



ITQAN NEWSLETTER

2018 | ISSUE NO. 13

MUBARAK JASSIM KANOO MOURNED

Farewell to a visionary that helped build the YBA Kanoo Group

His Majesty King Hamad
Visits Kanoo Family

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Gulf Industry Fair
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Second Vision 2020
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CEO'S MESSAGE

Dear Colleagues,

Welcome to the first quarter edition of 2018. Before commenting on events and achievements over the past three months, I would like to take a moment to remember our late Group Chairman Mr Mubarak Jassim Kanoo. It was with great sadness that we announced his passing in February. We have lost a great visionary who helped shape the very fabric of what YBA Kanoo is today. On behalf of the family, I would like to thank everyone who has reached out to show their respect. We are grateful for every kindness shown.

The Yusuf bin Ahmed Kanoo Group has gone through a remarkable evolution in the past few years as we've pursued our Vision 2020 Transformation Plan and endeavoured to deliver sustainable excellence alongside our partners and clients. We have always said that transformation cannot take place without progressive change and the ability to be flexible. After four years of dedicated service, our

Group CEO Dr Patrick Chenel has decided to leave the business, and I have been appointed Acting Group CEO.

Our stand at the Gulf Industry Fair in Bahrain highlighted our new approach, where we presented ourselves as "One Kanoo", with all trading divisions represented on the same stand. Our emphasis on compliance is also starting to be noticed, and recent wins with listed companies such as Coca Cola, Lukoil, Huawei, Nielsen, and Amazon are testament to that.

In February, we held our second Vision 2020 Roadshow. Being able to showcase the Group's strategies and future vision, as well as our successes and achievements, is enormously important. We cannot overstate how positive the results are when we all work in unison towards one goal, as "One Kanoo". It was also encouraging to see how many of you have worked hard to push forward on Vision 2020, and how many young locals are moving up in the company.

We have also welcomed on board a number high-level local staff this quarter, including Group Head of HR Marwah Al Saad, Project Manager Eman Al Bustani, and Key Account Manager for SABIC Mohammed Bukhamsin.

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.

Yours Sincerely,

Fawzi Ahmed Kanoo

Acting Group Chief Executive Officer

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NEW GROUP CHAIRMAN

The Yusuf Bin Ahmed Kanoo (Holdings) WLL Board of Directors (the “YBA Kanoo”) are grateful for the lessons taught by our late Group Chairman, Mr. Mubarak Kanoo. As a family, we strive to continue to build upon his legacy in making our company one of the most respected and largest family-owned businesses in the Middle East. However, as difficult as it may be for each of us, we know that our late Chairman would want us to move forward.

In light of this, the YBA Kanoo Board is pleased and proud to announce that Mr. Khalid M. Kanoo has been appointed as the new YBA Kanoo Group Chairman. We invite you to join us in congratulating him on his appointment.

Mr. Khalid Kanoo’s appointment is a clear reflection of the company’s current state of being ready to take on the future with our Vision 2020 transformation programme. Mr. Khalid Kanoo has been supporting our company in Bahrain, the GCC and on a global scale for many years as a known and trusted leader both within the Group and the wider business

community. He has previously served in many executive roles both in and outside YBA Kanoo, as well as on numerous illustrious and governmental boards. He brings a wealth of knowledge, experience and dedication to the role and we know that his strong focus on compliance, transparency, governance and fairness will continue to serve our business well.

We couldn’t be happier with Mr. Khalid Kanoo taking the Chairmanship of our Board and helping our management and customers achieve continued success.

The YBA Kanoo Group Board



HIS MAJESTY KING HAMAD VISITS KANOO FAMILY

The Kanoo family were honoured to be visited by His Majesty King Hamad bin Isa Al Khalifa, who made the visit to pay his condolences for the passing of our late Group Chairman Mubarak Jassim Kanoo.

His Majesty the King hailed Mubarak Kanoo's crucial contribution to Bahrain's trade development, as well as his humanitarian efforts.

The Kanoo family thanked His Majesty for his remarks and good wishes, which reflect his constant and keen desire to reach out to Bahraini citizens.





KANOO FAMILY VISIT BAHRAIN'S PRIME MINISTER



His Royal Highness Prime Minister Prince Khalifa bin Salman Al Khalifa received members of the Kanoo family at Guidaibiya Palace, thanking him for his visit to offer condolences on the passing of Group Chairman Mubarak Jassim Kanoo.

The Premier emphasised the value of the Kanoo family and their role in strengthening economics, trade, and giving back to the social community, as well as their support for the government. He listed contributions by Mubarak Kanoo in commercial and humanitarian spheres and work, and said that Bahrainis were all part of one family.

YBA KANOO THANKED FOR STRATEGIC SPONSORSHIP

His Royal Highness Shaikh Khalid bin Hamad Al Khalifa, First Deputy President of Supreme Council for Youth & Sport and Honourary President of the Bahrain Mixed Martial Arts Federation, presented Family Council Chairman Nabeel Khalid Kanoo with a memento to thank the YBA Kanoo Group for their strategic sponsorship of the BRAVE Competition.

Shaikh Khalid welcomed sponsors and congratulated them on the success of the competition, adding that it reflected Bahrain's ability to organise international sporting events.

Family Council Chairman Nabeel Khalid Kanoo praised Shaikh Khalid for his efforts to make Bahrain a destination for international sporting events.



Shaikh Khalid bin Hamad Al Khalifa honouring Nabeel Khalid Kanoo with a memento



The Premier being briefed on YBA Kanoo's offering



From left, Capital Governor Shaikh Hisham bin Abdulrahman Al Khalifa, Khalid Kanoo, Ahmed Kanoo

The Yusuf Bin Ahmed Kanoo Group exhibited at this year's Gulf Industry Fair (GIF) in Bahrain, showcasing the full extent of the Group's capabilities and portfolio of business groups, including Industrial & Energy, Shipping & Logistics, Real Estate and Kanoo Travel.

His Royal Highness the Prime Minister, Prince Khalifa bin Salman Al Khalifa visited the Group's stand on opening day, accompanied by Group Chairman Khalid Mohamed Kanoo, and was briefed on the Group's strategy and vision for each of the divisions.

Over 120 meetings were held across YBA Kanoo's divisions over the course of the fair, providing business opportunities and sharing the Group's Vision 2020 business strategy. The Gulf Industry Fair was an important statement of presence from the YBA Kanoo Group, as the Group begins the move from being a trading company to a solutions provider.

SHOWCASING SOLUTION-BASED SERVICES AT GULF INDUSTRY FAIR

The restructuring of Industrial & Energy was also showcased at GIF, highlighting the division's five business units, which comprise of: Small to Medium Engineering, Procurement and Construction (EPC); Fabrication & Construction; Operations & Maintenance; Plant & Machinery and Drilling & Chemicals.

"Gulf Industry Fair will be a platform to showcase our service offerings across our five business units," said Industrial & Energy Executive General Manager Fergus Burke.

"YBA Kanoo is one of the most trusted partners in the region, working with world class companies such as Halliburton, BASF, Sulzer, Grove, Hyster, Perkins and Bobcat.

"Our Industrial & Energy restructuring aims to deliver improved client solutions to our clients in Saudi, Bahrain and the UAE in particular.

"This is an ideal forum for our development teams to collaborate with Industry professionals, key clients and develop new opportunities."



Members of the Kanoo family with Shaikh Khalid at the opening



Shaikh Khalid at the opening of the mosque



Shaikh Khalid being presented with a memento by Fawzi Kanoo

MUBARAK & FATIMA KANOO MOSQUE OPENS IN MUHARRAQ

His Excellency the Minister of Justice, Islamic Affairs and Endowments Shaikh Khalid bin Ali Al Khalifa officially opened the Mubarak and Fatima Kanoo Mosque in Muharraq.

Shaikh Khalid praised YBA Kanoo's late Group Chairman Mubarak Jassim Kanoo, who directly supervised many of the Group's charitable efforts, including building mosques, health centres and other projects.

The opening ceremony was attended by Islamic Affairs Undersecretary Dr Farid bin Yaqoub Al Muftah and a number of ministry officials, along with Group Chairman Khalid Kanoo, Acting Group CEO Fawzi Kanoo, Family Council Chairman Nabeel Kanoo, Saud Abdulaziz Kanoo and other members of the Kanoo family.



The Mubarak and Fatima Kanoo Mosque in Muharraq

The Mubarak and Fatima Kanoo Mosque covers a total area of 565 square metres and can accommodate 285 worshippers. It includes two prayer halls for men and women, as well as an apartment for the mosque's Imam, a hall for Quran studies and washroom facilities.



HE Shaikh Khalid, Khalid Kanoo and other dignitaries at the award

YBA KANOO AWARDS 2018

The Yusuf bin Ahmed Kanoo Award ceremony was held at the Gulf Hotel in Bahrain. The biennial award ceremony was held under the patronage of Deputy Prime Minister His Excellency Shaikh Khalid bin Abdullah Al Khalifa and is awarded in five categories: economics, short film, fine art, entrepreneurship, and academic research. Shaikh Khalid and YBA Group Chairman Khalid Mohamed Kanoo distributed the awards to the winners.



HE Shaikh Khalid receives a token of appreciation from Khalid Kanoo



Shaikh Khalid presents an award to a category winner



Khalid Kanoo and HE Shaikh Khalid presenting an award to artist Hisham Sharif



From Left to Right: Jane Valls and Khalid Kanoo

Yusuf bin Ahmed Kanoo Group joined the GCC Board Directors Institute (GCC BDI), the leading governance organisation in the Arabian Gulf, as a Corporate Affiliate.

Economies are in constant flux and now more than ever businesses are under pressure to perform. Company performance is being put under the microscope by shareholders and other stakeholders alike. GCC boards and their directors must uphold the highest standards of corporate governance and deliver true value to persevere and thrive in these volatile economic conditions.

As a leading conglomerate in the region for over a century, YBA Kanoo Group strives to offer certainty to its stakeholders. In this pursuit, good corporate governance and compliance go hand-in-hand, as they are the foundation of any sustainable business. YBA Kanoo Group is devoted to maintain high corporate governance standards and comply with all relevant laws and regulations. Becoming a GCC BDI Corporate Affiliate not only proves its commitment to these principles, but also demonstrates its commitment to implementing and further developing the intellectual infrastructure which forms the backbone of the regional economy.

“We are pleased to have this opportunity to work with the GCC BDI, where we believe that mutual benefits will help us not only to share our experience of over a century of successful business performance but also to be updated with the latest trends in best practices and make sure that our governance of the group will bring us closer to our clients,” said YBA Kanoo Group Chairman Khalid Mohamed Kanoo.

YBA KANOO JOINS GCC BOARD DIRECTORS INSTITUTE AS A CORPORATE AFFILIATE

Having empowered a professional management team to drive the business to new heights under its ambitious Vision 2020, YBA Kanoo Group aims in parallel to set a benchmark for corporate governance in the Gulf among Family owned businesses. Becoming a GCC BDI Affiliate not only ensures that it is synchronised with global best practices and latest governance trends, but also helps GCC BDI to promote the importance of high performance boards, and subsequently, foster economic development in the region.

“We are delighted to have YBA Kanoo Group join GCC BDI as a Corporate Affiliate,” said GCC Board Directors Institute Executive Director Jane Valls.

“We believe this will not only enhance their reputation and standing in the market, but it will also ensure that its unique value proposition to customers, investors and suppliers is enshrined and enhanced through the assurance of the conglomerate’s commitment to corporate governance, making YBA Kanoo a partner of choice for international corporations and regional customers alike.”



SAUD ABDULAZIZ KANOO APPOINTED ON EDB BOARD

His Royal Highness Prince Salman bin Hamad Al-Khalifa, Crown Prince, Deputy Supreme Commander, and Chairman of the Economic Development Board (EDB) in Bahrain appointed a new board of directors for EDB's 2018-2021 term.

Saud Abdulaziz Kanoo was appointed onto the board, alongside government ministers and leading businessmen and women in the Kingdom.



Students with Mr Al Zayani and Bader Abdulaziz Kanoo at Bahrain Bourse

NORTHEASTERN UNIVERSITY VISITS BAHRAIN BOURSE

Industry, Commerce and Industry Minister Zayed Alzayani highlighted Bahrain's economic and tourism potential as he received a group of students from Northeastern University, US.

Bader Adulaziz Kanoo attended the meeting, which was held at the Bahrain Bourse, where Mr Alzayani underlined the Government's aim to spur growth through ambitious strategies and visions. The meeting was also attended by Northeastern University Associate Vice President of Interdisciplinary Initiatives and Special Projects Robert Dietrich, Assistant Undersecretary for External Commerce Eman Ahmed and Small and Medium Enterprises (SMEs) development director Sheikha Abdulla Al-Fadhel.

The minister stressed Bahrain's openness on cultures and religions, which bolstered its standing as an attractive destination for investors and tourists. He underlined the business-friendly economic outlook and modern infrastructure which, he said, turned Bahrain into a platform, incubating dozens of mega industrial and service projects.

He also outlined the Government-supported initiatives launched by the ministry in the fields of commerce, industry and tourism, which consolidated Bahrain's economic standing in the international arena.

"The Small and Medium Enterprises (SMEs) make up 99.3 percent of the overall number of standing projects," he said, stressed increasing number of tourism events which emanate from the Bahrain Tourism and Exhibition Authority (BTEA) strategy and vision.





Dr Al Mannai accepting the cheque from Nabeel Kanoo

YBA KANOO GROUP SUPPORTS THE BAHRAIN SOCIETY OF DOWN SYNDROME

Yusuf bin Ahmed Kanoo Group donated to the Bahrain Down Syndrome Society as part of the company's Corporate Social Responsibility Programme, which supports a variety of local charities and associations.

Family Council Chairman Nabeel Khalid Kanoo handed over the cheque on behalf of the company to Society Director General Dr Mohammed Abdulkarim Al Mannai in the presence of Talal Fawzi Kanoo, PR Manager Hakem Sabah and Kanoo Foundation Manager Abdulrahman Bucheery.

Nabeel Kanoo stressed the importance of the Group's social responsibility as one of the largest companies in the country and region. YBA Kanoo supports many institutions to promote partnership between the commercial sector and segments of society.

Dr Al Mannai thanked YBA Kanoo for the donation, and said it will go toward supporting the society's activities, aiming to raise awareness and help integrate children with Down Syndrome into society and help their families in dealing with their special needs.

BRITISH CONSUL-GENERAL VISIT

British Consul-General in Jeddah Barrie Peach visited YBA Kanoo's Jeddah office. He was welcomed by Ahmed Fawzi Kanoo, and presented with a commemorative gift.



Ahmed Fawzi Kanoo and Mr Peach

JAPANESE CONSUL-GENERAL VISIT

Japanese Consul-General in Jeddah Masayuki Miyamoto visited YBA Kanoo's WP office. Ahmed Fawzi Kanoo welcomed him and presented him with a commemorative gift.



Mr Miyamoto receiving the commemoration from Ahmed Fawzi Kanoo



Winning team with their trophy

The Kanoo Premier League title, a cricket tournament organised by the Jeddah Cricket Association (JCA), was won by Jamoom Tigers. The tournament had 20 teams participate, with the final match played on March 3 with the Jamoom Tigers vs UT Lines at the JCA Cricket Complex in Usfan, near Jeddah.

KANOO PREMIER LEAGUE WINNERS ANNOUNCED

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MUBARAK JASSIM KANOO

A VISIONARY AND AN INSPIRATION

Yusuf bin Ahmed Kanoo Group Chairman Mubarak Jassim Kanoo passed away on February 12. Born in Bahrain in 1930, Mr Mubarak Jassim Kanoo was a visionary and a pillar of the community in Bahrain. He achieved his undergraduate degree from American University of Beirut and his MBA from Harvard Business School in 1970.

Mubarak Kanoo spent his childhood in Manama, before moving to Mumbai (then Bombay) to learn English with his cousin Abdullah.

“I attended Barnes High School in Bombay with the specific objective of learning English,” he once said in a previous interview.

“I remember travelling to Bombay by ship and train, a journey which took 11 days. As we did not have money for first-class fare, we ended up sleeping on the deck each night which, despite being a hardship, I thoroughly enjoyed.”

In 1951, he took over the family’s travel business, which was made up of three employees at the time. In the same year, Kanoo Travel achieved IATA (International Air Transport Association) status. In 1952, he began travelling to Saudi Arabia to the shipping and travel offices, and then established trading licences in Dubai in 1961 and Abu Dhabi in 1963.



“In those days Al Khobar was a small village and we lived in a house, which had only fans and no air-conditioning,” he once said.

“The early years, with just three staff, we provided a complete travel service from writing tickets to transporting passengers to and from the airport.

“I remember driving a station wagon between the airport and Awali where we had a contract with BAPCO.

“In 1970, I decided to pursue my MBA at Harvard University. This provided me with the knowledge and ability to be independent in my ideas and I also took a special five-month PR course at Stanford University in California.”



With the late Amir of Bahrain, Shaikh Isa bin Salman Al Khalifa, centre, and Bahraini businessman Mohammed Jalal, right



With His Royal Highness Bahrain's Prime Minister Prince Khalifa bin Salman Al Khalifa and Abdulrahman Jassim Kanoo



With fellow undergraduates at the American University of Beirut



With Shaikh Isa in 1974 at the Arab League Summit held in Morocco

Throughout his life, Mubarak Kanoo developed a unique philosophy, based on his love of humanity. His gentle yet firm approach to dealing with people around him earned the affection and respect of everyone he met. He believed in fairness in both his business and personal life, and that treating people with courtesy and care led to him being able to keep an open mind and reach solutions to most problems. He continued to attend the office every morning, despite being 87 years old.

“I do not believe in failure and have never been discouraged by hard conditions because most successful men have started in difficult circumstances,” he said.

“Through leadership and the ability to convince people, success will be achieved.”

He was also a strong supporter of charitable initiatives, and believed that the Group had a responsibility to give back to the community.

“We have a long-standing tradition as a corporate citizen and sound relationships with the community,” he said in 2008.

“Our strong belief in giving back to the community is



with President George Bush Senior



With His Royal Highness Crown Prince Salman bin Hamad Al Khalifa



Mubarak Kanoo with his Honourary Knight Commander of the British Empire medal

manifested in the donation of many philanthropic assets such as financial contributions, employee volunteerism, product and facility donation and mentoring programmes.”

Mubarak Kanoo’s personal friendship with the late Amir of Bahrain, Shaikh Isa bin Salman Al Khalifa, who passed away in 1998, was one of his most treasured memories. Over the years they had travelled together on both official and personal trips and Mubarak talked about the late Amir with fondness.

“When I returned from Saudi Arabia in 1971, I became very close to Shaikh Isa who extended me the honour of travelling with him, visiting places such as the USA and the UK,” he said.



Meeting His Majesty Sultan Qaboos bin Said Al Said of Oman



With His Majesty King Hamad, Kanoo family members and other dignitaries



With late Amir Shaikh Isa bin Salman Al Khalifa at the Bahrain Ambassador's offices and residences in London

In 1984, Mr Kanoo's role in strengthening commercial relations with Britain was recognised by Her Majesty Queen Elizabeth II, and received the Honourary Knight Commander of the British Empire, where he met the Queen and Margaret Thatcher.

His services to the business community in Bahrain were also honoured by His Majesty King Hamad, who presented him with the Shaikh Isa bin Salman Al Khalifa Medal of the First Class Degree in 2000.

In addition to his responsibilities in YBA Kanoo Group, Mr Kanoo was also chairman of AXA Insurance (Gulf), Aeradio Technical Services W.L.L., Bahrain Ship Repairing and Engineering Company and Bahrain

Philanthropic Society, as well as the president of Bahrain Japan Business and Friendship Society.

Mr Mubarak is survived by his wife and his daughter, Mona, and his siblings Dr Adbullatif Kanoo and Lulwa Kanoo.



Mubarak Kanoo with the Shaikh Isa bin Salman Al Khalifa medal



Roadshow attendees in Bahrain

VISION 2020 ROADSHOW SUCCESS

In February, YBA Kanoo held the Vision 2020 Roadshow, which provided in detail the Group's ambitious transformation strategy and how much has been achieved in one year. The Roadshow was held across Riyadh, Jeddah, Dammam and Bahrain, with almost 800 employees attending across all four locations.

Employees were invited to see the development of Vision 2020, as well as the Group's strategy both overall and for each of the business groups. Changes happening in each business group were put in the context of the market conditions in 2017 and the next few years. The Vision is based on four key pillars, which are Customer Focus, Transformation Programme, Strategic Risk Management and Compliance.



Outgoing Group CEO Dr Patrick Chenel



Family Council Chairman Nabeel Khalid Kanoo

Open discussions took place during the event to discuss group wide strategies, from YBA Kanoo's Shipping division seeking to expand globally, to Kanoo Travel's aim to provide state of the art corporate travel solutions to a wider audience, while discussing the philosophy of adapting to constant changes in today's market reality. YBA Kanoo's move from traditional trading to being a solutions provider was emphasised, as well as looking to significantly increase the top line by 2020.

In terms of growth, significant wins have been achieved in the Q4 of 2017 and Q1 of 2018, with blue chip and listed companies dominating the list, including Amazon, Coca Cola, Huawei, Nokia, and Novartis. However, the key strategic accounts were highlighted, which are: Saudi Aramco, SABIC, ADNOC, Ma'aden and Saudi Electricity Company (SEC). These five accounts make up 40% of YBA Kanoo's revenue, excluding travel. As a result, Key Account Managers (KAMs) have been introduced. KAMs are managers dedicated to a single account, ensuring joint success for both YBA Kanoo and the Group's clients.



Group Corporate Services Manager Jameel Al Sharaf

BUSINESS GROUP STRATEGIES

In Shipping, YBA Kanoo aims to make key acquisitions in the next three years that will lead to Kanoo Shipping being a Global Top 3 with 75,000 port calls in 2020. This year, small acquisitions have already been made in South Africa, and the Group aims to close the year on 31,000 port calls with the acquisition of Marmedsa. Kanoo Logistics aims to make up the value chain into niche focus, moving away from freight solutions and into specialised logistics such as liquid chemicals. Meanwhile, Kanoo Travel aims to focus more on strength in corporate travel and MICE.

The realignment of the Industrial & Energy business group was announced during the Roadshow. The five business units are made up of Fabrication and Construction, Operations and Maintenance, Plant and Machinery, Drilling and Chemicals, and Small to Medium EPCs. Real Estate is making progress in asset management, while Kanoo Capital has been focused on clearing sick assets and actively manage existing investments in order to increase returns and be able to re-invest.

COMPLIANCE

Compliance was emphasised in the Roadshow, with a focus on avoiding fines and criminal sanctions, allowing us to increase our competitive advantage and as a result protect and guard YBA Kanoo's long-standing reputation. Many of the companies recently signed by YBA Kanoo request to see the Group's Compliance procedures and programme prior to signing.

EMPLOYEE BENEFITS

Harmonising benefits were announced, including 30 working days for Saudi employees and Health Insurance for all employees in Bahrain. The new bonus scheme was also announced, with the new system being made up of both individual and Group performance, ensuring a continued vested interest in high performance both for the employee and the Group.

An 18-month in-house leadership programme was also announced, with 15-20 employees selected to take part.

To watch the full video, please click the link below:

<https://web.microsoftstream.com/video/0dae6e91-e17d-4f46-9f9d-185e31ccd795>



Group CFO Philip English



Attendees at the Jeddah Roadshow

SABIC & KEY ACCOUNT MANAGEMENT

Until 1976, natural gas was burnt in the off-shore and off-shore oil rigs, in a process of burning associate gas from drilling called flaring. This practice wasted a natural resource and polluted the environment. To put an end to flaring, the Saudi government established the Royal Commission of Jubail and Yanbu to pave the way for two industrial cities in Jubail and Yanbu. The waste gas started providing the plants with necessary feed to produce chemicals, agri-nutrients, polymers, metals and other specialties.

The petrochemical industry in the Kingdom of Saudi Arabia flourished in past 30 years with staggering numbers of government investments that started with the establishment of SABIC in 1976 by royal decree, followed by private investments and SABIC joint ventures. Jubail became a dream city for any chemical engineer with unprecedented chemical complexes such as Saudi Kayan and Sadara.

Yusuf Bin Ahmed Kanoo Group is currently present in several SABIC and non-SABIC chemical plants.

Nevertheless, our presence and market coverage does not reflect the vast portfolio of products YBA Kanoo has. With the company’s vision to move from being a mere product trader to a solution provider, the Key Account Manager (KAM) plays a pivotal role in this transformation plan by firstly mapping the client’s scattered decision centers, and secondly, speaking with the customer at an executive level to ensure that we are pursuing the right acquisitions.

Since 2016, SABIC has been encountering the, “End of Feed Subsidy” challenge by two major actions: operating expenses (OPEX) investments to increase the reliability and efficiency of the all plants; and capital expenditures (CAPEX) investments to diversify the feed by 2022.

The KAM ought to lead the endeavor to turn the two actions into opportunities for YBA Kanoo, especially on the capital expenditures, knowing that YBA Kanoo’s revenue is mostly on operating expenses. The KAM should represent One Kanoo, with no emphasis on a single product.

In conclusion, the KAM shall study our strengths to open new doors for the sales engineers with an aim of working with YBA Kanoo’s divisions and principles to achieve Account growth, in addition to keeping the loyal customers satisfied and aware of YBA Kanoo’s capabilities and offering.

Mohammed Bukhamsin
KAM – SABIC



Safety Begins with ME!

HSSE BULLETIN #05

EMERGENCY RESPONSE / PREPAREDNESS

What is an emergency?	What is emergency response or preparedness?	How having an emergency response / preparedness programme can help your business?
<p>An emergency is a situation that poses an immediate risk to health, life, property, or environment.</p> <p>Most emergencies require urgent intervention to prevent a situation worsening. It is an unexpected and usually dangerous situation that calls for immediate action.</p>	<p>Emergency response / preparedness is the act of being prepared for an unexpected disaster. This can be a natural disaster or a man-made one. In our line of business we are more likely to encounter workplace accidents than a terrorist incident, for instance, however, we must plan for all eventualities.</p> <p>Having a plan in place to deal with emergency situations can help stabilise YBA Kanoo’s operations during a turbulent period. It will also ensure that your workers, premises, equipment and stock are kept safe and the disruption to your business minimised.</p>	<p>Injuries to your workers, damage to our premises, or stock and business disruptions can all have a devastating impact on our bottom line. Emergencies and disasters can occur any time and without warning.</p> <p>The more we prepared for them, the better our response will be, ultimately minimising panic, confusion and damage to YBA Kanoo’s business if an emergency occurs.</p>
How ready are you?	What you can do	<div style="display: flex; flex-direction: column; align-items: center;">  <p style="font-size: 8px; margin: 2px;">AWARENESS</p>  <p style="font-size: 8px; margin: 2px;">READINESS</p>  <p style="font-size: 8px; margin: 2px;">PREVENTION</p>  <p style="font-size: 8px; margin: 2px;">BEHAVIOUR</p>  <p style="font-size: 8px; margin: 2px;">OWNERSHIP</p> </div>
<ul style="list-style-type: none"> Do you have a documented plan to deal with emergencies? Is there an evacuation plan displayed prominently in your premises? Do you have an Emergency Response Team in place to deal with it and avoid panic? Do you have the contact numbers of support services such as Civil Defence and Ambulance? Are you aware of where the nearest Fire Station and Hospital are? Have you inspected your firefighting and first aid equipment regularly? Has the fire alarm been proven to be working? Do you have stretchers and wheelchairs? Does every employee know how to respond to an emergency call, including: assembly area, evacuation process, and emergency exits? Do you know who to call to manage media responses? Do you know how many employees or visitors are present and where they are? Do you train your employees? 	<ul style="list-style-type: none"> An evaluation of the security of your premises; review how much access visitors have to your site Records and data: in the event of damage to your premises would you have access to your data and records Supply chain: evaluate alternate supply sources in the event that your supplier is unable to provide material to you An outline of procedures to keep staff safe in the event of an emergency, including: <ul style="list-style-type: none"> the conditions under which an evacuation would be necessary designating primary and secondary evacuation routes and emergency exits that are clearly marked and well lit posting signs installing emergency lighting in case a power outage occurs during the evacuation ensuring that evacuation routes and emergency exits are wide enough to accommodate the number of evacuating people, clear and unobstructed at all times and unlikely to expose evacuating people to additional hazards designating “evacuation wardens” who will help others during an evacuation and to account for employees 	

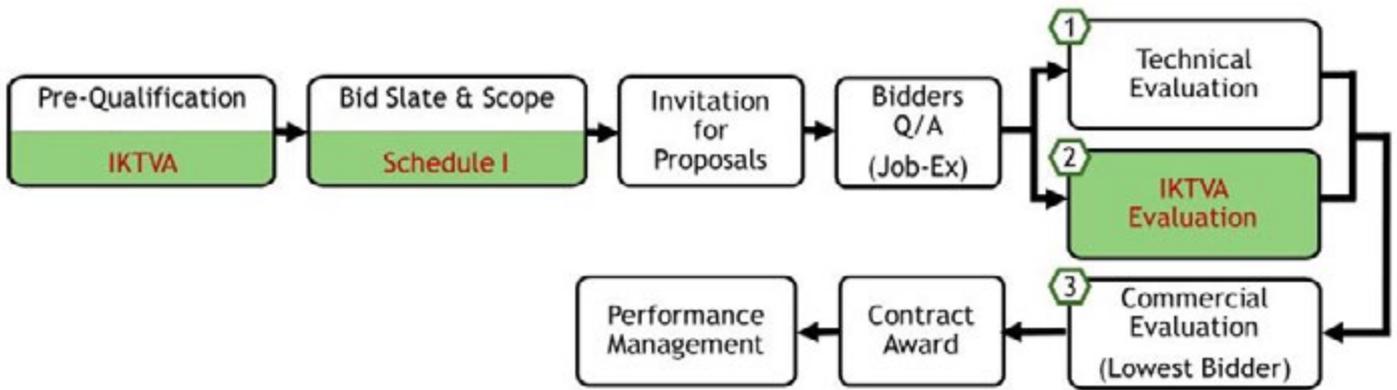
www.kanoo.com

VISION 2020

يوسف بن أحمد كانو

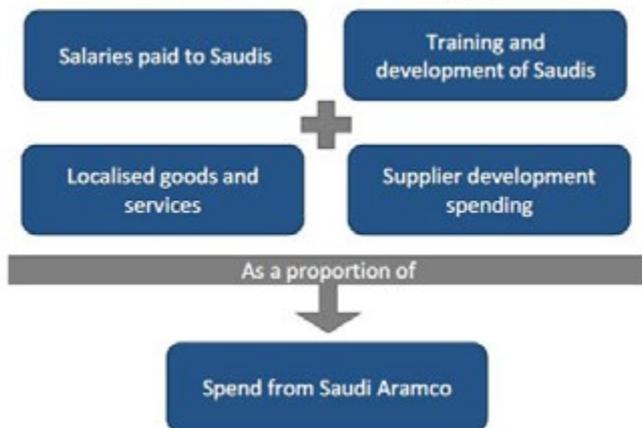
Yusuf Bin Ahmed Kanoo





YBA KANOO LOCALISATION EFFORTS

Local content under IKTVA is defined as the total (\$) spend on



Guided by the ambitions of Saudi Arabia's Vision 2030 to diversify the economy away from oil, Saudi Aramco launched its flagship localisation programme the In-Kingdom Value Add (IKTVA) in 2015, targeting 70% localisation of procurement spent by 2021.

To put this into perspective, the 70% target of Aramco to localise procurement spent would translate into approximately \$16 billion per year back to Saudi economy, assuming the average five-year spending of \$23 billion remains stable.

The programme has spread regionally as a structured means of fostering economic growth and enabling technology transfers, whilst creating jobs for locals. Its popularity encouraged further localisation efforts throughout Saudi Arabia, and now is being rolled out with the formation of Saudi Small-To-Medium Enterprises (SMEs) Authority. Starting in oil and gas, it has now spread to other sectors including mining, power, and military. The Saudi military accounts for 20% of Saudi government expenditure and the Kingdom aims to localise 50% of military procurement by 2030, compared to the current 2%.

YBA Kanoo has been proactively participating in the IKTVA programme since its inception in 2015 and achieved average annual progress rate of 4%, which sustain competitiveness in the Saudi market. YBA Kanoo is also

participating in the upcoming Ma'aden Local Content programme (LC) and has submitted its LC five-year plan.

Through a continuous search for new partners and by promoting the opportunities Saudi Arabia and other GCC countries offer, YBA Kanoo has numerous operational joint venture companies in both manufacturing and service sectors. These efforts are continuously evolving and are backed by the Kanoo family, with a long tradition in contributing to development of local economies. The Group is currently working on several JVs, acquisitions, and new in-Kingdom facilities in partnership with leading international manufacturers.

For support or further information related to IKTVA, contact naseem.alsaeed@kanoo.com

Naseem Alsaeed
Project Manager, IKTVA and LC

For all your IT needs



Please contact the HelpDesk on

ext.1441

or

17 220 441

or

helpdesk@kanoo.com



Cable tanks being transported

DELIVERY OF HEAVY CABLE TANKS TO SAIPEM

A successful handling and delivery of almost 800 tonnes of cargo was carried out by Kanoo Logistics in Saudi Arabia. The cargo is one of the heaviest and biggest in volume executed in the second half of 2017.

The delivery, to Saipem Saudi Arabia, consisted of three units of Cable Tanks, weighing an average of 280 tonnes each. Kanoo Logistics is the local agent for Saipem Barge at the Dammam Port, and this played a significant role in facilitating the barge permission in time for moving the cargo.



Tanks weighing 280 tonnes each

KANOO LOGISTICS SECURES FORMULA 1 CONTRACT IN BAHRAIN

Kanoo Logistics successfully secured the contract for ground support for the Formula 1 in Bahrain, held from April 6-8. Bahrain became the first Middle Eastern country to host the Formula 1 Grand Prix in 2004 and continues to host the event at its purpose-built Bahrain International Circuit (BIC) in Sakhir.

According to the BIC, the 2017 Bahrain Grand Prix saw a record crowd of 33,000 on race day and 93,000 over the weekend, with the Main Grandstand, Paddock Club and corporate boxes all sold out for the first time ever. Interior Ministry Assistant Undersecretary for Nationality, Passports and Residence Affairs Shaikh Ahmed bin Isa Al Khalifa said that the number of visitors during the Formula 1 weekend, both through the King Fahad Causeway and the Bahrain International Airport reached 674,745.

ARAMCO SPENT CAUSTIC EXPORTS CONTRACT WIN

Kanoo Logistics in Dammam was awarded the Spent Caustic Disposal contract by Saudi Aramco in January. The contract's scope consists of collecting 1.76 million gallons of Spent Caustic waste from Aramco's Rastanura plant in an ISO Tank and export it for processing to Houston, Texas. The Kanoo Logistics team in Dammam held a celebration in honour of the win.

The win re-establishes the Group's relationship with the Formula One Management and BIC. Kanoo Logistics plays a pivotal role in making sure the event takes place without any issues on a yearly basis, keeping the focus on the racetrack and entertainment.



YBA KANOO GROUP RECOGNISED BY BAPCO CEO

YBA Kanoo Group was recognised by Bapco CEO Pete Bartlett for extraordinary support provided by YBA Kanoo during Bapco's 4A crude oil distillation unit (CDU) fire restoration project following their recent fire on December 28, 2017. The effort was led by Kanoo Machinery and Logistics played a supporting role, demonstrating group synergy and the One Kanoo approach to providing solutions to high-profile customers.



NEW KANOO LOGISTICS OFFICE IN JEDDAH

Kanoo Logistics opened a new cargo outlet office in Kanoo Building #1 in Jeddah. Ahmed Fawzi Kanoo inaugurated the new office in March, accompanied by Kanoo Logistics Commercial Manager Yousif Al Manea, who gave a welcome speech. The opening was attended by key representatives from prominent airlines, logistics customers and company officials.

The new outlet office will focus primarily on-air cargo business and specialised freight movements. The location of the new outlet aims to emphasise divisional brand image and increase walk-in business. Kanoo Logistics is aiming to develop its various service offerings including Freight Forwarding, 3PL, and Customs Clearance, while maintaining the highest standards of services to its customers.

KANOO LOGISTICS AND I&E SIGN SLA IN UAE

Kanoo Logistics signed a Service Level Agreement (SLA) with the Industrial & Energy business group to manage their logistics requirements in UAE, starting February 1. The initiative is expected to be rolled out in Saudi Arabia in the next few months, with the clear objective of helping I&E reduce cost and increase efficiency for I&E to focus on their core scope. Kanoo Logistics looks forward to the working relationship between divisions, increasing group synergy and working as One Kanoo.

CONTRACT WIN WITH OCEAN NETWORK EXPRESS

A contract for handling shipping needs for liner specialist Ocean Network Express in Oman, UAE and Iraq has been won by Kanoo Shipping. Kanoo Shipping has been appointed as the agent to handle all activities including: Sales & Marketing, Customer Service, Husbandry, Landside Operations & Marine Operations, Agency Accounting & Financial settlement, Claims & Risk Management Services in UAE, Oman and Iraq.

Ocean Network Express was established on July 2017 by the integration of MOL, NYK and 'K' Line. The holding company was set up in Japan in July 2017, and a business management company was simultaneously established in Singapore. Regional headquarters have been established in Hong Kong, Singapore, UK, USA and Brazil and services are scheduled to start in April 2018.

ALL KANOO SHIPPING BRANCHES UPGRADED TO ISO 2015 9001 CERTIFICATION

Kanoo Shipping achieved a milestone of having all branches across Bahrain and Saudi Arabia upgraded to the new ISO 9001–2015 Standard certification. An audit was conducted at Dammam, Riyadh, Jeddah, Rabigh, Jubail, Khafji, Ras Tanura and Bahrain. The audits in Saudi were held by ABS Quality Evaluations while Bureau Veritas conducted the ones in Bahrain.

The achievement came as a result of accurate implementation of the system by the operation and support team in respective branches, with significant help and assistance from Shipping Divisional Quality Coordinator and Branch Quality Coordinators. The new standard requirements help to improve overall performance and provides a sound basis of sustainable development initiatives, which fits into the Vision 2020 transformation programme.

An ISO 9001 certification is required for doing business with all major clients. It is part of pre-qualification requirement during the bidding and tendering process and being registered as an approved vendor with clients such as Saudi Aramco, SABIC, Ma'aden, Saudi Electricity Company (SEC) and Bapco.



Group Corporate Services Manager Jameel Al Sharaf and Shipping & Logistics EGM Robert Moss present Acting Group CEO with ISO certificates

The certification demonstrates compliance to Quality Management Systems requirement by applying risk based thinking, identifying future needs and expectations and addressing risk and opportunities of the business.

Kanoo Shipping and Logistics EGM Robert Moss and KSA and Bahrain Country Manager Adil Zobair congratulated employees on the achievement, and thanked KSA & Bahrain Regional Quality Manager Nadeem Haque for his role in ensuring the certifications were achieved.



A 'jumbo heavy lift' installation operation

NEW BUOY INSTALLED FOR SHELL OMAN

Kanoo Shipping Oman successfully handled the discharge and installation of a new buoy for Shell Oman at Mina Al Fahal on December 25, 2017.

Monobuoy UK supplied the buoy, which was manufactured in the UAE. Monobuoy UK appointed Kanoo Shipping to handle the operation, including customs clearance, visas, and handling the divers and installation crew. Kanoo Shipping was also charged



The buoys being installed

with handling the removal of the old buoy, which was towed back to the UAE.

The operation required a 'Jumbo Heavy Lift', carrying the buoy onboard and discharging using a crane. While the operation is not part of Kanoo Shipping's usual offerings, the experience allows further prospect for similar jobs and opportunities in the future. Kanoo Logistics Oman also played a vital role in organising the Customs clearances of the new and old buoys and in the arrangements of other installation equipment, which arrived by road from the UAE.



Operations Hub staff with Mr Robert Moss and Mr Adil Zobair



Kanoo Shipping has established a regional operations hub in Bahrain, with responsibilities that include controlling, monitoring, communicating and ensuring all port calls are handled effectively and efficiently. The hub, which was set up in January, has already started tracking operations in Saudi and aims to expand until all ports in the region are controlled through the hub.

KANOO SHIPPING COORDINATES ENTIRE MCDERMOTT FLEET IN REGION

Kanoo Shipping is now coordinating the entire fleet owned by McDermott in the region, in addition to all the vessels in time charter, husbandry and disbursement account processing. With a 36-month agreement signed in the UAE, Kanoo Shipping now serves McDermott in Saudi Arabia, Bahrain and the UAE.

REGIONAL OPERATIONS HUB SET UP IN BAHRAIN

The hub was set up to provide seamless service and ensure consistency with deliveries across a large geographic area. To save cost by reducing number of phone calls and maintain the seamless communication necessary between hub and local branches, a technology system called Kanbanize has been adopted, a digital form of the Japanese Kanban system. Smart Screen TVs in local offices, as well as the hub, ensures 24/7 visibility of pending and completed tasks.

The Operations Hub is managed by Sarim Asaf, who reports directly to Kanoo Shipping Bahrain & KSA Country Manager Adil Zobair. The team is also made up of Shipping Assistants: Ahsan Altaf, Aldwin Bauyon, Zeeshan Bukhari and Abdul Hakim.

Kanoo Shipping will be handling the port calls of McDermott at Jebel Ali, Ajman, Hamriyah, Ras Al Khaimah, Fujairah, Khor Fakkan and Abu Dhabi Ports and help to ensure quick vessel turnaround. Due to a well-integrated operation between our teams in Bahrain, Saudi and UAE, terms in each of the ports of discharge will be able to coordinate efficiency with teams in port of loading.

Following the signing of the agreement, Kanoo Shipping will hold a weekly operational meeting, frequent visits to McDermott Logistic/Marine Team, ensure problem solving, and provide assistance to Principals and Masters. Kanoo Shipping's goal is always to turn around customers' vessels quickly, anticipate issues before they happen and ensure first class communication



Senior Management of Industrial & Energy

INDUSTRIAL & ENERGY LAUNCH ITS BUSINESS PLAN

Industrial & Energy launched its 'Fit for Growth' Business Plan 2018-2020 in Bahrain last February. The launch was attended by senior management from across the GCC. Industrial & Energy Executive General Manager Fergus Burke said the launch was a culmination of a six-month business planning process.

"I am delighted to be engaging with the broader Industrial & Energy team to bring our 'Fit for Growth' Business Plan 2018-2020 from concept to reality," he said.

"Our business is transforming from being sector-



Fergus Burke with the new business plan

focused into five business unit groups, which are made up of: Small to Medium Engineering, Procurement and Construction (EPC), Fabrication & Construction, Operations & Maintenance, Plant & Machinery and Drilling & Chemicals.

"Our plan has also focused on a cost optimisation strategy, selected organic strategic initiatives and an acquisition strategy to double bottom line profit by 2020."

SALES MEETING AND TRAINING HELD BY FLEXEJ

A sales meeting and training programme was conducted for YBA Kanoo employees by expansion joints principal FlexEJ on March 7 and 8 in Dubai. Eight employees from Industrial & Energy attended from KSA, UAE, and Oman offices.

It was held by FlexEJ Business Development Manager Gareth Hardy, FlexEJ Business Development Manager Danielle Jobe, FlexEJ Director Tim Robinson and FlexEJ Director Joanna Robinson.



FlexEJ giving Industrial & Energy employees training



The training underway



Five Forklifts On Long-Term Rental

MA'ADEN RENTAL CONTRACT AWARDED

Kanoo Machinery has won a BD600,000 bid to supply Ma'aden with high capacity forklifts from principles Hyster. Ma'aden Aluminium (MA) is a joint venture between the Saudi Arabian Mining Company (Ma'aden) and Alcoa. MA is a supplier of high quality primary and rolled product solutions to customers in local and international markets.

Facilities consist of a bauxite mine at Al Ba'itha in Qassim province in the centre of Saudi Arabia, which connects by railway to an alumina refinery, aluminium smelter, can sheet rolling mill and automotive mill at Ras Al Khair, 90km north of Jubail in the Eastern Province. Five years after its establishment, Ma'aden Aluminium is now a fully integrated aluminium processing complex in a joint venture with Alcoa. Once fully completed, the US\$10.8b project will become the largest and most efficient integrated aluminium complex in the world.

In line with MA's project expansions, a huge fleet of material handling equipment have been required to support its vast operations. Kanoo Machinery and Ma'aden Group are long-term partners, and received a new Invitation to Bid to get machines on long term rental basis in the first quarter of 2018 to support their own existing fleets.

SUCCESSFUL ONLINE SCALING SOLUTION FOR ADNOC

An on-line scaling solution was provided for ADNOC by the Power & Industrial Projects (P&IP) team in the UAE. The successful implementation came after ADNOC

Ma'aden Aluminium aim to focus more in their core business, eliminating the burdens of maintenance cost, huge capital investment and reduce manpower cost. Due to Kanoo Machinery's high reputation as a reliable rental service provider with strong credibility as a business partner, as well as possessing a reputable brand of high-capacity forklifts at competitive rates, the prestigious project was won. Kanoo Machinery will supply five units of high capacity forklifts at 10-, 16- and 44-tonne which are known as big trucks. These big trucks are customised with special adaptations and rotary attachments to work in the cast house where they will be subjected to elevated temperature and tough operating conditions.

These sophisticated and customised applications (high capacity forklifts with rotator attachments) will be a benchmark for Kanoo Machinery and Ma'aden. They will be the first in Saudi for Kanoo Machinery to be supplying on rental basis, especially the 44-tonnes high-capacity forklift.

Kanoo Machinery has been able to capitalise on the dynamic shift in the market place toward rental options versus old sales options by being able to offer unique solutions to customers such as Ma'aden and others through long-term rental contracts. The current portfolio of rental customers includes various blue-chip customers such as Aramco, Ma'aden, Pepsi, and SA Talke, with over 600 pieces of equipment in our rental fleets and continue to expand it to offer other customised solutions.

faced severe scaling problems on heat exchangers and sea water intake systems at their offshore facility. These resulted in downtime, due to the systems being taken onshore for cleaning and descaling (removing limescale build-up).

The systems installed by P&IP provided an ideal solution as they carry out on-line descaling based on the principle of Electromagnetic Induction. This has also improved the heat exchanger system by almost 16% in the past three months of operation. This success has led to ADNOC requesting the procurement of six new systems during Q2. P&IP is also working on potential trials of acoustic-based systems for on-line cleaning of fouling, scale, and foaming removal, with potential system trials are under discussion at one of the client's facilities.



FORKLIFTS SUPPLIED TO SAUDI AIRFORCE

Hyster forklifts in varied sizes were supplied to King Abdullah Air Base in Jeddah in cooperation with the Bin Hofan Trading Group. The ceremony was attended by Air Force Pilot Major-General Talal Al-Ghamdi, as well as several officers and senior officials from the airbase, Bin Hofan Group General Manager Fahad Bin Hofan and Kanoo Machinery Materials Handling WP Sales Manager Mohammed Al Tahla.



Various sizes of forklifts were supplied



Hyster forklifts at the King Abdullah Air Base in Jeddah





SECOND SPARE PARTS SHOWROOM OPENS IN JEDDAH

A new Kanoo Machinery spare parts showroom was opened in Jeddah by Ahmed Fawzi Kanoo in the presence of prominent customers, invitees and senior company executives. The showroom is the sixth spare parts outlet in Saudi, demonstrating Kanoo Machinery's growth. The showroom's presence aims to assist customers interested in buying genuine spare parts including those from Perkins, Grove, Hysters, HIAB and Bredon.

FIVE-YEAR CONTRACT WON WITH PETRORABIGH

Kanoo Oil & Gas has signed a five-year BD460,000 contract for the supply of Catalyst-Ethyl Aluminium SesquiChloride (EASC) with PetroRabigh for their Ethylene Propylene Diene Monomer (EPDM) plant. The catalyst, which is highly volatile, requires specialised storage which has been arranged according to the necessary specifications.

Saudi Aramco and Sumitomo Chemical Company formed a joint venture to expand the Petro Rabigh integrated refinery and petrochemical complex at the Red Sea coast of Rabigh, Saudi Arabia. The proposed scheme, known as Petro Rabigh Phase 2, includes the expansion of the ethane cracker and the construction of five petrochemical plants, an aromatic complex and an ethylene cracker debottlenecking plant, with at least 15 downstream chemical production plants.

بترورابغ
Petro Rabigh



The second phase is predicted to be as large as the first, aiming to produce specialist petrochemicals such as paraxylene, vinyl acetate monomer and other petrochemical products based on feedstock such as ethylene, propylene, benzene and natural gas liquids (NGL). It also aims at increasing gasoline production, and is expected to result in a long-term rise in demand for petrochemical products upon completion.

Plans have also been drawn up to market value-added products from the second complex to China and India as well as to Europe. The opportunity for the contract was identified by Chemicals Business Development Manager Mohammed Altaf three years ago, and he worked closely with PetroRabigh to build the necessary specifications for the tender and win the contract.



L to R: David Nicoll, Marketing and Dealer Operations Director, Perkins Engines Company Limited, Jaz Gill- VP, Global Sales, Marketing, Service and parts, Micheal Wright, GM, Aftersales, Fergus Burke, EGM, Kanoo I&E, Trevor Toulson, EAME & CIS, Regional Director and David Bell, Manager, Finance, Kanoo I&E

KANOO MACHINERY PARTICIPATES IN THE “MIDDLE EAST ELECTRICITY EXPO”

Kanoo Machinery will be enhancing their product offering following a meeting held with their principle, Perkins at the 2018 Middle East Electricity Exhibition (MEE), one of the largest international trade events for the power industry.

Perkins Engines participated in the event, and Kanoo Machinery joined the stand as the sole distributor in the Middle East. Dubai Civil Aviation Authority President Sheikh Ahmed Bin Saeed Al Maktoum also visited the stand.

“Perkins are one of our most important principles and our teams have developed a business plan to grow the business significantly between now and 2020,” said Industrial & Energy Executive General Manager Fergus Burke.

“I would like to thank the Perkins team for their continued commitment to YBA Kanoo.”

YBA Kanoo Machinery Regional General Manager Niklas Bronn said important meetings were held between high-level staff from both Perkins and YBA Kanoo at the event.

“A direct result from a meeting between Perkins and YBA Kanoo held at the MEE is that we are enhancing our product offering in a competitive market where one strong contributor will be the EP (Electric Power) engine business which we will focus on in 2018 onwards,” Mr Bronn said.

Perkins also hosted a customer event at Burj Al Arab, attended by the Kanoo Machinery staff. The audience was entertained by the famous magician Dynamo, flown in from the UK for the event.

PETROFAC AWARDS STEAM TRAPS AND MANIFOLDS PACKAGE

Two packages worth BD1.2 have been awarded by Petrofac to TLV, a long-standing partner of Kanoo Oil & Gas division. This is the first major engineering, procurement and construction (EPC) order in the Middle East region, and the largest ever EPC order to TLV, making it a milestone achievement for YBA Kanoo and TLV. Through this order, more than 8,500 steam traps will be supplied to the Fadhili plant constructed by Petrofac.

The order was won with hard work from TLV, as well as Oil & Gas Sales Engineer Sarfas Roshan, Operations Manager RA Shaikh, Sales Manager Aneez Ahamed and Proposals Officer Ziyadh Ahammed.

SAUDI KAYAN LOADING ARMS PROJECT

Kanoo Oil & Gas won a tender Saudi Kayan Phenolics Factory in Jubail for a loading arms project. The project's scope includes design, supply, installation, commissioning, testing of loading arms along with the metering skid. It also requires demolition of existing structures, field engineering, distributed control system (DCS) configuration and construction of access road. The manufacturer for the systems is Woodfield Systems International.

REGIONAL FIRST FOR SPECIALIST INSPECTION CERTIFICATE

P&IP Regional Manager, Dubai Parvez Mohiudeen has been certified by Senior Flexonics Pathway to perform hot and cold inspections on expansion joints. With this certificate, YBA Kanoo is the only company with in-house capability to carry out critical and engineered online hot inspection of metal expansion joints in Saudi, Bahrain, UAE, Oman and Qatar.

Online hot inspection of metal expansion joints is requested by customers when they suspect a metal expansion joint failure and do not have the time to shut down a plant. This allows them to assess the extent of damage and how long they can continue with the failed metal expansion joint before they decide to replace or repair the failed metal expansion joint.



Parvez Mohiudeen



Kanoo Machinery's Territory Parts Managers at the Regional Perkins Parts Meeting

PERKINS REGIONAL PARTS MEETING

Kanoo Machinery's Territory Parts Managers met in Dubai early December for a Regional Perkins parts meeting. The event aimed centred around Perkins and Kanoo Machinery's collaboration across the region, exploring how to help achieve Perkins' target of doubling Percentage of Parts Sales (POPS) by 2020. The meeting was also attended by Perkins Regional After Sales Manager Rob Collard, After Sales Account Manager Mark Blencowe and Marketing Specialist Catherine Doorman.

Perkins have made significant investments in multiple areas to drive and support the POPS growth strategy, and are working hand in hand with Kanoo Machinery to maximise opportunities for Perkins parts sales across the GCC.

The meeting focused on understanding the changing landscape, and adopting evolving customer expectations while both meeting and consistently exceeding them. Discussions included sales and marketing, eStrategy, campaign planning, product price, positioning and availability.

"Interaction, input and ideas from Kanoo Machinery staff were great as they are the people interacting with our valued customers," Kanoo Machinery Country Manager Graeme De Villiers.

"The same can be said about Perkins' engagement and participation, with key delegates attending the meeting."



TECHNICAL TRAINING PROGRAMMES CONDUCTED

Kanoo Oil & Gas conducted two Technical Training Programmes on Ion Exchange Resins. The training programme was arranged in association with principal Thermax Limited. The event was conducted by Resin Product Management Group Head Narendra Waykole, Resin International Business Head Dr Kailiash Todmal, Technical Manager Devendra Thube and Resin Country Manager Mohammed Qureshi from Thermax Limited.

The first training session was held for the Utility Operations and Process team of a major customer, Ar Razi. The venue was arranged by Ar Razi at their beach camp facilities in Jubail. Approximately 30 employees from Operations and Process engineering attended the event, which was held over two sessions on December 18 and 19. The second training session was held on December 20 at Karan Suits, Jubail. Approximately 40 people attended the session, from SABIC, Ar Razi, Saudi Kayan, and Sasref.



Training on Ion Exchange Resins

CONTRACT WINS FOR ALBA AND AL EZZEL

Kanoo Oil & Gas Bahrain won two orders with Alba and Al Ezzel. An antiscalant, a pretreatment that stops scale forming, will be delivered to Alba and supplied by BASF. In addition, two orders to supply CIP Chemicals to Al Ezzel have been won. Al Ezzel is responsible for the operation and maintenance of Al Dur's Reverse Osmosis Desalination plant. The chemicals will be supplied on an on-call basis throughout the year. Both orders were managed by assistant sales manager Abdul Matheen.

PIPCO ACHIEVES MAJOR MILESTONE AT POWER PLANT

Fifty per cent of overall work has been completed at a power plant in Al Qassim, KSA. PIPCO completed civil foundations excavation work at a power plant construction project for Al Watania Poultry at a green field site.

The project's main contractor is Alfred Kuhse GmbH. Pipco's scope is as subcontractor of onshore civil works, responsible for all onshore works and supplies which include the civil work and steel structure fittings and platforms. The project which began in October 2017, is expected to be completed by May 2018. The main equipment are being supplied by MAN D&T to Alfred Kuhse GmbH. The seven-month project requires the installation of two MAN 18V32/40 engine generating sets with all auxiliaries for Kuhse. The total capacity of the two engines is 16.064mW.

Fifty per cent of overall work has been completed and the remaining work and planning is currently on time. PIPCO's site team is managing approximately 45 direct site workers since the beginning of the project.



Training programmes being conducted



YBA Kanoo Leadership and Employees at the Travel Show

KANOO TRAVEL PARTICIPATES IN SAUDI ARAMCO TRAVEL SHOW

Kanoo Travel, in collaboration with Sabre, participated in the exclusive Saudi Aramco Travel Show 2018 for the third consecutive year. The travel show was held at Saudi Aramco HQ in Dhahran, Saudi Arabia from February 12 to 15. The event hosted many renowned hotel groups, legacy and low-cost airlines as well as travel agencies and tourism authorities from across the globe.

The participation objective was to exhibit and showcase Kanoo Travel's key strengths in Corporate Travel Management, Leisure and Holiday solutions as well as the state-of-the-art travel technology and automation solutions that Kanoo Travel has been investing in and developing. Alongside other travel agents, airlines, travel and hospitality exhibitors, Kanoo Travel showcased and promoted its wide range of products and services that would serve the needs of corporations as well as their employees and families.

"The relationship and long-term partnership with Saudi Aramco and the Yusuf bin Ahmed Kanoo Group goes back many decades and has been instrumental to the growth and sustainability of our economy," said Kanoo Travel Interim Executive General Manager Zaeem Gama.

"We wish to continue serving the Saudi Arabian market with our cutting-edge travel solutions and continue our long-term commitment to the markets we serve."



The stand at Aramco Travel Show

KANOO TRAVEL WINS BIG CONTRACTS IN Q1

Kanoo Travel has had a highly successful quarter, with wins totalling BD4.3 million for meetings, incentives, conferences and exhibitions (MICE) contract with pharmaceutical companies. Contracts cover the entire Gulf region, and some also include corporate travel services. Contract were also signed with blue-chip companies, as well as oil and gas companies.

“We are pleased to announce the recent wins of Kanoo Travel,” said Kanoo Travel Interim General Manager Zaeem Gama.

“The recent wins are merely a testament of our best in-class solutions and value proposition to the customers and markets we operate in.

“With the consistent approach of our business development teams, along with the diligent support of the YBA Kanoo Group and its support functions, we are successfully pivoting our strength on being customer focused, which has allowed us to consolidate clients for the entire GCC region, as well as being able to offer niche and specialised solutions such as Marine, Corporate Travel & MICE services.

“From Multinational conglomerates to Pharmaceutical companies, to local organisations who serve their regions only, we strive to deliver on the brand promise and our 3 C’s mantra; Customer Focus, Cost Effectiveness, and Compliance.

“These wins indicate strength in our capabilities and grant us the momentum to further consolidate clients from all regions to work holistically as One Kanoo once again.”



KANOO TRAVEL PARTNERS WITH LULU HYPERMARKETS TO LAUNCH THE “TRAVEL MART”

Lulu Hypermarket, the largest retail chain in the region, partnered with Kanoo Travel, the region’s first and most trusted travel agency, to bring customer’s travel needs under one roof at the Lulu Travel Mart.

More than 10 international airlines, three hotel chains, cruise vacation companies and travel insurance services took part in Lulu Travel Mart, which was held at Ramli Mall on March 2 and 3, 2018.

“Kanoo Travel is delighted to partner with Lulu Hypermarket and bring its expertise in travel matters to the public at the Lulu Travel Mart,” said Kanoo Travel Regional Travel Manager Pradeep Kumar.

“We offer the best deals at very competitive prices and



visitors can explore new holiday destinations, ideas and adventure breaks to exotic destinations.

“With Eid holidays taking place in June and August and the summer holidays coming up, this is the best time to plan and make the most of early bird prices.”

Lulu Hypermarket’s Director for Bahrain & Egypt Juzer Rupawala said that the dedicated travel fair offered a multi-dimensional shopping experience to customers.

“By partnering with Kanoo Travel, one of the most trusted travel industry names in the region, who are GSA for several airlines and offer a varied range of travel experiences, we have brought a bouquet of holiday options to our customers,” he said.

KANOO TRAVEL AWARDS CLOUD-BASED CONTACT CENTRE TO KALAAM TELECOM

Kanoo Travel awarded its cloud-based contact centre solution to Kalaam Telecom, the second largest ISP for businesses in Bahrain. The centre is aimed at helping Kanoo Travel's customers and employees enjoy cross-region communication efficiently over a single platform and reduce the use of physical infrastructure and operational expenditure.

"At Kanoo Travel we strive to provide our customers with cutting edge technology and Corporate Travel Solutions," Kanoo Travel Interim EGM Zaeem Gama said.

"Providing an exceptional customer satisfaction with faster response time and meeting operational requirements has been a challenge, which has been solved with Kalaam's single voice platform offering unified communications with a savings of more than 20% on cross-regional international calls and more than 45% savings on local calls in Bahrain alone.

"We are delighted to have Kalaam Telecom as our technology provider who understands our challenges and core functionalities of this industry."

Deploying the unified communications platform both unifies Kanoo Travel's customer experience from all operating regions and provides cost optimisation benefits. With efficient reporting and monitoring, this consolidated



contact centre also gives Kanoo Travel the agility to centralise operations wherever it deems necessary.

"Kalaam Telecom is a nimble operator and has always been ahead of the curve with its disruptive solutions and market-leading technologies," said Kalaam Telecom CEO Veer Passi.

"Our cloud-based contact centre and feature rich IP telephony solution gives a revolutionary edge to enterprise customers, which allows enterprises to rest on the investment that Kalaam has made.

"By doing so, they get all features of a contact centre without having to make a large investment.

"As a result, enterprises can focus more on their business objectives rather than the technology for managing their contact centres."



KANOO TRAVEL SUPPORTS ARKIS NEPAL CHARITY TRIP

Kanoo Travel, in collaboration with Etihad Airways & Abdulrahman Kanoo International School (ARKIS), arranged a school charity trip to Nepal as part of YBA Kanoo's corporate social responsibility (CSR).

Over 95 students and teachers participated in the CAS Trip. Prior to the trip, students and teachers collected supplies, including stationery for the local schools, wheelchairs, clothes and other items.

"Kanoo Travel and ARKIS share the same DNA in our pursuit of such initiatives," said Kanoo Travel Interim Executive General Manager Zaeem Gama.

"We look for charitable causes and strive to be a part of change for all the underprivileged communities around the world.

"It is important for us to teach and support our younger generations at this grassroot level to be emphatic with their less fortunate peers and offer a helping hand wherever they can.

"These are the values that our founding father Haji Yusuf has instilled in us all, and it is with pride that we find opportunities to assist with such as this CAS trip."



KANOO TRAVEL WINS AT THE PAL AWARDS

Kanoo Travel was awarded for its top performance with Philippines Airlines (PAL) at the annual PAL Awards Celebrations 2018 held at Hennan Resort at the Bohol Island in the Philippines



The team with the trophy

KANOO TRAVEL WINS CHAMPIONSHIP TITLE

Kanoo Thunders, Kanoo Travel's Cricket Team won the Championship title, at the recent Sabre-EmQuest Cricket Mania 2018 in Dubai.

The team played against DNATA Travel & HRG at the finals, which were held at Insportz Indoor Cricket facility in Dubai. The unbeaten team also played against Deira

Travels, ITL World Travels, Akbar Travels and BCD Travels A and B teams during the tournament, out of 60 participating players from the travel industry.

The Kanoo Travel team was made up of Tabrez Shaikh, Liston Olivera, Rafaz Mulla, Nuski Arafath, Rizwan Alambath, Ankit Desai, Zahir Shaikh, Mohomad Ajwan and Melwyn Menezes. Kanoo Travel UAE General Manager Aubrey Heldt and Regional Travel Manager Naseer Khan commended the players for their achievement.

"We are confident of the fighting spirit that each of us has demonstrated throughout the game," said team captain Asim Fawaz.

MACROECONOMIC AND MARKET OVERVIEW: LOOKING BACK AT 2017 AND 2018 EXPECTATIONS

In the first Newsletter of the year, we would like to take the opportunity to summarise selected research publications looking back at 2017 as well as illustrating things to be mindful of in 2018 from market perspective, both globally and regionally.

Global Markets:

2017: a year for the record books for returns on a global scale

Total Return Summary as of 31-Dec-2017

MSCI World Index: +23.07%

S&P 500 Index: +21.83%

Bloomberg Barclays Global Aggregate Bond Index: +7.39%

ICE BofA Merrill Lynch Global High Yield Index: +10.20%

ICE BofA Merrill Lynch Global Corporate Index: +9.26%

The MSCI World and S&P 500 advanced to record highs in 2017 as accommodative policy, strong corporate earnings, accelerating economic growth and abundant investor optimism drove capital markets higher. 2017 recorded as the first year in history of capital markets when total returns were positive in every calendar month for MSCI World Index and the S&P 500 Index while volatility hovered near historic lows for most of the year. Optimistic expectations at or near cycle highs fuelled by the US tax cuts and jobs act, which lowers federal tax rates for US companies and individuals.

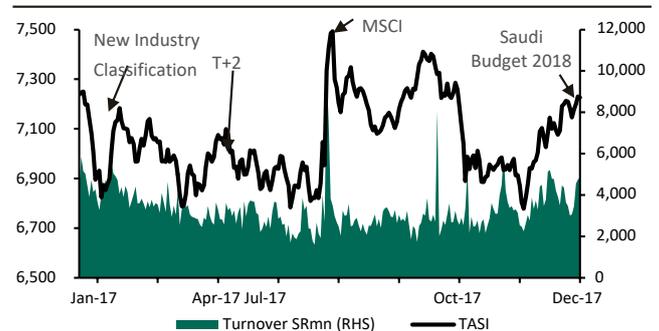
Economic global growth cycle has continued and has been synchronized across the globe. Developed market economies witnessed strong growth, with the European recovery witnessed the strongest acceleration in recent quarters with economic and policy surprise indexes in Europe generally outpacing those in Asia and the Americas in 2017.

What does that mean for 2018 and the near term?

Continued optimism and acceleration of growth and sentiment in capital markets are very strong indications of a bull market in its late stages. As such, increased focus will be on late cycle indicators which include inflation results, monetary policy namely rising real interest rates, and excess flows into the financial markets.

2018 have started with a sharp increase in volatility, driving the markets in either directions. Signalling a polarity in the market, the pessimists reacting to inflation expectations and rate increases, and the optimists continuing the support to growth and continued momentum to 2017.

TASI Performance and Value Traded – 2017



GCC Markets:

2017: to the contrary of global markets growth, KSA and the GCC experienced a negative economic growth and flat markets Year on Year

After eight consecutive years of real Gross Domestic Product (GDP), Saudi economy contracted by -0.5% in 2017, impacted by low oil prices, fiscal consolidation and reforms. On the other hand, 2017 still saw some positive news which balanced the negative impacts. Positive news namely being the New Industry Classification, the introduction of T+2 settlement, new custody model, and the biggest impact lead by the inclusion in the MSCI Emerging Markets watch-list.

As a result to the balanced positive and negative pulls, the Saudi market traded in a narrow range in 2017, where the Tadawul All-Share Index (TASI) ended the year in almost the same spot it started.

Regionally, Kuwait was the top performer in the GCC (+11.5%), followed by Bahrain (+9%) while Dubai and Abu Dhabi recorded declines of -18% and -4.6% respectively. Qatar had the largest decline with -18.3%.

What to watch for regionally in 2018?

The Saudi market came out of 2017 flat, however, the decline in market liquidity was a big concern. With the average daily trading hit its lowest level since 2010. The focus for the GCC is still fixated on fiscal consolidation and reforms. Impact of the introduction of VAT, recovery of oil price, revenue of non-oil contribution, and government capital expenditures are the main headlines that will continue to dictate the news.

Raising interest rate environment being forced on the GCC market due to the peg to the US dollar (in most cases) comes at a difficult timing as the market is still in recovery stages. However, financial industry (i.e. banks and insurance companies) will benefit from it and it is expected to attract a lot of attention in the region.

Ali Abdulmalek

Kanoo Capital Senior Investment Officer

NEW STATE-OF THE-ART FACILITIES AND WAREHOUSE IN DAMMAM

Kanoo Real Estate has completed a BD3.8 million project for Kanoo Logistics, for Facilities and Warehouse at Sea Port Warehousing Area, Dammam. This facility is a new addition to the Kanoo Real Estate portfolio, and the fourth facility in the Sea Port Warehousing area.

The Design and supervision of the project was carried out by Suhaimi Design and the construction of done by Othman Saleh Al-Ghamdi Contracting. Kanoo Real Estate worked with Kanoo logistics prior to the design stage and identified the requirements, which were passed on to the consultant during the designing stage by the Project Manager.

The facility is built on an area of 100,000 square metres (sqm) of land leased from Sea Port Authority, Dammam. The plot is divided into two parts, one consisting of the various facilities required by Kanoo Logistics and the other is an Open Yard. The yard is over 50,000sqm of asphalted surface with high flood lights, ideal for Open Car Storage.



Inside the Warehouse

The administration building is made up of two floors and includes offices, meeting rooms, prayer rooms, accounts and cashier offices as well as space for custom clearance. The warehouse is an elevated building and is 9.5 metres high inside. It can be used for storing materials on multi-level racking system. Studies were conducted to ensure that the span of the building maximizes the storage area and facilitate un-interrupted movements of different type of forklifts. A Forklift Maintenance Workshop was also built, measuring 575sqm and houses a foreman's room, tools room, spare parts room, and service pit. The aim of the workshop is to support warehouse operations on a day-to-day basis.

Full safety precautions were also taken at the property, with fire escape plans, fire truck access, and emergency showers put in. In addition, a stand-by generator that can withstand 75% of the total electrical load has been



Administrative Building

installed. Two guard rooms, each capable of holding 10 staff members, are in place to manage the facility. It has three separate entry and exit gates through the guard rooms, as well as one emergency exit gate. The smart system includes CCTV, electrically operated sliding gates, and boom barriers.

Commenting on the completion of the project, the General Manager of Kanoo Real Estate in KSA Rami Al Jedaani said "Kanoo Real Estate are proud of their commitment to achieve the best results from our clientele and are continuously monitoring our performance to ensure that we consistently exceed expectations for service and results. This was possible due to the support of Kanoo Family and the dedication of project team namely Engr. Shahid Sattar and his team who has done a great job managing all stakeholders to ensure a successful completion of this project, and we would like to thank our end-user (Kanoo logistics) for their commitment and active participation during all stages of the project."



Fuelling Station

EMPLOYEES OF THE MONTH AWARDED

The Employee of the Month Award (EOTM) in Jeddah were presented by Ahmed Fawzi Kanoo to five employees from October 2017 to February 2018. The employees are: Ansari Jadeer, Kamal Al Hawsawi, Mohammed Malki, Shahul Hameed, and Ibrahim Mohammed.



EOTM November Kamal Al Hawsawi



EOTM October Ansari Jadeer



EOTM January Shahul Hameed



EOTM December Mohammed Malki



EOTM February Ibrahim Mohammed



The employees, with Ahmed Fawzi Kanoo, and their certificates

20 YEARS OF SERVICE HONoured

Fourteen employees completed 20 years of service with YBA Kanoo and were presented with long service certificates and a commemorative gift by Ahmed Fawzi Kanoo.

The employees who completed 20 years were: Fahad Mohammed Al Ghamdi, S. Paneer Selvam, Ghufraan Khan, Martin Lourduraj Thomas, Mohammed Bilal Hussain, Tajmal Babu, Mohammed Iqbal, Mohammed Kaleem Hakeem, Moidu V., Mohammed Taha, Sayyad Phiroj, Yasir Sikandar, Jaleel P and Mohammed Muneeruddin.



Two finance employees were congratulated and honoured by YBA Kanoo Group Bahrain Finance & Accounts Head Rajesh Krishnan.

FINANCE EMPLOYEES HONoured

Shaikh Farooq Ahmed and Manish Soni were awarded a gift each for their achievement in handling the billing process of Egypt Air Teachers' Group project, and a collection of receivables within three months. Mr Krishnan congratulated them both for their dedication and achievement, and said they were an inspiration for other employees.



TOASTMASTERS WINS

YBA Kanoo Assistant Internal Audit Manager Panchanathiswaran V won two contests at a Toastmasters event in Bahrain.

Toastmasters International is a US headquartered non-profit educational organisation that operates

clubs worldwide to helping members improve their communication, public speaking, and leadership skills. It has more than 352,000 memberships attending one of the 16,400 clubs in 141 countries that make up their global network of meeting locations.

Mr Panchanathiswaran is part of the Indian Chartered Accountants in Bahrain Toastmasters Group, and won first place in both the Humorous Contest and Table Topics Contest at club level, which took place in January.



A farewell dinner was held in February at the Radisson Blu Hotel, Jeddah to say goodbye to Western Province Regional Coordination Manager Osman Ali, who retired after 40 years with YBA Kanoo. Ahmed Fawzi Kanoo thanked Mr Ali for his invaluable service to YBA Kanoo presented him with a memento in the presence of key company executives and staff members from HR and Administration department. Mr. Osman was also presented with a souvenir by Mr. Ali Abdulaziz Kanoo.

FAREWELLS



After almost 30 years with YBA Kanoo, Kanoo Logistics Dammam Office Administrator Sreekumar Manisary retired. A farewell party was held at the Logistics Dammam office to wish him the best in his future, attended by Kanoo Logistics General Manager Krishna Kumar.

WELCOME ON BOARD

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