargo operations.

## RIYADH OFFICE OPENS DRY PORT FOR URGENT REQUEST

An urgent request from Saudi Port Authority was accommodated by Kanoo Shipping Riyadh Branch manager Ahmed Ali on Eid Al Fitr. During the public holiday, Saudi Port Authority Vice President Mazin Al Turki called Mr Ali to request opening the office at the Dry Port to secure the release of a containerised shipment that was urgently required. In coordination with customs, Mr Ali ensured that the paperwork was completed and shipment was released within the urgent time window set by Mr Al Turki. The Saudi Port Authority thanked Kanoo Shipping and Mr Ali for accommodating the request and said it appreciated the commitment shown.

## BD19 MILLION CONTRACT WITH SAUDI ARAMCO FOR HYDRO GUARD PLUS SYSTEM

أرامكو السعودية  
Saudi Aramco



A BD19 million five-year contract was signed with Saudi Aramco and YBA Kanoo. The agreement, which provides the Hydro Guard Plus System by Halliburton, has extended the monopoly by YBA Kanoo and Halliburton for the product, which is used as shale stabiliser in the drilling wells. The YBA Kanoo Group has supplied Aramco with this product for the past 10 years, due to a diligent and close relationship with Saudi Aramco to ensure meeting the company's needs and maintaining excellence with key stakeholders in the company.

The enhanced efficiency of the product has helped Saudi Aramco to optimise the production and lot of saving towards well loss. The contract also signals a key trust in YBA Kanoo, as the usual contract period lasts for two years, but the agreement signed was for five.



## SAFETY EQUIPMENT ORDER FOR AMAZON WEB SERVICES

The Yusuf bin Ahmed Kanoo Group will be supplying Amazon Web Services (AWS) with essential safety equipment in the lead-up to three data centres being built in Bahrain. An order worth BD51,000 has been made from Amazon Web Services for Amazon Data Centre project. YBA Kanoo will supply several top brands including Brady Safety Signs, Electrical Identification Label Printers and Grainger Electrical Safety Equipment.

The three large data centres are set to be completed by 2019, following an agreement between AWS and



the Bahrain Government. AWS, a subsidiary of e-commerce giant Amazon, selected Bahrain as the location for its first ever data centres in the Middle East. AWS provides cloud computing services to global clients, and has already worked with several companies in the region, including FlyDubai, Dubizzle, Fetchr, MBC broadcasting, PayFort and Careem. The company has 78 such facilities across the world, helping to speed up the transmission of data to and from different storage centres across the world.



Kanoo Machinery team accepting the award

## KANOO MACHINERY WINS SULLAIR DISTRIBUTOR OF THE YEAR

Kanoo Machinery, an Industrial & Energy division, won Distributor of the Year 2017 for the second successive year from Sullair, LLC, a Hitachi Group Company manufacturing compressors and construction tools. The award, for the Europe, Middle East and Africa (EMEA) and Commonwealth of Independent States (CIS) aftermarket, was given at a ceremony held at Sullair's headquarters in Michigan, USA.

"All YBA Kanoo's business divisions are striving to provide the best to the region's clients," said Yusuf bin Ahmed Kanoo Group Acting CEO Fawzi Ahmed Kanoo.

"Winning Sullair's Distributor of the Year Award for two years in a row reflects how dedicated our teams are towards achieving excellence."

Kanoo Machinery's extensive principals list and client-given accolades prove it is a leading distributor in the region. As one of the leading materials handling,

construction and cleaning and industrial equipment distributors in the Gulf, we ensure we provide the best of sales and aftermarket to our customers across the region through our network of workshops, parts and mobile service facilities consistent with the world class brands we represent.

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**KANOO TRAVEL**



RSAF representatives accepting with the crane delivery

## ROYAL SAUDI AIR FORCE BUY MANITOWOC CRANES

A deal was signed between Kanoo Industrial & Energy's Machinery division and the Royal Saudi Air Force (RSAF) for five Manitowoc Grove GMK5170 All-Terrain Crane. The BD2.3 million purchase was delivered within nine months, and the cranes will be used across different locations in Saudi Arabia to lift aircrafts.



## CONTRACT WIN FOR NEW TATWEER PETROLEUM FACILITY

An order for BD30,000 was signed between Kanoo Industrial & Energy's Oil & Gas division and Bahrain Special Technical Services (STS) to supply Fosroc Nitoflor ET Slurry. This heavy duty, lightweight, anti-skid flooring system will be used for a new Sump Waste Management Facility currently under construction for Tatweer Petroleum. Waste oil generated will be delivered to the facility for drying and further process.

## KEY EWA ORDER FOR WATER FITTINGS



YBA Kanoo secured an order worth BD73,000 from the Bahrain Electricity and Water Authority to supply Viking Johnson water fittings. The fittings will be used in various water distribution networks in the kingdom of Bahrain. YBA Kanoo's relationship with principal Viking Johnson extends for more than 10 years.

Electricity and Water Authority is a government body who takes responsibility to provide Electricity and Water supplies to the residents and industries in Bahrain. With growing power and water demand the network is expanding, in which our products play a key role. Viking Johnson supplies water fittings like flange adaptors, couplings, dismantling joints which is a critical component for pipe connections and repair. With growing demand, the Kanoo Industrial & Energy business group envisions a growth in business.

## CONTRACT FOR BANAGAS EXPANSION



An order of BD60,000 was placed by Mechanical Contracting and Services Company (MCSC) for the supply of Fosroc Sealants, Grouts, Floor Coating, and Concrete Repairs. MCSC is working on Central Gas Plant 3 Project of Bahrain National Gas Expansion Company (BNGEC).

Bahrain Gas (BANAGAS) is undergoing an expansion to treat 350 mmscfd of unprocessed associated gas, the construction of which was awarded to MCSC. The project is spearheaded by BNGEC with JGC Corporation as the main contractor. The gas plant will be equipped to process wet gas, will produce LPG (Liquefied Petroleum Gas) and Naphtha.





Almarai employees and YBA Kanoo staff during the training programme

## CRANE SALE AND TRAINING WITH ALMARAI

A BD330,000 sale was made for a Manitowoc Grove GMK4100L crane between Kanoo Industrial & Energy and Almarai. The crane will be used in Almarai's yard in King Abdullah Economic City. As part of the contract, 14 Almarai employees went through a three-day training course at YBA Kanoo's yard, four for main operator training and ten basic crane training.



Generators supplying power to pilgrims during Hajj

## POWER SUPPLIED DURING HAJJ PILGRIMAGE

The Yusuf bin Ahmed Kanoo Group was honoured to supply power during the Holy period of Hajj Pilgrimage in August. Kanoo Industrial & Energy's Energy Services unit supplied 1,000 kVA of power on rent at Arafat, near the holy city of Makkah. A total of 40 units of diesel generators were used to power two or three tents at each camp in Arafat. The power was mainly used for lighting and air conditioning. The YBA Kanoo team was responsible for the transportation, mobilisation, operation, maintenance and demobilisation of the rental units that ensured the success of the project with no complaint of breakdown on all the five holy days.

## EPOXY FLOORING SERVICES FOR GULF HOTEL

A BD40,000 contract for supply and application of Epoxy Flooring Services was carried out for the Gulf Hotel by Kanoo Industrial & Energy. The project's main contractor was Almoayyed Contracting Group, with Yusuf bin Ahmed Kanoo Group appointed the main subcontractor. Consultants on the project were Mazen Alumran Consulting and Engineers.

YBA Kanoo supplied and applied Nitoflor FC 150 (Fosroc Flooring Product) to the Gulf Hotel warehouse located near Alba. The job marked the second service agreement with Almoayyed Contracting Group, paving the way for future cooperating and work.





## FLOW CONTROL DIVISION TO SUPPLY BUTTERFLY VALVES FOR SABIC

Kanoo Industrial & Energy's Flow Control division signed an exclusive distributor agreement with British manufacturer Solent & Pratt. Solent & Pratt are the world's leading manufacturers of premium Butterfly Valves for the most severe and harshest operating environments.

Flow Control's strong marketing strategy with end-users including SABIC meant securing orders over BD900,000

## Solent & Pratt

to supply high performance Electric Actuated Large Diameter (16 to 24 inches) and Aluminium Bronze Butterfly valves from Saudi Yanbu Petrochemical Co (YANPET) and Eastern Petrochemical Co, Jubail.

With over 30 years' experience of supplying quality products to operators worldwide, Solent & Pratt are trusted globally as a leading supplier to the process industries for severe service valve applications. Proven in operation, the long-term reliability of their products enables operators to make significant savings on through-life support compared with competitor products, offering class-leading total lifetime costs.



SABIC and YBA Kanoo officials at the Flow Control division's Jubail facility

## SABIC VISIT FLOW CONTROL FACILITIES

A high-profile team of SABIC officials visited Kanoo Industrial & Energy's Flow Control Division's Jubail facility. The visit aimed to approve the facility for long-term contracts. Another visit was conducted to the Dammam facility as well. The SABIC team included management from procurement, contracting and maintenance. SABIC's long term approval would give the Flow Control division a kickstart in terms of fast-track growth plans. The SABIC team audited Flow Control's capabilities in terms of employees, machinery, material handling equipment, ISO procedures and approval as well as other statutory approvals concerning repair and testing of valves.

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**KANOO TRAVEL**





Tennant Heavy Duty Road Sweeper

A new BD460,000 rental project has been signed between Yusuf bin Ahmed Kanoo Group's rental division in its Industrial & Energy Business Group. A new delivery of Diesel Forklifts was handed over to SA Talke to start operating in the Jubail Industrial Port in KSA. The new agreement will increase the Hyster forklift share in the fleet that is operating with the client, with the new equipment specifications tailored to the client's site operation and the productivity targeted. Fifteen Hyster forklifts with fully air-conditioned closed cabins and two Tennant Heavy Duty Road Sweeper with air-conditioned cabins as well.

SA TALKE is a joint venture between the German TALKE Group and the Saudi Sisco and Al-Jabr Groups. It caters to a full range of specialised logistics services



Gas compressors to be mothballed

Kanoo Industrial & Energy's P&IP division was awarded a BD100,000 contract with Abu Dhabi National Oil Company (ADNOC) for mothballing gas compressors. Mothballing is the deactivation and preservation of equipment or a production facility for possible future use or sale. The project's duration is two months and will start in October. The gas compressors will be mothballed for a duration of two years.

## MAJOR SERVICES CONTRACT WIN WITH ADNOC

A three-year BD200,000 services contract was signed between Abu Dhabi National Oil Company (ADNOC) Drilling and Kanoo Industrial & Energy's P&IP division. The contract's scope involves inspecting fall protection equipment and services at all ADNOC Drilling rigs. This includes 63 Land rigs, 21 Jack up rigs, and 11 Island rigs.

This is the first time that ADNOC Drilling is entering into a services contract for Fall Protection Equipment and is driven by their efforts in streamlining costs. As part of the contract, P&IP is in the process of establishing a

## NEW MAJOR RENTAL AGREEMENT WITH SA TALKE

to the chemical and petrochemical industries in Saudi Arabia.

The approximate total contract value of Kanoo and Talke on-hand is over BD9 million. The approximate total quantity of machines supplied and currently working in Talke different sites are over 100 Hyster Forklifts, four Hyster Big Trucks (Container Handlers), 11 Tennant Sweepers, 15 Terminal Trucks / Towing Tractors, and 80 Knuckle Trailers.

The contract has strengthened Kanoo Rental's presence in the growing rental business market sector where most major companies are beginning to rent instead of buy equipment. Factors to retain and continue to strengthen business with SA Talke are qualified and competent technicians, spare parts availability, on time delivery, management and principal support, competitive rates and technical knowledge.

## P&IP WINS MAJOR MOTHBALLING CONTRACT WITH ADNOC



Fall Protection Equipment's services facility at Esnaad Mussafah. All services as part of the contract will be performed by trained and certified in-house P&IP employees.





ADNOC Drilling... major contract win

## BD2 MILLION PROTECTIVE EQUIPMENT CONTRACT WITH ADNOC

A three-year BD2 million contract was signed with Abu Dhabi National Oil Company (ADNOC) and Kanoo Industrial & Energy's P&IP division to supply Personal Protective Equipment (PPE).

The contract is part of the ADNOC "mega tender" scheme to streamline its major high value purchases and is a result of an active six month-long open bidding and product evaluation process. ADNOC kickstarted its mega tender scheme with its major steel purchase for its operating companies during early 2017.

Principals whose products are included as part of the contract are industry leaders 3M Capital Safety and UVEX. The contract, while awarded from ADNOC Drilling, companies under the ADNOC umbrella will also be receiving equipment through separate contracts.

## PHILIPPINE AIRLINE AWARDS KANOO TRAVEL WITH TOP PERFORMER AWARD

Kanoo Travel has been awarded the Top Performing Agency award for a second consecutive year with Philippine Airline. The award was presented by Philippines Ambassador to Saudi Arabia Adnan V. Alonto and Philippine Airline KSA Country Manager Ricky Solimon Pacquing Country Manager.

"Philippine Airline has been our strategic partner for years, and we are pleased to have received this recognition by our long-standing partner," said Kanoo Travel Acting Executive General Manager Zaeem Gama.

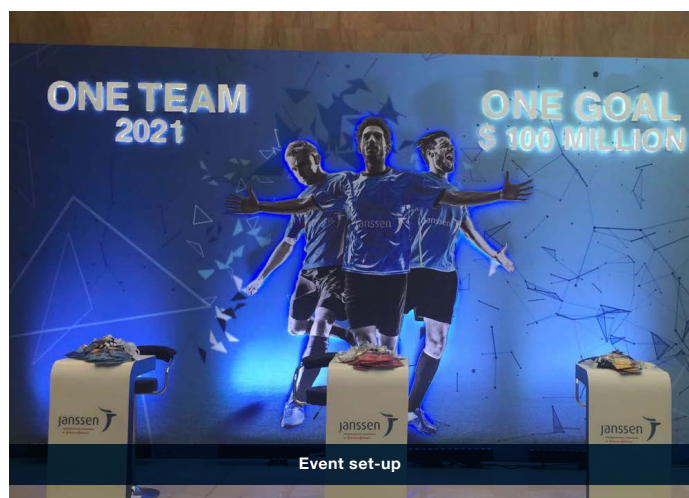
"As the market dynamics change, we at Kanoo Travel strive to look ahead and facilitate to our client's and partner's needs.

"We shall continue to serve our partners and customers with service excellence and performance levels that we pride ourselves by."



Mr Pacquing, Mr Hamdan Al- Khaldi and Mr Alonto





## KANOO TRAVEL ORGANISE MERCK MEGA EVENT

American pharmaceutical company Merck held a huge event with more than 400 representatives in Egypt. The 'Concor Family Journey' event was planned and executed by Kanoo Travel Egypt in July, and account event handlers praised the organisation. The Meetings, Incentives, Conferences and Exhibitions (MICE) team

at Kanoo Travel Egypt specialise in arranging all types of MICE businesses with new ideas, excellent planning, required permissions, five-star catering, and entertainment.

"I would like to take the opportunity of your unique performance to thank you for the active participation and dedication for Concor Family Journey Event in Dusit last July," Merck Healthcare Egypt Events Manager Hala Salem said.

"Thank you to the whole team, especially Nader, Ramy & Marwan, for the greatest support and quick action and response in the accommodation for our healthcare professionals (HCPs).

"Thank you also to Yehia Elsebaai for handling and executing response regarding the transfers with smooth logistics with 150 HCPs participants.

"Last but not least, thank you to Ayman Abdel Wahab, for dedicated efforts, best prices in many venues, cost saving, details orientation and enthusiastically carrying problem solving demands on time with immediate response.

"These efforts make me proud to share event (planning) with your company's dedicated team."

## KANOO TRAVEL WINS STA'S TOP SELLING AGENCY AWARD

Kanoo Travel KSA has been awarded the Big Bash Top Selling Land Agency with STA Travel for 2018. ST Travel is the world's largest student and youth travel agency. Winners of the Big Bash Award attend STA's "The Big Bash", a global celebration bringing together STA's best travel agents in terms of its top sellers and most highly praised staff of the past year, for a long weekend of celebrating and a guarantee of a luxurious five-star hotel stay, dinners, and more.

The nominees for Top Selling Land Agency were: STA Travel Denmark, STA Travel Hungary, STA Travel Norway, Kanoo Travel Saudi Arabia, Studentska Slovenia, Kises South Korea, STA Travel Sweden and Kanoo Travel UAE.

"The winner is: Kanoo Travel Saudi Arabia," said STA Global Partners former director Mark Moss.

"Huge congratulations on your incredible 1SOURCE sales which have gone from strength to strength."



The 2018 'Big Bash' event is taking place in Ho Chi Minh City, Vietnam.

"We are humbled to be receiving this award from our partners STA for the Saudi Arabian region," said Kanoo Travel Acting EGM Zaeem Gama.

"This recognition is owed to our Kanoo Travel in Saudi who have worked hand in hand with STA to deliver a unique proposition to the student market.

"We pride ourselves with this award and we look forward to continued success and fruitful partnerships in the years to coming years."



The entire group of students with Kanoo Travel staff

## KANOO TRAVEL EGYPT ORGANISES SUMMER CAMP IN FRANCE

Kanoo Travel Egypt successfully organised a summer camp for a group of 30 students from one of Alexandria's top international schools. The France Camp, organised for ages 9 to 16 years of age, included a mix of adventure activities with trips to Paris, Parc Astérix and Disneyland Paris. The eight-day stay included a cruise on the Seine, a visit to the Eiffel Tower, a day out at Disneyland Paris and an adventure at the Parc Asterix Theme Park. Kanoo Travel also ensured that parents were kept in the loop during the trip.

"As Riada's school principal, I would like to share our trip's experience and thank Travel choice Agency for the amazing trip," Riada International School Principle Maysa Abaza said.

"Travel Choice approached our school with a trip to one of the top camps located in France and it was such a wonderful opportunity for our students. We are definitely looking forward to planning our next trip.

"We also would like to personally thank Demiana Ghaly and Michel Salah for their outstanding performance during our trip and Nevine Taha for her time and reaching out to the parents' needs all the time.



The students at Disneyland Paris

"They always made sure everything was convenient for the students and Ms Ghaly was able to overcome the one and only obstacle in our trip in a mannerly time and came up with the best solution."



## APM TERMINALS BAHRAIN TO BE LISTED ON BAHRAIN BOURSE KANOO CAPITAL'S ACTIVE PORTFOLIO MANAGEMENT



Since its establishment last year, Kanoo Capital has created a clear investment strategy to manage the Group's investments. This has involved developing tailored procedures, improved reporting and administration to manage the investments more dynamically, and take the Group forward.

Actively managing the portfolio has improved the Group's origination and execution capacity in new types of investments, including fixed income, private credit, venture capital and hedge funds. On top of managing the existing joint venture (JV) portfolio, Kanoo Capital has originated certain new opportunities that are in the process of being executed.

One of the portfolio companies that we have spent considerable time with over the last year was APM Terminals Bahrain (APMT), the operator of Bahrain's Khalifa bin Salman Port (KBSP), exemplified by Kanoo Capital's support of the launch of an Initial Public Offer (IPO) in 2018.

APMT is the largest multi-purpose facility in Bahrain for domestic cargo, cruise traffic, and a trans-shipment hub for the growing Gulf shipping market, and was launched in 2006.

The port is a joint venture between APMT and YBA Kanoo, with a plan to offer 20% of its total equity to the Bahraini public through the IPO in 2018. SICO, a leading asset manager, brokerage and investment bank based in Bahrain, has been appointed as the lead manager and underwriter for the IPO.

The offer period for the Initial Public Offering (IPO) opened on November 8 and will continue until

November 24 for Bahraini and non-Bahraini nationals. Members of the public will have an opportunity to invest in one of the most successful public-private partnership projects in Bahrain. It will then be listed on the Bahrain Bourse. The decision had been made in close consultation with Bahrain's government, which had given it the green light to list on the Bahrain Bourse by the time the year finishes, and supports the IPO.

"We are going public this year. We should be listed on the Bahrain Bourse by the end of this year – that is our goal," said APMT chief executive Mark Hardiman.

"This IPO marks an important milestone in the company's history and indicates the strength of Bahrain's world class logistics industry."

The share offering put forward sees APMT divesting 16%, taking its share to 64%, and YBA Kanoo divesting 4%, decreasing its stake to 16%.

"This represents an exciting new opportunity to invest in the Kingdom of Bahrain's expanding logistics and infrastructure industries and will contribute to increased trading and liquidity on the Bahrain Bourse," said SICO chief executive Najla Al Shirawi.

Whilst APMT will remain one of YBA Kanoo's most strategic holding's in Bahrain, Kanoo Capital is supportive of the IPO and the divestment of 4%. This gives the Group the opportunity to partially realise one of its long-term investments and improves the liquidity profile of the remaining shareholding. Kanoo Capital remains supportive of the YBA Kanoo Group and will have continued monitoring as a significant minority shareholder with 16% ownership.





## FAREWELL TO FORMER SHIPPING & LOGISTICS EGM BOB MOSS

After 10 years of service to the Yusuf bin Ahmed Kanoo Group, former Shipping & Logistics EGM Robert “Bob” Moss retired in August. Farewell events were arranged in Jeddah and Dammam in his honour, where YBA Kanoo Directors, regional and divisional management attended. The first event was held at the Radisson Blu, Jeddah with staff coming from Jeddah, Rabigh, Yanbu



and Jizan to say goodbye. YBA Kanoo Director Ahmed Fawzi Kanoo and Kanoo Shipping Country Manager KSA Adil Zobair delivered speeches on behalf of the whole team, thanking Mr Moss for his considerable contribution to the growth of Kanoo Shipping. During his time at the helm, Kanoo Shipping has grown at a remarkable rate to consolidate its position as the dominant shipping agency in this region.

A second event was organised in Dammam, attended by YBA Kanoo Director Ali Abdulaziz Kanoo. Mr Kanoo praised Mr Moss's leadership. Employees from Kanoo Shipping Dammam, Rastanura, Jubail and Khafji attended. Souvenirs were presented by Mr Ali Kanoo to Mr Moss. Mr Moss thanked the Kanoo family, all his colleagues in all branches in Saudi Arabia and Bahrain, as well as other offices in the Middle East region and global representatives for the support given during his tenure with the Group.



## EMPLOYEES OF THE MONTH

The Employee of the Month Award (EOTM) in Jeddah were presented by Ahmed Fawzi Kanoo to two employees for May and June 2018. The employees are HVAC Technician Aboobaker Siddiqui for May and Regional Data Centre IT Specialist Hassan Al Ghamdi for June.



Ahmed Kanoo awarding Aboobaker Siddiqui



Ahmed Kanoo awarding Hassan Al Ghamdi



Kanoo Travel staff at the retirement party for Ms Hassan and Ms Al Mukhareq

## KANOO TRAVEL BIDS FAREWELL TO LONG SERVING STAFF

A retirement party was held for two long-serving Kanoo Travel Bahrain employees. Travel Consultant Abeer Hassan and Cashier Fadheela Al Mukhareq had been with the company for 13 and 10 years respectively.

Having handled top accounts such as Bapco, National Bank of Bahrain and Investcorp, Ms Hassan and Ms Al Mukhareq have built a strong travel experience and their presence will be missed.

“It is with a heavy heart that we have to bid our employees farewell after being part of the Kanoo family,” said Kanoo Travel Acting EGM Zaeem Gama.

“That said, and as much as we would not like to see any member of our Kanoo Travel family leave us at any point, it brings joy to all our hearts that both Abeer and Fadheela would now be able to spend quality time with their families.

“As I always reiterate, our greatest asset is our human capital pool; they are the people like Abeer and Fadheela 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.”

# 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 greater success for both the company and its employees.

## BAHRAIN

|   |  |  |   |   |
|---|--|--|---|---|
| RAYHANA KAPADIA SHEIKH<br>SENIOR LEGAL ADVISOR<br>LEGAL | HENRY SUMITHRAN NATHANIEL<br>ASSISTANT STATION MGR<br>SHIPPING & LOGISTICS | JOHN EDWIN PEREIRA<br>OFFICE BOY<br>TRAVEL | SALAH AHMED ABDULAAL<br>AIRPORT STATION MANAGER<br>TRAVEL | ALISTAIR MCGREGOR<br>HEAD OF PROCUREMENT<br>INDUSTRIAL & ENERGY |
|---|--|--|---|---|

## KSA

|   |  |  |  |  |   |
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| MAYSA MOHDALMUHANA<br>TRAINEE<br>TRAVEL                           | RAWAN MOHD ALSIRHANI<br>TRAINEE<br>TRAVEL                        | SETAH MOHD ALDAJANI<br>TRAINEE<br>INDUSTRIAL & ENERGY                    | FARIS MOHD ALANAZI<br>CASHIER<br>SHIPPING & LOGISTICS                |  |   |

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