



ITQAN NEWSLETTER

2019 | ISSUE NO. 16



BAHRAIN NATIONAL DAY CELEBRATED:

Celebrating the 47th National Day and the Accession Day of His Majesty the King

Health Sector
Contributions Honoured

04



Quran in
Braille

06



ADIPEC
2018

08



www.kanoo.com

TABLE OF CONTENTS

ITQAN NEWS 2018 | ISSUE NO. 16

01 CEO's Message

02 Events

- 02 Bahrain National Day Celebrated
- 04 YBA Kanoo Health Sector Contributions Honoured
- 04 'GROW'ing Our Women
- 05 Manitowoc and YBA Kanoo Management in High-Level Meeting
- 05 CIO 200 TechTalk Award for Group Corporate Services Manager
- 06 YBA Kanoo Group Brings the Quran in Braille to the Blind Community
- 07 YBA Kanoo celebrates International Day for Older Persons
- 07 VAT Workshops Held in Bahrain
- 08 Kanoo Industrial & Energy at ADIEPC 2018
- 08 Saudi Middle East Electricity Exhibition
- 09 Kanoo Machinery and Hitachi Open Day
- 10 Materials Handling Exhibition Saudi Arabia
- 11 Quality & Safety Training Courses conducted Across Saudi
- 12 Saudi Aramco Jizan Job Fair
- 12 YBA Kanoo Participates in Job Fair for People with Disabilities
- 13 UN International Day of Persons with Disabilities Marked
- 13 YBA Kanoo Group Sponsors JCA Premier League
- 14 Breast Cancer Awareness Seminar
- 14 Dammam Blood Donation Drive
- 15 Microsoft Outlook Mobile Awareness Day
- 16 Bahraini Women's Day Celebrated

18 Features

- 18 Conflict of Interest

19 Group News

SHIPPING & LOGISTICS

- 19 Kanoo Logistics wins a 3-Year Contract with Olayan Kimberly Clark Corporation
- 19 Compliance Workshop on Sexual Harassment and Respectful Workplace at Kanoo Logistics
- 20 Kanoo Logistics Secure Agreement to Serve Aramco Site-B in Turaif
- 21 Maritime Leaders Gather at Kanoo Shipping's Annual Regional Meeting
- 22 Opening of New Bulk Terminal at Saqr Port
- 22 Kanoo Shipping Receive NileDutch Outstanding Performance Award

INDUSTRIAL & ENERGY

- 23 Flow Control Division Sign Agreement with Clarke Valve
- 23 New Perkins Dealership Appointed in Madinah Region
- 24 Abdul Latif Jameel Machinery & Kanoo Machinery Partnership
- 24 Flow Control Takes Part in Saudi Aramco Quality Form
- 25 Arkema Technical Seminar Held
- 25 Contract for Supply of Filtration Package for Quench Water Improvement Project
- 26 Substation Project at SASREF Completed with 100% Safe Man Hours
- 27 Detection, Measurement and Reporting of Fugitive Emissions for Borouge 3 Plant
- 27 National Water Company HIAB Crane Deal
- 28 Perkins, working together with Kanoo, lead innovation within the Power Sector
- 28 Perkins Regional Parts Manager Meeting

KANOO TRAVEL

- 29 Three Awards Won at 2018 Arabian Travel Awards and Travel Tech Middle East
- 29 CUCA Students Tour Kanoo Travel

KANOO REAL ESTATE

- 30 Relaunch of Kanoo Real Estate

KANOO CAPITAL

- 31 Successful closing of APM Terminals Bahrain IPO
- 31 BAS to remain Bahrain International Airport's ground handling services provider until 2034
- 32 Kanoo Capital Establishing Presence in Global Conferences

33 Team Kanoo

- 33 Kanoo Travel recognises Top Performers and Key Industry Contributors for 2018
- 34 Long Service and Distinguished Employees Honoured
- 36 Employees of the Month
- 36 Kanoo Logistics Hires Six Saudi Women
- 37 Farewell to Former Group CFO
- 38 YBA Kanoo Participates in Bahrain Marathon Relay
- 39 Kanoo Travel's Team B wins Runner-Up Trophy at Delta Foot Golf Challenge
- 39 Young Cricket Star Representing Saudi Cricket Team in Asia Qualifier
- 40 Welcome on Board



CEO'S MESSAGE

Dear Colleagues,

I would like to wish you a Happy New Year and I hope that those of you who took time off to be with families and loved ones over the festive period had a wonderful holiday. Reflecting on 2018, we have managed to achieve many successes, winning awards at the Seatrade Maritime Awards and the 2018 Arabian Travel Awards as well as multiple wins as Distributer of the Year for our Machinery division.

The legacy that we carry today was built on hard work and honesty, a drive that goes through generations of creating value to our clients that is above and beyond the competition. Part of this legacy is the culture of adopting change as a constant variable in our business. We are moving forward, and the strong leadership in place will ensure that we continue developing ourselves and the organisation into a business structure that keeps growing and changing to always better serve our clients.

Our strategic priority in 2019 is to establish and maintain our structure while continuing to have a leadership role in the region and beyond. We are going through a new and ambitious transformation programme that will upscale the Group for the coming challenges in the regional and global markets. We emphasised Compliance more than ever in 2018, and I thank those of you who have completed the requisite compliance surveys and requirements. This will continue to be a core focus of 2019 and will be taken to the next level.

Like any other group of our size, the global changes in economy and rapid change in regulations and sometimes deregulations play a major impact. One such event is, of course, the implementation of Value Added Tax (VAT) in Bahrain as of January 1, 2019. We are confident that this will be a huge success, as we have successfully executed all relevant measures when VAT was introduced last year in Saudi Arabia and UAE.

In this and other issues, we can see that in the GCC we are moving to more solid joint actions. Exciting news, such as the new oil discoveries in Bahrain and big scale developments planned in KSA, are all positive challenges and opportunities for us to be part of these developments and to continue being a backbone of national activities as we have throughout our long history.

We continue to be “One Kanoo”, our varied businesses under one Group, and I believe that as employees and colleagues you understand you are part of this big family. Let us work on making 2019 an excellent 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



Saud Kanoo, Khalid Kanoo, Mona Kanoo and Nabeel Kanoo Cutting the Cake

BAHRAINI NATIONAL DAY

A grand reception was organised by Yusuf bin Ahmed Kanoo Group (YBA Kanoo) for its employees and tenants on the occasion of the 47th National Day of the Kingdom of Bahrain and the Accession Day of His Majesty King Hamad bin Isa Al Khalifa at Kanoo Tower in the Diplomatic Area. The reception was attended by Khalid Mohamed Kanoo, Group Chairman, Kanoo Family members, and almost 300 of the Group's employees and Kanoo Tower tenants. The event included folk music played by a traditional Arda band, Bahrain-branded giveaways including scarves, flags, pins, and cookies, Arabic coffeemen and traditional sweets.



Group Chairman gives his speech



The Kanoo team at the celebration



The Kanoo team at the celebration



Khalid Kanoo arrives



Khalid Kanoo greets employees



IT department group photograph



Arda band playing



Organisers and volunteers



Shaikh Khalid awarding Fawzi Kanoo with the commemorative gift

YBA KANOO HEALTH SECTOR CONTRIBUTIONS HONoured

The Yusuf bin Ahmed Kanoo Group was honoured by Bahrain's Deputy Prime Minister Shaikh Khalid bin Abdulla Al Khalifa for its generous contributions towards the Health Sector in Bahrain during an event that celebrated the 60th anniversary of Salmaniya Medical Complex.

As an appreciation gift, Fawzi Ahmed Kanoo, Acting CEO of the Group, received a scale model of the medical complex. Over its 129-year history, YBA Kanoo has supported the Health Sector in Bahrain by building modern health centres across the country.

‘GROW’ING OUR WOMEN

Yusuf Bin Ahmed Kanoo's Group HR Manager Marwah AlSaad attended the Gulf Region Organisation for Women (GROW) Conference held on October 29, 2018. The Conference discussed multiple topics regarding women empowerment and growth across various sectors in Saudi Arabia, with several high-profile speakers, including Saudi Aramco President and CEO Amin Nasser, as well as Saudi Deputy Labour Minister Tamader Al Rammah. Ms AlSaad met with Ms Al Rammah during the conference and discussed recent initiatives by the YBA Kanoo Group to recruit and promote Saudi women, and ensure they are a strong component of the workforce.



Marwah AlSaad with Tamader Al Rammah



Barry Pennypacker & other Manitowoc management officials with Fawzi Kanoo & Ali Kanoo

MANITOWOC AND YBA KANOO MANAGEMENT IN HIGH-LEVEL MEETING

Manitowoc CEO Barry Pennypacker and senior members of his regional management team met with Yusuf bin Ahmed Kanoo Group Acting CEO Fawzi Ahmed Kanoo, Director Ali Abdullah Kanoo and Industrial & Energy Executive General Manager Kanoo Fergus Burke.

YBA Kanoo has been a trusted Manitowoc dealer for

CIO 200 TECHTALK AWARD FOR GROUP CORPORATE SERVICES MANAGER

Yusuf bin Ahmed Kanoo Group Corporate Services Manager Jameel Al Sharaf won a prestigious award at the CIO 200 TechTalk and Meta CIO Awards held in November at the Gulf Hotel, Bahrain.

The CIO 200 Roadshow is part of Enterprise Channels MEA's yearly calendar has been held in Ghana, Kenya, Egypt, UAE, Saudi, Qatar, Kuwait, and India. The CIO 200 Awards recognises the work of chief information officers (CIOs) from across sectors in the digital transformations of organisations.

"It is a great privilege to achieve the 'Master' category of the CIO 200 Award which is aimed at celebrating technology leaders who have contributed to the digital transformation of their respective organisations," said Mr Al Sharaf.

decades, due to their excellent reputation and high-quality products, which make them a standout in the market. Manitowoc have recently heavily invested into their range of products, ensuring they continue to deliver world-class products.

The executives discussed ways to guarantee delivering best-in-class service to customers through equipment, rentals, parts and services.

"Strong action plans were agreed by the team, these will help deliver sustainable growth and achieve our shared market share targets," said Mr Burke.

"The Manitowoc brand is close to YBA Kanoo's heart and mind, and we are committed to nurturing our partnership to serve our clients."



Jameel AlSharaf with his award

"This achievement would not have been possible without the great support of the YBA Kanoo leadership to build upon the legacy of the founders who have always believed in creating a world class and iconic enterprise."

The CIO 200 puts the current technologies on the centre stage to gauge which sector or which CIO has been able to live up to the reality. Technology vendors and solution providers have a unique platform to show their mettle in the market.



Group photograph of attendees

YBA KANOO GROUP BRINGS THE QURAN IN BRAILLE TO THE BLIND COMMUNITY



His Excellency Jameel Humaidan at the event

Yusuf bin Ahmed Kanoo Group launched the “Quran in Braille Initiative” under the patronage of His Excellency Jameel bin Mohamed Humaidan, Bahrain’s Labour and Social Development Minister on December 7 at the Kanoo Guest House in Zinj. The event was attended by Kanoo Family members, senior government officials, board members of The Saudi Bahraini Institute for the Blind and The Friendship Society for the Blind.



The attendees at the launch ceremony



Nabeel Kanoo & His Excellency the Minister handing a copy to Mohamed Yaqub

In his speech during the event, Mr Humaidan considered the initiative a great step forward towards encouraging the blind to learn the Quran and its teachings. He thanked YBA Kanoo Group and Kanoo Family members for investing their time and resources for such a noble cause. The Minister also stressed on the importance of implementing the directives of His Majesty King Hamad bin Issa Al Khalifa, the King of Bahrain, which encourages members of the society to attend to the needs of the persons with disabilities especially the blind.

“We wanted this particular social responsibility initiative to be a special one. Quran in Braille is the first of its kind in Bahrain to help the blind read the Islamic Holy Book,” said Family Council Chairman Nabeel Khalid Kanoo On Behalf of YBA Kanoo

Copies of the Braille Quran will be distributed in the Kingdom of Saudi Arabia as well as the Kingdom of Bahrain, two countries which have a strong presence of YBA Kanoo’s business and philanthropic activities. YBA Kanoo Group consistently supports reputable charities, institutions, events and causes through philanthropy, and has dedicated substantial funds to licensed foundations and organisations across the region.



Nabeel Kanoo and Society officials at the event



Elderly women celebrating at the event

In co-operation with the Bahrain Parents Care Society, Yusuf Bin Ahmed Kanoo Group organised a ceremony on the occasion of the International Day of Older Persons to honour distinguished members of the society. Family Council Chairman Nabeel Kanoo and a number of invited guests attended as part of the Group's outreach and corporate social responsibility (CSR) efforts.

The International Day of Older Persons aims to raise awareness of the impact of an ageing population and the need to ensure that people can grow old with dignity and continue to participate in society as citizens with full rights.

"This celebration comes as YBA Kanoo Group fulfils

YBA KANOO CELEBRATES INTERNATIONAL DAY FOR OLDER PERSONS

its corporate social responsibility and is keen to raise awareness for this segment of society," Mr Nabeel Kanoo said.

"It is important that they are aware of their importance in society, to all of us, as well as their wellbeing, and living conditions, which will doubtless positively impact their psychological state and moral and help them lead a better life.

"Older persons should be rewarded for their sacrifices and generosity, and we are particularly proud to partner with Bahrain Parents Care Society, which has an excellent reputation."

The Society's president and members thanked the YBA Kanoo Group for its support for the society's programmes and activities, as well as for the Group's other charitable works in the community.



Staff at one of the VAT Workshops

In preparation of Value Added Tax (VAT) implementation in Bahrain, four training workshops were held in October for almost 200 employees at the Crown Plaza Hotel. YBA Kanoo Group Tax Manager Julian Lorca-Valverde outlined the application of new rules to the various YBA Kanoo business units and joint venture companies.

VAT WORKSHOPS HELD IN BAHRAIN

YBA Kanoo was one of the first companies in the region to in-house management for VAT last year when it was first introduced in Saudi Arabia and the UAE.

"We set out to build a best-in-class tax function last year that is commensurate to YBA Kanoo's position in the region and one that is able to manage Kanoo's tax risk in a robust and coordinated manner," Mr Lorca-Valverde said.

"We will now take this forward as VAT is implemented in Bahrain, learning from our efforts throughout the year and adapting where needed in different scenarios."



Fahad Fawzi Kanoo, Ali Abdulla Kanoo and Ahmed Fawzi Kanoo



Ahmed Fawzi Kanoo and Fergus Burke

KANOO INDUSTRIAL & ENERGY AT ADIEPC 2018

Kanoo Industrial & Energy participated at Abu Dhabi International Petroleum Exhibition & Conference (ADIPEC) 2018. The conference, which ends today (November 15), showcased YBA Kanoo Group principals and products. Kanoo Industrial & Energy presented a range of offerings, including products, solutions, manufacturing, field service solutions and plant and equipment. YBA Kanoo Group Saudi Arabia Deputy Chairman Ali Abdulla Kanoo, Group Directors Fahad Kanoo, Ahmed Fawzi Kanoo and Industrial & Energy Executive General Manager Fergus Burke attended the prestigious conference. Products showcased included Grove Cranes, Hyster Forklift Truck, Bobcat Backhoe Loader, Sullair Compressor and Perkins Engines.

SAUDI MIDDLE EAST ELECTRICITY EXHIBITION

Kanoo Industrial & Energy participated with its principals in the first Middle East Electricity Exhibition (MEE) in Riyadh, Saudi Arabia. MEE is an established exhibition, held in UAE for the past 20 years and held in Saudi for the first time this year. The exhibition attracted our customers, including Saudi Electricity Company, and other contractors and competitors.

Kanoo Industrial & Energy took part with four principals to position itself as the leading electrical and diagnostics solutions provider in the region. The products exhibited were: thermal Imaging Cameras and Test and Measurement Devices from FLIR; test equipment for primary and secondary equipment from Omicron; non-destructive testing (NDT), videoscope and borescope and analytical instruments from Omicron; and high flashpoint transformer oil from Cargill.

The exhibition reinforced YBA Kanoo's position as one of the leading companies in the region for electrical and diagnostics.



Kanoo Industrial & Energy's stand at the exhibition



Group photo of some of the attendees at the event



Piet Bakergem welcomed by Osama Al Mahroos and Alistair McGregor



Hitachi Machines showcased at the event



Hitachi Forklift showcased

KANOO MACHINERY AND HITACHI OPEN DAY

Kanoo Industrial and Energy's Machinery division and Hitachi held an Open Day at Kanoo Commercial Centre in Sitra, Bahrain. It was attended by Hitachi and Kanoo Machinery Management. It was attended by Hitachi General Manager Piet Bakergem, as well as Kanoo Machinery Head of Supply Chain Management Alistair McGregor, Material Handling Equipment Regional Manager Mohamed Al Tarrah, Light Equipment Regional Manager Osama Al Mahroos, and Group Corporate Communications Manager Hussain Rasool. The Yusuf bin Ahmed Kanoo Group has been working with Principals Hitachi for many years, and was proud to be able highlight their excellent machines, in addition to welcoming valued clients to showcase the variety and value offered.



Clients at the event

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



Mr Ahmed Fawzi Kanoo with Kanoo Machinery management and staff

MATERIALS HANDLING EXHIBITION SAUDI ARABIA

Kanoo Industrial & Energy's Machinery division, along with partners Hyster, participated in the Materials Handling Exhibition Saudi Arabia 2018 in Jeddah on November 28 and 29. The exhibition is held every year, alternately in Dubai or Jeddah and is organised by Messe Frankfurt, one of the leading organisers of Materials Handling events internationally. Materials Handling Exhibition is the region's dedicated trade show for intralogistics, warehouse and supply chain solutions.

Leading companies such as Abdul Lateef Jameel for Toyota, Hyundai, Rfufco and Arcoma participated in the two-day event. YBA Kanoo participated across two areas, an indoor stand of 18 square metres (sqm) and an outdoor display with six Hyster forklifts, two hand pallets, parts and consumables.

The event was attended by Director Mr. Ahmed Fawzi Kanoo and Kanoo Machinery management. Both indoor and outdoor stands had consistent enquires for the products and services provided.



Ahmed Fawzi Kanoo testing one of the machines



Hyster forklifts at the event



Firefighting Group Photo

QUALITY & SAFETY TRAINING COURSES CONDUCTED ACROSS SAUDI

A number of quality and safety training courses were conducted across Saudi Arabia organised by Regional Quality Manager Nadeem-ul-Haque. Safety trainings are an essential part of YBA Kanoo's safety programme as it enhances the skills of employees in each area of their operations. Forklift Operations is one operation prone to high-risk, with customers usually insist on safety training. Employees were also trained in basic first aid, CPR, as well as firefighting. Across the country, 11 employees were trained in fire-fighting, nine in First Aid & CPR, 16 in Forklift Operators and 50 were made Quality HSE Auditors. On completing the course successfully, candidates are able to conduct audits against the three standards and will conduct assessments in their respective department for compliance to the Quality and HSE Management System.

Forklift Operators of Kanoo Industrial & Energy's Machinery division and Kanoo Logistics in Dammam, Riyadh and Jeddah successfully attended a one-day



First Aid & CPR training team in Dammam

training and practical test on November 28, 2018 and second session on November 29, 2018 to qualify as 'Certified Forklift Operators'. The training was conducted by Arabian Safety Training Institute.

In addition, Health & Safety Training on Basic First Aid and CPR as well as Fire Warden with Fire Fighting was conducted in Dammam, on December 4 and 6 where 18 employees attended from Kanoo Shipping. All of them passed the test and qualified as trained First Aiders and Fire Wardens. The objective of the safety sessions was to enhance awareness among individuals about Fire Safety and First Aid in carrying out routine safety checks in their respective offices.



Fork Lift safety Operator training

SAUDI ARAMCO JIZAN JOB FAIR

As part of Yusuf bin Ahmed Kanoo Group's commitment toward Saudisation, the Group accepted an invitation from Saudi Aramco to attend a workshop and job fair in Jizan. YBA Kanoo has a presence in Jizan, a port city in the southwest corner of KSA, which is on the north boarder of Yemen.

YBA Kanoo KSA Talent Acquisition Lead Faisal Al-Ghamdi attended the fair and as a result managed to source additional Saudi candidates to join Industrial & Energy's Machinery division, serving the new Saudi Aramco rental contracts awarded to the Group.



Group Photo with the YBA Kanoo team



YBA Kanoo team at the event, Eman Al Awadhi and Mohamed Darwish

YBA KANOO PARTICIPATES IN JOB FAIR FOR PEOPLE WITH DISABILITIES

The Yusuf bin Ahmed Kanoo Group took part at the Labour and Social Development Ministry's Second Job Fair for People with Disabilities today at the Ministry's premises in Zayed Town. The Job Fair offered a total of 300 vacancies targeting Bahrainis with disabilities, from a total of 34 organisations. Jobs were offered for Bahrainis with mental and physical disabilities, including the deaf and blind, who have either a high school diploma or a bachelor's degree.



Prospective applicants at the job fair



Group photo of staff taking part

On December 3, an event was held at Kanoo Industrial & Energy's Machinery division in partnership with Principal Cummins to mark UN International Day of Persons with Disabilities.

The annual observance of the International Day of Disabled Persons was proclaimed in 1992, by the United Nations General Assembly. It aims to promote the rights and well-being of persons with disabilities in all spheres of society and development, and to increase awareness of the situation of persons with disabilities in every aspect of political, social, economic and cultural life.

The 2018 Theme was: empowering persons with disabilities and ensuring inclusiveness and equality. To encourage empathy, awareness and explore how the workplace could be made more inclusive, six employees took part in a blindfolding challenge to explore visual disability. They were: Parts Manager Harold Daouza, Parts Supervisor Peters Paul C., Sales and Service Chemical Engineer Husain Mohamed, Parts Supervisor A Hussain, Logistic Assistant Raji Ayinikkal and Asstistant Manager Ashraf Yakoob Khan.

UN INTERNATIONAL DAY OF PERSONS WITH DISABILITIES MARKED



Employees attempting to walk blindfolded

The six members of staff took turns being blindfolded, then working in pairs to trust their partner to lead them around the Sitra showroom. The fruitful event resulted in a lively discussion afterwards about how much harder it had been than they imagined it would be, how they were surprised that a place they knew so well could still be rendered unfamiliar, and that they hoped everyone would do an exercise such as this to be able to try to better understand. They also discussed small changes that could be made in the workplace to accommodate people with visual disabilities.

The event also tied in with the CSR initiative by Kanoo Foundation in December, in which a Braille Quran was printed and released.

YBA KANOO GROUP SPONSORS JCA PREMIER LEAGUE

Yusuf bin Ahmed Kanoo Group announced its continued support for one of Jeddah's most highly anticipated sports leagues, the Kanoo Premier League, organised annually by the Jeddah Cricket Association (JCA). This marks the silver jubilee (25 years) of YBA Kanoo sponsoring the event, which consists of 15 teams, all from Jeddah, split into two groups that runs over a period of 3 months.

Director Mr Ahmed Fawzi Kanoo presented the sponsorship cheque in a ceremony at YBA Kanoo's offices in Jeddah to JCA vice president Hamid Afandi.

"This will be the 25th Silver Jubilee year for YBA Kanoo's sponsorship of the league which demonstrates the



Cheque handover with Ahmed Fawzi Kanoo and Hamid Afandi

Group's strong commitment to helping and supporting the community as well as sports' activities," Mr Ahmed Fawzi Kanoo said.

On behalf of JCA, Mr Afandi praised YBA Kanoo Group for their continuous support to JCA championships.

"We highly appreciate the efforts of Mr Khalid Mohamed Kanoo, YBA Kanoo Group's Chairman and Mr Ahmed Fawzi Kanoo who are big supporters of youths, sports and cricket. Their generous contribution to the league helped us continue this annual gathering for years," Mr Afandi said.



Seminar attendees with Julie Sprakle

BREAST CANCER AWARENESS SEMINAR

Think Pink Bahrain founder Julie Sprakle gave a talk at Kanoo Tower, Diplomatic Area raising awareness of breast cancer and highlighting prevention methods. The event is part of Yusuf bin Ahmed Kanoo Group's ongoing support for Breast Cancer Awareness Month, aiming to promote education on the topic and destigmatise the issue.

Ms Sprakle shared tips on self-administered breast exams, which are done ideally once a month after a menstrual cycle, and are one of the fastest methods for noticing and reporting discrepancies, which is crucial for an early diagnosis. Bahrain has the highest rate of breast cancer in the GCC, and previous studies funded by Think Pink Bahrain have shown that women in the region tend to be diagnosed earlier than the international average.



A question and answer session was held for attendees, and pins to help further raise awareness were distributed at the event. Think Pink Bahrain have also developed a mobile application called iCheck.

Founded in 2004, Think Pink Bahrain funded the BD500,000 MRI machine operational at Salmaniya Medical Complex and provides fully funded, internationally recognised certifications for healthcare providers, including MSc. In addition, it has developed an international peer-reviewed best practice breast cancer guideline in co-operation with Supreme Council for Health Chairman Shaikh Mohammed bin Abdullah Al Khalifa, which is also the focused of Ms Sprakle's PhD.

DAMMAM BLOOD DONATION DRIVE

A blood donation drive was held successfully in Dammam by Yusuf bin Ahmed Kanoo Group Directors and staff. The event is part of the Group's CSR Programme highlighting the need to give back to the local community. YBA Kanoo Group Director Ali Abdulaziz Kanoo inaugurated the event and donated blood.



Ali Abdulaziz Kanoo donating blood



Seven Friday coffee cart and employees in YBA Kanoo office



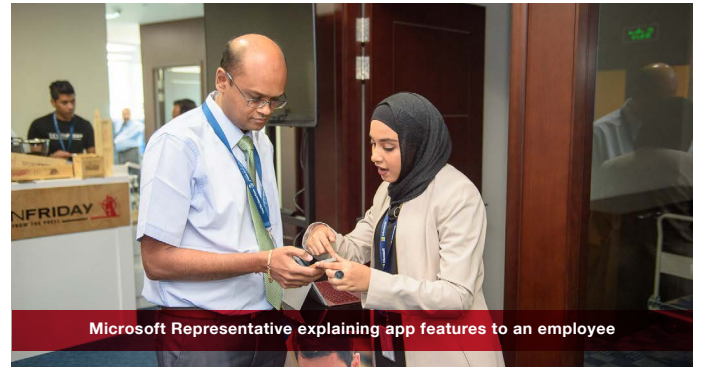
Free coffee was offered all day



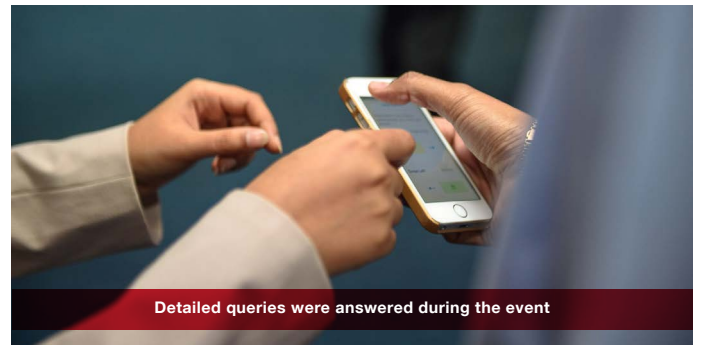
Employees at the event

MICROSOFT OUTLOOK MOBILE AWARENESS DAY

YBA Kanoo and Microsoft partnered to host an activity raising employee awareness on utilising Microsoft Outlook Mobile app and leveraging its superior encryption, safety features and built-in technologies. The event included a coffee kiosk by Seven Friday offering employees free coffee for the duration of the day. Microsoft experts were on hand to answer employee queries and issues, resulting in a highly successful event.



Microsoft Representative explaining app features to an employee



Detailed queries were answered during the event



Microsoft expert Asya Al Jabri speaking to YBA Kanoo employee



Mona Kanoo greets Hala Fayezi in the presence of Talal Kanoo

BAHRAINI WOMEN'S DAY CELEBRATED AT YBA KANOO

Up to 90 female employees in the Yusuf bin Ahmed Kanoo Group celebrated Bahraini Women's Day at an event held at Kanoo Tower in the Diplomatic Area. The event was attended by Group Chairman Khalid Mohamed Kanoo, Group Director Mona Mubarak Kanoo, Director Talal Fawzi Kanoo and VIP Guest Shura Council Women and Child Committee Vice-Chairwoman Hala Ramzy Fayezi.

The event included speeches by Ms Mona Kanoo and Ms Hala Fayezi, followed by a memento being handed over to Ms Fayezi, and a cake-cutting ceremony. Female employees were awarded gift bags in celebration. YBA Kanoo aims to bolster women's development and progress, supporting its female employees for higher endeavours.

"Today is a day we are being honoured as and celebrate our gender as women," Ms Kanoo said.

"It is a day we are proud of and we have HRH Princess Sabeeka Bint Ibrahim Al Khalifa to thank for creating this memorable day and for believing in our potential as capable Bahraini women.



Mona Kanoo gives her speech



Group photo with Khalid Kanoo, Mona Kanoo and Hala Fayezi



Khalid Kanoo greeting Ms Hala Fayeze



Hala Fayeze gives a speech



Group HR Manager Marwal AlSaad with female employees

"Twenty years ago, Bahraini women were appointed as members in the Shura council for the first time and Her Excellency Ms Hala is certainly an inspiration and a role model to every Bahraini woman."

Ms Fayeze thanked YBA Kanoo for the invitation, saying that it was an honour to be considered an inspiration for fellow women.

"I would like to thank Acting Group CEO Fawzi Kanoo and Mona Kanoo for the invitation to be here on this prestigious day," she said.

"Yusuf bin Ahmed Kanoo is a company that every Bahraini is very aware of, I think I remember it from the minute I was born.

"It's wonderful to be able to stand alongside so many women working here and be able to celebrate with you."

Bahraini Women's Day is held under the patronage of Her Royal Highness Princess Sabeeka bint Ibrahim Al Khalifa, Wife of His Majesty the King and Supreme Council for Women (SCW) President. This year's theme is Legislative and Municipal Field. Bahraini women are honoured every year in a specific field, including educational, health, voluntary work, economy, sports, the media, the military, banking and legal and judicial fields.



Ms Fayeze is awarded a memento in honour of the occasion by Mona Kanoo



Group photo of YBA Kanoo female employees with Mona Kanoo and Hala Fayeze

CONFLICT OF INTEREST

Compliance and ethics cover a broad range of topics. It's likely that we will encounter at least some common aspects of confusion. YBA Kanoo's Policy on Conflict of Interest is on page 30 of our current Code of Conduct and states that even the perception that personal interests influence business judgment can hurt YBA Kanoo's reputation and business. You can view the full details in both Arabic (click here) and English (click here).

YBA Kanoo's value is to Be Loyal. Protect YBA Kanoo's Interests by disclosing and managing Conflicts of Interest. Over-disclose if you are unsure, and consider the possible consequences of your behaviour or comments towards your colleagues or third parties. Always consider what interests you have and declare these as they arise.

Conflicts of interest are not always obvious. A conflict of interest is any situation that might cause an impartial observer to reasonably question whether your actions are influenced by considerations of private interest. 'Private interest' can include financial interests, interests related to your personal relationships, or interests related to your other outside activities.

For instance, a potential conflict could be that your private interests are currently not relevant to your official work duties but they could be in future. For example, YBA Kanoo is looking to revamp its corporate website and you submit your wife's company as a supplier but you fail to disclose the relationship in advance to your manager or the Compliance Team. YBA Kanoo has not yet selected the successful supplier but YBA Kanoo could potentially select your wife's company.

An actual conflict could be an employee who is a member of YBA Kanoo's employee selection team failing to disclose that she is related to a job candidate whom YBA Kanoo is considering for a position. If you are unsure you should always over disclose by speaking to your Manager and Compliance Team. Employees should initially use their judgment in determining what activities could appear to a reasonable person to affect or to interfere with their professional obligations to YBA Kanoo.

Conflicts of interest are generally issues of unfair financial or unfair personal gains but can also be an

CONFLICT OF INTEREST?



RELATIONAL – FAMILY

When family members are hired and favored over other candidates or workers

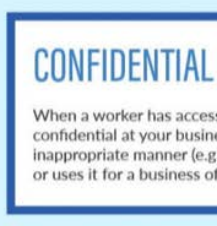
RELATIONAL – ROMANTIC

If an employee has a relationship with someone affiliated with the business (e.g., co-worker, client, etc.) and gains from it



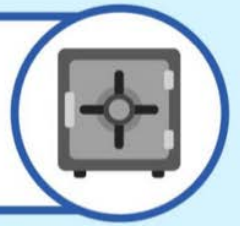
FINANCIAL

If an employee personally gains additional money (e.g., offers customers discounts to your business in exchange for gift cards)



CONFIDENTIAL

When a worker has access to information that is confidential at your business and uses it in an inappropriate manner (e.g., reveals it to competitors or uses it for a business of their own)



issue of time. Personal or business relationships with government officials require careful consideration as to whether or not they pose a risk to YBA Kanoo from a conflict of interest standpoint and these should be disclosed to the Compliance Team in writing.

The best and easiest way to deal with Conflicts of Interest is Prior Disclosure and Approval: providing a description of the potential, actual or perceived conflict of interest to your Manager and the Compliance Team is the fastest and easiest way of dealing with most conflicts of interests. Certain situations will require YBA Kanoo's approval too.

If you are experiencing any kind of harassment or are concerned about a possible Conflict of Interest, 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.

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 Loyal

*"Protect YBA Kanoo's
interests,
assets & information."*

KANOO LOGISTICS WINS A 3 YEAR CONTRACT WITH OLYAN KIMBERLY CLARK CORPORATION

Kanoo Logistics secured a three-year contract with BDP Kanoo to provide clearance and delivery services and Freight Management of their client Olayan Kimberly Clark Corporation. This contract was awarded in November 2018. This further strengthened the existing partnership between BDP International and Kanoo.

The operation will require Kanoo Logistics to handle 3,000 containers annually, in addition to the airfreight shipment imports, which is approximately four tons per month.



Kimberly-Clark

Olayan Kimberly-Clark started as a joint Venture Company with two manufacturing facilities in Saudi Arabia in 1955. The company is specialised in producing tissue products, feminine care and child care. Olayan is an important and longstanding strategic partner for Kimberly-Clark Corporation in the Arabian Gulf region.



Ms de Oliveira conducting the workshop

COMPLIANCE WORKSHOP ON SEXUAL HARASSMENT AND RESPECTFUL WORKPLACE AT KANOO LOGISTICS

With a number of Saudi female staff joining Kanoo Logistics, a Compliance Workshop on Sexual Harassment and Respectful Workplace was conducted in Dammam through a request of Kanoo Logistics EGM Krishna Kumar. Kanoo Logistics Management is committed to have a positive work environment that reflects the best values in Kanoo Logistics and YBA Kanoo as a whole.

“The first and most important approach to dealing with sexual harassment in any organisation is to recognise that sexual harassment is not a compliance issue; it is an abuse of power issue,” said outgoing Group Compliance Officer Helen de Oliveira.

“For leaders of organisations, this represents a tipping point. Systemic change will occur only when good people in power take responsibility for the issue of sexual harassment and create workplaces that do not tolerate it. It is not possible to delegate ethics on the issue of sexual harassment.”

Specific examples of harassment were discussed, and it was demonstrated that the YBA Kanoo Group’s stance on harassment is strong. Participants also went through the Code of Conduct, watched a short video on harassment (to watch the video, [click here](#)), and read the previous newsletter’s edition of a Respectful Workplace.

KANOO LOGISTICS SECURE AGREEMENT TO SERVE ARAMCO SITE-B IN TURAIF

Kanoo Logistics has secured a tri-party agreement with Saudi Arabian Kentz (SNC Lavalin) and Pentagon Freight to serve Aramco's Site-B Project at Turaif.

Upon successful delivery of trial shipments to SNC Lavalin through both Jeddah and Dammam ports, Kanoo Logistics has achieved the contract to serve the Customs Clearance and Transportation Scope of Inbound Cargo of approximately 12,000 freight ton for Aramco's Site-B Project at Turaif.

In addition, Kanoo Logistics will be partnering with Pentagon Freight to focus more of such projects business in the GCC sector. The combination of international expertise by Pentagon in the Oil & Gas field and Kanoo Logistics highly skilled in delivering projects will present a specialised pact towards the major engineering, procurement and construction (EPCs), enabling more wins in the near future.

In May 2018, a 77-metric ton airfreight through Antonov Chartered Flight arrived at Jeddah Airport from Baltimore. This chartered flight was handled for the first time and went through many hurdles at the airport to mobilize and de-mobilize equipment. However, with the constant involvement of the Kanoo Logistics team 24/7 over a period of two days, the cargo, which included TEG Control Valve Skid & Accessories, was successfully moved in a safe condition to the site.

In September 2018, a 273 metric ton break bulk shipment arrived via MV Jork Bulk vessel at Jeddah Seaport from Houston. This included Aircooled heat exchangers; TEG Dehydration Upper and Lower Skid. The Kanoo Logistics team conducted a complete route-



survey and arranged the necessary precautions prior to the shipment's movement.

In October 2018 another 83-metric ton airfreight arrived through Antonov Chartered Flight at Dammam Airport from Baltimore. Due to the Jeddah experiment in May of handling similar chartered aircraft, the Dammam team was able to organise all aspects of the delivery perfectly.

In November 2018, a 430 metric ton break bulk shipment arrived with Gas Compressor Skid, Air Coolers & Accessories. The six shipment pieces had big dimensions that required obtaining special transportation permission and safety approval from Saudi Ministry of Transport to move the equipment to its destination 1,700km from Jeddah port.



Shipments and airfreights being transported



Group photo beside the iconic Queen Elizabeth II

MARITIME LEADERS GATHER AT KANOO SHIPPING'S ANNUAL REGIONAL MEETING

Bringing together prominent maritime leaders from its Middle East/Africa network, Kanoo Shipping successfully held its Annual Regional Meeting with this year's theme, 'Onwards and Upwards'. The meeting was held October 2-3, 2018, onboard the iconic Queen Elizabeth II in Dubai.

Regional participants were welcomed by The Kanoo Group UAE & Oman Acting CEO Fahad Kanoo and Saudi Arabia Vice Chairman Ali Abdullah Kanoo, as well as Kanoo Shipping EGM Jonathan Bygrave and Kanoo Shipping Head of Commercial Nikolai Norman.



Discussions during the meeting



Management and directors at the meeting

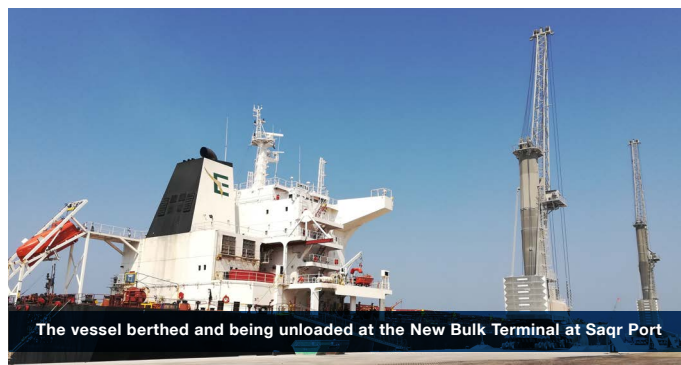
Kanoo Shipping Management, together with representatives from key shipowner and commodity trading customers, held a lively Q&A panel session aimed at gathering a better understanding of customer requirements, expectations and issues aimed at enhancing their mutual relationship as well as taking the opportunity to discuss emerging opportunities and challenges currently faced by the regional maritime sector.

The two-day meeting focused on enhancing customer value through efficiency and Industry IT leadership whilst underlining Kanoo Shipping's core fundamentals of compliance, transparency and sustainable excellence. Kanoo Shipping is currently the largest regional shipping agency in the Middle East, operating in 20 countries and all principal ports and offshore tanker loading terminals around the Arabian Peninsula, including Iraq. Furthermore, Kanoo Shipping handles over 15,000 ship calls every year through its professional network which covers all ports in the Suez to Sri Lanka range and East/South Africa.

OPENING OF NEW BULK TERMINAL AT SAQR PORT

Kanoo Shipping Ras Al Khaimah was honoured to handle the first vessel as agent in the new terminal on the opening day of New Bulk Terminal at Saqr Port, UAE on October 10, 2018.

Port Officials were initially not comfortable with berthing (mooring the ship) the vessel at night and advised to berth on light of day. However, to protect the interest of both the shipper and the vessel owner, Kanoo Shipping insisted to Higher Port Officials to be allowed to berth at arrival during the night, with this proactive effect achieving success.



The vessel berthed and being unloaded at the New Bulk Terminal at Saqr Port

The vessel cleared immigration and customs inward clearance process quickly, and commenced cargo operation due to Kanoo Shipping's excellent co-ordination with the Port Harbour Master, Operation Manager and Shippers. The loading operation was complete within 23 hours with a cargo quantity of almost 80,000 metric tonnes. The principal and shipper applauded Kanoo Shipping for delivering a high-quality service and surpassing expectations.

Saqr Port, one of the major bulk-handling ports in the Middle East, opened the new man-made deep-water Bulk Terminal with a view to provide special attention and speedy handling of bulk cargo. The facility is suited to Capesize 180 class vessels, available for import, export and transshipment of all bulk materials, located next to the largest limestone quarry in the world. Ras Al Khaimah Ports are a multipurpose group of ports ideally located in Ras Al Khaimah, UAE, strategically located in the Arabian Gulf, close to the western approaches to the Strait of Hormuz, one of the world's busiest maritime channels and trade routes.

KANOO SHIPPING RECEIVE NILEDUTCH OUTSTANDING PERFORMANCE AWARD

Kanoo Shipping, commercial agents for NileDutch Agency in UAE since 1997, were the recipients of an Outstanding Performance Award for 2017. At a NileDutch Agency Meeting held in Bangkok, Thailand in October 2018, an agents' performance review was carried out during the meeting, assessing the performance of the previous two years. Following the assessment, Kanoo Shipping won the Outstanding Agent Award. The meeting also aimed to analyse current market situations in each region and plan 2019 strategy.

The award was delivered by NileDutch CEO Wim J Van Aalst to Assistant Commercial Manager Azeem Shaikh Muhammad and Cargo Broking Manager Manoj Kumar B on behalf of Kanoo Shipping.

The meeting was made up of 30 participants, including Mr Van Aalst, NileDutch CFO Denis J Van Aalst, various Trade Managers from Singapore and China, as well as agents from Dubai, India, Colombo, Pakistan,



Wim J Van Aalst handing the award to Azeem Shaikh Muhammad and Manoj Kumar

Indonesia, Thailand, Vietnam and Malaysia. Nile Dutch as a shipping carrier mainly focusing to West African Ports from Indian subcontinent, Middle East, Far East and China.

FLOW CONTROL DIVISION SIGN AGREEMENT WITH CLARKE VALVE



VP Engineering Fred Ctron, Oil & Gas General Manager Manoj Tripathy, Ali Abdullah Kanoo, Kyle Daniels and Mohammed Mukaram

Industrial & Energy's Flow Control division signed an assembler agreement during the Abu Dhabi International Exhibition & Conference (ADIPEC) with Clarke Valve. Clarke Valve are the investors and patent holders of the Shutter Valve Technology, serving premium high-performance valves.

The Shutter Valve is ideally suited to industrial customers that require the unobstructed flow, pigability and sealing capability of a ball valve with the precise flow control of a control valve and compact size of the butterfly valve. Combined, these



Ali Abdullah Kanoo & Kyle Daniels shake hands

features provide one of the highest performing valves on the market today for virtually any application.

Clarke Valve was founded by Kyle Daniels in Miami in 2011. Mr Daniels developed the Shutter Valve technology during his career as an aerospace engineer, as a solution for critical flight safety problems with aircraft valves for air management systems. Following several years of intense development, the design became increasingly more sophisticated and was perfected in 2012. Three US patents have been granted for the design.

This is the first time in history that the combination of precision flow control, zero pressure drop and bubble tight shut off has been combined into one valve. The advantages of Clarke Valve is its reduced weight, size, and cost control valve by one-fifth; it is twice as efficient and produces 25 times fewer emissions; it is designed to have Zero Inherent Pressure Drop in full open position and it is the world's only Full Port and Control Valve.

NEW PERKINS DEALERSHIP APPOINTED IN MADINAH REGION

Kanoo Industrial & Energy's Machinery division identified and awarded "Filters Experts Trading Establishment", a sub-dealership in Madinah region for Perkins spare parts on November 1, 2018. This dealership's presence will ensure that Kanoo Machinery is able to further grow business in the Madinah region. They are authorised to sell Genuine Perkins Parts to Customers in support of their equipment in the Madijah region and are adequately equipped to handle spare parts needs for Perkins engines in Madinah. Initial stock for Filters Experts will be BD30,000.



Certificate being awarded to Filters Experts Trading Establishment

ABDUL LATIF JAMEEL MACHINERY – KANOO MACHINERY PARTNERSHIP



Contract signed by M. Arif Chishti and Graeme De Villiers

Abdul Latif Jameel Machinery, which sells, rents and provides parts and service for Teksan Generators, and Kanoo Industrial & Energy's Machinery division, a regional distributor of Perkins Engines Company Limited, have announced a new strategic partnership to provide best in class warranty support for Teksan Generators.

The announcement of the association of Abdul Latif Jameel Machinery with Kanoo Machinery KSA ensures that Teksan and Perkins quality commitment is delivered to customers through Abdul Latif Jameel Machinery," said Abdul Latif Jameel Machinery Managing Director M. Arif Chishti.

Industrial & Energy Executive General Manager Fergus Burke said that Yusuf Bin Ahmed Kanoo Group is one of the largest family-owned multinationals in the Middle East and is proud through Kanoo Machinery to associate with and to appoint Abdul Lateef Jameel as an OEM Dealer (OEMD) for Perkins diesel engines in the Kingdom of Saudi Arabia.

"To meet the demands of the new generation of technologically advanced Perkins engines entering the market, Kanoo Machinery has chosen to partner with Abdul Latif Jameel as an OEMD to ensure that Teksan generators powered by Perkins receive the highest standards of warranty support across the Kingdom of Saudi Arabia," said Kanoo Machinery Regional Power Manager Graeme De Villiers.

FLOW CONTROL TAKES PART IN SAUDI ARAMCO QUALITY FORUM

Saudi Aramco's Inspection Department organised the Quality Forum, under the theme 'Toward Quality Excellence' on November 19, 2018. Industrial & Energy's Oil & Gas (Flow Control) division took part to exhibit its in-kingdom manufactured products. The event aimed to transform local manufacturers' quality performance to be globally competitive by fostering a quality-focused culture within the local industry. It was attended by

most of the Aramco approved manufacturers, EPC Contractors, Engineering and Design Companies, in addition to the Aramco Top Management from Engineering and Inspection department.



Kanoo Industrial & Energy at the Forum



SABIC staff during the seminar

ARKEMA TECHNICAL SEMINAR HELD

Arkema GmbH, a long-time business partner of Kanoo Industrial & Energy, organised a technical seminar for its Organic Peroxide range of products. The seminar was held at SABIC's Petrokemya PVC plant based in Jubail, KSA in October 2018. The Arkema technical team, who flew in from France, consisted of Research & Development Isabelle Tartarin, PVC Process Expert Fabrice Gills, and MEA Sales Area Manager Malcangio Gabriele.

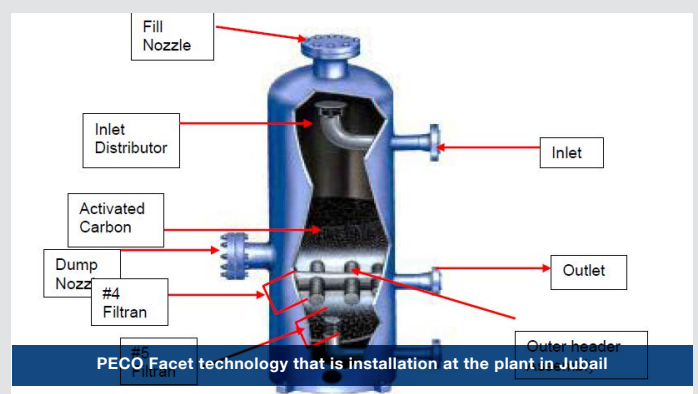
The team also shared insight on future innovation with its product range. Ms Tartarin and Mr Gills emphasised that technical supremacy is the game changer and talked about sustainable solutions. Arkema's commitment to offer top-notch technical support with custom-made solutions and services puts it above its contemporaries.

SABIC STC Chief Scientist Dr Mohammed Zerfa said that Organic Peroxides would remain the paramount elements for SABIC's downstream petrochemicals business. Organising joint events such as this seminar highlights Arkema and YBA Kanoo's continuous efforts in standing out as partners of choice to SABIC.

CONTRACT FOR SUPPLY OF FILTRATION PACKAGE FOR QUENCH WATER IMPROVEMENT PROJECT

A four-year project came to fruition for Kanoo Industrial & Energy with a \$4.5 million project awarded. The contract awarded to manufacture and supply five filtration vessels to EPC Company Sendan Contracting Company, with the end user being SABIC Petrokemya Olefins 3 Plant in Jubail. The filtration vessels will filter impurities, separate Oil from water in Quench Water System which is being used in process of Olefins (cracking of Ethylene) plant in Petrokemya.

Kanoo Industrial & Energy and Principals Parker Middle East (PECO) were approached in 2015 by Petrokemya



to provide a solution to their process issue, which was affecting the downstream equipment, raising maintenance cost and causing production loss. The teams have been working together since 2015, attending continuous meetings and submitting proposed solutions. The final proposal was done in consultation with Petrokemya and Technip UK, a technology provider. This is the biggest order for PECO in the region, with installation of their patent technology Blast Pure System in process water filtration.



The inauguration of the first phase with Mr Qahtani and Ali Abdulla Kanoo

A 100% safety record at a record ten-month first phase completion has resulted in accolades for Kanoo Industrial & Energy's P&IP division. Following the mechanical completion of the first phase of the substation project at SASREF, the inauguration was carried on October 4, 2018 in SASREF by SASREF President Hussain Qahtani and Yusuf bin Ahmed Kanoo Group Saudi Arabia Vice Chairman Mr Ali Abdulla Kanoo.

The project required building a substation of 34.5kv for SASREF to power all of SASREF's requirements. The BD5.5 million project was awarded to YBA Kanoo in August 2017 with site activity commencing in November 2017, and was concluded in a record 10-month time frame with zero incidents.

A total of 200,000 safe man hours culminated with a safety award for YBA Kanoo in June 2018. The project has also been acknowledged by ABB Saudi Arabia as one of the best that they have been involved in.

"This is to affirm that Yusuf bin Ahmed Kanoo P&IP - EP maintains best practice standards within the MISO1 Upgrading Project to achieve top quality that exhibits high organisation value," said AAB Project and Operations Manager Muhannad Jarrar.

"The preparation of the 34.5kV Gas Insulated Switchgear substation was extraordinarily excellent. The team spirit shown throughout the process was phenomenal. It is our sincere pleasure to award this quality certificate to one of the best teams we have worked with."

This project was conceptualised and completed by the Kanoo Industrial & Energy's P&IP division in Eastern Province under the leadership of Ashfaq Ahmed and Project Engineer Ali Al Zaher. It is the first of six projects that are underway at SASREF.

SUBSTATION PROJECT AT SASREF COMPLETED WITH 100% SAFE MAN HOURS



ABB Electrical Industries Co. Ltd.
A joint venture limited liability company
Head office - Riyadh, Kingdom of Saudi Arabia
C. R. 101043252 - CoC 349962
Paid up capital - SAR 168,750,000
P. O. Box 8796 Riyadh 11492
Tel.: +966 (0) 11 265 3030
Fax: +966 (0) 11 265 1211

شركة إيه بي إي للصناعات الكهربائية المحدودة
شركة ذات مسؤولية محدودة مختلطة
المقر الرئيسي: الرياض - المملكة العربية السعودية
سجل تجاري: 101043252 رقم المضافة: 349962
رأس المال المدفوع: 168,750,000 ريال سعودي
ص.ب: 8796 الرياض 11492
هاتف: +966 (0) 11 265 3030
فاكس: +966 (0) 11 265 1211

Quality Certificate

To: Yusuf Bin Ahmed Kanoo Company Limited
Power & Industrial Projects Unit - EP

This is to affirm that Yusuf Bin Ahmed Kanoo Company Limited - P&IP - EP maintains best practice standards within the MISO1 Upgrading Project to achieve top quality that exhibits high organizational value.

The preparation of the 34.5kV Gas Insulated Switchgear substation was extraordinary excellent. The team spirit shown throughout the process was phenomenal. It is our sincere pleasure to award this quality certificate to one of the best teams we have worked with.

Project Manager

MUHAMMAD JARRAR
Operations Manager
3262
Date: 18/SEP/2018

Company Stamp



ABB Trading Branch - Riyadh
C. R. 101043252 - CoC 349962
Tel.: +966 (0) 11 484 5500

ABB Projects Branch - Riyadh
C. R. 101043252 - CoC 349963
Tel.: +966 (0) 11 484 5500

ABB Electrical Industries Co. Ltd.
GIS Factory - Dammam
C. R. 101043252 - CoC 349963
Tel.: +966 (0) 13 812 1222

ABB Electrical Industries Co. Ltd.
Cable Trays Factory - Dammam
P. O. Box 516 Dammam 31395
Tel.: +966 (0) 13 812 1222

The ABB Quality Certificate



Borouge 3 Plant

DETECTION, MEASUREMENT & REPORTING OF FUGITIVE EMISSIONS FOR BOROUGE 3 PLANT

Yusuf bin Ahmed Kanoo Group and Abu Dhabi Polymers Company (Borouge) signed an agreement for Fugitive Emission Monitoring Systems (FEMS) worth \$1.14 million in December 2018. The major order aims to undertake a project related to environment protection at the petrochemical plant in Ruwais, UAE.

One of the legal requirements in the UAE is that air emissions of a petrochemical complex such as Borouge, should be monitored and quantified. The ADNOC Code of Practice, 'Pollution Prevention and Control', requires monitoring, quantification and reporting of the fugitive emissions. Fugitive emissions monitoring (LDAR program) has been implemented successfully since 2010 and benefited. Borouge 1 & 2 plants have their standalone programmes implemented successfully by YBA Kanoo in 2013.

Fugitive emissions are emissions to the atmosphere resulting from leaking piping components and equipment. These emissions are most of the time hardly visible, but can be measured at relatively low concentrations for each component (PPM level). While the emission of one single component might seem small, a large number of these leaking components can result into a significant total emission. The loss of raw materials, the danger of explosions and the environmental aspects and impacts have created awareness that companies and organisations should work towards reducing the fugitive emissions through their monitoring programs.

In the absence of a thorough maintenance and monitoring program, these fugitive emissions have

the potential to be one of most significant causes of atmospheric pollution, hence the necessity of monitoring programs. The entire program is managed through a special software installed in Borouge Server, accessible from any system connected to the server.

For the Borouge 3 plant production, the Kanoo Industrial & Energy team will be involved from the beginning, starting from database extraction of around 300,000 sources, software customisation, software Installation, two full cycle monitoring of all identified potential leak sources using Optical Gas Imaging and TVA2020 Toxic Vapour Analyser by a dedicated team.

NATIONAL WATER COMPANY HIAB CRANE DEAL



The HIAB Cranes

Saudi Arabia's National Water Company (NWC) placed an order for six HIAB Cranes for a total value of BD249,000. Four were Hiab 6.5-ton Telescopic boom crane mounted on Hino Truck, and two 10-ton Telescopic Boom Crane mounted on Hino Truck. The cranes will be used in different parts of Saudi Arabia for their internal use, including lifting pumps and pipes.



Perkins and Kanoo Plant & Machinery officials with the new SmartCap

PERKINS, WORKING TOGETHER WITH KANOO, LEAD INNOVATION WITHIN THE POWER SECTOR

Perkins Engines Company Limited, together with Kanoo Industrial & Energy's Plant & Machinery division, are proud to introduce an innovative way to provide useful engine information reliably and seamlessly to all Perkins Diesel engine users, in the Middle East. International Technical Trading Services (ITTS), a Sharjah-based original equipment manufacturer (OEM), using Perkins diesel engines supplied by YBA Kanoo, now offer Perkins SmartCap with their generators.

"The YBA Kanoo Group, along with our exclusive regional distribution partners, Perkins, are excited to offer this new innovative product, to better support our valued customers," said Kanoo Industrial & Energy Executive General Manager Fergus Burke.

The Perkins SmartCap works in conjunction with the Perkins My Engine App, which is free to download for IOS and Android platforms.

"The Perkins SmartCap is the world's first low cost, engine level telematics device," said Kanoo Machinery Regional Power Manager Graeme De Villiers.

"It's incredibly simple to use, as it is a replacement oil filler cap which monitors your engine and can be added to both mechanical and electronic engines to give users useful engine information directly to their phone."



Managers at the annual meeting

PERKINS REGIONAL PARTS MANAGER MEETING

An annual Regional Parts Manager meeting was held by Kanoo Machinery, the Perkins Engines Company Limited Distributor for the GCC and Yemen, in Dubai. Parts Managers from each of YBA Kanoo's distributor territory attended the meeting to participate in strategic updates and planning for next year.

The meeting's key focus was principle and distributor alignment, with an emphasis on greater collaboration across the region. Existing initiatives such as the Perkins SmartCap and Perkins My Engine App were discussed, with enthusiasm shown by managers for the innovative technology. Training was lead by Perkins Product Manager Ian Bradford.

"Staff training on this new innovative product is essential to ensure Kanoo maximises the benefits of the Perkins SmartCap and Perkins My Engine App for all stakeholders," said Kanoo Industrial & Energy Executive General Manager Fergus Burke.

THREE AWARDS WON AT 2018 ARABIAN TRAVEL AWARDS AND TRAVEL TECH MIDDLE EAST



Kanoo Travel UAE & Oman General Manager Aubrey Heldt (fifth from left) receives a trophy and certificate from Sharjah Commerce and Tourism Development Authority Chairman HE Khalid Jasim Al Midfa at the 2018 Arabian Travel Awards

Kanoo Travel celebrated a successful year after being recognised for three major industry awards in 2018, a reflection of the team's continued and collective hard work and dedication.

"It's a great honour to be recognised thrice for this year's Arabian Travel Awards and Travel Tech Middle East," said Family Council Chairman Nabeel Khalid Kanoo.

Kanoo Travel was awarded both the 'Best Travel Management Company' and 'Best MICE Company' for 2018 at the Arabian Travel Awards (ATM), in addition to

the 'Best Travel Management Company' from the Travel Tech Middle East 2018.

"These awards are a testament to Kanoo Travel's professionalism, our passionate team who deliver world-class solutions to a regional client base of loyal customers, and our strong focus on innovation and technology. I would like to congratulate the wider YBA Kanoo Group which provided all the needed support for the business," said Mr Nabeel Kanoo.

The Arabian Travel Awards, which were contested by companies from the MENA region, celebrate the best in the Travel and Hospitality Industry. They are judged to the most rigorous standards by an independent panel of industry experts. The Travel Tech ME Congress is the industry's focal point for great discussions and presentations on important travel technology topics, and a key meeting platform, marketplace and knowledge centre for travel professionals worldwide.

Kanoo Travel boasts a wide market presence with offices in Bahrain, Kingdom of Saudi Arabia, United Arab Emirates, Oman, Egypt, and the UK. It also prides itself in solely representing American Express Global Business Travel, one of the largest travel management companies worldwide.

CUCA STUDENTS TOUR KANOO TRAVEL

Travel and Tourism students from City University College of Ajman (CUCA) visited Kanoo Travel premises in Karama, Dubai to gain insights into their chosen field, and to understand the functions of the industry. It was also an opportunity to those who pursue a career in the Travel sector.

During the visit, Kanoo Travel UAE & Oman General Manager Aubrey Heldt delivered a speech and welcomed the 22 Students, as well as Faculty Member, Dr Tajwar Hussaini, Internal Verifier at CUCA. He further gave a short briefing about Kanoo Travel as a Travel Management Company (TMC) and introduced the new type of evolving business, the Online Travel Agency (OTA).

Kanoo Travel UAE & Oman Sales Manager Salman Bhari conducted a product presentation of Kanoo Travel on all relevant areas of the travel business in order for the students to understand the functioning of the Industry. Kanoo Travel UAE & Oman Regional Travel Manager Naseer Khan gave them an outline on how the Kanoo Travel as a company handles its day to day operations as a corporate business.



CUCA Students and Kanoo Travel staff

"It is a great privilege to extend our support to these students at CUCA for such development opportunities, as these are key drivers in the UAE's economic development," Kanoo Travel UAE Business Partnerships Manager Bhavin Mithani said.

Mr Mithani conducted the office tour to various travel departments and explained the overall operations.

"At CUCA, we believe in fostering a learning environment to our students that will allow them to get career opportunities with organisations that share our values on professionalism and implement the best practices in the industry," said Dr Hussaini.

"I would like to thank Kanoo Travel for the informative office tour. I am sure that it would help the students a lot. It was a wonderful experience to know so much about travel and tourism as a whole."

RELAUNCH OF KANOO REAL ESTATE

Kanoo Real Estate is being taken in a new direction by its new Executive Committee led by Faisal Khalid Kanoo and Talal Fawzi Kanoo, along with new Executive General Manager Abdulaziz “Aziz” Ravat. The Kanoo Real Estate Business Group, which has over time built a strong and stable portfolio, has nevertheless shown a lack in dynamically capitalising on these investments, and other market opportunities, that could have raised the output of the business. Mr Ravat speaks to Kanoo ITQAN Newsletter, detailing his upcoming strategy for his Business Group.

“The business of real estate was essentially more of a service function that managed the occupied premises of businesses segments of the group,” he said.

“Over the course of time, as capital was deployed into Kanoo Real Estate to build up an asset base, the revenue was merely from managing the rental flows from external tenants and the operations were about maintaining the properties, without any specific intention to manage the entire segment as an asset class.

“The business was successful in building a portfolio across the region, as real assets that are separate from financial investments, which are overseen by Kanoo Capital.

“As Kanoo Capital is focused on financial ownership, as opposed to direct management, the issue came down to where does Real Estate that you directly own fit in amongst the asset classes?”

During the evolution of YBA Kanoo Group’s decentralisation towards the end of 2018, Mr Ravat was asked to look over Real Estate’s pool of assets and business model and how it was being managed.

“I crafted a White Paper and in that discussed what is the relevant mechanism wherein real estate as an Asset Class is managed, and what you’d expect to do in terms of risk-adjusted returns profile in this particular kind of segment,” Mr Ravat said.

“We needed to be able to separate out the portfolio of the assets and its management and measure the performance on the assets separate from that of the management company. The modern portfolio owner is looking at the most efficient delivery in terms of the operations of the portfolio and raising the value of that portfolio by specialists in that particular space.

“Because we had something that grew from what was essentially a premises services back office into this large portfolio over three regions, the split we are aiming to engineer in 2019 is to have distinct services within a regional management entity and create brands around each of these services.

“While the ownership is common, you separate out the portfolio, and you create one as Client A, another as Client B, etc., with services delivered and fees being paid. This way you can judge what the Real Estate segment is doing, essentially start treating it like an external venture and opening it up to competition to meet market expectations so you can’t hide inefficiency.”

Mr Ravat emphasise the importance of “bringing the harshness of competition” into the Business Group, in order to move from having one locked-in client (the YBA Kanoo Group as a whole) to having to compete for the business of that client or multiple clients.

“If we do find a vendor who can give a more competitive price, then the portfolio owner should be able to make a call and say ‘I’m getting a service for 2% and you want to charge 8%, so we need to agree or move on’,” he said.

“We are still working on unbundling and pricing the real cost of these services, so there’s no way that make that type of decision today. But that’s exactly what we’ve got to create, a restructuring of services delivery without a drop off in current tenant services.

“Eventually, when we have the structure sorted out, and the business culture changed, we want to be able to have a Facilities Management business to be able to compete in the marketplace as well.

“Once we start being able to compete externally with services, we will generate incremental real cash revenue. Apart from an uplift in the performance of the properties portfolio, that is the revenue we need to grow. By Q3 we want to be in a position to market this facilities management service in all our metro areas.”

By 2020, Mr Ravat said Kanoo Real Estate management services could be split into the relevant stand-alone companies, each with their own client base, and the branding exercise around each entity should be complete.

“Definitely by 2020 we should have created the right staffing mix, by getting people aligned to the delivery of the distinct services, and where YBA Kanoo Group, as a client is just one source of revenues. Ideally external clients would comprise more than 50% of revenues that the management entities generate. That’s how we can say we have truly become competitive,” he said.

He also said that one of the major focuses for Kanoo Real Estate moving forward is where to invest money.

“If you don’t intervene at the right point, you end up with a run-down property, and that is wasteful of economic resources,” he said.

“But while we draw a line under the past, and focus on implementing the relaunch, we have to carefully look at the economic trends in our target metro areas and the whole region, and decide where and when to invest, what the revenue payoff is, and what potential is there to grow the value of the real estate portfolio.

“We have the capacity to do so much more and with the guidance of the Chairman and Group CEO, we can aspire to succeed.”

SUCCESSFUL CLOSING OF APM TERMINALS BAHRAIN IPO



Ringling the bell at the Listing Ceremony of APM Terminals

APM Terminals Bahrain's BHD 11.880 million initial public offering (IPO) was met with strong demand from local and regional institutions and retail investors alike, resulting in an oversubscribed offer with funded

applications totaling 6.8 times the institutional offer size and 2.2 times the retail offer size. An overall oversubscription resulted from funded applications 5.4 times the offer size.

Allotment notices and refunds have been distributed on December 3, 2018 and APM Terminals Bahrain has started trading on the Bahrain Bourse on December 9, 2018 under the symbol APMT.

Following the successful public offering, the ownership structure of APM Terminals Bahrain is as follows: APM Terminals BV (64%), YBA Kanoo Holdings of Bahrain (16%), and IPO applicants (20%). APM Terminals BV is the company which operates a global network of 74 operating ports and terminal facilities and over 117 Inland Services operations spread over 58 countries, is part of the A.P Moller – Maersk group, a global business headquartered in Copenhagen, Denmark, with activities in the transport and logistics which includes the biggest container ship operator in the world.

BAS TO REMAIN BAHRAIN INTERNATIONAL AIRPORT'S GROUND HANDLING SERVICES PROVIDER UNTIL 2034

Bahrain Airport Services (BAS), the ground handling services provider at Bahrain International Airport (BIA), have signed a heads of terms agreement with Bahrain Airport Company, which will see BAS remain Bahrain International Airport's (BIA) ground handling agent for passengers, luggage, aircraft, and catering services until 2034. The agreement was signed by BAC Chief Executive Officer Mohamed Yousif Al-Binfalah and BAS Chief Executive Officer Salman Al-Mahmeed.

The signing of the agreement was combined with a transaction where the shareholders of BAS, including YBA Kanoo Group, agreed to sell a portion of their holding to Gulf Air Group Holding's taking their ownership in BAS to 44 per cent, increasing the Mumtalakat-owned holding company's control over a key strategic aviation asset. The agreement signed in the presence of Family Council Chairman Nabeel Khalid Kanoo, Kanoo Capital General Manager



Agreement signed in the presence of Nabeel Kanoo with BAS and BIA officials.

"In line with the objectives of Vision 2030 and efforts to strengthen the aviation sector as a key driver of the Bahrain economy, this purchase allows BAS to play an even more significant role in BIA's transformation into a world class boutique airport," said Bahrain's Transportation and Telecommunications Minister HE Kamal Ahmed.

"Consolidating control over Bahrain's key aviation assets under the umbrella of the Group will improve our ability to implement national strategic plans. For passengers and cargo, it will mean an improvement in the levels of service throughout the airport and a streamlining of procedures."

KANOO CAPITAL ESTABLISHING PRESENCE IN GLOBAL CONFERENCES

Kanoo Capital has been growing its presence internationally by attending more specialist conferences across the world with the aim to network, promote the Kanoo Group's name, and gather intelligence that is then reflected through strategy, sourcing, decision making. In Q4, Kanoo Capital General Manager Stergios Voskopoulos attended Get Global Conference in Los Angeles, USA and the Super Return Middle East Summit in Abu Dhabi, UAE. In both conferences, Mr Voskopoulos was a speaker giving expert advice from his position within Kanoo Capital.

"I have been attending these conferences for the last decade, but with Kanoo Capital, I have been invited as a speaker with a focus on investment strategy, family groups and leadership/innovation," Mr Voskopoulos said to Kanoo ITQAN Newsletter.

"At Super Return Middle East, our main topic was Family Offices in the Spotlight.

"The panel I participated in was with three family groups on how we allocate capital, define strategy, what's the process, and so on.

"I was speaking alongside NARMO Capital Chief Investment Officer Werner Braunock, MAISC Head of Direct Investments Robert Samaan, and Kimera Group Chief Investment Officer Zaid Al-Qaimi

"I explained what the mandate of Kanoo Capital is, our investment style and strategy, how we form our asset allocation, how look at private capital and liquid markets, how we source opportunities and deal with fund managers directly and globally.

"The second question was on governance. We said you have to be independent with certain authority, and not have the shareholders tell you what to do while keeping a good level of dynamism and flexibility. This is more professional within an investment policy framework that is still approved by the Board and shareholders.

"Another aspect we touched on was on the emerging trend of family groups such as us going directly into deals, and select fund managers through our own asset allocation. We need resources, the right people, and focus, and we've had meetings internally in Kanoo Capital to discuss that for the mid to long-term. We already achieved a lot within a short period."

Mr Voskopoulos was also a Guest Speaker at the GetGlobal Conference in LA, talking on the interesting topic: 'Power Capital: How Family Offices and Conglomerates Partner for Expansion'.

"I met the founder of the GetGlobal Conference at the Milken Institute Summit in LA," he said.



"It's a smaller conference but you get to meet many people. Smaller conferences are sometimes better because you bond, you have a chat, you go out afterwards, you have a lot of time to interact properly. Through many of these relationships built, we can now source business or deals and aim to cooperate.

"Power capital family groups are stronger globally and can go directly into investments without the need of outsourcing or pay advisors to do so. This is true across the world. For instance, Lippo Group was there and we started talking directly on how they as a group expanded globally starting from Indonesia 30 years ago and today have offices in several geographies.

"We discussed how family owned companies can collaborate, but we also talked about how companies who come to our respective regions (Middle East, South east Asia) won't find it easy, they need local partners.

"We spoke about business norms, how things get done, access, we spoke about innovation and how as a group we're moving into new areas, looking into venture capital, accessing new technologies, see how we can bring them here while diversifying dynamically around the globe.

"Companies from outside our region always wish to have good partners on the ground. Succession in family groups is a key factor, and that's where professionals and family owners have to be fully aligned, jointly set a vision and produce sustainable growth.

"The YBA Kanoo business and the family have a strong name, but we're really also putting ourselves out there now."

To watch Mr Voskopoulos' talk at Get Global, visit <https://youtu.be/EdXD1kO6b68>.



Employees with their awards

KANOO TRAVEL RECOGNISES TOP PERFORMERS AND KEY INDUSTRY CONTRIBUTORS FOR 2018

Kanoo Travel recognised its UAE top performers for 2018, with an awards ceremony held at its Headquarters in Dubai. Kanoo Travel Interim Executive General Manager Zaeem Gama and Kanoo Travel UAE & Oman General Manager Aubrey Heldt hosted the ceremony and awarded the best employees based on several criteria, which were subjected to nominations by individual line managers and selection of winners by the management from among those nominees.

“Today we honour the extraordinary achievements of our 2018 award winners,” said Mr Gama.

“Those we have recognized have exhibited a true commitment to transforming Kanoo Travel in setting the standard for excellence within our company. They have exuded exceptional services not only to external but internal customers and emerging on top of their game.”

Mr Heldt added, “We strongly believe that this recognition will further encourage and build stronger enthusiasm and strength within our teams to scale

new height for 2019. The winners were lauded for their dedication to going above and beyond their call of duty in serving Kanoo Travel’s customers and in continuously enhancing our client travel experiences.”

This year’s winners who generated the ‘Highest Income’ were awarded to: Abdul Khader Subhan, Hazel Muthambiranwa, Ma Loisa Bayos Gonzales, Nafessa Ansari Usman and Shafiullah Mohamed; while ‘Best Sales’ were given to Vikas Patil, Flora Coutinho, Rekan Fazly Mohammed Latiff, Bahaa El Deen, Vimal Varghese, Arun Kumar B. Manigandan, and Waqar Ahmed respectively.

Other key awards including ‘Best Support Associate’ were given to Sundeeep Sundara Babu, Muhammad Faraz Alam Khan, Kashimsab Shaikh, Rony Rodrigues, Jemini Jose Elavunkul, Edwin Vincent Dsouza, Duminda Prasad Silva, Irfan Zaka, and Wasantha Kumara Langappuli.

The ‘Best Customer Care’ awards were given to Qusai Habib, Marlon Cres M Andos, Haydee Mapoy, Roy Urmenita, Mohammed Idrees Amer John, Erly Sandaan Sta Cruz, Nazimul Islam, Debbie Tamayo David and Niroshanna Mandalanayagam.

Managers and staff of Kanoo Travel from across the UAE, as well as the regional office, convened to recognize and celebrate this year’s Kanoo Travel top performers in the UAE, while highlighting the importance of delivering an efficient, fast and convenient service to customers, and also keeping abreast with technologies.



Group photo of all employees awarded

LONG SERVICE AND DISTINGUISHED EMPLOYEES HONoured

Yusuf bin Ahmed Kanoo Group honoured a total of 17 employees for their long and dedicated service, seven employees for high performance during 2018, and five distinguished women for their contribution to the Group's growth. Certificates of appreciation and a token of appreciation was handed out to all employees by Group Chairman Khalid Kanoo, in the presence of Director Saud Kanoo, Family Council Chairman Nabeel Kanoo, and Director Mona Mubarak Kanoo.

Raj Shanker Nair was honoured for 35 years of service; Yusuf Husain, Essa Jaffar, Ali Sultan, Zahoor Querseshi, Umer Wahed, Izzat Khan, Jaffer Ahmed and Fahad Fakhrawi were honoured for 30 years of service; Anil Kumar, Selliah Muniayah, Sarath Menon, Maria Mathews and Patniya Shantilal were honoured for 25 years of service; and Michael Folkard and Ashraf Ansari were honoured for 20 years of service.

Five distinguished women were awarded the Women Day Award: Abeer Ahmed Khalil Al Hayki, Zahra Abdulla, Huda Qurban, Durah Alawi and Khadija Al Mohri.

Seven employees were honoured for high performance during 2018. They were: Herz Al Herz, Manayel Al Ameer, Sayed Hasan Abdulla, Nusaibah Al Madani, Mohamed Abdulhusain, Zainab Abdulla, and Ebrahim AbdulRasool.



Raj Shanker Nair



Essa Jaffar



Zahoor Querseshi



Umer Wahed



Izzat Khan



Jaffar Ahmed



Fahad Fakhrawi



Anil Kumar



Selliah Muniayah



Sarath Menon



Maria Mathews



Michael Folkard



Ashraf Ansari



Manayel Al Ameer



Nusaiba Al Madani



Zainab Abdul Ameer



Mohamed Jawad AbdulHusain



Sayed Hasan



Ebrahim AbdulRasool



Abeer Al Hayki



Zainab AbdulAmeer on behalf of Zahra AbdulAmeer



Huda Qurban



Khadija Al Mohri



Durrah Alawi

EMPLOYEES OF THE MONTH

Employee of the Month awards were presented by Director Mr Ahmed Fawzi Kanoo to Omer Al Shehry in Kanoo Travel for July 2018, Daniyil Alvi from Accounts in August 2018 and Moteb Al Otaibi in Administration for September 2018.



EOTM July Omer Shehry



EOTM September Moteb Al Otaibi

KANOO LOGISTICS HIRES SIX SAUDI WOMEN

Kanoo Logistics hired seven Saudi employees in Damman, six of which are industry-experienced women. The hiring is in line with Kanoo Logistics' aim of increasing localisation from 51% to 70% by end of 2019 in Saudi Arabia. A two-day job fair had been held in October 2018 in collaboration with Group HR to recruit qualified Saudi Nationals.

Kanoo Logistics would like to welcome the new employees, and are confident in their ability to grow and develop both professionally and personally.

The new employees are Sales Executive Faisal Al Maghluth, Customer Service Executive Shook Al Shehab, Operations Assistant Fatma Al Bannawi, Operations Assistant Aqela Al Musalem, Assistant Manager Fatimah Al Tawiel, Operations Assistant Bashayer Al Qatari and Operations Assistant Rawan Al Dossary.

Follow us on:



@YBAKanoo



@YBAKanoo



@YBAKanoo



Yusuf bin
Ahmed Kanoo
Group

www.kanoo.com

يوسف بن أحمد كانو
Yusuf Bin Ahmed Kanoo





Phil English shaking hands with Khalid Kanoo in the company of Fawzi Kanoo and Mona Kanoo

FAREWELL TO FORMER GROUP CFO PHIL ENGLISH

A farewell party was held for former Group Chief Financial Officer Philip English at the Kanoo Guest House in Mahooz. Philip was extremely dedicated to the Yusuf bin Ahmed Kanoo Group during his tenure here, and YBA Kanoo Group Directors and management wish him the best of luck with his future endeavours. The farewell was attended by Group Chairman Khalid Mohamed Kanoo, Acting Group CEO Fawzi Ahmed Kanoo, Director Mona Mubarak Kanoo, as well as senior management.



Hussain Rasool, Hamad AlKhaja, Anas Kamaluddin



Management at the farewell party



Senior management at the farewell



Team posing with the commemorative finisher plaque

YBA KANOO PARTICIPATES IN BAHRAIN MARATHON RELAY

Yusuf bin Ahmed Kanoo Group took part in the 2018 Bahrain Marathon Relay, with a team consisting of 16 employees from across our five business groups. Team Captain was Anand PV, and the team consisted of Shaima Isa, R S Manohar, Abeer Al Haiki, Stephen Wagstaff, Panchu Venkateswaran, Peeyush Purushotham, Mahmood Khalil Rasti, Remin Ramachandran, Ali Taqi, Zahra Ameer, Yubi Mathew, Safa Ali, Sagi Thomas, Ahmed Ali, Arun Unnikrishnan and Anil Kumar K.



Team members at the race start



Shaima Isa and Safa Ali



Team photo before the Marathon began

KANOO TRAVEL WINS RUNNER-UP TROPHY AT DELTA FOOT GOLF CHALLENGE



Naseer Khan, Aubrey Heldt, Sherif Ibrahim, Mohamed Hossni, Claten Mathias and seated Andre Lopez with the trophy

The Delta Foot Golf Challenge 2018 ended with a display of Tee to Hole accuracy from Kanoo Travel's Team B which finished with the Runner-Up Trophy held at the Dubai Creek Golf & Yacht Club on November 9, 2018.

The Foot Golf Challenge was hosted by Delta Airlines with the participation of its major travel partners, including Kanoo Travel. Every year, Delta Airlines organises various sporting events attended by its industry partners across the UAE.

"We were excited to play in the competition with extremely talented players and excellent coaches from across our partners and customers, leading to this award. This gathering also continues to nurture the bond between us," said Kanoo Travel UAE & Oman General Manager Aubrey Heldt.

Foot Golf is a precision sport, in which players kick a soccer ball into a cup in as few shots as possible. The game is played similarly to golf, with the exception that players use a soccer ball instead of a golf ball, and the ball is kicked rather than struck with a club, working toward a 21-inch "cup" in place of the usual golf hole.

The winning teams were awarded with trophies, and players from the teams as well as participants emphasised the importance of physical fitness and staying physically active.

YOUNG CRICKET STAR REPRESENTING SAUDI CRICKET TEAM IN ASIA QUALIFIER

Nawazish Jezuli, the son of Kanoo Logistics National Support Services Manager, Dammam Jezuli Hussain, was selected to take part in the Saudi National Cricket Team for the U19 World Cup Asia Qualifier in Thailand.

Nawazish started playing cricket at nine years old, and has played for Kanoo Logistics, as well as Kanoo Travel team, in the Kanoo Inter-Division Cricket Tournaments conducted annually. His abilities were spotted by Kanoo Machinery Spare Parts Sales Supervisor Ayub Khan, who coaches young cricketers.

Nawazish is Captain of the Saudi team and plays in the Wicket Keeper position. His first tournament was in 2016, at the Under 19 World Cup Cricket Asia Qualifier, Division Two. More recently, he led the team to two wins and collected a 'Performer of the Match' Award.



Nawazish during a match

WELCOME ON BOARD

We are very happy to welcome the latest recruits to the YBA Kanoo family. As we begin another exciting year, your fresh ideas, enthusiasm and commitment will help continue to build on the company's success.

BAHRAIN

MOHAMED FAHEEM KILPADI AREA SALES MANAGER SUNDRY DEBTORS	AQEELA SAYED HUSAIN ALAWI FINANCIAL ANALYST INDUSTRIAL & ENERGY	WAAD OSAMA ALSAAD SR. CUSTOMER SERVICE EXEC KANOO LOGISTICS	ZAINAB ALI SHAKEEB LOGISTICS OFFICER KANOO LOGISTICS	BAYAN KHALID ABDULLA CUSTOMER SERVICE EXEC. KANOO LOGISTICS	BISHWA KUMAR GURUNG WATCHMAN KANOO REAL ESTATE
MOHAMAD IBRAHIM MUJAWAR SALES ENGINEER INDUSTRIAL & ENERGY	HASHIM CHOUGLE SHIPPING ASSISTANT SHIPPING FINANCE HUB	SHERMAN MALCOLM PINTO ACCOUNTS MANAGER MAHAL - FAMILY FUND	NAWAF YASEEN ZAINAL ORGANISATIONAL DEV. & EFFECTIVENESS MGR GROUP HR		

KSA

ABDULLAH BIN SULEEH FIELD SUPERVISOR INDUSTRIAL & ENERGY	ADBULLAH ALRASHEED ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	AHMED SAAD ALDOSARI TECHNICIAN INDUSTRIAL & ENERGY	FAHAD ALMOUSA ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	FAHAD SALEM ALSHAMMERI ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	MOHSEN NAIF ALOTAIBI TECHNICIAN INDUSTRIAL & ENERGY
YASIR ALSHUWAYQI TECHNICIAN INDUSTRIAL & ENERGY	ABDULLAH ALI AL NAMI ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	AHMED ALI AL QUREET BOARDING CLERK KANOO SHIPPING	AQELA HASSAN AL MUSALEM OPERATIONS ASSISTANT KANOO LOGISTICS	BADER IBRAHIM AL KHALDI TECHNICIAN INDUSTRIAL & ENERGY	BASHAYER NEZAR AL QATARI OPERATIONS ASSISTANT KANOO LOGISTICS
BASIM SAIF AL DOSSARI TECHNICIAN INDUSTRIAL & ENERGY	FADEL HUSSAIN AL GUSHIRI TECHNICIAN INDUSTRIAL & ENERGY	FAISAL ALI ALGHAMDI TECHNICIAN INDUSTRIAL & ENERGY	FAISAL SAMEER AL MAGHLUTH SALES EXECUTIVE KANOO LOGISTICS	FATIMAH HUSSAIN AL TAWIEL ASSISTANT MANAGER KANOO LOGISTICS	FATMA AL BANNAWI OPERATIONS ASSISTANT KANOO LOGISTICS
FAWWAZ FAIZ AL JOHARJI SAFETY OFFICER INDUSTRIAL & ENERGY	HASAN AL QURAIN TECHNICIAN INDUSTRIAL & ENERGY	IBRAHEM ALI AL DOSSARY BOARDING CLERK KANOO SHIPPING	JASSEM HUSSAIN AL MUGREN TECHNICIAN INDUSTRIAL & ENERGY	KHALID AJAB ALHAJRI TECHNICIAN INDUSTRIAL & ENERGY	MOHAMMED IBRAHIM AL OBAID OPERATION ASSISTANT KANOO SHIPPING
MUHAMMAD OWAIS SHAIKH SENIOR SALES ENGINEER INDUSTRIAL & ENERGY	MUSLIM ALI AL MOAIBED TECHNICIAN INDUSTRIAL & ENERGY	RAWAN MUBARAK AL DOSSARY OPERATION ASSISTANT KANOO LOGISTICS	RAYANAH AL SHAMRI TRAINEE KANOO TRAVEL	SALEH SAAD AL MANA SENIOR TECHNICIAN INDUSTRIAL & ENERGY	SALMAN AL MENSIF ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY
SAMI SALEH BIN MATAR TECHNICIAN INDUSTRIAL & ENERGY	SHOOK AL SHEHAB CUSTOMER SERVICE EXEC. KANOO LOGISTICS	WALEED SALEH AL QUDRAH SAFETY OFFICER INDUSTRIAL & ENERGY	YASSER HAMAD AL SALEH ASST. TECHNICIAN INDUSTRIAL & ENERGY	ABDULAZIZ AL MUADI ELECTRICIAN INDUSTRIAL & ENERGY	ABDULLELAH ABDULDAEM MECHANIC INDUSTRIAL & ENERGY
AHMED MOHAMMED HILAL TECHNICIAN INDUSTRIAL & ENERGY	EISSA LOUAIFI AL ALWANI TECHNICIAN INDUSTRIAL & ENERGY	ESSAM JBRIL AL-ZUHIFI TECHNICIAN INDUSTRIAL & ENERGY	HESHAN MARIO HANEWLLA AIRPORT OFFICER KANOO TRAVEL	HUSSAIN HASSAN AL NAKHLY TRAVEL CONSULTANT KANOO TRAVEL	HUSSAM AL MSABAH ELECTRICIAN INDUSTRIAL & ENERGY
IBRAHIM MOHAMED AL AMIR WORKSHOP SUPERVISOR INDUSTRIAL & ENERGY	MANSOUR MAHMOUD YATI FIELD SUPERVISOR INDUSTRIAL & ENERGY	MARUAN AL-GHAMDI SAFETY OFFICER INDUSTRIAL & ENERGY	MOUSA FAHAD AL-HURIJI ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	NAIF MOHAMMED ALSOBHI TECHNICIAN INDUSTRIAL & ENERGY	RAID ALI AL KHOBRANI TECHNICIAN INDUSTRIAL & ENERGY
SAEED ALZABADEEN TECHNICIAN INDUSTRIAL & ENERGY	SAMI AMMAR AL TAIEB MECHANIC INDUSTRIAL & ENERGY	SHOROUH ABU SAIF TRAVEL CONSULTANT KANOO TRAVEL	SULTAN SHAFI AL-DOOSSREI ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	TALAL AL-ANAZI ASSISTANT TECHNICIAN INDUSTRIAL & ENERGY	

EDITORIAL TEAM

Editor-in-Chief:
Hussain Rasool

Editor:
Laala Kashef Alghata

Design:
Manayel Al Ameer