



YBA KANOO NEWSLETTER

2015 | ISSUE NO. 4



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MESSAGE OF DEPUTY CHAIRMAN PROPERTY COMPANY

It gives me great pleasure to welcome you all to the 4th quarter issue of Kanoo Newsletter.

We are often bored with mundane chores at our workplaces. We look forward to a change and that change is evident in Kanoo. We now have ITQAN in place – a change initiative program. Our mission is “Delivering Sustainable Excellence” through integration of internal and external activities of the company under ‘One Kanoo’. We need to put this to best practices and become the first choice of service/product provider. It will need operating at high productivity levels and growing core businesses (divisions) at sustainable and revamped standards. It is important to highlight that our efforts are to concentrate on implementing operations strategy and plan to achieve our corporate goals as ‘One Kanoo’, ‘First Choice’, ‘Productivity’ and ‘Growth’ through ITQAN.

In this issue, we have featured Mr Robert Moss, EGM – Kanoo Shipping, who talks about his career and how he’s been handling his division and the organisation. As usual, we have regular contributions from the rest of the Divisions.

On behalf of the Kanoo Family and management, I wish you all a happy & prosperous NEW YEAR 2016.

Best wishes.

Saud Abdulaziz Kanoo

Deputy Chairman - Property Company

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Mr Robert Moss

IN THE SPOTLIGHT WITH MR. ROBERT MOSS

Interview:

Mr. Robert Moss

Executive General Manager - Shipping

To head the Shipping Division of a large family business house is not an easy task. The role demands exceptional leadership qualities. He along with his team ensures shipments and other consignments are prioritized and get where they need to be, on time and in one piece. His team monitors timely crew changes takes place from one port to another and also ensures inventory control protocols of all items are accounted for.

All these and much more are evident in our Executive General Manager, Mr Robert Moss. Despite his hectic schedule and globe-trotting, he gladly accepted in talking to us about his career and exemplifies to our readers as laymen, what Kanoo Shipping Division is all about.

Tell us something about yourself. How long have you been with Kanoo Shipping?

I joined Kanoo Shipping as General Manager for Saudi Arabia based in Jeddah in November 2008 and was promoted to Executive General Manager in September 2010 when I moved my base to Dammam.

I am married with two, almost grown-up, children. My son Tom is a postgraduate music student in London and hopes to become a professional bassoon player. My

daughter Rosemary is in her last year at school and is presently applying for University - although, secretly, she would love to be an actress.

Due to the heavy demands of the role of a Divisional EGM and the requirement to travel frequently both within the region - and beyond!! - we took the difficult decision that my wife Sara would remain at home in UK to look after the family so I always look forward to seeing them during school holidays etc.

What kind of exposure did you have then in the shipping field?

I have been involved in the Shipping Industry for more than 30 years since leaving university and have worked on both sides of the fence - as ship-owner and as ship agent.

During my career, I have been lucky enough to spend a significant number of years working overseas including in Taiwan, Thailand, New Zealand, Papua New Guinea and, now, the Middle East. Not only has this given me the opportunity to be involved in so many different aspects of shipping but also to improve my understanding of different cultures and working environments

A particular highlight was the period I spent working for The Bank Line - one of the oldest traditional names in British shipping - where I was Trade Director for their West-bound Round-the-World service from Europe, through the Panama Canal and the South Pacific Islands to New Zealand, Australia and Singapore and then back to Europe through the Suez Canal. During this period I became notorious in islands like Tahiti, Samoa, Fiji, Vanuatu and Solomon Islands and still feel very lucky to have seen so many exciting places, which most people will only have the chance to read about.

I also spent a very interesting eight years working for the United Kingdom Hydrographic Office where I was Commercial Director with responsibility for the production, distribution and marketing of the renowned global series of British Admiralty charts, which still to this day remain a critical element of a safety regime which keeps international seafarers safe wherever their voyages take them.

In addition to my current responsibilities as EGM for Shipping, I am also the Chairman of S5 Agency World Ltd which is now the world's fastest-growing shipping agency companies with more than 450 owned offices worldwide - and in which Kanoo is one of the leading shareholders.

What are the basic duties of a Shipping Agency division?

Put simply - our job as Shipping Agents to look after the needs of all types of vessels when they are in port in our area.

This may sound simple but in reality the work is complex and the demands invariably urgent and communications - often in more than one language have to be timely and accurate. The requirements for any one vessel can include:-

- Making all the arrangements with Customs, Immigration, Quarantine, etc.
- Liaising closely with the Terminals, Stevedores, Port Authorities to ensure that vessels' cargo discharge and load operations are well-planned, properly co-ordinated and can be adapted quickly.

- Providing all essential document like the issue of Arrival Notices and Delivery Orders on Imports and Bills of Lading etc. for Exports.
- Proving our principals with the information of commercial settlements with their charterers– all of which have to be drawn up in accordance with international standards and expectations.
- Co-ordinating all arrangements for crew either joining or leaving the vessel to travel safely to from the airport with the necessary document and clearances and to join/leave the vessel at the appropriate time – which is often during quite a short window.
- Handling emergencies e.g. illness or accidents on board which often involve arranging treatment at a local hospital.
- Making all the arrangements for the vessel to be cleared and depart on completion.

AND AT ALL TIMES:-

- Making sure that our principals in major shipping centres like London, Tokyo, Singapore, Seoul, Beijing and Piraeus are kept informed of any developments!

What is the relationship between Kanoo Shipping and S5 Agency? How does this association work?

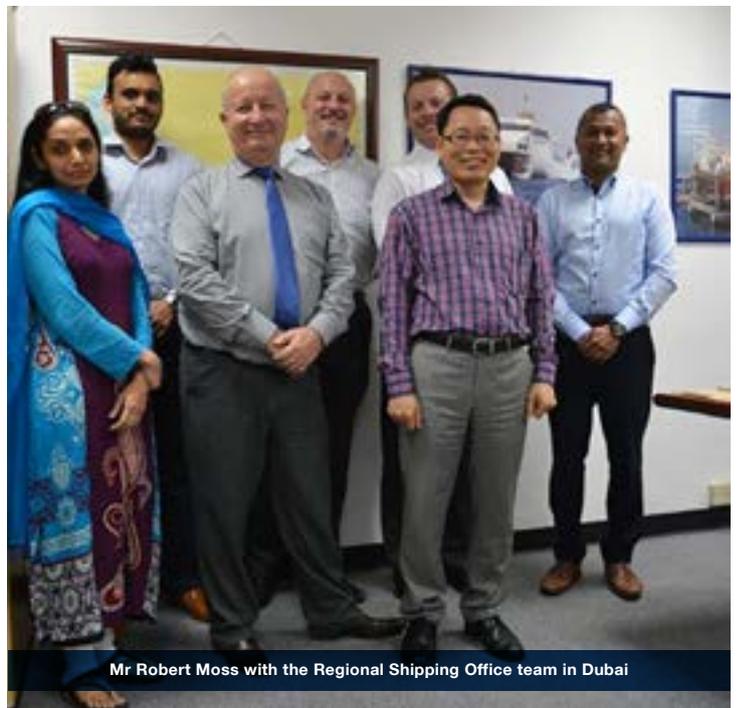
As mentioned above Kanoo is one of four shareholders in S5 Agency World Ltd. which is now the world's fastest-growing provider of shipping agency services – and is expected to handle in excess of 30,000 calls world-wide in 2015.

S5 was formed to enable Kanoo and its follow shareholders – all companies of similar size with a strong presence in different regions of the world – to enable us to grasp the opportunity created by “globalization” in the shipping industry. Where 20 years ago it was not unusual for a major shipping company to operate through more than 100 small, independent agencies at ports around the world, major shipping companies are now looking to operate with a single contracted company capable of providing agency services to a common standard wherever their vessels are operating.

S5 Agency World is a UK registered company whose primary role is to market and promote its services to the world's major shipping companies and to negotiate and establish service contracts. The partners - including Kanoo - are then responsible for delivering the full range of agency service to those contracted principals at ports within their area of responsibility. In the case of Kanoo, we are responsible for the Middle East, Indian sub-continent including Sri Lanka, Suez Canal and, since early 2015, East and South Africa.

The S5 model is now working well and has not only enabled Kanoo to protect its traditional business from global competition but also to attract and generate significant incremental revenue from global companies. S5 is particularly proud of its IT platform – Agency Now/ Agency World - which enables our clients to keep track of vessel operations all around the world in real time. We acknowledge the contribution of Kanoo's subsidiary Gemini Software Solutions for the excellence of this IT platform which they developed and have progressively refined and improved over the years.

S5 celebrated its 10th Anniversary in 2013 and has a very clear vision to become "The world's leading provider of shipping services".



Mr Robert Moss with the Regional Shipping Office team in Dubai

What kinds of vessels/launches are being handled by your division?

The honest answer to this question is “you name it - we handle it”!

On any one day of the week region Kanoo Shipping can be looking after the requirements of up to 30/40 vessels around the region including - massive Container Vessels, VLCCs, LPG/LNG/Product and Chemical Tankers, Car Carriers, Heavy-lift and General Cargo vessels, warships, offshore support craft, cruise ships, private yachts, etc. etc. - the list goes on and on!!

In addition, Kanoo Shipping presently owns and operates seven small launches of our own - whose essential use is for ferrying replacement crew, spare parts and local officials to vessels awaiting at anchorage for further instructions or their turn to come alongside for cargo operations. This is a particularly important business activity in the Port of Fujairah which, based on its ideal location, just outside the Straits of Hormuz, is one of the world's leading locations for providing essential replenishment and repair services to vessels either before entering or when leaving the Arabian Gulf.

There is a big misunderstanding that Shipping & Logistics business are similar in nature. Can you please explain the difference?

It is important to understand that the core of our business is not Shipping but rather Ships' Agency which, as I said before, essentially comprises looking after the needs of Ships whilst in port in our area – including making arrangements for the smooth discharge or loading of their Cargo.

“Shipping” i.e. the movement of goods by sea is the essential activity undertaken by the international Shipping Companies for whom we work.

“Shippers” are the individuals and companies who use Shipping services to move goods (Cargo) from one location to another by Sea, Air or other transportation mode.

I would prefer to leave the exact definition of Logistics to my counterparts in that Division.



KANOO AT THE LARGEST-EVER ADIPEC

Kanoo Oil & Gas and Kanoo Energy participated in the 11th Annual Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC) 2015 held recently at the Abu Dhabi National Exhibition Centre (ADNEC).

ADIPEC, this year has been declared the largest oil & gas and petrochemical exhibition in the world attracting more than 1,700 companies from different parts of the world including leading companies in the Middle East like Abu Dhabi National Oil Company (ADNOC), the main sponsors being Aramco, SABIC, ADGAS, TAKREER, BOROUGE, BAPCO, Qatar Petroleum and Petroleum Development Organization (PDO) Oman etc.

Kanoo Oil & Gas and Energy, with their principals, had taken two adjacent stands of 238 sq meters showcasing the following products and services:

Kanoo Energy:

- 3M Capital Safety, USA, UK- Fall protection equipment with live demonstration.
- UVEX, Germany-Personal protection equipment
- Chicago Pneumatics and Titan, USA- Pneumatic tools and superior bolting solutions
- Cortec Middle East, USA- Corrosion protection solutions
- Atmecco, Australia - Component integrity management systems
- Servo Controls, India - Magnetostrictive technology for valves
- Calex, India- Marine services
- Kanoo Engineering, UAE- Specialized solution provider of equipment and structural steel for commercial, industrial and residential applications.

Kanoo Energy itself displayed electrical and diagnostics products apart from showcasing engineering supplies.



Sai Gokul & Sudhir



Kanoo Energy stand



Kanoo Oil & Gas stand

Oil & Gas:

Woodfield, USA- customised bulk fluid handling and safety access solutions like loading arms, metering and pumping packages for loading and unloading items, in addition to an array of industrial hose and expansion joints from their Indian partner, Gaytri for any type of application.

- TLV, Japan- Thermodynamic steam traps.
- GE Measurements and Controls, USA- Range of ultrasonic flow meters, and analysers such as the new moisture. IQ multichannel, multifunction analyser that provides all the information you need from one instrument.
- McCrometer, USA- Innovative V-Cone differential pressure flow meter technology, manufactured in USA, designed for high performance in mild to harsh environments, used for refinery and onshore/offshore production and delivery applications.

Bob Curtis, CEO - UAE, Manoj Tripathy, GM - Oil & Gas, Abrar Khan, GM - P&IP, R A Shaikh, Operations Manager - Oil & Gas, UAE and Raman Marwaha, Operations Manager - P&IP, UAE visited the stand over four days.

Many leading customers like the Chief of Maintenance, ADNOC and principals visited the stand and were briefed about our products and services. A number of meetings were conducted at the booth by the senior management members of Kanoo.

Participation in AIPEC 2015 has reinforced the position of Kanoo as one of the leading companies in the Gulf in the field of Oil & Gas and Petrochemicals. Many sales lead have been created for all the participants in the Kanoo booth, which are being followed up by the sales team apart from initiating discussions with new companies about possible tie ups. It has created a very positive impact with our main customers, apart from strengthening our relations with our existing principals.



Raman Marwaha – Manager, Kanoo P&IP (UAE & Oman) with a customer



Ryall Jacobs & Brett Horter of UVEX with Ahmed Shah from Kanoo



KANOO TRAVEL APPOINTED SINGAPORE AGENTS

Kanoo Travel is proud to announce that it has been appointed as the official agent by the Consul General of Singapore to issue Tourist or Business Visas in their office in Karama, Dubai. The Kanoo Travel's Visa Team will provide services and process documents to help people apply for a visa to enter Singapore. With the

new agreement with Kanoo Travel, it has now become easier to travel to Singapore and even easier to obtain visas as the authorised agency for handling Tourist and Business Visas. Sunil D'Souza – General Manager, Kanoo Travel said, "Plan your next trip to Singapore! We can now provide the services in-house and process all your visa needs. Additionally, we are now promoting Singapore Airlines Holidays for you enhanced travel experience. Take advantage of this opportunity & see how your visa will be comfortably executed.



KANOO TRAVEL TOP TRAVEL COMPANY OF THE YEAR

Kanoo Travel, one of the largest and oldest travel management companies in the Middle East, was awarded as the winner for 'The Travel Agent and Tour Operator of the Year' during the 9th Aviation Business Awards, held at the Park Hyatt Hotel, Dubai recently.

The Aviation Business Awards is an annual event which started in 2007 as an ultimate celebration of achievements within the Middle East aerospace

industry, which includes a combination of regional and international players for their exceptional contributions in the airline, airport & cargo and other supporting sectors.

Senior executives from the region's Aviation industry turned out in large numbers to celebrate and applaud the winners. Kanoo Travel, together with highly commended awardees drew the spotlight at the event over a glittering grand finale.

The evening's gathering was the culmination of a two months' long awards process that included getting detailed nominations entries submitted by leading companies from most segments of the aviation industry. There were 15 different categories for the awards wherein four-member independent jury drawn from senior leaders of the industry, in collaboration with Raman Narayan, editor of the Aviation Business Middle East, worked together to select the winners amongst shortlisted nominees.

KANOO SHIPPING

OPENS NEW BRANCH IN OMAN

Duqm branch office is the 4th branch office of Kanoo Shipping, Oman adding to the offices already operating in Sohar, Salalah and Muscat.

The primary objective in opening this office was to enable Shipping service our valued customers by providing port agency and husbandry services for vessels calling at Duqm Dry Dock and Duqm commercial port.

Since opening of this office, it took a while to establish Shipping as a new entrant to the competition mostly dominated by a handful of companies. However, Kanoo Shipping has now become a well-recognized agent in the port and has been recognized by the Dry Dock management, as their most preferred agency company in Duqm.

Kanoo Shipping is also proud to say that, they regularly go on to the extent of recommending to its Ship Owning clients to use Kanoo Shipping as their local agents, due to the high class service Shipping have been consistently providing.

Duqm office is currently manned by two dedicated staff with round the clock supervision and reports to the Shipping Manager of Oman, Mr Janaka Hewage and Mr John Drinkwater - Country Manager for UAE and Oman.

Duqm city is situated around 550km South East from Muscat and will be developed to a new complex city with population up to 100,000 people – so it is good that Kanoo Shipping is established there at an early stage.



Oman Duqm Dry Dock (ODC) was established in 2006 by the Government of the Sultanate of Oman with 100% investment. It is currently being operated by Korea's Daewoo Shipbuilding & Marine Engineering Co. Ltd (DSME) under the contract for Operation and Management.

ODC is operating with two graving docks: one with 410m x 95m size and another with 410m x 80m size first, one floating dock of Panamax size which will be invested and quay of 2,800m in length with water depth of 9-10 meters.



The Management Development Event for Kanoo Shipping Division was held in Ramada Dubai recently.

The course was aimed at providing guidance to selected High Potential Employees within Kanoo Shipping and sharing essential skills and insight that would support them in their ongoing professional development. It was attended by 18 participants from various regions of Kanoo Shipping including Bahrain, Oman, UAE and Saudi Arabia. This course was designed for up-and-coming Shipping Division's personnel and covered insights on general leadership and management principles; development strategies for them and their future teams, performance management theory and setting clear objectives.

KANOO SHIPPING

TEAM TRAINING



It also had self-development and SMART Objective Setting exercises. In the evening of the final day, there were some team building exercises, which were enjoyed by all.



Steve Blackney & Herbie Battye

KANOO S5 AT THE SHELL HSSE CONFERENCE

Kanoo S5 recently attended the annual Shell HSSE conference in London as Kanoo forms a part of the Shell Contractor's network of global Suppliers.

Mr. Herbie Battye, S5 London, gave a detailed presentation on Kanoo S5 progress in implementing a Shell compliant HSSE culture and reporting structure in all of our offices around the World, but with particular emphasis on the Middle East where we carry out great numbers of offshore and land based transportation of Shell personnel.

Herbie's presentation was extremely well received by Shell and the rest of the 150 strong audience, and later in the conference Steve Blackney was able to win one of the prizes during a test of the Shell HSSE Standards.

Kanoo S5's attendance served as an opportunity to network, share knowledge and experiences relating to HSSE in everyday working life, and to share ideas on how to achieve the "Goal Zero" accident rate demanded by Shell. It is also our intention to achieve the same "Goal Zero" for Kanoo S5 offices and personnel going forward.

GETTHERE OFFICIAL TRAVEL TOOL

GETTHERE is an online booking tool for air travel and hotel accommodation. As an ITQAN brand of change of operation strategy, Kanoo HR initiated an implementation of GETTHERE official travel tool to achieve ONE KANOO goal. The GETTHERE program scope defines as Change Management - HR Policy on Official Travel with standardization across the regions. This initiative addresses Board's concern on official travel Budget vs. actuals cost control. The business case with ROI approved by Group CEO and Group HR head to save year on year \$90,000. The HR policy will comply audit requirements with OBT - Online Business Tool (technology automation). The implementation for UAE site launch was a roll-out in November 2015 identifying key managers and executive assistants.

The GETTHERE tool aligns HR strategy and initiatives with corporate operation strategy of ONE KANOO. The use of Yammer for GT program management created for Kanoo Travel internal teams and Sabre partners. The successful execution of Key Account manager GT Sales training was done in Dubai for Kanoo Travel as well as associated Sabre and Emirates team partner teams.

Kanoo Travel implemented GETTHERE tool for more than 10 clients during 2015 within GCC.

For YBA Kanoo implementation; effective communications on one business travel policy during discovery phase was completed with release of business travel policy on intranet. The project kick-off meeting was completed in Bahrain and Dubai in June 2015. The discovery phase was completed during July and August 2015. The build phase was completed with Sabre development team during September 2015. The test phase was completed by Travel IT and Kanoo Travel operation teams in October 2015. The Site launch was completed in November 2015 with UAE Business Head Training followed by executive assistants' training.

Sabre product experts participated in Opportunities 2016 for GETTHERE product tool demo in Dubai on 26th Nov, in Dammam on 30th Nov & in Jeddah on 2nd Dec for Kanoo Managers.

For Travel Policy document, please visit intranet SharePoint HR Official Travel Policy and visit training videos GETTHERE 90 seconds Video and Getthere Tutorials





Key Messaging Workshop in progress

YUSUF BIN AHMED KANOO SIGNS COMMUNICATIONS AGREEMENT WITH TRANS-ARABIAN CREATIVE COMMUNICATIONS

Yusuf Bin Ahmed Kanoo W.L.L. has recently signed a Service Contract and Nondisclosure Agreement with TRACCS W.L.L. to define and establish the organization's vision, mission and values under the objective of "One Kanoo".

YBA Kanoo has predominantly focused on promoting its brand, and products and services through trade events, marketing campaigns and initiatives with limited public relations efforts. The company intends on unifying and aligning all efforts to ensure consistency in the brand message and positioning across the board.

Trans-Arabian Creative Communications (TRACCS) was launched in January 2001 as the regional extension of Saudi Creative Communications Services, which was founded in 1998. Today the TRACCS network is one of the largest and most successful public relations practices in the Middle East. Their headquarters are located in Jeddah, Saudi Arabia with regional headquarters in Dubai Media City in the United Arab Emirates. The TRACCS network includes 15 dedicated offices and affiliates spanning the entire Middle East & North Africa.



TRACCS has been commissioned to help achieve the company's communication objectives and goals in line with the overall vision. TRACCS' service objectives to YBA Kanoo would be:

- To enhance the perception and reputation of YBA Kanoo among target audiences by constantly highlighting and communicating the key messages
- To engage effectively with internal and external target audiences
- To profile and position YBA Kanoo senior executives in the local and regional media as opinion leaders, further strengthening the company's brand image
- To maintain a constant stream of information to the media, key influencers of Company's stakeholders, by highlighting on-going business plans and activities, project updates, announcements, industry views, etc.

TRACCS recently conducted a Key Messaging Workshop at its Guest House, Bahrain; with senior management to identify key brand-building messages, positioning statements and proof points to be used in all editorial and corporate communications and benchmark editorial quality and impact. These key messages will be developed in both English and Arabic for maximum exposure across multiple media channels. The messages would be tracked in the media with subsequent analysis and reporting to determine the effectiveness of the communications strategy. The approved key messages will then be incorporated into a messaging document which will be shared with management and other relevant internal staff.



Mr Nabeel Kanoo with other attendees



Ms Mona Kanoo with the attendees

Yusuf Bin Ahmed Kanoo Bahrain had organized a celebration to recognize and honor women employees of the company which coincided with the celebrations of Bahraini Women's Day under the campaign of "Women in the Financial and Banking Sector" launched by Her Royal Highness Princess Sabeeka bint Ibrahim Al Khalifa, Wife of His Majesty the King of Bahrain, and President of the Supreme Council for Women (SCW).

On this occasion, Mrs. Mona Mubarak Kanoo praised the role of prominent women in support of the commercial sector who are effective in building the Bahraini community. The celebration comes in recognition of great prestige of Bahraini women and their role as a true partner in the process of construction and development, their efforts in the performance of functional duties.

TRAINING COURSES FOR KANOO STAFF

Mr. Mohamed Mahmood Hasan - HR & Administration Manager stated that the Kanoo Training Center had conducted a series of training programs and courses in 2015 which proved helpful for employees develop their knowledge in their various administrative functions.

The 15 different training courses offered to staff were in the field of management, developing skills in effective communication between administrators and customers, how strategic planning works to reach the desired goals, inventory management problems and how to resolve them, etc. The beneficiaries of these courses were approximately 100 Bahrainis during the one year period.

The courses also focused on how to work as a team and complete tasks, supervisory training of staff development and how to build an administrative base to accomplish things on a daily basis.

The Center had aligned these interactive courses through computer software and had conducted them in English at various levels according to the needs of the attendees.

KANOO CELEBRATES BAHRAINI WOMEN'S DAY

She confirmed that women in the organization were felicitated on an annual basis on this day and commended the outstanding support given to them by the company for their hard work and dedication. She was indebted to the company's Board of Directors for their usual support and expressed the company's willingness to honor women, which reflects the interest and appreciation of the company.



Mr Mohamed Hasan

It may be noted that these courses were being held under the supervision of the Ministry of Labour, which reflects the strong interdependence between the Ministry and Kanoo with the aim of developing Bahraini staff and elevating them to the highest positions in the company.



Mr Guillaume Pepy and Mr Ahmed Fawzi Kanoo at the Signing Ceremony

YBA KANOO PARTNERS WITH FRENCH NATIONAL RAILWAYS COMPANY

YBA Kanoo Company signed a partnership agreement with the French National Railway Company (SNCF) during the Saudi French Business Opportunities Forum held in Riyadh. The signing ceremony was attended by the representatives from Ministry of Foreign Affairs and Ministry of Commerce of both the countries. The event was also attended by representatives of the "Saudi French Business Opportunities Forum", prominent businessmen, investors, academics and specialists. The agreement was signed on behalf of YBA Kanoo Company by the member of their Board of Directors - Mr. Ahmed Fawzi Kanoo who is also the Area Manager of Company's operation's in the Western Province.

Speaking on the occasion Mr. Ahmed Fawzi Kanoo said "The main objective of the agreement between YBA Kanoo Company Ltd. and the French National Railway Company (SNCF) is not only to strengthen the relationship between Kanoo and SNCF for the development of the National Railway Project but also to further strengthen the business relationship between the Kingdom of Saudi Arabia and France. YBA Kanoo Company feels honored in getting the opportunity to work with established French companies like SNCF. He added that since YBA Kanoo Company has expertise in the field of logistics, shipping, freight forwarding and commercial trade, this partnership is bound to produce positive results which will further help to strengthen the commercial relationship between the two countries."

KANOO SPONSORS JEDDAH CRICKET

Yusuf Bin Ahmed Kanoo Co. Ltd. has been an ardent supporter of cricket in the Kingdom and has been supporting Jeddah Cricket Association for the past two decades. Cementing this long relationship further, Yusuf Bin Ahmed Kanoo Co. Ltd. has decided to sponsor Jeddah Cricket League this year as well. This was announced in a gathering which was attended by the senior officials from Jeddah Cricket Association and Mr. Ahmed Fawzi Kanoo representing Yusuf Bin Ahmed Kanoo. JCA officials expressed their gratitude towards Kanoo Senior Management in general and Mr. Khalid Kanoo in specific for supporting them all these years. The event going to be known as "Kanoo Premier League" is currently being held in Jeddah with 12 teams participating to win the prestigious trophy.



Mr Ahmed Binn Mahfouz, Muhammad Iqbal, Dr Faiz Al Abideem, Mr Ahmed Fawzi Kanoo



KANOO LOGISTICS EXPERTS IN HEAVY HANDLING

Proving their expertise in handling heavy shipments Kanoo Logistics Division successfully completed the mobilization process of this huge equipment which had arrived from Turkey for the Riyadh Metro Project. This handling arrangement was a part of the deal signed between Kanoo and BDP Turkey / Bolte Logistick.



Hyster staff with award winner Mr Partha Chaudry

A WIN FOR KANOO MACHINERY AT THE HAMC DEALER AWARDS

Kanoo Machinery received an award from Hyster for “Absolute Growth”(2015 vs 2014) at the annual HAMC Dealer Awards by their principal Hyster at the Hyster After Market Conference 2015.

This was for achieving a sales growth of 39% from the previous year 2014.

The growth has been due to:

- Excellent focus and marketing drive for Tire sales, Traction Batteries and Hydraulic hoses
- Implementation of consignment stock for big customers
- Exceptional cooperation with Kanoo Rental Co.



Mr Brian O'Sullivan, Mr Roelof Hofman and Mr Hilbert Krikken

Yusuf Bin Ahmed Kanoo Company Limited – Jeddah participated in the 7th Middle East Non Destructive (NDT) Exhibition and Conference held recently in the Kingdom of Bahrain. This event was organised by the Saudi Arabian Section of the American Society of Non-Destructive Testing and the Bahrain Society of Engineers.

The event was inaugurated by His Excellency Dr Abdul Hussain Ali Bin Mirza, the Minister for Energy, Kingdom of Bahrain.

The event had over 60 participants. Some of the leading companies in the field of NDT like Stork Technical Services, GE Measurement & Control, TUV Rhineland, Gamma Tech, Isotopes Arabia, Abdullah Fouad and Specialized Oil & Gas Company Limited (SOGEC) participated in the event by having their respective booths. The two leading companies of the Kingdom of Bahrain, Bahrain Petroleum Company (BAPCO) and Bahrain National Gas (BANAGAS) also had their respective booths.

Kanoo participated as Kanoo Power with a booth range of 6 sq meters by displaying the following products related to NDT.

KANOO AT THE 7TH MIDDLE EAST NON-DESTRUCTIVE EXHIBITION AND CONFERENCE



Mr Sameer Khan of P&IP with customers



KANOO SECURITY IN NEGOTIATIONS WITH COCHRANE

KSSD recently has started interacting with a South African company (www.cochrane.co) - Cochrane Perimeter Security Barrier, a company which specializes in Security Perimeter Barriers. Their range of products primarily includes Security Fencing System like Rocket Barrier, Reinforced Barrier, Floating Barrier and other items like Electric Smart Coil, Ripper Flat WRAR, etc.

Kanoo Security has already started the initial discussion with Cochrane, they have been offered to install the Floating Barrier at the premises of one of their VIP customer and this job is expected to be carried out in the presence of the representatives from the Ministry of Interior (HCIS), and if approved by MOI (HCIS), more opportunities are going to get opened up where the floating barrier could be installed like Military Bases, Petro-Chemical plants, Refineries, ports etc.



KANOO EVACUATION A SUCCESS

The management of Yusuf Bin Ahmed Kanoo Co. Ltd took pride in hosting dinner for its Shipping division's staff at Raddison Blu Hotel recently for handling a medical evacuation call with great success and satisfaction of the principal. A late night emergency call for medical evacuation from ship MV Insignia recently, initiated an incredibly well coordinated effort between Kanoo Shipping Staff and various port officials. Proactive actions and swift arrangements from all authorities and Kanoo staff, helped bring the ship alongside without loss of any time. Moreover, immediate assistance from Immigration authorities helped get the patient to hospital promptly, thereby helping her receive required medical care in time.

Speaking at the occasion Mr. Ahmed Fawzi Kanoo thanked all the staff who participated in this operation that helped save a priceless life. He also thanked the port and Government officials for their extremely important and timely succor. YBA Kanoo standing to its image not only exhibited usual exceptional levels of operational service delivery, but also reaffirmed their altruistic commitment towards society and people.

KANOO ON BOARD THE ECUADORIAN NAVY SHIP

An Ecuadorian Navy training Ship - GUAYAS arrived on a friendly visit at Jeddah Port. Kanoo Shipping was appointed to provide all agency related services to the ship. As a friendly gesture Mr. Ahmed Fawzi Kanoo made a visit to the ship meeting the officials and the Ambassador of Ecuador in Cairo Mr. German Espinoza.



Captain Carlos, Mr. Ahmed F Kanoo, Amb. Mr. Edwin Johnson López, & Abdullah AlBiladi

MATERIALS HANDLING DAMMAM AND JEDDAH

Kanoo Machinery, KSA organized a Materials Handling Event in the cities of Dammam and Jeddah recently.

The four partners of Kanoo Machinery were Hyster, Utelev, Combilift and Aisle Master who participated in the event by making presentations and displaying their machines.

The Dammam event was held at the Holiday Inn, Al Khobar. Customers from various industries based in the Eastern Province attended the event.

Mr Yassar Al Qahtan, Product Manager of Materials Handling Kanoo Machinery welcomed the gathering followed by presentation given by Brian O'Sullivan, Executive General Manager, Kanoo Machinery. Mr O' Sullivan presented a profile of the Kanoo Group in general and Kanoo Machinery in particular. He also presented an overall scenario of materials handling market in the GCC and the Kingdom.

Mr Mike Pheelan, Territory Manager, Middle East and Africa and Mr Boutrous Habib, Sales Manager, Large Trucks, made a presentation on Hyster Company and its range of products including aftermarket support.

Mr Damien Murray, General Manager presented the range of products and services from Aisle Master and Mr Graham Bouffet, Manager did the same for Combilift.

The indoor presentations were followed by live demonstration of the machines by the partners assisted by Kanoo Machinery staff led by Mr Hilbert Krikken. The live demonstrations were well received and appreciated by the attendees.

There was a display of the mobile service van, parts and hand pallets at the event.

The event concluded followed by lunch and a vote of thanks delivered by Mr Srinidhi Kadaba, Asst. General Manager, Kanoo Machinery.

The Jeddah event was held at the Kanoo Machinery office premises recently. Customers from different industries based in the Western Province attended the event.

The welcome address was delivered by Mr Hosny Yousuf Ashry, Regional Manager, Kanoo Machinery, Jeddah.



Mr Brian O'Sullivan



4th from left - Graham Bouffet, Ahmed F Kanoo & Dr Bakr Khoshaim



During the demonstration



Mr Hosny Yousuf Ashry

The event in Jeddah was graced by the presence of Mr Ahmed Fawzi Kanoo, Area Manager - Western Province. Mr. Kanoo thanked the gathering for their presence and stated that it was the endeavour of the company to introduce innovative products through our partners in the Kingdom.

Similar to the event in Dammam, Mr O'Sullivan, Mr Mike Pheelan, Mr Murray and Mr Bouffet made presentations followed by live demonstrations of the machines assisted by the Kanoo Machinery staff of Jeddah led by Mr Mohammed Adam.

KANOO ASSISTS MCCROMETER

Kanoo Oil & Gas, UAE has assisted McCrometer Inc. USA to win one of the largest orders from Dodsall Engineering and Construction PTD LTD for the supply of 133 numbers of V- Cone Flow Meters for ADCO-Rumaitha-Shanayel Development Phase 2. The value of the order is around AED 11million.

Kanoo Oil & Gas started work on this project in the year 2012-13 during the FEED stage, working closely with Technip, Abu Dhabi, FEED consultants for the project. Later, the team worked with different EPC contractors in finally managing to secure the order from Dodsall of South Korea.



Mr Hiren Thakkar



Mr Razauddin Shaik

This wonderful achievement has been possible due to the untiring and persevering efforts Of Mr Hiren Thakkar, Sales Manager and supported relentlessly by Mr Razauddin Shaik, Operations Manager.

We congratulate Hiren and Shaikh for their tremendous efforts and look forward to their continuous support.

ASSOCIATION WITH DAP OF MA'ADEN PHOSPHATE COMPANY

Kanoo Oil & Gas has been associated with a prestigious project of colouring the DAP plant in the Ma'aden Phosphate Company in Ras Al Khair.

The project was won by Kanoo Oil & Gas amid tough competition in August 2014 and is currently executing with the support of our principal M/S Neelam Aqua and Speciality Chemicals.

Mr Farhan A.Shaikh, Asst. Sales Manager, Chemicals has been leading the project and has been awarded a certificate of appreciation by DAP Operation of Ma'aden Phosphate Company for his effort in managing the entire colouring project successfully.

We congratulate Farhan for his efforts in meeting the expectations of a prestigious customer and earning the certificate of appreciation.

We wish Farhan the very best and look forward to many more accolades in the future.



Mr Farhan A. Shaikh



Mr Shahul Hameed



Mr Bassam Jizani

WESTERN PROVINCE STAFF FELICITATION

Two employees were presented with the "Employee of the Month" awards by Mr Ahmed Fawzi Kanoo. They were: Mr Shahul Hameed of Kanoo Shipping for the month of September 2015 and Mr Bassam Jizani, Administrator – Machinery Services Department for the month of October 2015.

Mr Ahmed Fawzi Kanoo wished them the very best in their future endeavours with Kanoo.



Kanoo Oil & Gas Team - Jubail with customers

TECHNICAL CONFERENCE ON ION EXCHANGE RESINS

KANOO Oil & Gas, Chemicals conducted a Technical Conference recently on Ion Exchange Resins. This event was organized in association with our principal M/S. THERMAX LIMITED (INDIA).

About 40 end-users from various affiliates of SABIC, MAADEN, TASNEE, and SAHARA attended this event at Karan Suites, Fanateer in Jubail. The end-users were mainly from Utility Operations, Process engineering and Glycol plants. Mr. Tulshidas Avhad, Global Head – Product Management Group (Resins) of THERMAX (INDIA) conducted this event. Nilesh Belsare, Hrishikesh Dani, Bandar Al Salem, and Arif Khan of KANOO Chemicals had actively arranged this event.



KAUST EXTENDS CONTRACT WITH YBA KANOO

King Abdullah University of Science and Technology “KAUST” has agreed to extend Travel Management Services contract with Kanoo Travel for two more years in the light of excellent performance by Kanoo Travel.

Kanoo Travel has been servicing KAUST since the inception of the university in 2009. The travel requirements of KAUST management and staff are very well understood by Kanoo Travel. Kanoo Travel serves this premier client with an Implant which operates 24/7. Kanoo takes pride in meeting travel requirements of some of the best known researchers, scientists and students from 88 different countries. KAUST happens to be the most prestigious and strategic account for Kanoo Travel.

LETTER OF APPRECIATION



Mr. Siras Fared is staff of Kanoo Logistics in WP who is working with projects department as a Project Supervisor has received an appreciation letter from one of their Key project customer HYUPJIN Shipping.

Mr. Fared has developed the habit of receiving such appreciation letter from the customers intermittently. He has always been a source of inspiration for his other colleagues to reach our company goals.



Vacuum Distillation Unit

INTERNAL UPGRADING IN PETRORABIGH

Kanoo Oil & Gas successfully completed the Internal upgrading of the Vacuum Distillation Unit # R 210-T-0001 tower in PetroRabigh Refinery in Rabigh. This project was completed amid unsurmountable challenges within 46 days, well before the deadline. This was a first of its kind project for Kanoo Oil & Gas throughout the Gulf.

Scope:

The project had three scopes.

Scope 1: Upgradation and revamp of stripping section.

Scope 2: Turn around an inspection activity for the stripping section Bed #2.

Scope 3: Repair and Modification of the Demisters and Wash Bed #2.

Principal: Koch- Glitsch

Summary of the Project:

The VDU tower column was originally built by Sulzer having Sulzer trays and Internals. Kanoo Oil & Gas approached Petrorabigh and convinced them to replace/upgrade them with the ones manufactured by Koch- Glitsch. Petrorabigh was assured of 5% more yield in the total output compared to what it was at present with the competitor Sulzer Trays and internals. Kanoo Oil & Gas took up the project on a Lump Sum Turn Key (LSTK) basis and executed the project with the assistance of its principal Koch- Glitsch.

Note: It is worth mentioning that 28 containers of material for this Upgrade and Revamp was supplied by Kanoo thru our principal Koch Glitsch plants both from US and Italy worth around SR. 8.0 Million.

Man Power:

The project involved 45 overseas and 32 local personnel. 7 sub-contractors were hired and managed by the Kanoo Oil & Gas team.

Challenges:

- Procurement of all the major tools and tackles on time while the project dates were ticking. KG did not bring most of the required items.
- Providing the additional special SS, F5 category welders, which we could manage from the site itself.
- The hectic procedure of preparation of gate passes for 60 people.
- Arranging the support within Petrorabigh for spares, tools and fabrication requirements.
- Managing each individual requirement for food and accommodation as there were 40 foreigners working on the project.
- Supported the project continuously from 8 am to midnight every day for all these 25 days.
- Providing customer trainings to the hired staff, as required.
- There were other critical requirements which were already arranged by Jeddah offices like the

Office set up, mobilizing the project and the necessary things required to start the project and demobilization after the completion of the project.

The total value of the project was more than SR 10.0 Million.

The Kanoo team included Rafiq Ahmed, Regional Manager- Western Province led the overall project,

Mohammed Asifullah was project manager on site, Jyotirmoy Das oversaw all the logistics activity,

Mohammed Asifullah (Project Manager) and Omar Ibrahim (Site Coordinator).



Mr Ahmed F Kanoo with Kanoo Travel awardees

KANOO TRAVEL AWARD

Kanoo Travel awarded 10 of its staff for specific categories for the month of September and October and Mr Ahmed Fawzi Kanoo presented the awards.

SUCCESS AT SAUDI PETROCHEMICAL COMPANY



Instillation of Re-Heater

Kanoo Oil & Gas has successfully completed a challenging job at Saudi Petrochemical Company (SADAF) in Jubail. This job involved design, engineering, fabrication, supply, transportation, installation & commissioning of tertiary Re-heater 22E510 on an LSTK basis. The job was worth SAR 15 million.

Our partner Koch Heat Transfer Supply and two sub-contractors Kanooz Industrial Services and Saudi Design & Eng. Services assisted us in the completion of the job in a record time of 50 weeks.

The success of this job is due to the unrelenting efforts of Mr D.N Jadhav, Mr Amardeep Jakhalkar and Mr Mohammed Umar Ansari, without whose efforts this would not have been possible.

We congratulate Jadhav, Amardeep and Ansari and expect more from them in the future.

KANOO OIL AND GAS WIN STEAM TRAP SURVEY CONTRACT

Kanoo Oil and Gas (KOG) Oman managed to win steam trap survey contract from ORPIC Sohar -- the biggest refinery and petrochemical plant in Oman. Under this contract KOG will be surveying approximately 7,200 traps installed at Sohar Refinery, Sohar Aromatics, Oman Polypropylene and Muscat Refinery. KOG has tied up with TLV Japan to conduct this survey using TM5N latest generation Trap Man. Unlike before, the survey details will be stored in TLV Data Base in Japan and report will be generated by specialists in TLV. Approximately 20 to 25 details pertaining to each Condensate Discharge Location (CDL) need to be gathered by KOG while surveying and this will be the basis for TLV to generate reports. Through this new method of survey called TMS (Trap Management System), KOG/ TLV will be in a position to advise the client on Best Practice of Steam System

Management (BPSSM) and recommendation for Steam System Balance. Eventually KOG/TLV aims to become the exclusive trusted partner of ORPIC for optimization of their entire steam system. This is an important contract for KOG Oman in view of the fact that steam traps population is set to increase by additional 13,000 numbers by end of 2016, after completion of Sohar Refinery Improvement Project by Petrofac / Daleim.



Steam Trap



Power Transformer

Kanoo Power completed the engineering, design, supply, installation, testing and commissioning of two 100/133 MVA, 115/34.5 Kv Power transformers for Saudi Aramco Shell Refinery Company (SASREF) with the assistance of VoltaMP as the technical and OEM partner. The total value of the order being SAR 14.7 M.

Background of the SASREF Transformer Project:

- September 6th, 2015, there was a dead short circuit, transformer# MIS TA02 @ SASREF was completely burnt. Refinery was running on risk with only one transformer.
- Kanoo provided SASREF with a temporary solution in the form of an emergency back - up power of 40 MW on rental basis
- SASREF decided to replace both ABB make old units with the new ones
- These transformers are tailor made to meet the refinery requirements, hence they are unique in design and construction
- The challenge was to manufacture the new units in exact 'fit form and function' where there is no scope for deviations from the existing design, dimensions and orientation
- Time frame of 6 months for manufacturing the transformers which would normally require a minimum of 18 months for an end to end solution.
- Kanoo accepted the challenge, identified a potential manufacturer in Oman; M/s VOLTAMP Power LLC., got them prequalified with SASREF.
- Competed against the likes of ABB, SIEMENS, SCHNEIDER & CROMPTONGREAVES and emerged a winner

The two transformers were energized in the month of June and October 2015 respectively.

The team led by Sayeed Pasha comprised of Syed Waseem, Makki Hammad, Hussain Hammad, Ahmed Al Herz and Mubarak Al Talab.

The customer SASREF as a gesture of appreciation for the successful completion of the project hosted a dinner in honour of the Kanoo team.

The Honorable President of SASREF Mr. Ali Al Hazmi congratulated his team members on the success and expressed his gratitude and praised KANOO for taking the initiative and achieving the major milestone of energizing the first new transformer successfully. More importantly without any casualties using the best industrial and safety practices.

POWER TRANSFORMER SUPPLIED TO ARAMCO



Kanoo staff with SASREF

Mr. Fouzi Al-Somali, Project Manager, SASREF, added that the team comprising of KANOO

and its subcontractors have done an excellent job under the leadership of Sayeed Pasha and have shown great commitment by working long hours and demonstrated their character under crisis by resolving a major issue of dimensional mismatch via discussions and brainstorming that could have otherwise caused major impact on the schedule leading to indefinite delays.



Kanoo Diagnostics Team - EP



Installation of the Power Transformer



Power Generators

KANOO ENERGY PROVIDING SOLUTIONS



Kanoo Energy Services (KES) is a specialized solution provider in the field of power generation, distribution, operations and maintenance of Power Plants across Gulf.

Kanoo Energy Services was formed with a vision to provide solutions through engineering and value-added services to their customers has become a pioneer in rental power business. For more than a decade, Kanoo Energy Services has been operating isolated power plants around the Kingdom providing more than 200MW of quality power annually. It has transformed itself into a total energy solutions provider and is fully geared up to satisfy power needs of their customers whenever and wherever they need. Continuing their successful commercial run, KES has been able to secure long terms contract for supply of uninterrupted power for Saudi Electric Company's power plants at Al Ula (115MW) and Al-Khurma (90MW) respectively. During the course of this power supply contract, KES with the help of its reliable and trained manpower would be providing complete O&M services for Diesel Generators held at the power plants including top and major overhauls, supply of genuine spares and consumables, etc.





Mr. Fahad F Kanoo receives the award from DED representative at The Kanoo Group office

DEPARTMENT OF ECONOMICS DEVELOPMENT AWARDS THE KANOO GROUP

The Kanoo Group recently received a Commercial Commitment Certificate award from the Department of Economics Development, Government of Dubai; a first-of-its-kind initiative in the region aimed to honour businesses that have completed 25 years without any fines or violations and in full compliance with DED regulations.

The exceptional accolade was awarded to The Kanoo Group on 3rd September 2015 and was formally received by Mr. Fahad Kanoo (Executive Director-UAE, The Kanoo Group).

Speaking about the recent success, Mr. Fahad said, "This milestone accomplishment is a result of the

dedication of our entire management and employees who work hard in fulfilling our mission, 'Delivering Sustainable Excellence', and with a common objective to collaborate with government efforts in establishing a rewarding and smooth business environment for all the consumers and traders."

The Kanoo Group is amongst the 800 businesses in the Emirate who were honoured with the Silver Jubilee of Commercial Commitment for upholding the commercial laws and regulations of the government, thereby contributing to the overall progress and enhancement of the local economy and consumer protection environment in Dubai.

For more than 125 years in the business, The Kanoo Group has always been a tradition of excellence and best practices in delivering quality products and services to ensure that customers are treated as top priority at all times.



Mr Azeem Shaikh receiving his award from Mr John Drinkwater

SWIRE SHIPPING AWARDS OUR VERY OWN AZEEM SHAIKH

Recently, Swire Shipping awarded Mr Azeem Shaikh as their global winner for the most number of recorded transactions on C4C which is Swire Shipping's new CRM platform. Azeem has been with Kanoo since January 2014 and has been handling Swire Shipping along with the other members of Kanoo Shipping sales team.

Swire Shipping is the brand name for all liner shipping services operated by The China Navigation Company Pte Ltd (CNCo). Swire has provided niche, regional, multipurpose shipping services since 1883 when CNCo established their liner services in Australasia. From their traditional core trading area, the Asia - South Pacific region, Swire offer shipping links between over 130 ports in Asia, the Pacific Islands, Australia, New Zealand, North America, Europe, the Middle East and the Indian Sub-Continent.

Mr John Drinkwater, Country Manager for UAE and Oman presented Azeem with this award, thanking him for his efforts and asking him to continue to push to increase profits for Swire and ultimately Kanoo Shipping.

KANOO MACHINERY AT MATERIALS HANDLING MIDDLE EAST

Kanoo Machinery participated in the highly anticipated event, Materials Handling Middle East 2015, the only dedicated show in the region for professionals from every facet of the warehousing, supply chain and intra-logistics sector, which was held recently at the Dubai International Convention & Exhibition Centre.

Mr. Karthikeyan Sargunavelu (Racking Systems Manager, Stor-Mat Systems) and Mr. Girish Nair (Regional Product Manager, Kanoo Machinery) arranged Kanoo Machinery's participation in this year's event, under the leadership and guidance of Mr. Deon Klerck (Divisional Manager - UAE, Kanoo Machinery) and Mr. Kannan Chandrasekaran (Divisional Manager, Sales - UAE, Kanoo Machinery).



Kanoo Machinery and the Hyster Team



A customer at the Kanoo Machinery stand



The Kanoo Machinery Stand



Rithu Raveendran, Naveen Gopal and Priyanka at the Kanoo Machinery stand

Kanoo Machinery exhibited under Stand MH 612 at Hall 7, with the most recent trends, technologies and innovations that the materials handling and logistics industry has to offer, with unique capabilities of some of the world's most trusted forklift brands such as Hyster & Utelev, AUSA and Aisle-Master using solutions that are ideally suited and specific to the Middle East region.

Highlighting the importance of warehousing solutions, participating members of Kanoo Machinery also presented their full product and service offering to customers apart from test products on display, such as their racking, shelving, docking equipment and industrial door from Stor-Mat Systems LLC, part of the material handling market segment of Kanoo Machinery.

Stor-Mat Systems LLC is one of the only few locally based storage and material handling companies with in-house expertise to carry out the design of complex storage facilities. It represents leading manufacturers including Eonmetall for aesthetic, ergonomic, feature-rich, cost-effective and safe storage systems; and Metech for advanced storage systems such as ASRS, rack supported warehouse and seismic protected racks. Separately, Stor-Mat Systems LLC also offers services for supply and installation of loading bay equipment from Inkema for dock levelers and shelters, scissor lift tables, and others.

With new products being launched, Kanoo Machinery expects to make a big impact in the market to benefit the GCC-based suppliers and retailers who are looking to streamline their materials handling and logistics operations. With the best available products only from quality brands, Kanoo Machinery ensures that customers increase their productivity and efficiency and get the best value for their equipment investment.

In summary, the Materials Handling Middle East, which marks a 15% growth this year, boasts over 150 brands from many regional exhibitors, with special attention to six important and dynamic sectors where warehousing plays a critical role: Logistics & Supply Chain, Retail, FMCG, Automotive, Oil & Gas and Pharmaceuticals.



Mr Ramaswamy, Mr. Ganapathi, Mr Sivasdas, Mr Wilson, Mr Kanoo, Mr John, Mr Kanoo & Mr Vorster

THE KANOO GROUP BIDS FAREWELL

The Kanoo Group hosted a farewell party for three senior employees of the Accounts Department, Mr.T.K. Sivasdas, Mr. Charles Wilson and Mr. P.D. John, who retired recently, to honour them for their long years of fruitful and sincere services and achievements throughout their tenure in the company. The event was held recently at Panorama Grand Hotel, Bur Dubai.

Mr. Mishal Kanoo graced the sendoff ceremony along with top management: Mr. Fahad Kanoo (Executive Director), Mr. Pieter Vorster (Regional Human Resources Manager), Mr. P.S. Ganapathi (Chief Finance Officer), and Mr. Badri Ramaswamy (Senior Finance Manager), in the presence of the Accounts staff and other employees. Mr. P.S.Ganapathi welcomed the audience and spoke highly of the three employees. He said that they have rendered exemplary service for over 3 decades through their hard work, dedication and total loyalty to the company. He added that they are an inspiration to the younger members as each of them worked hard till the last day of their service. He wished them and their families all the best for the future.

Part of the gathering included a parting message from each of the three honorees. With a heartfelt message to everyone present in the event, Mr.Wilson said, "This is the most memorable day of my life. Being part of The Kanoo Group for over 33 years, it has become like a second home for me. It's hard to say goodbye. I wish the company continued success in the future".

Similarly, Mr. Sivasdas in his speech said, "Working here has always been a pleasure. For almost 4 decades, The Kanoo Group has been a huge part of my existence. I do not have enough words to express my gratitude to my colleagues and to the company."



Mr Mishal Kanoo



Mr Fahad Fawzi Kanoo with Mr P D John & Mr Pieter Vorster

Recounting his experience, Mr. John shared, “For 40 years that I watched the company – I joined in 1975... there was nothing, no rooms ... offices were not there and no proper arrangements. We struggled and worked very hard and there were no computer facilities. We used to stay in the office from 8:00 in the morning till 10:00 in the evening... but it was an enjoyable experience and memory. For me, The Kanoo Group is like my own company”. He said that even though there were challenging moments, it was prayers that helped him throughout.

All of them also expressed their sincere thanks to the Kanoo family, the management and their superiors for the opportunity, growth and experience that they have acquired from the very start to the end.

Addressing the gathering, Mr. Mishal Kanoo expressed his admiration to the three trustworthy employees and felt emotional with their messages and recollection of the humble beginnings and how much time they have put in for the success of the group. “I am honoured and privileged for being part of you and the growth. I feel sad to see you go. But I am happy that you will continue with your journey to be with your families and enjoy whatever you like to do for the rest of your lives. This is important for me, and I want to get this message across all of you. We all should have a purpose in life and we must work hard to achieve that.”

“I wish you the best from the bottom of my heart, on behalf of my family, the company and all your colleagues”, he ended.

Mr. Fahad Kanoo also delivered his message and sincerely thanked the senior staff for their valuable contributions to the growth of The Kanoo Group. Mr. Pieter Vorster said that retirement is not an easy decision to make. “The biggest challenge is not what they are going to do with their money, but what they are going to do with their time and how to keep themselves busy after they stop working. Kanoo has been fortunate to have a mix of experienced and new staff which keeps things in balance. With the roles that they played, these three gentlemen have been part of the balancing factor.” Mr. Mishal Kanoo said “I wish you all the best and please don’t hesitate to come to us even in the future for things that we can help you with”.

Closing the ceremony, the management awarded the trio with a small memento on behalf of The Kanoo Group. This was followed with a buffet lunch, as the colleagues bid good bye to the three gentlemen. The farewell party was coordinated by Ms. Niloofer Kasad, the Executive Secretary.



Mr P S Ganapathi handing over a gift to Mr T K Sivasdas



Mr T K Sivasdas, Mr Charles Wilson, Mr PD John & Mr Pieter Vorster



Mr T K Sivasdas gives his farewell speech



Ramakrishnan K, Sivasdas T K, Krishna Prasad S, John P D, Santhosh Edamana



Mr Kalate, Mr Marwaha, Ms Jaafar, Mr Kanoo, Mr Curtis, Mr Vinnicombe, Mr Chandrasekaran, & Mr. Diwadkar

THE KANOO GROUP AT DUBAI INTERNATIONAL PROJECT MANAGEMENT FORUM

The Kanoo Group, as a Gold Sponsor, participated in the second edition of the Dubai International Project Management Forum (DIPMF) held recently at the Madinat Jumeirah, under the patronage of His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman of Dubai Executive Council.

Organised by Roads & Transport Authority (RTA) in cooperation with Dubai Electricity & Water Authority (DEWA), Emaar Properties, and Project Management Institute (PMI), the 2015 DIPMF attracted over 1,500 international attendees of Project Management Professionals and Specialists, and organisations across various industries, including 12 members of The Kanoo Group, on diverse topics related to advanced strategies and approaches in executing UAE's mega projects towards driving sustainable and innovative project management practices.

Mr. Fahad Kanoo and Mr. Bob Curtis, along with Mr. John Drinkwater, Mr. Assaad Mawad, Mr. Mark Vinnicombe, Mr. Tom Nauwelaerts, Mr. Raman Marwaha, Mr. Kannan Chandrasekaran, Mr. Mantua Kalate, Mr. Ali Islam, Ms. Safa Jaafar, and Mr. Mounir Sfindla attended the premier regional and global forum from across YBA Kanoo and The Kanoo Group to support the programme.

One of the international keynote speakers, HE Dr. Rüdiger Grube, CEO and Chairman of the Management Board, Deutsche Bahn AG, delivered the opening speech of the Forum.

Deutsche Bahn AG is one of the largest rail operators in Europe and one of the major companies specialized in operating trains and railway in Europe, including German Railways, which extends more than 33,000 kilometers and offers its services in over 130 countries around the world, and employs more than 300,000 employees.

The DIPMF sheds light on Dubai's role in leading the development drive across the region by successfully adopting to best standards in a series of large projects that have received global attention.

In his speech Dr. Grube stated, "We appreciate the opportunity given to us to share this railway project expertise as an efficient project management in the Arab region. In terms of transport development, it is no doubt that GCC region is currently the most vibrant and fascinating area in the world. I am not only deeply impressed but at the same time very glad that Deutsche Bahn is supporting your ambitious development".

"20 years ago none of us would have imagined building new railway network in the Gulf region that sums such ambition. I'm sure that one day, rail transport between GCC member States and Central Europe or in Asia will become a reality. In any case, a new railway age is growing in the Middle East and we are proud to be a part of it and you can count on Deutsche Bahn as a reliable, safe and sustainable partner.

Furthermore, an award ceremony was also held as a part of the opening program to honour groups and individuals as key supporters to the DIPMF. On behalf of The Kanoo Group, Mr. Fahad Kanoo received the Appreciation Award from the organisers of the event as one of the Sponsors.

With the year 2015 proclaimed as the Year of Innovation by President His Highness Sheikh Khalifa bin Zayed Al Nahyan, Vice President and Prime Minister and Ruler of Dubai, His Highness Sheikh Mohammed bin Rashid Al Maktoum announced a national strategy for innovation, the Hamdan bin Mohammed Award for Innovation in Project Management.

The award, which is worth AED2 million, was launched by H.H. Sheikh Mansoor bin Mohammed bin Rashid Al Maktoum during the opening of the DIPMF to encourage and enable innovative approaches to project management by creating a database of the best relevant practices and systems.

Over three days, participants had the options of engaging in a number of sessions, panel discussions, and workshops that were conducted by a host of

experts and specialists in the field of project management from government, semi-government and private sectors. The Themes of the Forum included topics about Leadership, Project Management in Sports, Investigation Management, Project Management in Aerospace, Innovation, Delighting Customers, Project Management in Healthcare, UAE Mega Projects, Project Management in Hospitality, Enterprise Project Management (EPM), Enterprise Project Management Maturity Model, Organizational Change Management, Project Management Office (PMO) 2.0, and Project Management Software Collaboration Tools.

Important speakers from the UAE also addressed the forum including H.E. Engineer Sultan Al-Mansoori, Minister of Economy since 2008, who served as the Minister of Transportation, and Minister of Government Sector Development; H.E. Engineer Suhail Mohammad Al Mazroui, Minister of Energy, the ministry is responsible for achieving sustainable development, coordinating and representing oil, mineral, electricity, and water affairs to ensure optimal utilisation for the benefit of the national economy in collaboration with the concerned bodies in order to play a pioneering and excellent role in all fields.

Among the other notable speakers at the forum included prominent international speakers such as Dr. Edward J. Hoffman, who founded and led the NASA Academy of Programme Project and Engineering Leadership (APPEL) for over 20 years.

After the event, members of The Kanoo Group mostly gave their positive feedback on the amount of information they have gathered about innovations and the best practices to ensure successful outcomes in achieving a world-class reputation for Dubai in Project Management.

Ms. Safa Jaafar, EGM PA – PMO, Yusuf Bin Ahmed Kanoo, commented, “The depth of the insights I was exposed to, have kept my mind incessantly synchronized with our KANOO vision.”

Nandu Kalate, Head of PMO - Corporate Business Development, Yusuf Bin Ahmed Kanoo, further said, “The Project management processes & tools are important to implement in our company. Similarly, the workshop on PMI standards for Project Manager will be good in the future for PMs.”

“Organizational Change Management, Portfolio/Programs/Project management were good workshops, in addition to Project Management best practices and Office 365 capabilities demo. Also, the Knowledge Management, Innovation and Leadership are particularly good learnings,” he summarized.



Mr Mohamed Abdul Latif Kanoo signed the new partnership with Dr Kar Wong of Advanced CAE

THE KANOO GROUP JOINS HANDS WITH ADVANCED CAE FROM SINGAPORE

The Kanoo Group has joined hands with Advanced CAE from Singapore in a joint venture to expand its production of instrumentation shelters to the GCC. In addition, the new Company will provide servicing of equipment already installed in the field. The new joint venture agreement was officially signed recently at The Kanoo Group facilities in Abu Dhabi in the presence of Mr. Mohamed Abdul Latif Kanoo - Area Executive; Mr. Bob Curtis - CEO, Mr. Freddy

Sherman, EGM -Corporate Business Development and other managers of both the Kanoo Group and Advanced CAE.

The new companies will be based in Abu Dhabi and Saudi Arabia, and will be set up to manufacture instrumentation shelters. These shelters are designed specifically for refineries and petrochemical industry to enable online analysis of products and feed data to the central control systems. During the signing ceremony, Advanced CAE represented by Dr. Kar Wong, and Kanoo Group of companies represented by Mr. Mohamed Abdul Latif Kanoo, emphasized the need to place their customers at the centre of the focus of the new joint-venture. Kanoo said, “Our new partnership will ensure that we are able to provide a local centre of excellence to support our customers and to provide faster in-field response.

WELCOME ON BOARD

We welcome you all on board and are very pleased that you are finally part of the YBA Kanoo family.

In your journey with us, you will inherit positive traits and skills of our professional management & staff approach at all levels. We are confident that your expertise and dedication can contribute significantly to the company.

Once again, a warm welcome to you all and we hope you have a long stay with us. All the very best!

BAHRAIN

MOHAMED MOHSEN MOHSEN CUSTOMS CLEARING AGENT KANOO CARGO	JASIM MOHAMED MAKI TRAVEL IT & AUTOMATION MGR KANOO TRAVEL	OGNI KUMAR BANIK CLEANER KANOO PROPERTY	MARWA A.RAHMAN AHMED MAIL ROOM CLK / ARCH. ASST. KANOO ADMIN	PRIYA RAVI KUMAR COUNTER SUPERVISOR KANOO TRAVEL	AMITHARAJ MURUGANANDAN SENIOR ACCOUNTANT-MAHAL KANOO GROUP
SHAIMA ISA MOHAMED PERSONAL ASST. / OFFICE MGR. KANOO GROUP					

KSA

MR. MOHAMMED AL OMARI HR OFFICER KANOO GROUP	ALPHA BILAL KHALDI LEGAL MANAGER KANOO GROUP	ABDULLAH MOHD ALILAL BOARDING CLERK KANOO SHIPPING	MOHAMMED ALI ALI AL AALI BOARDING CLERK KANOO SHIPPING	OMAR AHMED ALI AL REIAN TRAINEE TRAVEL ASSISTANT KANOO TRAVEL	ABDULAZIZ MOHD AL HAJRI TECHNICAL ASSISTANT KANOO RENTAL
KRISHNA KUMAR SRINIVASAN BUSINESS DEVP. MGR KANOO JOINT VENTURES	MOJTABA ABDALLA BROKER / OPERATIONS ASST KANOO LOGISTICS	OPATHA KUSHANTHA CLAIMS & QUALITY MGR KANOO SHIPPING	CHAMINDA GUNERATHNE OPERATIONS SUPERVISOR KANOO SHIPPING	SAFWAN SAAD ALSAYYED TRAINEE KANOO TRAVEL	NAWAF AL SHUMAIRI OPERATIONS COORDINATOR KANOO SHIPPING
ANEEB SALEH HAWSHAB LOGISTICS ASSISTANT KANOO MACHINERY	AYMAN ABDULLAH ALQARNI MEET & ASST. KANOO SHIPPING	AMJAD THONAIAN ALKUBAIDI SECURITY GUARD KANOO PROPERTY	ABDULLAH SAAD ALAZWARI TRAINEE KANOO TRAVEL		

UAE

SAI GOKUL AYYADEWARA SENIOR SALES ENGINEER KANOO P&IP	RAHEEL KHAN GENERAL TECHNICIAN KANOO MACHINERY	MUTHU KRISHNAN KUMAR DIVISIONAL PARTS MANAGER KANOO MACHINERY	VIJAY PRASAD WELDER KANOO ENGINEERING	GAUTAM SAIGAL SENIOR TRAVEL CONSULTANT KANOO TRAVEL	ABDUL LATHIEF A.RAHEEM COURIER M/C KANOO RAPID TRANSIT
AYDELL TIANGCO PADUA SR. TRAVEL CONSULTANT (ETS) KANOO TRAVEL	CHAMINDA WELLALA GODAGE TECHNICIAN KANRENT	NAGI REDDY SATTI COURIER (LIGHT) KANOO RAPID TRANSIT	TOM EDWIN SAFETY SUPERVISOR STOR-MAT SYSTEMS LLC	ASHWANI KUMAR AB SEAMAN KANOO SHIPPING	VENKATA KRISHNA PARIMI SENIOR SALES ENGINEER KANOO MACHINERY
ALI AHMED ALI ABBAS OPERATIONS COORDINATOR KANOO SHIPPING	NAFEESA ANSARI USMAN SR. TRAVEL CONSULTANT KANOO TRAVEL	ANJU ACHPALIA REG. COMMERCIAL EXEC. KANOO CARGO SERVICES	PAUL EDWARD JUDGE LEGAL CONSULTANT KANOO GROUP	AJITH KUMAR NAIR FOREMAN KANOO KANRENT	RANJITH KUMAR MEETHAL OFFICE ASSISTANT BRC ARABIA
JITHIN JAYA KUMAR SALES EXECUTIVE - HSE KANOO P&IP	RAJEEV JOHNSON ABRAHAM ASSIST. SALES MANAGER KANOO SHIPPING	NADA ISMAIL A ALNAMI PR COORDINATOR KANOO SERVICES	DON RONALD SERAFICA SR. TRAVEL CONSULTANT (ETS) KANOO TRAVEL	ABDUL SALAM MANNARAYIL PARTS COUNTER SALESMAN KANOO MACHINERY	ANITHA VIVIAN SR. TRAVEL CONSULTANT KANOO TRAVEL
ROCKY SIMON SAM LOCATION QHSE CO-ORD. KANOO PROPERTY	BISHNU BAHADUR THAPA WELDER KANOO ENGINEERING	SURENDRA DAS FABRICATOR KANOO ENGINEERING	PURUSHOTTAM PANJIYAR FINISHER KANOO ENGINEERING	BINOD TAWA WELDER KANOO ENGINEERING	