



# YBA KANOO NEWSLETTER

2020 | ISSUE NO. 20

الذكرى المئوية والثلاثون  
130th Anniversary



**KANOO SHIPPING LAUNCHES OPERATIONS IN ANTARCTICA:**  
Serving our clients to the edges of the World

Bahrain National Day  
Celebrated

06



Kanoo I&E at  
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## CEO'S MESSAGE

Dear Colleagues,

Thank you for your work in 2019. While Kanoo did not reach all its growth targets, we did grow the overall business in a tough economic downturn. We will be closing the books shortly and will provide more information about our results through the ExComs. However, we had some notable revenue and non-revenue achievements in our divisions such as;

- Kanoo Logistics outperformed against their budget and secured a 5-year contract with BASF among various achievements.
- Kanoo Shipping reached Antarctica through its South Africa Office. They were also awarded the Ship Agent of the MENA Region for the second consecutive year and started operating with our global partner S5 in the Indian Subcontinent.

- Kanoo Travel was named the Best Corporate Travel Company and the Tech Savvy Travel Agency in the Middle East.
- Kanoo Industrial and Energy secured critical new partnerships and signed new joint ventures to allow us to better serve our clients and innovate within the region
- All our Divisions have successfully achieved the best Quality Management and Information Management Systems certificates.

2020 is a pivotal year for YBA Kanoo; it will be a year where YBA Kanoo 'lives' the culture of execution and discipline. While we anticipate 2020 will be better, growth will not come without competitive and economic headwinds. Each division has a confirmed budget, clear targets, and an operating strategy to grow notwithstanding cyclical conditions. You can expect more details on this from your Divisional CEOs.

2020 will also be a year where we celebrate the 130th year anniversary. The 130 years anniversary celebrations which are set to occur in every country we have presence in and will be an opportunity to express how proud we are of the history and achievements of one of the oldest names in business in the region.

I wish you all a successful year, full of achievements, and a happy 130th anniversary.

Best Regards,

**Jeff Singer**  
Group Chief Executive Officer





يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO

### Company Announcement – Acting Group HR Manager

Dear Colleagues,

Our former Group HR Manager Marwah Alsaad had her last working day on November 7, 2019. During her tenure with YBA Kanoo, Marwah was dedicated to her role and we wish her the best of luck in her future endeavours.

Effective November 10, Alan Phin has been named Acting Group HR Manager. Alan joined YBA Kanoo in 2013 as Learning and Development Manager, and was promoted several times until he was Head of Shared Services, managing HR Operations and Indirect Procurement for both Bahrain and Saudi Arabia.

Alan holds a Master's Degree in Business Administration from Heriot Watt University, Edinburgh Business School.

I am sure that you will give Alan your support in the coming months.

Yours Sincerely,

**Jeff Singer**  
Group CEO  
YBA Kanoo Group







يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO

11/12/2019

### Company Announcement – Group Corporate Services Manager

Dear Colleagues,

I would like to announce that effective today our Group Corporate Service Manager, Mr. Jameel Al Sharaf will be transitioning from his current position to take on a role as Consultant with our subsidiary company K-Soft.

Jameel has been an integral part of the YBA Kanoo Group for over 6 years and has during his tenure, modernized and updated our IT platforms and systems. Jameel also helped in the establishment of Shared Services and worked on several projects to optimize the function and processes.

I would like to thank Jameel on behalf of the Group for his efforts and service and we wish him all the best in his new role.

I have asked Alan Phin (acting Group Head of HR) to oversee the functions of IT, HSE and Corporate Communications previously managed by Jameel in the interim

Alan, who has been with the group for over 6 years, will continue to support the business through Shared Services and will work with the various departments to ensure we are achieving the company goals. I am sure you will all extend your full support to Alan

Yours Sincerely,

**Jeff Singer**  
Group CEO  
YBA Kanoo Group





يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO

25/12/2019

### Company Announcement – Kanoo Logistics Acting CEO

Dear Colleagues,

Kanoo Logistic have gone through a remarkable evolution in the past few years as we've pursued our vision for growth and our endeavor to deliver service excellence alongside our partners and clients as well as being an effective part of the YBA Kanoo Group.

In our journey towards growth, we always predict change and today we come across one of these change conditions. After several years of dedicated service, the Kanoo Logistics CEO Krishna Kumar has decided to leave the business. We are grateful for everything he has achieved, especially in nurturing and empowering a young and energetic team focused on winning and drawing a growth strategy for the division.

To ensure continuity, Yousif Al Manea has been appointed Acting CEO of Kanoo Logistics, and will hold all related authority. Yousif, an industrial engineer who has been with the group in various positions since 2007 and have grown to become the Commercial Manager in KSA & Bahrain is well equipped to continue our mission in Kanoo Logistics. I am sure you will welcome him warmly as he takes over the role and provide him with your full support.

The YBA Kanoo Group is one with a long and distinguished history, and we continue to be proud to work together to ensure our joint success as we enter our 130<sup>th</sup> year.

Yours Sincerely,

**Fahad Fawzi Kanoo**

President

Kanoo Shipping & Logistics





# SPEAK UP!



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TRADE SANCTION VIOLATIONS	MONEY LAUNDERING	CUSTOMER COMPLAINTS
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	OTHER	

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Ali Abdulaziz Kanoo, Khalid Kanoo, Fawzi Kanoo & Ali Abdulla Kanoo

## YBA KANOO CELEBRATES BAHRAIN'S NATIONAL DAY

Yusuf bin Ahmed Kanoo Group (YBA Kanoo) celebrated the occasion of the 48th National Day of the Kingdom of Bahrain and the 20th Accession Day of His Majesty King Hamad bin Isa Al Khalifa at Kanoo Tower in the Diplomatic Area. The celebration was attended by Khalid Mohamed Kanoo, Group Chairman, Fawzi Kanoo, Deputy Chairman, Kanoo Family members, and the Group's employees in Bahrain. The event included folk music played by a traditional band, the distribution of giveaways, as well as honouring long serving employees and employees of the year.



Fawzi Kanoo making a speech on the occasion



The Kanoo family honoring Anand PV from Real Estate



Fatima Al Ansari honored by the Kanoo family



Durrah Alawi honored by the Kanoo Family



Hasan Jawadi honored by the Kanoo Family





Khalid Kanoo and Ali Abdulla Kanoo inspecting the traditional band



Staff members enjoying the event



The band playing unforgettable tunes



Kanoo Real Estate team group photo

# SAUDI NATIONAL DAY CELEBRATED

On September 23<sup>rd</sup>, Yusuf Bin Ahmed Kanoo celebrated 89<sup>th</sup> Saudi National Day by decorating Medinah Road office building in Jeddah with green lights and Saudi national flags.







Mr Fahad Kanoo cutting the cake

Dubai, UAE: Employees, as well as members of the Management at The Kanoo Group, came together to commemorate the 48<sup>th</sup> UAE National Day which was held in advance on 27<sup>th</sup> November 2019 at its Dubai Headquarters, including synchronised celebrations across its divisions in the UAE.

The symbols and colours of the UAE flag, in addition to cultural arts and crafts, were adorned transversely at Kanoo premises in the UAE to mark the spirit of the union.

Mr. Fahad Kanoo, CEO, The Kanoo Group - UAE & Oman and Mr. Jeffrey Singer, Group CEO, Yusuf Bin Ahmed Kanoo, as well as divisional heads, graced the important celebration. The Kanoo Group hosted a banquet meal and special get-together with lots of entertainment and gift incentives for participants of games, fun trivia and Q&A's.

Ms Maha Kanoo, Head of HR, Admin and Marketing, said, "We are delighted to share this special occasion

# THE KANOO GROUP CELEBRATES THE 48<sup>th</sup> NATIONAL DAY

with the entire country which embodies our sense of gratitude to our founding father and wise leaders with their 48 years journey towards a peaceful and progressive nation. This is a proud moment for us in the history of the UAE."

"The Kanoo Group, being one of the pioneering family-owned conglomerates in the region, also witnessed and shared towards nation-building efforts as part of the industry for now over a century," she further said.

Participants attended the event with colours and adornments of the UAE flag including scarves and badges, and symbols capturing the Emirati spirit. Moreover, a UAE traditional dance was performed by select staff which was well received by the crowd.

The Kanoo Group for years has been celebrating the UAE National Day as another milestone of achievement in several industries. With The Kanoo Group's diverse workforce, the celebration they say means more than a festival. It is an inspiration to look forward to realising greater success in the future while paying tribute to the UAE's strides and great achievements.



UAE staff members enjoying the event

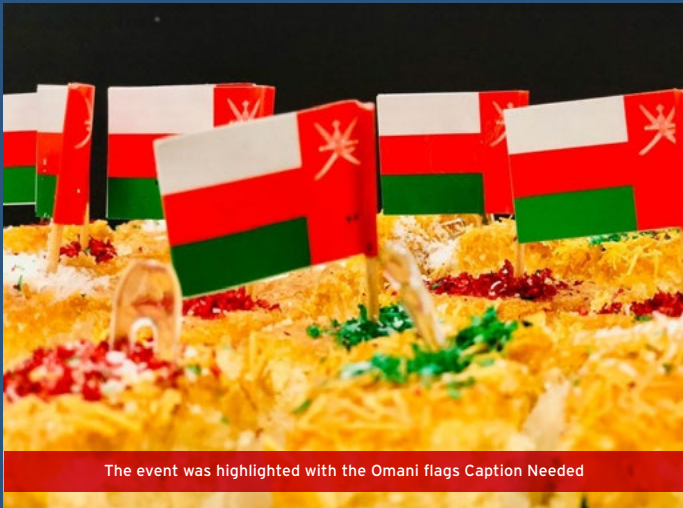


UAE Staff at the event





## THE KANOO GROUP CELEBRATES THE 49<sup>th</sup> OMAN NATIONAL DAY



The entire office was adorned with miniature flags and tricolour decorations signifying the colours of the Oman flag (red, white and green) to mark the celebration.

The 49<sup>th</sup> Oman National Day was the start of a two-day break, as 19<sup>th</sup> November was also declared a public holiday to mark the 79<sup>th</sup> birthday of His Majesty Sultan Qaboos bin Said.

Muscat, Oman: The Kanoo Group celebrated the 49<sup>th</sup> Oman National Day held on 18<sup>th</sup> November 2019 at its head office in Azaiba, Muscat. It was attended by employees from Kanoo Shipping Muscat branch, as well as from the Accounts, HR, and Administration departments.

On the auspicious occasion, Oman Nationals and Expats alike came together for a banquet meal with a festive spirit, while exchanging pleasantries and National Day greetings to commemorate the country's independence. It was followed by a cake-cutting ceremony led by Mr Janaka Hewage (Shipping Manager), Mr Vijay Shankar (Accounts Manager) and Mr Mustafa Mohamed (HR & Administration Manager).







YBA Kanoo leadership with BASF senior management members

# BASF SENIOR MANAGEMENT VISIT KANOO TOWER BAHRAIN

Senior representatives of BASF, a partner and the Germany-based European chemical company, noted as the largest chemical producer in the world visited YBA Kanoo recently at Kanoo Tower Bahrain.

The BASF Group is noted to comprise of subsidiaries and joint ventures in more than 80 countries and operates six integrated production sites and 390 other production sites in Europe, Asia, Australia, the Americas and Africa.



A discussion on Kanoo history



Friendly relations and business discussions during the visit

## THE KANOO GROUP'S DEPUTY CHAIRMAN RECEIVES AMBASSADOR OF SRI LANKA TO THE UAE

Abu Dhabi, UAE: Deputy Chairman of The Kanoo Group, Mohamed Abdul Latif Kanoo welcomed Sri Lanka's new Ambassador to the UAE, H.E. Majintha Jayasinghe on 29<sup>th</sup> October 2019 at The Kanoo Group office in Abu Dhabi.

H.E. Majintha Jayasinghe, together with Mr. H.K.K.A. Jayasundara (Minister Counselor - Embassy of the Democratic Socialist Republic of Sri Lanka) and Mr. Mohamed Ismail Mohamed Rizvi (Head of Chancery - Consular and Protocol) were present during the meeting with representatives of The Kanoo Group.

The meeting between the two parties discussed exploring and promoting potential areas of collaboration in the Travel, Oil & Gas, and Power sectors, and possible opportunities to work closely with The Kanoo Group.

Lastly, the Deputy Chairman expressed his gratitude for the visit and wished the Ambassador all the success in his new role and in improving bilateral relations and cooperation between the United Arab Emirates and Sri Lanka.



Mr. Majintha Jayasinghe, Ambassador of Sri Lanka to the UAE [right] meets Deputy Chairman Mohamed Abdul Latif Kanoo at The Kanoo Group office in Abu Dhabi, UAE



Group photo during the meeting

## YBA KANOO GROUP SPONSORS JCA PREMIER LEAGUE



Sultan Al Yazeedi during the ceremony

As part of its continuous CSR efforts, Yusuf Bin Ahmed Kanoo Group (YBA Kanoo) announced its support to one of the highly anticipated cricket leagues in KSA, the Kanoo Premier League, which is organized annually by Jeddah Cricket Association (JCA). A sponsorship cheque was handed over by YBA Kanoo's Marketing and PR Executive in Jeddah, Sultan Al Yazeedi to JCA's Chairman Dr. Faiz Al Abideen during the announcement.

"This will be the 26<sup>th</sup> year YBA Kanoo has sponsored the league which demonstrates the Group's strong commitment towards supporting sports and youths" Sultan Al Yazeedi said. On behalf of JCA, Dr. Faiz Al Abideen praised YBA Kanoo for their strong support to JCA league. "We highly appreciate the continuous efforts of Mr. Khalid Mohamed Kanoo, YBA Kanoo Group's Chairman and Mr. Ahmed Fawzi Kanoo the Deputy Chairman who are big supporters of youth, sports and cricket. Their generous contribution to the league has helped us continue this annual sporting event for years."

Kanoo T20 Premier League will extend over a period of 4 months and will include 12 teams playing against each other in a league cum knock-out format.



## “CAREFUL DOCUMENT CREATION AND PRE CONTRACT PROCESS” TRAINING CONDUCTED



Attendees of the training session

Under the leadership of Ali Abdulla Kanoo, the Kanoo Industrial & Energy (I&E) legal department is working on a series of training initiatives this year, to increase the legal skills of the operational staff within I&E.

The first part of the training is titled “Careful Document Creation and Pre Contract Process”. The training will be rolled out across the I&E group, across all offices.

Recently, Mohammed Jamil and Riyaz Khan, delivered the training over two days with 30 managers, senior sales staff who attended the training. The purpose of the training is to upskill our operations team so that they become the first line of defense in the managing of legal risks.



Mohamed Jamil during the training

All of us, at all levels of the organization, from the support staff, function, operations to the CEO's, we all create documents, whether those documents are reports, e-mails or text messages. Each and every document not created without care can potentially be used against the organization, by our customers, suppliers, government agencies in courts in any litigation or arbitration. Poorly drafted documents which come into the public domain may cause reputational damage, if such documents appear in the media. As such one of the simplest way you can check if your document has been drafted with care is to apply the “Newspaper Test”, write your document as if it will end up becoming the lead story in a newspaper. When writing e-mails, make sure they are “accurate, clear, and professional”.

Whilst the training course is being run for I&E for now, other colleagues from across the group are welcome to attend. Please contact Mohammed Jamil or Riyaz Khan for further details.



Attendees at the meeting

As part of the joint venture between American Express Global Business Travel (AMEX GBT) and Kanoo Travel, a three day workshop was held at Kanoo Tower Bahrain, and was attended by AMEX GBT Travel Compliance Team, YBA Kanoo Compliance and Legal Team, and Kanoo Travel Senior Leadership. During the workshop, AMEX GBT briefed the participants about the origins and reasons of having a compliance program. They also explained their robust 360° compliance program and its important pillars mainly consisting of sanctions, Anti Money Laundering, and Anti-Bribery and Corruption. Furthermore, the workshop provided extensive overview of various processes that are currently in place by Kanoo

## AMEX GBT COMPLIANCE WORKSHOP

Travel. Finally, the participants discussed and agreed on the required actions that shall be implemented to fulfill the customary conditions to conclude the acquisition transaction.



## CRM DYNAMICS TRAINING YBA INDUSTRY & ENERGY



The session at Abu Dhabi



Session in Bahrain

Maintaining good relationships with customers is the cornerstone of every successful business. To help YBA Kanoo Group and its sales team to manage and analyze relationships with its actual and potential customers, Customer Relationship Management (CRM) tool "Dynamics 365" is being launched for Kanoo Industrial & Energy (I&E). CRM Dynamics 365 is mainly used to manage interactions with customers, store information about them, and automate several processes connected with pre-sales activity of customer's journey through Sales funnels. Also, it provides sales teams with a set of tools to manage accounts, contacts, opportunity, forecasting, and deal closure. YBA Kanoo signed an agreement to customize the tool to suit our business need with The Cloud - Bahrain.

Already CRM is widely used by Kanoo Logistics and Kanoo Travel. In lieu with the plan, Group IT conducted CRM Training for various sub-divisions of I&E starting from July to October 2019. Training for I&E was conducted through one day workshops in Bahrain, Dammam, Riyadh, Jeddah, Dubai and Abu Dhabi.



Session in Dammam



Group photo with organizers and Nabeel Kanoo

## YBA KANOO SPONSORS THE ANNUAL CULTURAL FESTIVAL

Under the patronage of YBA Kanoo, the Bahrain Parents Care Society organized the "Annual Cultural Festival" in Hallat Abu Maher in Muharraq and in the presence of the company's board member Mr. Nabil Khaled Kanoo and a large number of attendees.



Nabeel Kanoo receives ward from Ahmed Al Banna





The Kanoo team at WADAEF JOB FAIR in DHAHRAN

YBA Kanoo participated for the second time in WADAEF job fair which was held in Dhahran from 14th to 17th October 2019 and is considered one of the biggest annual recruitment events in KSA. All YBA Kanoo divisions were represented in the job fair giving a clear sign of YBA Kanoo's full commitment to the Saudization Program.

## YBA KANOO PARTICIPATES IN WADAEF JOB FAIR IN DHAHRAN



Kanoo HR Team at the event



Yusuf bin Ahmed Kanoo Islamic Center honours students

## YUSUF BIN AHMED KANOO ISLAMIC CENTER HONOURS STUDENTS

Under the patronage of Nabeel Khalid Kanoo, a ceremony organized by Yusuf bin Ahmed Kanoo Islamic Center was held to honour the students who successfully completed memorizing the Quran in Yusuf bin Ahmed Kanoo Mosque in Hamad Town. The ceremony included the distribution of completion certificates and gifts to students. Both Mr. Abdulrahman Bucheery, Manager of Kanoo Foundation and Mr. Hakem Awad, PR Manager in YBA Kanoo, received an appreciation award on behalf of the ceremony's sponsor, Mr. Nabeel Kanoo.

**Yusuf Bin Ahmed Kanoo** **يوسف بن أحمد كانو**

### PHYSICAL & ENVIROMENTAL POLICY

Only authorised personnel will be granted access to YBA Kanoo premises.

YBA Kanoo-supplied identification badges are required by all employees, contractors, consultants, and other visitors entering non-public premises.

[www.kanoo.com](http://www.kanoo.com)





Nabeel Kanoo visits Abdulrahman Kanoo Parents Care Home

## YBA KANOO CELEBRATES THE INTERNATIONAL DAY OF THE ELDERLY

YBA Kanoo, in cooperation with the Abdul Rahman Kanoo Club for Parents Care, held a ceremony on the occasion of the International Day of the Elderly to honor distinguished members of the club in the presence of Nabeel Khaled Kanoo and a large number of invitees within the framework of the company policy to fulfill



Nabeel Kanoo with members

its social responsibilities and support the communities it operates in.



Group Photo at YBA Kanoo stand

## KANOO INDUSTRIAL & ENERGY TAKES PART IN WETEX 2019

To increase exposure of YBA Kanoo's products and services, Kanoo Industrial and Energy and 3 partners, Safetech, Ecodyne and Hegawa participated in WETEX 2019 organized by Dubai Electricity and Water Authority (DEWA) in October 2019.





Ahmed and Fahad Kanoo meeting the team

## KANOO INDUSTRIAL & ENERGY'S PRODUCTS AND SERVICES SHOWCASED IN ADIPEC 2019

Kanoo Industrial and Energy displayed a range of products from renowned manufacturers at ADIPEC 2019 the largest Oil and Gas event in the Middle East. The international event was held at the Abu Dhabi National Exhibition Centre (ADNEC) and attracted more than two thousand exhibitors from sixty-seven countries across the globe.

"As one of the major suppliers of Oil and Gas products and services in the Gulf region since the early 60's, Kanoo Industrial and Energy has always been keen to be part and support exhibitions and conferences



Engaging meetings on the stand



Ali Abdulla Kanoo with team member

related to the industry" Fahad Kanoo, CEO of YBA Kanoo in UAE said. "Being in ADIPEC 2019 gave us the chance to explore new business opportunities and to discuss future projects with different members of the industry."

Kanoo Industrial and Energy stand in ADIPEC included products from: Clark Valves, TLV, Woodfield, McCrometer, Flouroseal Group, OPRA Turbines, KEKSA & Globus EMEA. Engineering solutions and services provided by Kanoo Industry and Energy were also showcased during the exhibition.

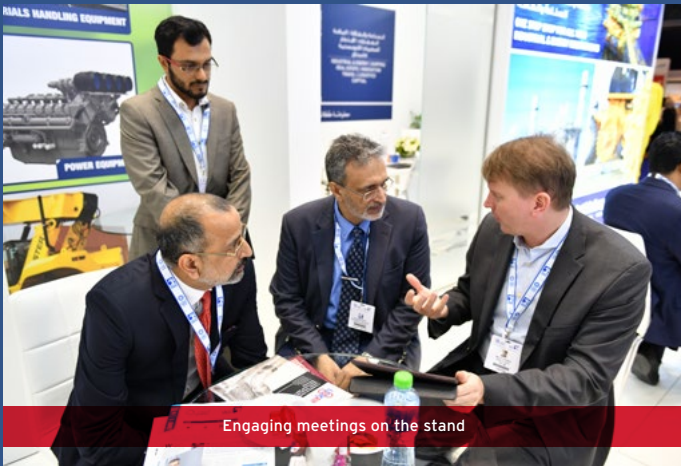




Manoj Tripathy with partners at the stand



Fahad Fawzi Kanoo in active discussions with the team



Engaging meetings on the stand



Product Showcase on the stand



Engaging meetings on the stand



Product Showcase on the stand



The Kanoo I&E stand at Adipac 2019

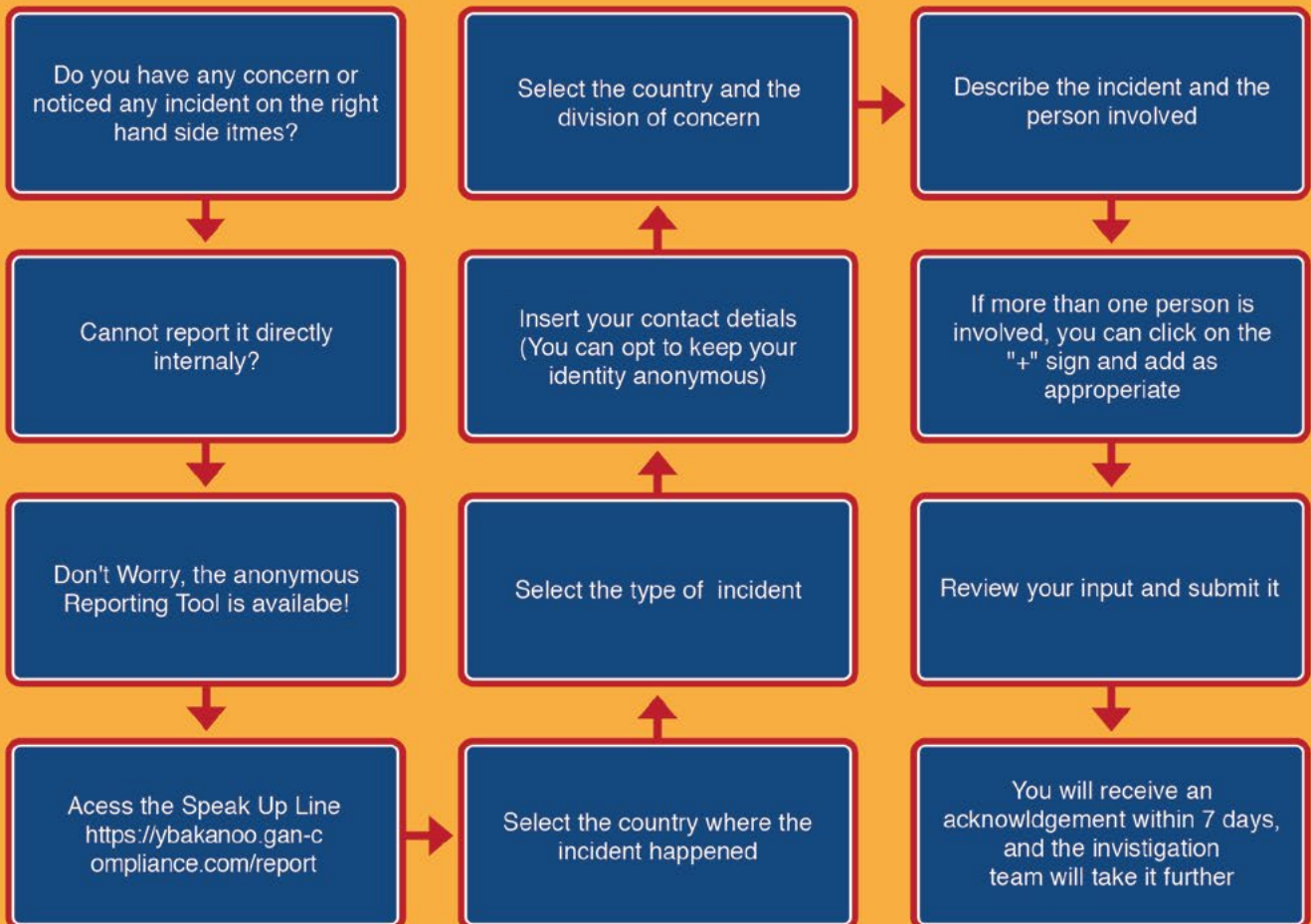




## SPEAK UP!

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### كيفية تقديم بلاغ عبر نظام الإبلاغ السري "نظام لإفصاح" How to make a Report on the Speak Up Line



# NABEEL KANOO INTERVIEW WITH AL AYAM

*Mr. Nabeel Khalid Kanoo, YBA Kanoo Director, was interviewed by Al Ayam newspaper to discuss the importance of King Fahad Causeway on trade and business. Below is the full text.*

## **Nabeel Kanoo: King Fahad Causeway is the Most Significant Urban Achievement the Arabian Gulf Region has Witnessed**

### **Q1. How did King Fahad Causeway contribute to the development of business relationships between Bahrain and KSA?**

King Fahad Causeway is the most significant modern urban achievement the Arabian Gulf Region has witnessed and the most important bridge between two countries in the world. It is a remarkable new link which provides smooth transportation of people and goods between Bahrain and Saudi Arabia as well as the GCC.

The causeway which was officially opened in November, 1986, made the transport of goods much easier and paved the way for businessmen to search for investment opportunities in both sides. Our Saudi brothers benefited from the openness of Bahrain's economy and the maturity of its regulations which made them invest heavily in several sectors in Bahrain and similarly Bahrainis benefited from the numerous opportunities which the large Saudi market offers. The leaderships of Saudi Arabia and Bahrain are to be thanked for this magnificent strategic project.

As YBA Kanoo, we have been in KSA before the causeway and to be specific since 1949 when our uncle the late Abdulla Ali Kanoo opened a representative office for our company in the Eastern Province. Later this small office became a full-fledged business with presence in Riyadh and the Western Province.

The causeway played a huge role in allowing us to be in our offices in KSA faster and more frequently. It also helped us strengthen our relationships with businessmen and businesses in KSA due to the frequent visits.

### **Q2. How did the business community benefit from the causeway?**

The business community has benefited greatly due to the opening of the causeway since the process of importing and exporting goods was accelerated which reflected positively on the growth of business on both sides. The Bahraini market witnessed the influx of more goods such as fresh dairy products and fruits,



Nabeel Khalid Kanoo

thus giving more options for the consumer. The variety of products that came from KSA created a healthy competition among traders.

### **Q3. What was the effect of the causeway on tourism in Bahrain?**

YBA Kanoo owns stakes in several hospitality projects in Bahrain and monitors closely different tourism indicators. Thus, we are very aware of the role the causeway plays in supporting tourism in Bahrain.

It is no secret that the causeway contributed massively to the tourism industry in Bahrain since it allowed our Saudi brothers as well as other GCC residents to enter by car which significantly increased the number of visitors to the country. The hospitality sector blossomed as well as the retail sector and the decision of the year 2003 to allow GCC nationals to cross borders with an identity card only and without the need of a passport also gave a boost to the flow of people to Bahrain through the causeway.

Having said that, we shouldn't forget the close family ties between the people of Bahrain and KSA which became stronger due to the causeway. And we should also mention that it made working or studying for Bahrainis in KSA, or vice versa, much easier.

### **Q4. How can business relationships between KSA and Bahrain be further improved?**

People of the two countries are looking forward for the construction of the second causeway (King Hamad Causeway) and to continue the success of (King Fahad Causeway). As YBA Kanoo, we have always considered the Saudi market as the most important market in the region and we are always excited about any project or initiative that can strengthen and grow business relationships between Bahrain and KSA.





### The Personal Touch (1967)

Bahrain International Services (BICS) was established to Provide cargo, clearing and logistics services. It played an important role in the development of the import and export business in Bahrain and in the Arabian Gulf region.





Kanoo Logistics KLE8 Facilities in Dammam

## KANOO LOGISTICS WINS BASF'S STORAGE CONTRACT

BASF has awarded Kanoo Logistics a 5-year contract to manage its chemical raw materials and finished goods which will be stored at Kanoo Logistics (KLE8) facility near Dammam Port. The contract was awarded to Kanoo Logistics after carefully studying the design of the Warehouse Racking System by BASF, the HSSE standards to be applied, the logistical solutions offered, and the

Warehouse Management Solution (WMS) which were all up to the industry's best standards.

This contract is an addition to the Hazardous Cargo Storage service which Kanoo Logistics offers to BASF at the HAZCHEM facility near Dammam Port, and will witness the storage of over 6000 pallets in the initial phase. Other larger volumes will follow in later stages.

Yousif Al Manea the Divisional CCO of Kanoo Logistics, the operations team (Arco Verhoeven, Mahmood Battoyor, Renjith Rajan), Krishna Kumar the Divisional CEO and Fahad Kanoo the President of the Division all contributed as one team to this successful achievement.

[www.kanoo.com](http://www.kanoo.com)

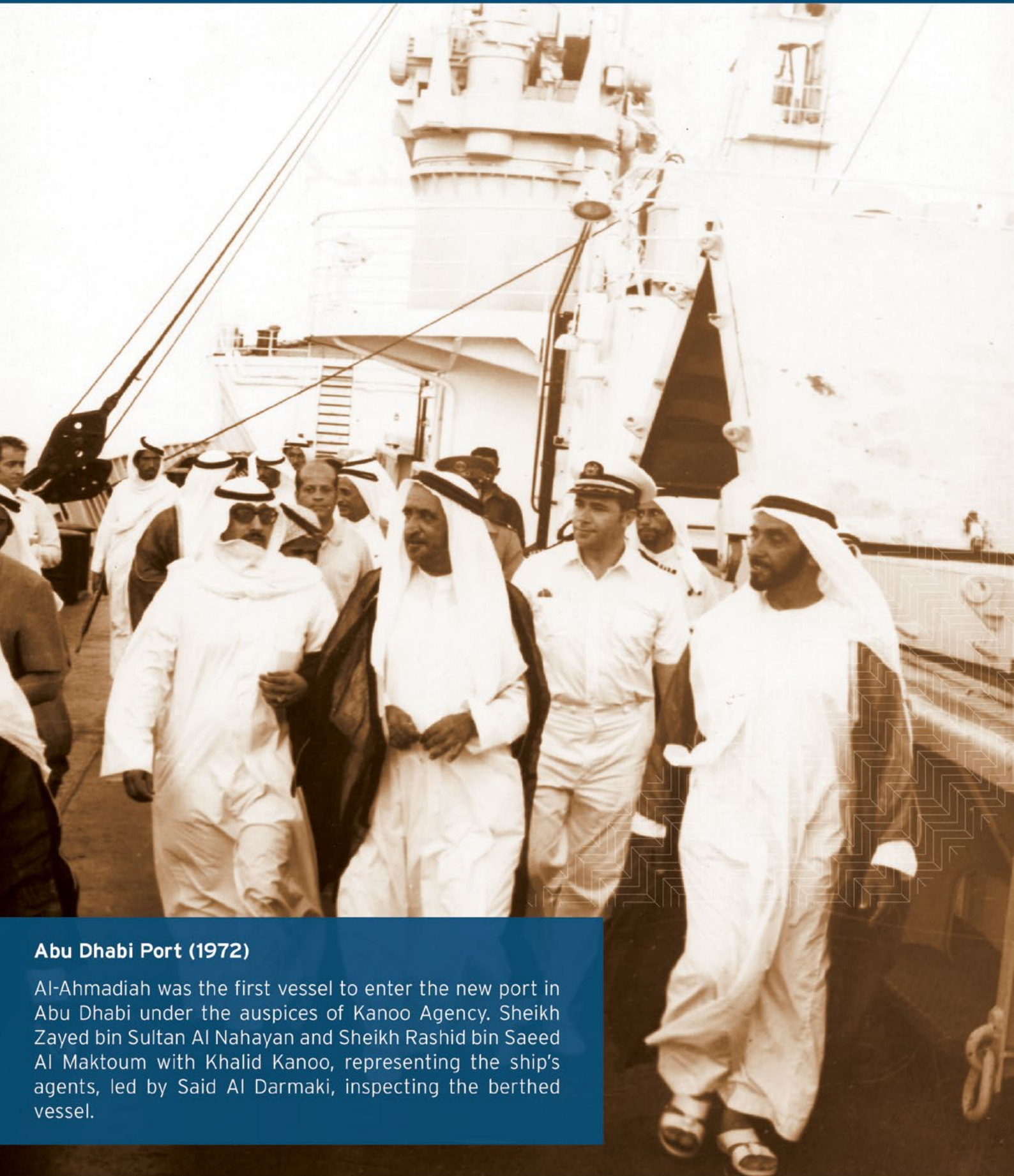


كانو اللوجستية  
KANOO LOGISTICS

 AIR	 SEA	 LAND	 CUSTOM CLEARANCE
 PROJECT LOGISTICS	 MOTORSPORT/ AUTOMOTIVE	 EVENTS	 LIQUID CHEMICALS
 WAREHOUSING	 WORLDWIDE NETWORK	 VALUE ADDED SERVICES	

الدرجى الى ثلثة والثلاثون  
130th Anniversary





#### Abu Dhabi Port (1972)

Al-Ahmadiyah was the first vessel to enter the new port in Abu Dhabi under the auspices of Kanoo Agency. Sheikh Zayed bin Sultan Al Nahayan and Sheikh Rashid bin Saeed Al Maktoum with Khalid Kanoo, representing the ship's agents, led by Said Al Darmaki, inspecting the berthed vessel.



## KANOO SHIPPING LAUNCHES OPERATIONS IN ANTARCTICA



Unloading Cargo in Antarctica with the Falcon 7X in background

Kanoo shipping, a fully owned business division of Yusuf bin Ahmed Kanoo has launched its Antarctic operations through its office in South Africa by handling the private jet (Dassault Falcon 7X). The Seatrade Middle East & Africa Ship Agent of the year in 2018 & 2019, provides a range of services to support national bases in Antarctica, including logistics support for numerous flights and ship agency services for cargo vessels that sail to the ice shelf each year.

"It is not often that a ship agent can possibly claim to be the first on a continent; but Kanoo Shipping have put in a claim following the handling of the first of this year's flights supporting various Antarctic research bases. We have developed a great relationship with many of the Polar Research Organizations worldwide to support both their flights, personnel and equipment as well as their vessels through our Kanoo Shipping Africa operation based in Cape Town. The world is no longer big enough" Jonathan Bygrave, Divisional CEO of Kanoo Shipping said.

## KANOO SHIPPING ATTENDS ARAMCO'S CUSTOMER FOCUS MEETING

Nikolai Norman, the Divisional CCO of Kanoo Shipping attended "The First Customer Focus Meeting" organized by Saudi Aramco Terminals at The Address Dubai Marina Hotel, Dubai, UAE. The meeting discussed, ARAMCO's Automated Tanker Vetting System, Ship Assignment and Loading procedure, and Cargo Measurement and Quality. Attending such a meeting by Kanoo Shipping's senior management positively influences future terminal/ship liaison.



Nikolai Norman



Steve Blackney



Group Photo of the team

## KANOO SHIPPING HANDLES THE WORLD'S LARGEST CHEMICAL CARRIER

Kanoo Shipping has successfully handled the world's largest Chemical Carrier NCC FAJR at SABTANK terminal, Berth 40 in King Fahad Industrial Port - Yanbu



NCC FAJR - the world's largest Chemical Carrier





Group Photo of Kanoo Shipping India Staff

## KANOO SHIPPING CELEBRATES THE OPENING OF THE GENERAL AGENCY OFFICE IN INDIA

Kanoo Shipping has celebrated the opening of a general agency office, Kanoo Shipping India PLC, in Mumbai which will allow it to have a complete port coverage in India. The celebration was attended by Kanoo India staff and the S5 India Team. The "Worship of God" an Indian maritime symbol appeared during the event.

Kanoo Shipping India PLC, will handle crew transfers, spare parts deliveries, customs and immigration formalities and will work closely with the Indian local authorities to ensure smooth transactions for its clients. Existing and new customers of Kanoo Shipping will benefit from an onshore experience which focuses on operational quality and cost-effective efficiency.

## KANOO SHIPPING ORGANIZES ANNUAL REGIONAL MEETING

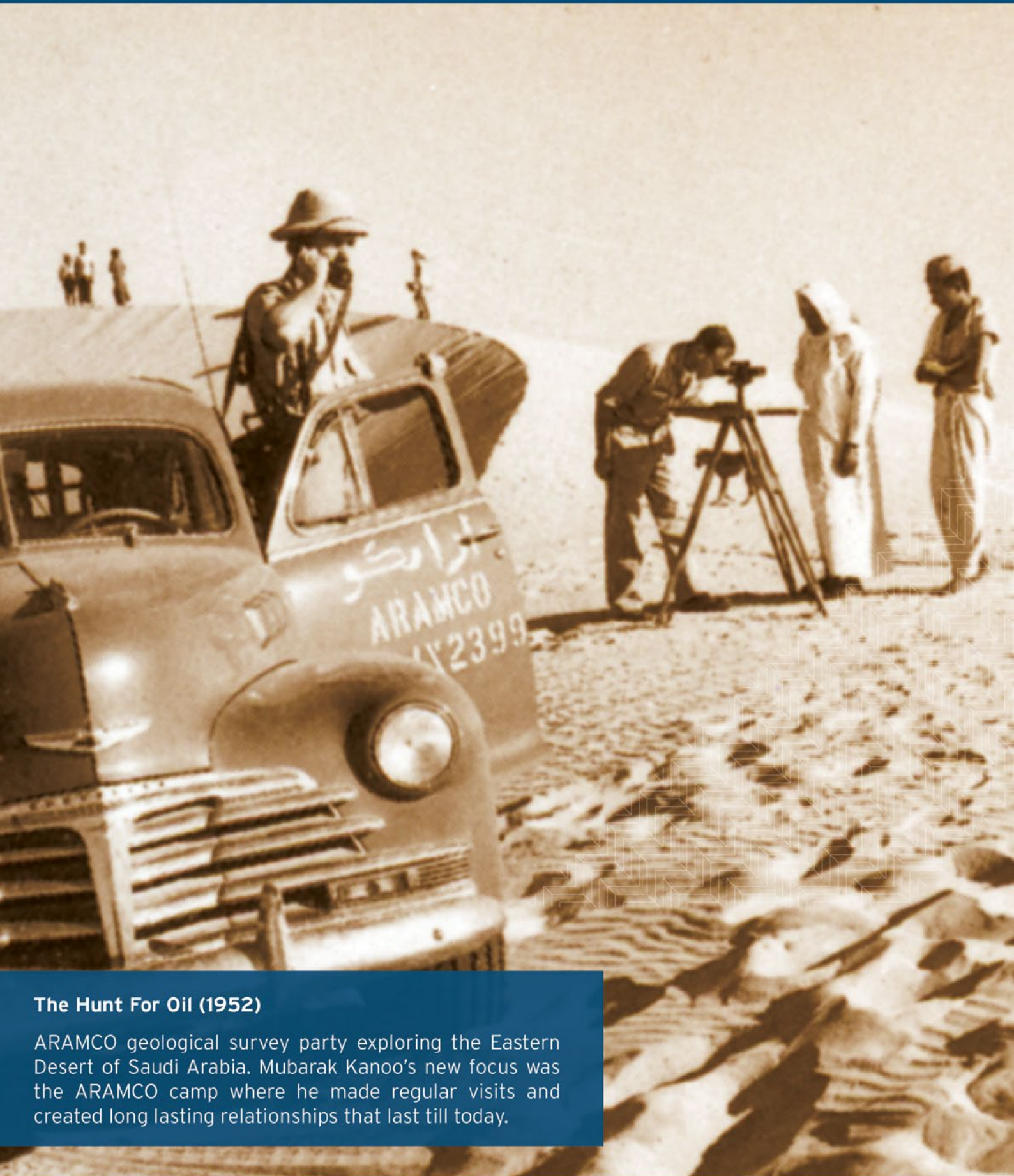


Regional Meeting Attendees

Kanoo Shipping held their annual regional meeting at the Hilton Garden Inn, in Dubai. Participants from Kanoo Shipping offices in the Middle East, Africa, and India discussed goals of the 2020 - 2022 strategy and the best ways to achieve them. Jonathan Bygrave, Divisional CEO of Kanoo Shipping, Nikolai Norman, Divisional CCO, and Steve Blackney COO led the discussions during the two-day meeting.

Kanoo Shipping, established in 1911, is a fully owned business division of YBA Kanoo, and operates in 20 countries offering a full range of Ship Agency services in all principal ports and offshore terminals served by 100% owned offices and joint ventures (JVs). It was awarded "Ship Agent of the Year" for two consecutive years; 2018 and 2019





### The Hunt For Oil (1952)

ARAMCO geological survey party exploring the Eastern Desert of Saudi Arabia. Mubarak Kanoo's new focus was the ARAMCO camp where he made regular visits and created long lasting relationships that last till today.





## MOHAMED ABDUL LATIF KANOO MEETS SINOPEC AND ADNOC REFINING TEAMS

A high-level delegation from China's Sinopec Catalyst Co Ltd (SSC) met with The Kanoo Group's UAE Deputy Chairman Mohamed Abdul Latif Kanoo and Kanoo Energy (Oil & Gas Division) leaders together with the ADNOC Refining teams in Abu Dhabi to discuss potential business opportunities.

Razauddin Shaikh, Operations Manager; Sreenivas Aluru, Regional Operations Manager (UAE & Oman); and Mohammad Azharuddin, Sales Engineer (Chemical, Oil and Gas - OFSS) from Kanoo Energy (Oil & Gas Division), as well as ADNOC Refining's team led by Ahmed Al Hameli, Vice President (Procurement) participated in the meeting.

ADNOC Refining (AR) is previously known as The Abu Dhabi Oil Refining Company (TAKREER) and is the operational entity of the Abu Dhabi National Oil Company (ADNOC). AR is a valued client of The Kanoo Group.

The Sinopec Catalyst Co., Ltd. (SCC), a wholly-owned subsidiary of China Petroleum & Chemical Corporation, being led by Zhao Ping, Department Manager (Chemicals Department) and Chen Zunjiang, Executive Director came to the UAE to promote their various refinery processes, provision of technical support and global references.

During the meeting, SCC gave a detailed presentation to the team on the kind of catalysts they manufacture. SCC is one of the world's leading oil refining & chemical catalyst manufacturers, suppliers and service providers. It produces six kinds of catalysts including oil refining, polyolefin, basic organic raw materials, coal chemical industry, environment protection, and others. The productive meeting was well received by the participants.

"We have been working with SCC for more than a year now and they are very much impressed with the services and support that we provide to them till date. We look forward to establishing a long-term strategic and collaborative partnership with SCC to serve our client, ADNOC Refining, and other petrochemical companies in the UAE", said Razauddin Shaikh.



"While meeting the needs of the domestic market, SCC has been exploring and developing the international markets including Europe, Americas, Asia, Africa, and so on," he added.

By implementing innovation-driven development strategy, SCC constantly improves the preparation of the engineering technology R&D capabilities and technical service capabilities to be a world-class international high-tech catalyst company with many characteristics in areas such as Sci-tech, production service and advanced green manufacturing.

During the visit, Mr. Mohamed Kanoo welcomed Mr. Chen and team to the UAE and The Kanoo Group and spoke about the history of the Kanoo family and business across the region. He also extended his support to SCC and wished them success in their business objectives in the UAE.





## KANOO MACHINERY DISPLAYS LATEST HYSTER AND AISLE-MASTER FORKLIFT AND WAREHOUSING SOLUTIONS AT MATERIALS HANDLING MIDDLE EAST 2019

Kanoo Machinery exhibited its latest forklift and warehousing solutions from Hyster and Aisle-Master brands at the recent Materials Handling Middle East, the region's dedicated trade show for warehousing, intralogistics and supply chain solutions.

The event was held at the Dubai International Convention & Exhibition Centre on 3rd to 5th September 2019, with over 1,000 global exhibitors as well as logistics and warehousing professionals across the Middle East and GCC in attendance.

Kanoo Machinery is the region's exclusive dealer for a wide range of world's leading equipment brands/manufacturers.

At the recent show, Kanoo Machinery displayed their comprehensive range of Hyster material handling equipment ideally suited and specific to the Middle East region, from the largest container handlers and reach stackers, to nearly every type and size of forklift truck, to warehousing equipment.

They also showcased the best articulated, very narrow aisle forklifts from Aisle-Master brand, which works in aisles as narrow as 1.6 metres and lifts to 15 metres, built to increase and maximise warehouse storage capacity.

Mohamed Elabd, Brand Manager, Kanoo Machinery (Material Handling Equipment UAE) said, "With new products being launched every year, Kanoo Machinery ensures that we offer only the best available products from quality brands to benefit our GCC-based suppliers and retailers who are looking to streamline their materials handling and logistics operations."

Kannan Chandrasekaran, Country Manager - UAE & Oman, Kanoo Machinery also remarked, "It is our main goal at Kanoo Machinery to ensure that customers do increase



their productivity and efficiency and get the best value for their equipment investment."

"As part of this commitment, Kanoo Machinery has recently launched the '100% Movement' - a campaign aiming to achieve customer service excellence. Part of this movement is to provide a continuous service improvement and to meet new customer service demands," he added.

Materials Handling Middle East is a one-stop platform for industry professionals to feature their innovative warehousing products and equipment, forklifts, storage, shelving, racking, conveyor systems, packaging, and cleaning solutions, making it a yearly must-visit show in the UAE and throughout the region.

safety and testing services, specialised equipment and services, agricultural equipment, industrial and automotive diesel engines and parts and workshop support services.

Kanoo Machinery has gained a considerable reputation as an expert solutions provider through its personalised service and dependability in delivering first-class machinery and equipment along with its associated support services to both Government and Private sector customers. The world-class products offered by Kanoo Machinery are backed by a strong and efficient aftersales network of workshops, replacement parts, and mobile service facilities throughout the Gulf and the Arabian Peninsula.



Kanoo Machinery Principles presented at the event Caption Needed



## (ADNOC OFFSHORE) AWARDS MOTHBALLING CONTRACT TO KANOO INDUSTRIAL & ENERGY

Kanoo Power and Industrial Projects, a division of Kanoo Industrial & Energy, was awarded a 5-years mothballing contract by ADNOC Offshore. Mothballing, which is the process of deactivating and preserving equipment or production facilities for possible future use or sale, will be applied to electrical and mechanical equipment owned by ADNOC. The equipment from various facilities in the UAE such as AL Nasr Um Lulu fields and Das Islands will be stored and preserved in Kanoo Industrial & Energy Warehouses.



ADNOC

## KANOO INDUSTRIAL & ENERGY PROVIDES HIGH TECH MAINTENANCE SOLUTIONS FOR ADNOC GP HABSHAN

Kanoo Industrial and Energy will be introducing a Vapor Phase Corrosion Inhibitor Technology to maintain an NGL Unit, owned by (ADNOC GP Habshan), which faced deterioration due to corrosion. This will be the first ever mothballing/maintenance project at ADNOC that will apply the new technology which is known to be cost effective and highly adequate.

Kanoo Industrial and Energy an exclusive agent of ARVOS - a Luxemburg based, German owned, industrial equipment service provider - will be replacing HP BORSIG BOILERS (1&2) Air preheaters in TAKREER's facility in Ruwais Area - UAE. ARVOS genuine Ljungström® air preheaters are engineered according the best design standards, constructed with minimal installation costs, and will operate over extended periods, with a durable, uninterrupted service.

## KANOO INDUSTRIAL & ENERGY REPLACES TAKREER'S AIR PREHEATERS



Takreer Facilities





L to R Andrew-Viking Production Manager, Middle Hanzala-Kanoo, Right Jeff Oberhou-Viking Project Manager

## BAPCO HIRES KANOO INDUSTRIAL & ENERGY TO REPLACE TRUCK LOADING PUMPS AND ASPHALT LOADING ARMS

The Oil and Gas division of Kanoo Industrial and Energy, Bahrain, was asked to replace BAPCO's truck loading pumps with pumps manufactured by Viking. An order by BAPCO for the supply and commissioning of asphalt loading arms manufactured by Woodfield International, India, a Kanoo I&E principal, was also confirmed. The two orders were not have been achieved without the efforts of Mohamed Hanzala, Assistant Manager in the Oil and Gas Division, Bahrain.

## KANOO INDUSTRIAL & ENERGY PROVIDES HEAT EXCHANGER TUBES FOR BAPCO IN 2020



Kanoo Industrial and Energy will be responsible for supplying Finned Tubes and Super Duplex Tubes for BAPCO's 2HDU unit in 2020. The tubes will be ordered, through Kanoo I & E, from PROFINS, UK, the world's foremost manufacturers and suppliers of heat exchanger tubes.

## BRADY APPOINTS KANOO INDUSTRIAL & ENERGY AS AN AUTHORIZED REPAIR CENTER



Mr. Ravi Prajapati, a skilled sales engineer in the Oil and Gas Division, has qualified Kanoo Industrial and Energy to be an Authorised Repair Center for BRADY products, after completing an intensive training course organized by the international manufacturer of labels, sleeves, tags, printers and scanners. Mr. Prajapati is now fully capable and ready to perform all sorts of repairs on all BRADY's printers.



L to R : Lalit Grover, Business Manager , Flow Controls, Mark, Sales Manager , Kyle Daniles, CEO and MD, Clarke Valves

ARAMCO's Process and Control Systems Division (P&CSD) held its annual (ValveCon - 2019), a conference and an exhibition dedicated to valves and other related equipment in Al Othman, Kempinski, Dammam on the

## KANOO INDUSTRIAL & ENERGY AND CLARK VALVES ATTEND VALVECON 2019

11th and 12th of December 2019. The event was attended by top executives from ARAMCO's various refineries.

Kanoo Industrial and Energy and its principal Clarke Valves participated in ValveCon 2019, and displayed the latest valves produced by the latter. During the conference, Klye Daniels, the CEO of Clarke Valves delivered a keynote speech titled "Clarke Shutter Valves for Better Performance" which attracted senior management of ARAMCO, as well as Saad Al Seher, the former director and current consultant of P&CSD, Aramco.



Kyle Daniles speaking at the panel discussion



Left to Right Cyrial Joseph-Bapco Joven Urbano-Bapco, Mrs Naja -Bapco Shamsudin Baharun-Bapco Hanzala-Kanoo

## KANOO INDUSTRIAL & ENERGY REPLACES BAPCO'S COLOR ANALYZERS

The Oil and Gas division of Kanoo Industrial & Energy, Bahrain, was commissioned to replace BAPCO's color analyzers. The contract was supervised by Mohamed Hanzala, Assistant Manager in (Oil & Gas), Bahrain.





## KANOO MACHINERY VISITS COMBILIFT

Kanoo Machinery team, led by YBA Kanoo Director, Mr. Ahmed Fawzi Kanoo visited Combilift, a leading manufacturer of handling solutions for long and oversized loads, in the Republic of Ireland. The visit included a tour in Combilift factory and an agreement to assign YBA Kanoo as an exclusive agent for Aisle Master for KSA, UAE and Bahrain. The Kanoo Machinery team members who attended the visit were Mohamed Al Tarrah, Regional Director, Yasser Al Qattan, and Kannan Chandrasekaran.



## KANOO SAFETY TEAM PROVIDES FALL PROTECTION SOLUTIONS FOR ARAMCO

ARAMCO was relentlessly looking for solutions to protect workers from accidental falls while performing their daily tasks on oil drilling rigs after a series of incidents that caused serious injuries. Kanoo Safety Team came to the rescue and started investigating the reasons behind the incidents by conducting a survey among all drilling contractors. The results of the survey allowed Kanoo Safety Team to suggest solutions for the falling problem which were immediately implemented by the contractors working for ARAMCO.





TMEIC with Kanoo team

## HITACHI AND TMEIC CHOOSE YBA KANOO AS A STRATEGIC PARTNER IN KSA



Hitachi with Kanoo team

The Oil and Gas Process Solution Team met Hitachi and TMEIC (Toshiba-Mitsubishi) in Tokyo to establish ties with the two giant companies and to discuss ways of cooperation in the Motors and Compressors business. Both Japanese companies were impressed with the history, achievements and expertise of YBA Kanoo in the industry sector in the Gulf and decided to grant it exclusive rights to represent their heavy-duty products in KSA. In both meetings YBA Kanoo Group was represented by Mr. D.N. Jahav- Process Solution Manager, Mohammed Bukhamsin-Jubail Area Manager and Owais Shaik Rotating Equipment techno-Sales Manager.

Hitachi General Manager Mr.Hisaaki Luchi agreed to work hand in hand with YBA Kanoo and its companies in deals related to ARAMCO, while TMEIC's motor business will be represented by YBA Kanoo across all industries in the kingdom. Currently, Hitachi has a large number of compressors installed in ARAMCO and TMEIC has more than 600 large motors across KSA.

The Tokyo visit was preceded by a meeting between the Japanese Ambassador in Bahrain and YBA Kanoo Deputy Chairman Mr. Fawzi Kanoo and Group CEO Mr. Jeff Singer, which paved the way for the successful talks between YBA Kanoo and the two Japanese manufacturers.

## ARAMCO DECIDES TO GO FOR INNOVERT

أرامكو السعودية  
saudi aramco



ARAMCO has decided to use the Innovert System, a principal of Kanoo Industrial and Energy, during the year 2020 due to its reliability. Innovert System, eliminates the use of two different systems in the main and lateral hole sections and reduces drilling cost.

## OPRA NL AND KANOO INDUSTRIAL & ENERGY SIGN A MOU

OPRA NL and Kanoo Industrial and Energy have signed an MoU for the sales, marketing and business development of OPRA products and services in KSA, the UAE and Bahrain. Mr. Manoj Kumar Tripathy, Divisional CEO of Kanoo Industrial and Energy and Mr. Juha Van Riet, CEO of OPRA Turbines, signed the agreement.

OPRA NL based in Hengelo, Netherlands, is a part of the Dalian Energas Group and manufactures radial type gas turbines.



## KANOO MACHINERY ORGANIZES PERKINS CUSTOMER DAYS

(YBA Kanoo - Perkins) Customer Days were organized by both the Machinery Division of Kanoo Industrial and Energy and Perkins Engines Company Limited in Riyadh and Dammam, in October 2019. Customers from various industries attended the event in both cities.

"This was the ideal opportunity to engage our valued customers and thank them for their loyalty to the Perkins brand and to Kanoo Machinery," said Graeme De Villiers, Regional Power Manager.

Customers received a presentation showcasing the history of both YBA Kanoo and Perkins, which highlighted the importance of the Middle East market to Perkins. Also, the importance of the Kanoo Machinery and Perkins partnership was emphasized, as well as the Perkins' industrial and electric power engine ranges, the aftermarket strategy of YBA Kanoo and Perkins together with current and future campaigns for parts in KSA.



Kanoo Machinery Staff, Riyadh receiving customers in Riyadh

## ROTEQ SERVICES ORGANIZES A TRAINING SESSION FOR SEC



The Roteq Services, a division of Kanoo Industrial and Energy, organized a training session for Saudi Electricity Company (SEC) employees about the best methods of maintaining the Crude Oil Separation System. Many divisions of YBA Kanoo, work closely with their clients to ensure that they are aware of the latest methods, trends and technologies in the market.

## KANOO INDUSTRIAL & ENERGY SUPPLIES SODIUM BROMIDE TO ARAMCO

An agreement to supply Sodium Bromide was signed between Kanoo Industrial and Energy and ARAMCO - DTD. Kanoo I&E will be responsible for supplying the chemical for two years to ARAMCO's oil fields.

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



During an inspection visit to the workshop

## KANOO RENTAL WORKSHOP AT JIZAN UNDERGOES RENOVATION

To meet the requirements of the (Aramco - Kanoo Rental Contract), the Workshop Support Facilities at Baish, Jizan, will undergo renovation. The project will be completed in early 2020 and will include offices for Kanoo Rental-Machinery Support Team which will provide maintenance for ARAMCO's rented machinery and equipment.

The renovated workshop will have both covered and paved Service Repair Bays, Lubrication Pits, Battery/Electrical Service Shops, an Engine/Transmission Rebuild Room, a Spare Parts Storage Room, a Parking Area and an Equipment Wash Bay. The workshop will be fully equipped with Fire Fighting and Alarm Systems and will be Safety and Environmentally compliant.

Seen in the picture (from left to right) Arch. Nayan Dale De Guzman the Design Architect from Al Mehwar Engg. Consulting, Mr. Ibrahim Alamir - Area Supervisor, Kanoo Rental-Machinery, Mr. Meshaal Ali Mansoor Al Nami - Safety Manager, Kanoo Rental-Machinery Group, Mr. Ibrahim Ali Hatan the owner of the rented Workshop site, Mr. Jay Robert Custodio - Regional Manager of Kanoo Property WP, Mr. Syed Gohar the Co-Owner/Manager for the winning Project Bidder and Contractor: Jawar Al-Jazira Co. Ltd., and Mr. Aboobaker Siddiqui the Facilities Maintenance Supervisor from Kanoo Property WP.



Group photo with Huawei &amp; YBA Kanoo teams

## AHMED FAWZI KANOO VISITS HUAWEI BAHRAIN HEADQUARTERS

Kanoo Machinery team led by, Director, Mr. Ahmed Fawzi Kanoo, visited Huawei Bahrain headquarters to discuss further cooperation with the leading global provider of information and communications technology (ICT) infrastructure and smart devices. Kanoo Machinery, a major distributor of industrial equipment, played a significant role in recent Huawei projects in the Kingdom.



Ahmed Fawzi touring Huawei offices

The Kanoo Machinery team were greeted by Huawei Bahrain's representatives, Mr. Mohamed Al Kaabi, Public Relations Director and Mr. Mohammed Al Jarrah Project Manager.

YUSUF BIN AHMED KANOO

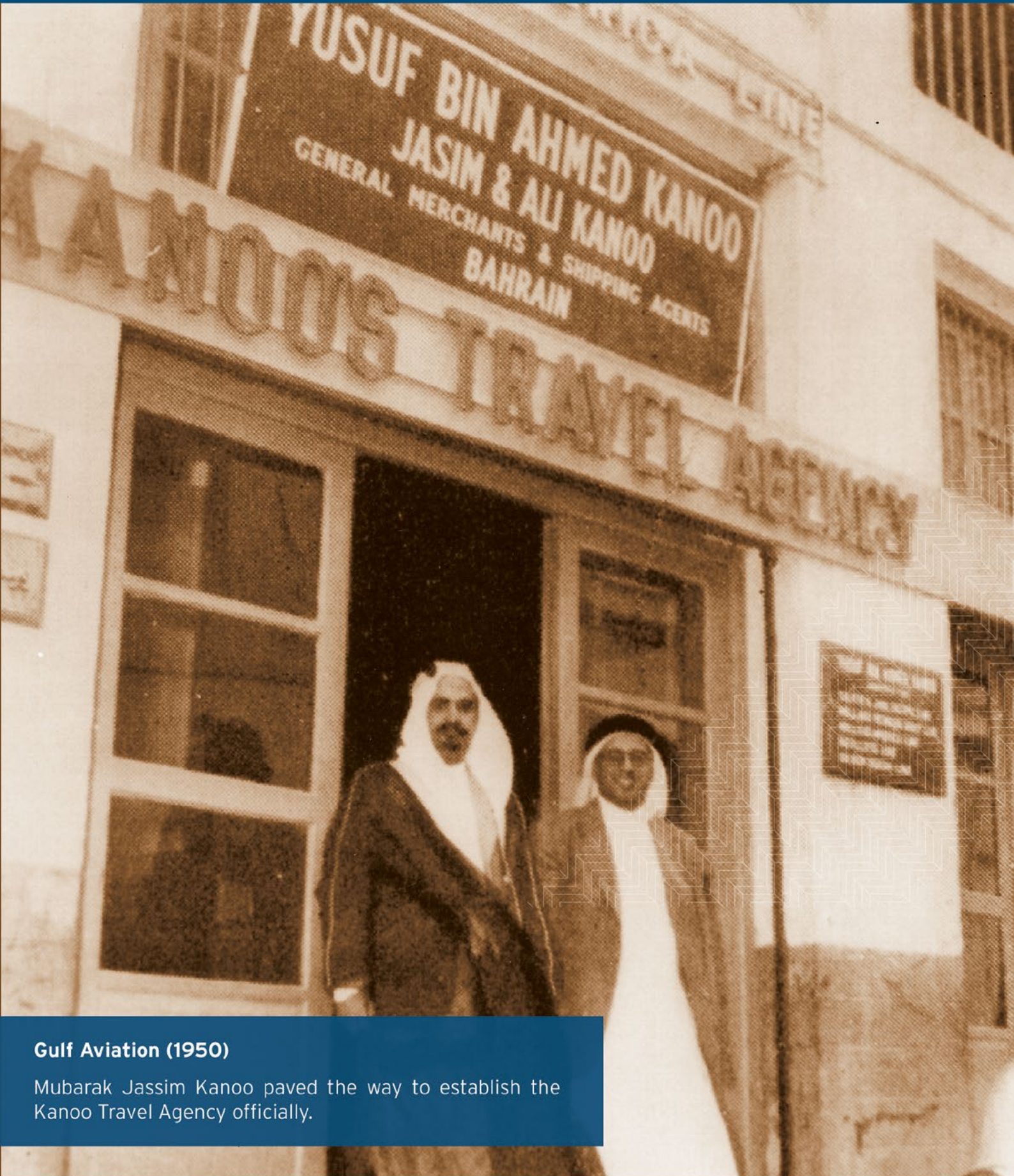


يوسف بن أحمد كانو

الصناعة والطاقة  
INDUSTRY & ENERGYالملاحة  
SHIPPINGاللوجستية  
LOGISTICSالعقارات  
REAL ESTATEالسفرات  
TRAVELكابيتال  
CAPITALالذكرى المئوية والثلاثون  
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#### Gulf Aviation (1950)

Mubarak Jassim Kanoo paved the way to establish the Kanoo Travel Agency officially.





Ahmed Fawzi Kanoo cutting the 100 year celebration cake with British Airways team

## KANOO TRAVEL ATTENDS THE BRITISH AIRWAYS 100 YEARS OF SERVICE CELEBRATIONS IN JEDDAH

Kanoo Travel celebrated British Airways 100 years of service at the British Consulate at Jeddah. The event highlighted British Airways history and achievements in the industry and was followed by a cake cutting ceremony.

Mr. Ahmed Fawzi Kanoo, YBA Kanoo Director, and other senior managers represented the Kanoo Travel at the celebration. The British Consul General and the British Airways team expressed their appreciation towards the long-standing business relationship with Kanoo Travel across KSA and Bahrain.



Ahmed Fawzi Kanoo greeting businessman Khaled Al Juffali



Ahmed Fawzi Kanoo with guests at the event







Zaeem Gama Receiving ATW award

## KANOO TRAVEL NAMED BEST CORPORATE TRAVEL COMPANY IN THE MIDDLE EAST

Kanoo Travel, a fully owned business division of Yusuf bin Ahmed Kanoo Group (YBA Kanoo), has been named the best Corporate Travel Company and the best Corporate Incentives Tour Operator in the Middle East at the Arabian Travel Awards 2019. The management of Kanoo Travel received the two awards during a special ceremony held in the Westin Dubai Mina Seyahi Beach Resort & Marina.

"We are so proud of this spectacular achievement that came while we are also busy exploring more advanced technologies and designing better services to make

the travel journey of our clients more enjoyable and more comfortable." Zaeem Gama Divisional CEO of Kanoo Travel said. "Hats off to the hardworking teams of Kanoo Travel who showed the highest level of dedication towards serving our corporate clients."

The Arabian Travel Awards is a platform that evaluates the performance of the Travel and Hospitality companies in the Middle East through an advanced voting system and then releases its verdict in an extravagant annual ceremony held in Dubai. It runs and governs a comprehensive programme across a range of awards developed to recognise the industry's most vital sectors and product offerings.

"Winning the best Corporate Travel Company and the best Corporate Incentives Tour Operator in the Middle East is a success that was achieved by careful planning and flawless execution," Zaeem Gama, added. "The two awards are a testament to the consistency in Kanoo Travel's performance and hard work".

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Yusuf bin Ahmed  
Kanoo Group



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## KANOO CAPITAL ATTENDS PRIVATE CREDIT ROUND TABLE IN ABU DHABI

Kanoo Capital, represented by James Burke and Ali Abdulmalik attended the Private Credit Round Table event in Abu Dhabi, UAE. The round table, which was arranged by Aksia (a global research and portfolio advisory firm providing alternative investment solutions to institutional investors) focused on Private Credit, where they have gathered few principle investors to discuss the current status of the asset class.

The discussion was led by senior individuals including CIOs of major sovereign wealth funds from the region, additionally, there was a session led by John Zito, a partner from Apollo (large global credit investment firm) and the team have participated in deep discussions covering the status of the market, the asset class, and how the potential risks around it.

Kanoo Capital aims to be well updated with the market and in content with the major global and regional players to stay ahead with the best intelligence.

## YBA KANOO'S IT DEPARTMENT UPGRADES NETWORK IN RIYADH AND JEDDAH



The YBA Kanoo Information and Technology Department continues to enhance and improve YBA Kanoo's technological systems. Recently, it finalized the upgrade of the network infrastructure (end-to-end) for Kanoo Towers in both Riyadh and Jeddah which are now ready for IP telephony, have a secure network access process, and are managed completely by network.





Group Photo

## YBA KANOO APPRECIATES EXECUTIVE SECRETARIES



Fawzi Kanoo presents a certificate to an employee

Yusuf bin Ahmed Kanoo Group (YBA Kanoo) organized an appreciation event for its Executive Secretaries Team in Kanoo Tower in the Diplomatic Area. The event was attended by Fawzi Kanoo, Deputy Group Chairman, Mona Kanoo, Board Member, Nabeel Kanoo, President of Kanoo Family Council, and Jeff Singer, Group CEO. More than 25 secretaries and personal assistants were awarded gifts and certificates in appreciation of their efforts and continuous hard work.

"YBA Kanoo believes that its employees are the secret behind its success" Mohamed Mahmoud, Regional HR Director said. "We have provided an ideal work environment and implemented modern systems to encourage our employees to always give their best."



Nabeel Kanoo and Mona Kanoo present a certificate to an employee



Nabeel Kanoo, Mona Kanoo, and Mohamed Mahmoud present a certificate to an employee



## EMPLOYEES OF THE MONTH



Mr. Saeed Abdullah

Mr. Saeed Abdullah from Administration department in Jeddah has won the August Employee of the month award, which was presented to him by Ahmed Fawzi Kanoo, YBA Kanoo's Director.



Mr. Abubaker Thaiban

Mr. Abubaker Thaiban from Kanoo Logistics in Jeddah has won the October Employee of the Month Award which was presented to him by Ahmed Fawzi Kanoo, YBA Kanoo's Director.

## THE KANOO GROUP BAGS NOMINATION FOR BEST EMPLOYER BRAND AT THE 2019 LINKEDIN AWARDS



UAE Marketing team

The Kanoo Group in the UAE has been shortlisted as a nominee for "Best Employer Brand - 500 to 1000 employees" as one of the top employer brands in the region at the recently held LinkedIn MENA Talent Awards.

The prestigious award is a culmination of efforts of The Kanoo Group's Marketing Team in adapting to the ever-changing social media and technology landscape when it comes to the field of employer branding and marketing.

LinkedIn, one of the world's biggest professional networking platforms, recognised and awarded The Kanoo Group as one of the sought-after employers across the MENA for its strong brand reputation through effective use of marketing communications in building talent, inclusion and diversity for employee engagement.

Ms. Maha Kanoo, General Manager for Admin, HR & Marketing (UAE & Oman) said, "Employer branding is the



Kanoo Group UAE Marketing Team

main key in attracting and engaging qualified job seekers. The success of this award lies in aligning employer brand with our corporate brand and business core values."

Mr. Ali Islim, Marketing Manager (UAE & Oman) added, "While we manage the branding and marketing efforts across our social platforms, our strong employee experience on LinkedIn is mainly because of the support of the Management, as well as employees and followers who continue to engage (share, like and comment) on our page. We would like to thank you all for making this award possible."

"I would like to commend my team for excellent work, Ramesh Varakkoth for the creative and designs, and Michelle Verzola for content and social media management, as well as Sundar Liwang for overall marketing assistance efforts."

According to LinkedIn, the Best Employer Brand is powered by insights and driven by data, such as based on the number of followers and member engagement, as well as the frequency of posts on the LinkedIn page.

The Kanoo Group also won the "Best Talent Acquisition Team - Other MENA Countries" for two consecutive years at the LinkedIn MENA Talent Awards led by HR Talent Acquisition Team.

Mr. Mishal Kanoo, Chairman (UAE & Oman) and Mr. Fahad Kanoo, CEO (UAE & Oman) also expressed their warmest congratulations to the whole teams (Marketing & HR) for their achievement and well-deserved success.





Ali Abdulaziz Kanoo leads by example

## HEALTH CHECKUP CAMPAIGN IN KANOO DAMMAM

As part of initiative to keep employees healthy and fit, a Health Checkup Campaign for Kanoo employees was successfully conducted in Dammam in association with AXA Insurance along with their partner Al Mana Group of Hospitals. It was arranged at two locations in Kanoo Tower & Kanoo Logistics Complex in Dammam on 5th & 6th November 2019 with participation of 160 and 140 employees at each location. The campaign covered Vital sign checkup, BMI, Blood Sugar test & Health education.

Mr. Ali Abdulaziz Kanoo, Director took part in the checkup & thanked Mr. Magdi and Dr. Shadi Shaheen



Staff members during the health checkup



The event was popular by staff in Dammam

of AXA Insurance for arranging the campaign. Our employees gave a good response and demonstrated active participation and for sure it has created a sense of health awareness amongst them. Thanking Ms. Malak Al-Otaibi & professional team from Al-Mana Hospital, appreciating their dedication with which they conducted the checkups and said he was grateful to them. They have been patient whilst attending to large number of employees, providing health education and answering to their queries which made the campaign successful. He commented, we would like to conduct such campaigns in future with the objective of creating awareness to our employees on different subjects of occupational health.

The event was organized by Mr. Ali Abdulaziz Kanoo's office, supported by Nadeem-ul-haque, Waris Ansari of Management Services and Marzooq Al Amal of Kanoo Logistics. Real Estate EP made the necessary arrangements and set for the checkup.



# HEALTH FAIR HELD AT THE KANOO GROUP HQ IN DUBAI



During the health checkup

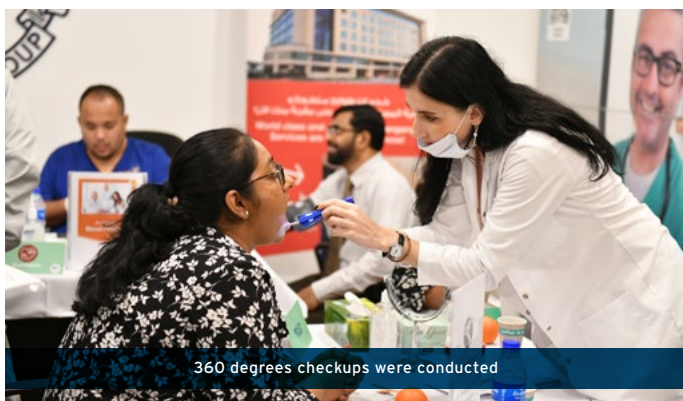
Dubai, UAE: Employees across The Kanoo Group Bur Dubai Head Office participated in the recent Health Fair programme held at its premises on 2nd October 2019 organised by HR Department, in collaboration with AXA Gulf, Prime Medical Center and Al Mariya Polyclinic.

Members of The Kanoo Group including staff and management were all encouraged to sign up for the screenings to make sure their health gets the attention it deserves.

Ms. Maha Kanoo, Head of Marketing & HR who fully supported this HR initiative said, "When you're healthy, you're happy, productive and fulfilled. As a thoughtful employer, we have brought these screening services right to our employee's workplace."



Staff at the event



360 degrees checkups were conducted



Staff taking advantage of the health fair

Mr. Mohammad Tariq, HR Manager UAE & Oman, further said, "We are happy to see a good turnout of health conscious staff today and hope to see similar response to future events".

The screenings conducted at The Kanoo Group Health Fair were: BMI, Random Blood Sugar, Blood Pressure, GP Consultation, Body Composition Analysis, Dental, Onsite Activation of 360 Doctor, as well as Onsite Enrolment to Shield 4 Diabetes.

"Through these screenings, we can identify the risk of health problems before they have a chance to get serious. We benefit from advice on a healthy diet, stress management and more. For staff who are suffering from Diabetes, it was an excellent opportunity to enroll themselves for "Shield 4 Diabetes," one participant commented.

Another employee added, "One of the most interesting features of the event was the "360 Doctor", an app based 24 x 7 online facility for Doctor's consultation and free doorstep delivery of medicines. These details and more were provided during the Health Fair by the AXA team."

Complimentary Cholesterol Screening Vouchers were also given to all participants during the event which can be redeemed at any of the Prime Medical Centers.

"These check-ups were scheduled on separate dates and locations to accommodate other staff in other premises of The Kanoo Group. We shall be announcing a separate date for our staff based in Abu Dhabi. However, they are free to come and visit any of our next schedules if they wish so," Tariq informed.

The next screenings will be on 16th October 2019 at Al Quoz Machinery Office in Dubai, and on 20th November 2019 at the Kanoo Travel Karama Office.





Maryam Al Haddad on her last day at Kanoo Group UAE

## MARYAM AL HADDAD FROM THE KANOO GROUP UAE RETIREMENT PARTY

Dubai, UAE: For some people, the key to successful retirement means living out their golden years by accepting changes and finding meaningful activities to start fresh with a new beginning. That holds true for Ms. Maryam Al Haddad, after bidding goodbye to The Kanoo Group, her second home for the last 21 years.

In the Farewell event organised by Ms. Maryam Al Busaidy, HR Manager (Employee Services & Emiratisation, UAE & Oman), Ms. Maha Kanoo, General Manager - UAE & Oman (HR & Marketing) graced the occasion including Maryam al Haddad's colleagues & friends who gathered to express their retirement wishes held on 7th November 2019 at The Kanoo Group Headquarters in Dubai.

Ms. Maha Kanoo said, "Maryam has been with us for decades and has successfully pioneered to be the first female UAE national retiree at The Kanoo Group. I am grateful for her commitment to having served the best long-term interests of the company. With such an employee, The Kanoo Group continues to stand firm through the test of time."

"She always comes by to say, 'Hi' and asks, 'how are you doing?' She is the type of person who doesn't whine and come to you with the problem. She is that person who works 'through' her problem - which demonstrates her strength and positivity," she recalled.

"I am so proud to be a part of a reputable and legendary company which has been established since 1890 - one of the largest and longest-running family business across the Middle East and beyond," Maryam Al Haddad expressed.

She laments that it's difficult to bear the thought of leaving friends and the entire community behind, most especially the Kanoo family she considers not just as employers but as a real family. Nevertheless, she also contemplated that retirement is also an adventure and can be a perfect time to redirect herself on doing things she once loved (but lacked the time to do so) hobbies like fishing and travelling, and focusing on health and wellness, and spending more time with her loved ones.

"It saddens us to see you go. But you have a great and vibrant life ahead of you. We congratulate you on your retirement and wish you the best of luck in the future," Ms. Maryam Al Busaidy, HR Manager - Employee Services & Emiratisation (UAE & Oman) said.

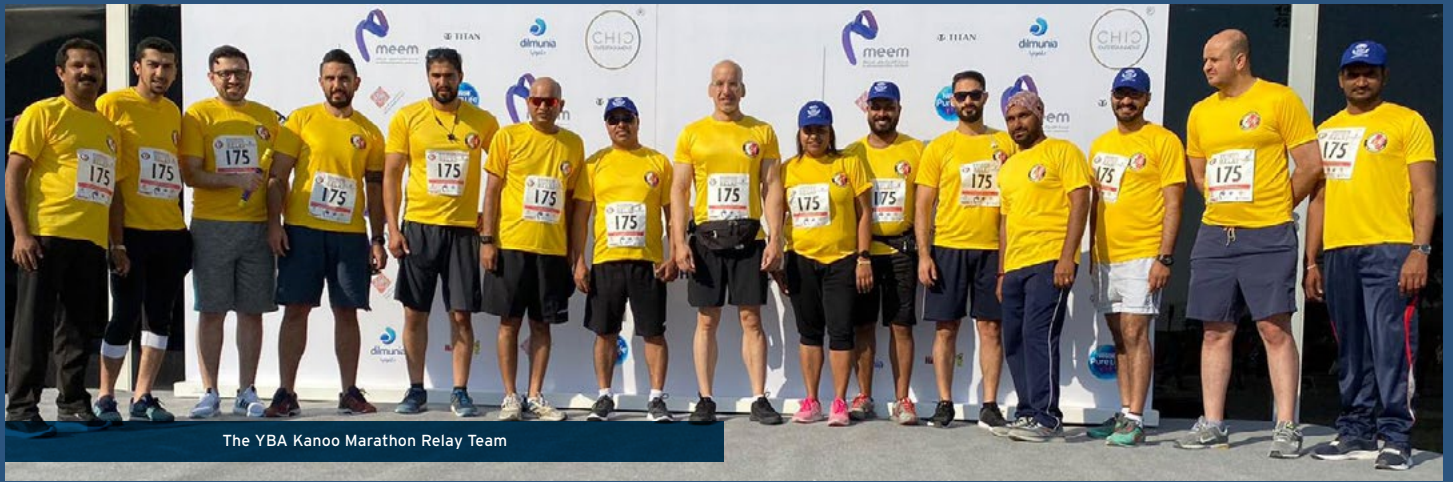
Mr. Mohammad Tariq, HR Manager - UAE & Oman added, "Maryam is always lively and full of energy. She inspires a lot of people around, that's why it's hard to find someone to 'fit into the big shoes' of her."

Ms Al Haddad summarised, "For some reason, our society is very obsessed in pointing out the negative aspects of ageing. Yes, it is not always easy, but our attitude toward life matters a lot. With a positive perspective, we grow old with astounding grace, then confidently retire with a peace of mind all after."

"Always remember that we are a group of select survivors - we have overcome the struggles and storms of life and workplace trials. We age with wisdom, resilience and mature understanding. These values are our priceless reward and accomplishment."

Maryam Al Haddad has been a staff of Kanoo Shipping for over 2 decades and has served her duties well especially the local clientele. She has been a great role model and inspiration for the younger generation for her positive outlook, work ethic and commitment. The Kanoo Group wishes her all the best.





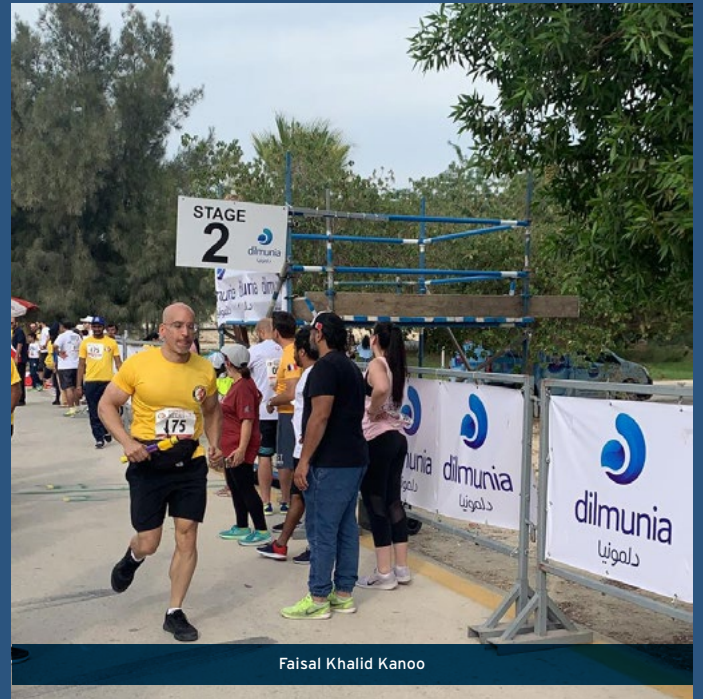
The YBA Kanoo Marathon Relay Team

## YBA KANOO PARTICIPATES IN BAHRAIN MARATHON RELAY 2019

The Bahrain Marathon Relay began 38 years ago as a fun run with only a handful of teams. Today, through the dedication of the organisers and sponsors, this event has grown to become one of the largest charity sporting events in the Kingdom of Bahrain.

YBA Kanoo started participating in 2018 and continues in 2019 with the support of the company and presence and participation of Faisal Khalid Kanoo. The activity is meant to support charity and a team building exercise from team members from across the group

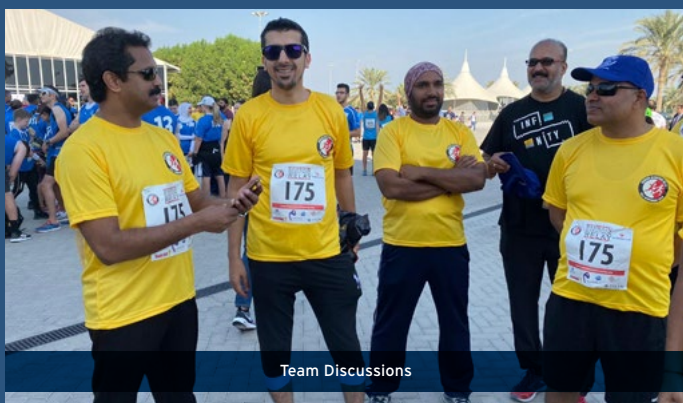
180 teams participated this year, representing both public and private sectors gathered at the Bahrain International Circuit, to participate in the relay marathon, helping to promote the value of team spirit and a healthy lifestyle across Bahrain.



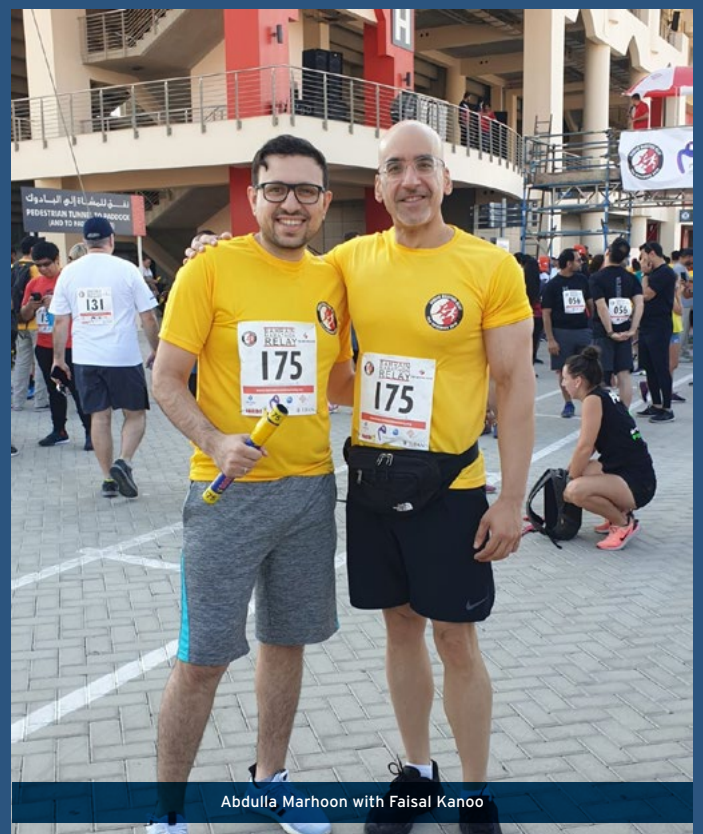
Faisal Khalid Kanoo



Team Photo

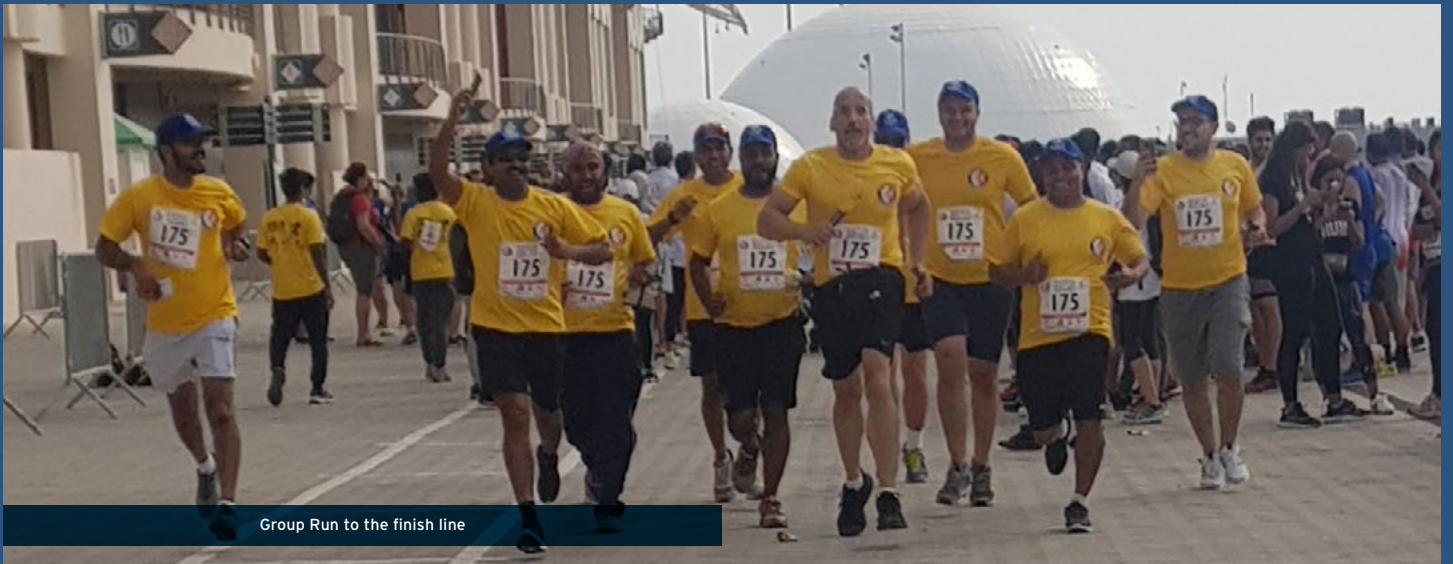


Team Discussions



Abdulla Marhoon with Faisal Kanoo





Group Run to the finish line



The team with the Medals



Mission complete



Mahmood, Faisal and Steve



Group Photo



## HIMANI TOPS CBSE CLASS X EXAM, BRINGS UNPRECEDENTED AND ASTOUNDING RESULTS



Miss Himani Nilesh Belsare, daughter of Nilesh Bhalchandra Belsare, Sales Manager, Chemicals - Industrial and Energy, has been the topper from International Indian School (IIS) Jubail in CBSE class X Board Exams held earlier this year.

Breaking all the previous records of 32 years, Himani has achieved the highest score ever recorded at IIS Jubail. She has marked-off a whopping aggregate score of 98.2% and stood 1st among all the CBSE schools in Jubail, Dammam, and Riyadh.

For her achievements, she was recently honored by the Ambassador of India in KSA, His Excellency Dr. Ausaf Sayeed at IIS Jubail.

The council of CBSE Affiliated Schools in Gulf Sahodaya - Saudi Chapter awarded her a special accolade of the Topper in the Kingdom at the 29th Principals' Conference held in Jeddah. She was also felicitated by numerous social organizations in Dammam and Jubail.

Himani has also excelled in various fields such as Table-Tennis, Toastmasters, and School-Elections. She has been playing Table-Tennis for the past 7 years and represented her school at various tournaments in Dammam, Riyadh and Jeddah. While in class X, she participated in the CBSE National Meet 2018 held at Noida, New Delhi.

We are extremely happy to share her achievement, and wish her the best in her future...

## WELCOME ON BOARD

### BAHRAIN

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ADEL MAKRAMI TRAVEL CONSULTANT KANOO TRAVEL	MOHAMMED ALMASABI AGENT KANOO TRAVEL				