



ITQAN NEWSLETTER

2016 | ISSUE NO. 6



A ROYAL VISIT

HRH Premier Attends Wedding Reception

YBA Kanoo Honours Top
Salesmen

08

Interview: John Skinner,
Company Secretary

12

YBA Kanoo
Acquires TCC

23

TABLE OF CONTENTS

ITQAN NEWS 2016 | ISSUE NO. 6

01 CEO's Message

02 Kanoo Group News

- 02 Kanoo Travel Extends Relationship with Sabre
- 03 YBA Kanoo Wins Epicor Award
- 05 IT Services Educational e-Mail Campaign
- 05 Kanoo Travel Adopts Microsoft Azure
- 06 Kanoo Travel Signs With Hanatour Inc.
- 06 Kanoo Oil & Gas Organises Roadshow
- 07 Maersk-Kanoo
- 08 YBA Kanoo Honours Top Salesmen
- 09 Appointed
- 09 Kanoo Travel Awarded

10 Kanoo Bahrain News

- 10 HRH Premier Attends Wedding Reception
- 12 Interview with John Skinner
- 13 "Simply 5" Training
- 14 YBA Kanoo Hosts AXA Lunch
- 14 YBA Kanoo Winners of Bahrain International CSR
- 15 YBA Kanoo Hosts Thai Ambassador
- 15 Kanoo Oil & Gas Receives Major Order
- 16 Bahrain Press Day
- 17 Launch of BSAA
- 17 YBA Kanoo Participates in Career Day
- 18 Annual Marketing Meet 2016
- 19 1st GCC Logistics Conference
- 20 Kanoo Annual Ramadan Majlis
- 22 YBA Kanoo Annual Ramadan Ghabga
- 24 National Arabian Horse Show

25 Kanoo KSA News

- 25 YBA Kanoo Acquires TCC
- 26 BASF Increases Its Footprint In Saudi Arabia
- 27 Shipping Exports Heavy Shipment
- 27 Kanoo Oil & Gas Receives Major Order
- 27 PIPCO Agreement Signed
- 27 Kanoo Oil & Gas Secures Order
- 28 Kanoo Oil & Gas Attend the OTC
- 29 Pipeline Operations & Management
- 29 PAL Visits Kanoo-Jeddah
- 29 Jeddah Hosts 2nd Annual Staff Dinner
- 30 Earth Hour
- 30 Long Service Award Felicitations
- 30 Employees of the Month
- 31 19th Kanoo Inter-Divisional Cricket Tournament
- 31 YBA Kanoo Hosts Cricket Tournament

32 Welcome On Board

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CEO'S MESSAGE

I take this opportunity to welcome you all to the latest edition of YBA Kanoo's ITQAN Newsletter. This newsletter now combines the main YBA Kanoo along with the specialized ITQAN newsletters to bring to you a more comprehensive update of everything.

The company is continuously collaborating both internally and externally towards development and advancement in technology, thus delivering on our promise to exceed expectations through our products and services. Moreover, a constant proof of our endeavors and hard work shows through a number of proud achievements. YBA Kanoo was announced as the winner of the Bahrain International CSR Award 2016 for the "Excellence in CSR Communications Category". We are committed to the ongoing role in educating and highlighting the subject of CSR, which is a hallmark throughout YBA Kanoo's history.

Also, recently we were awarded the Epicor's Business Transformation "Customer of 2016 Excellence Award" as a result of the tremendous teamwork demonstrated by the project team from IT and Finance. It is pertinent that we integrate excellence into our business processes and change along with the changing times as we harbour new technologies and use them to our benefit.

We are fortunate to have experienced professionals working with us and one of the many we have, has been featured in this issue, namely: Mr John Kelynack Skinner. I'm sure, after reading his story, we will draw inspiration from it.

A challenging task lies ahead of us. Very soon we will be relocating to the new YBA Kanoo Tower in Diplomatic Area. It is a major shift and YBA Kanoo appreciates the continuous support of our stakeholders, management and staff toward our business goals. This move is not only a physical one, as it will also boost a new working dynamic that involves technology, great working spaces and high morale.

With best regards,

Fawzi Ahmed Kanoo
Interim Group CEO



Signing ceremony between YBA Kanoo & Sabre Corporation

KANOO TRAVEL EXTENDS RELATIONSHIP WITH SABRE

Kanoo Travel, the Middle East's pioneering travel management company, has extended its partnership agreement with Sabre Corporation, a leading global technology provider to the travel and tourism industry.

As YBA Kanoo's strategic technology provider for more than 15 years, Sabre has helped Kanoo Travel deliver its vision of travel excellence by enabling agencies to use the latest technologies to do what they do best - serve their customers.

To meet Kanoo Travel's specific needs, Sabre has been working on a customised solution, Kanoo Krystal, an innovative end-to-end technology platform that will provide Kanoo Travel with unique content, corporate solutions that meet changing traveler needs and the highest levels of service experience. The new solution will be rolled out in the coming months.

"We have consistently been in the forefront of offering the very best of travel services in the most professional manner to achieve the Travel Policy objectives of our clients and we trust that deploying the best technology is the way to achieve this." said Praveen Gandhi, executive general manager Kanoo Travel.

"Over the years, Sabre has delivered innovative

technologies and the latest solutions to support our business objectives, and they are a proven and reliable technology partner that is equipped with the right technology and team. We are proud to reaffirm our relationship and continue working together towards creating an exceptional travel experience for our customers."

Sabre says YBA Kanoo's passion for innovation and technology has been key to their successful relationship.

"Kanoo Travel is an early adopter and is quick to see the business and customer benefits of new and emerging technology," said Daniel Naoumovitch, CEO, Sabre Travel network Middle East. "The Krystal solution will enable Kanoo Travel to continue their global growth and expansion, and equip them with the tools they need to provide a higher level of customer service to meet the expectations of their tech-savvy customers. It's another example of a customised solution built on our customer's needs and their desire to compete and succeed in a global market place. We work hand-in-hand to maximise their revenue, reduce their cost and create a more personalised experience for travellers."

Every year, Sabre invests hundreds of millions of dollars to innovate for customers in the area of data, business intelligence, retailing and merchandising, and online and mobile.

YBA Kanoo has stimulated business and economic activity in the region across key industry sectors such as Kanoo Travel.



Epicor Executives with Kanoo IT Team

YBA KANOO WINS EPICOR AWARD

Yusuf Bin Ahmed Kanoo (YBA Kanoo), the pioneering Bahrain-based business and one of the largest independent family-owned multinational businesses in the Middle East has recently won the prestigious “Customer Excellence Award” for the “Business Transformation Customer of 2016” category during the Epicor Annual Awards.

The award was bestowed on YBA Kanoo at an annual event organized by global business software developer Epicor, during the “Customer Insight Conference for the Middle East & Africa” held in Dubai. The recognition was duly acknowledged by Epicor for the adoption of the best business practices and applying them to a long-standing business.

YBA Kanoo is in the process of deploying Epicor solutions



to achieve excellence in business efficiency, customer experience and overall performance. The future business applications of the company will run on a strategic ERP (Enterprise Resource Planning) platform that will transform the internal business processes into a world-class standard. They will also be transitioning the group’s IT applications from in-house developed to best in class off-the-shelf products.

Commenting on the award, YBA Kanoo’s Group Head of Information Technology, Mr Jameel Al Sharaf stated, “The award reflects the great effort and dedication in successfully collaborating with the Epicor Project team, Kanoo IT and Finance teams. Many congratulations to all! This is the first part of our ERP journey as our strategy will cover Finance, HR and the Supply Chain.”

YBA Kanoo advocates knowledge transfer to develop a highly skilled and dynamic workforce and will continue to accumulate awards and recognition in its efforts to elevate the business platform and offerings.

Yusuf Bin Ahmed Kanoo



يوسف بن أحمد كانو



Office 365

Redefining
business

Discover your Digital Office

YBA Kanoo is proud to announce that with Office 365, you can get things done from virtually anywhere. You can now access, share, and co-author documents with OneDrive for Business, while Office apps help you access everything you need to work seamlessly from nearly any device while you're on the move.

The new Office: Take the work out of working together

Office 365 will enable you to access office files, share documents, and collaborate with colleagues from wherever you are. Whether you work on a PC, Mac, tablet or phone, you will have a consistent experience across all of your devices. The company utilizes the latest technology to deploy smart and innovative operations across its functions.

DELIVERING SUSTAINABLE EXCELLENCE



YBA Kanoo utilizes the latest technology to deploy smart and innovative operations across its functions.

Recently the Corporate Communications Department (CCD) embarked on an IT Services Educational Campaign within the organization across Bahrain and KSA and in cooperation with the IT department. This plan was spawned to foster greater teamwork, accelerate decision-making and bolster performance in order to secure the company's future. The campaign also aims at cutting the costs of telephony and travel by showcasing the possibilities of the available technologies.

CCD commenced this campaign by sending out Educational Emailers (Tips and Tricks) in using the services available on Office365 like Skype for Business, Yammer and OneDrive for Business. Although the campaign went in full swing, the company's key goal was to help employees understand why the change was happening.

Skype for Business: Skype for Business is a complete meeting solution and it promises to make it easy to connect and collaborate with colleagues in real time and to get work done using instant messaging (IM), audio, video, and web conferencing in online meetings as well as offering the freedom to make presentations and take notes shared by all participants as well as many other features like live dubbing as you speak into a choice of languages.

Yammer: Yammer is the company's private social network that helps you and your teams stay on top. It can start conversations, collaborate on files, and organize

IT SERVICES EDUCATIONAL EMAIL CAMPAIGN

around projects so you can go further faster. It makes it easy to quickly bring your team together anytime, anywhere. Yammer can loop in relevant people like customers and vendors to facilitate teamwork and streamline projects.

One Drive for Business: One Drive is a file hosting service that allows users to sync files and later access them from a web browser or mobile device. Users can securely share your files and photos with colleagues or publicly with business partners or contacts on PC/laptop, Mac, Android, and iOS. You can securely share and work together with anyone in your work and life. It lets you use familiar tools to create, edit, and review documents in real time and even discuss them on Yammer.

The purpose of the Email Campaign was to increase users and create interactions among staff. The measurement of success can later be gauged by comparing numbers in terms of saved telephone bills, number of users and amount of interaction.

Any staff member can easily enquire with their local IT team about any of these services and how they can benefit from them.

KANOO TRAVEL ADOPTS MICROSOFT AZURE

Kanoo Travel has announced the adoption of Microsoft Azure to run its Krystal Point-Of-Sale platform in the cloud leading to a greater tractability to expand and grow their businesses.

Kanoo Travel is one of the largest travel companies in the Middle East with a team of travel specialists operating a network of over 140 offices in the region and globally.

At the same time, the company will be able to develop systems on-site for large corporate clients to make ticket sales easier, thus guaranteeing unparalleled customer service.

Kanoo Travel's executive general manager, Praveen Gandhi said running Sabre Krystal Point-of-Sale on Azure has resulted in "enormous flexibility, enabling the company to take a big step forward not only in terms of innovative development for the company, but also in consolidating and growing the business".

As Azure provides round-the-clock services and assures high performance, consistently supporting millions of transactions simultaneously, Kanoo Travel now has a fully operational ticketing platform via cloud and greater mobility consequently enabling ticket purchase from any location.



Microsoft's Bahrain and Oman general manager Sherif Tawfik said the company was committed to providing businesses with latest technology innovations that help them increase their productivity and grow their businesses in a timely and cost-effective manner.

"Azure is continuously investing in the latest infrastructure technologies, with the aim to provide our customers and partners in Bahrain and around the world with high reliability, operational excellence, cost-effectiveness, environmental sustainability and a trustworthy cloud experience," he added.

Microsoft Azure comfortably handles traffic peaks and ensures consistent response times with guaranteed performance metrics while integrating on-premises back office credit checking and billing systems into the cloud based Krystal. This ensures high availability and great flexibility for field sales teams.

Setting up of new outlets takes shorter time as they are no longer hampered by hardware and technical requirements enabling the IT team to focus on expanding business-related IT implementations and developments without added complexity.



HanaTour Korean representative with Mishal Kanoo, Fahad Kanoo & Praveen Gandhi

KANOO TRAVEL SIGNS WITH HANATOUR INC.

Kanoo Travel has recently signed up with HanaTour Inc., the largest travel company in Korea. HanaTour provides travel service with over 4,000 employees nationally and internationally and are the best travel company ranked top in international travel and air ticket sales for 15 consecutive years.

HanaTour has led quantitative and qualitative growth of travel industry by providing better service through directly operated network globally and with the best experts in travel and maintains top position in customer satisfaction and preference researches.

Furthermore, HanaTour increases productivity and profitability by integrating innovative IT system with travel industry and expands market leadership continuously, and the company was listed in London Securities Exchange (LSE) – one of 3 major global securities markets recognizing transparency and reliability of HanaTour internationally as well as preparing a stepping stone to become a global company.

HanaTour is trying to become the top global culture and tourism group by 2020 by expanding business into production, distribution of cultural products and developing tourism. They aim to become a company providing the best culture and tourism service in the world by enhancing global competency for human resources and competency in business related with cultural travel.

KANOO OIL & GAS BAHRAIN ORANGISES ROADSHOW

The Kanoo Oil & Gas Division had recently organized a Roadshow along with its principal M/s Trelleborg at the K-Hotel for all its major clients to showcase Trelleborg products.

Trelleborg is specialised in marine systems operations and is a world leader in the design and manufacture of advanced marine fenders, oil and gas transfer, ship performance, docking & mooring, piloting and navigation and surface buoyancy. Trelleborg's entire portfolio is backed by dedicated global services and support over the whole product lifecycle.



Trelleborg Roadshow participants

Its smarter approach to port and terminal equipment optimization encompasses much more than just technically superior products and technologies.

Trelleborg works with YBA Kanoo's Oil & Gas division from conceptual design to completion of every project and beyond, and ensures that the right support is in place to maintain and enhance Port and vessel performance. YBA Kanoo's well-known clientele includes Ports and Jetties like Mina Khalifa, Bapco, Asry, GPIC, etc.



MAERSK-KANOO

YBA Kanoo has stimulated business and economic activity in the region across key industry sector like Kanoo Shipping. Kanoo Shipping is the largest shipping entity in the Middle East specializing in competitive Liner representation, and more recently has built a reputation as the region's premier tanker agent and offshore service provider. It offers a comprehensive range of services and represents some of the largest and most prominent ship-owners and operators in the world with a growing portfolio as well as the region's fast-growing bulk and infrastructure segments. Kanoo Shipping's network includes 43 offices in 18 countries across the Arabian Gulf, Red Sea and the Indian subcontinent. Our regional network operates through a well-established blend of wholly-owned offices across the Arabian Peninsula and solid partnerships that extend to Egypt, the Levant, Pakistan, India, Sri Lanka, and the Seychelles.

Maersk Line started operations in 1959 represented by Kanoo Shipping as principal agency. Maersk Kanoo LLC was formed in 1992, as sole agent for Maersk Sealand.

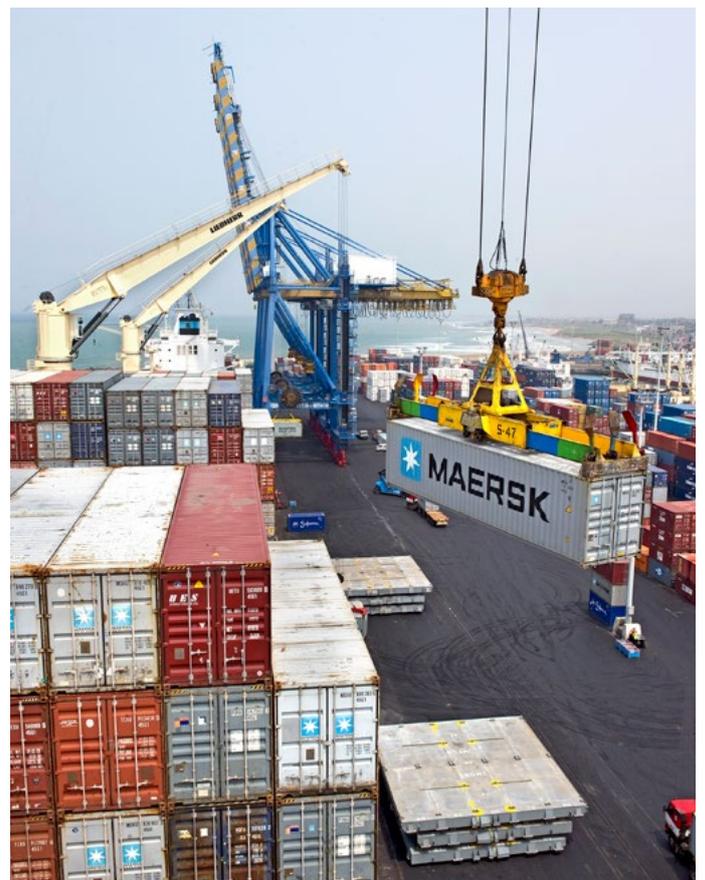
Today, Maersk Group has become the leading container shipping company serving customers all over the globe and Maersk Line is being recognized as the trading and commercial hub of the region which it has been serving since the last 40 years. It has a sizeable presence across the region.



Maersk Line has a comprehensive port and door delivery coverage as well as ample stock of all sizes and types of equipment, combined with a customer-focused organization and product expertise makes it the carrier of choice for both importers and exporters in the region.

Mainline services from U.S.A, Europe and the Far East call at Jebel-Ali port every week. The port serves as a transit point for Middle East and a dedicated feeder network offers coverage to all ports in the Gulf.

From a regional perspective, in 2015, YBA Kanoo handled 3,240 'husbandry' calls of Maersk container vessels in regional ports and have recently added East Africa and the Indian Ocean Islands to its coverage. YBA Kanoo also move annually approximately 1,500 Maersk crew members on/off their ships and arrange delivery of over 700 consignments of ships spares.





Mr Fawzi Kanoo addressing the attendees

YBA KANOO HONOURS TOP SALESPEOPLE

Yusuf Bin Ahmed Kanoo, Bahrain recently honored its top salespeople at a special function entitled, "ITQAN Top Salesman Awards 2016" at their Guesthouse in Mahooz. ITQAN is YBA Kanoo's Change Program initiative and builds on strong family values combined with modern business practices to ensure the realisation of our goal - 'to be the leading family business in the Middle East and beyond.' ITQAN encompasses all of the improvement initiatives & projects currently being implemented under Kanoo's new strategy. It is the driving force that will take YBA Kanoo into a bright and prosperous future.

Mr Fawzi Kanoo, Interim Group CEO & Deputy Chairman of YBA Kanoo presented the awards and he thanked the salespeople for their hard work and efforts in constantly striving for higher standards in achieving greater success.

The 23 sales professionals represented various divisions from Bahrain, Saudi Arabia, UAE and Qatar.

Mr Fawzi Kanoo addressed the senior management and the sales staff. He stressed the importance of maintaining the company's sales in this difficult market and shared his views on how the company can ramp up its sales force. YBA Kanoo pursues and achieves business growth and expansion through the constant delivery of sustainable excellence through these professionals. Mr Fawzi Kanoo appreciated their contribution and stated, "We rely on you for integration of excellence into our business processes in achieving our goals."

The names of the winners were: Ghulam Khan, Najaful Haq, Razi Momin, Suhel Pasha, Kamal Naik, Ahmed Khadeer, Abdul Hussain Al Oraibi, S Mohamed Mustafa Al Wadaei, Mahmood Ul Hasan, Osman Olmer Tawake, Rajesh Prabhakar Rao, Abilash Sultan, Sayed Ishaq, Imam Jafar Sadiq, Hiren Thakkar, Mohammed Asifulla, Mohammed Altaf, Firdous Shaikh, Humeira Al Aidarous, Mohammed Ibrahim, Salman Bhari, Gulrez Khan and Cornelia Da Costa.



Mr Fawzi Kanoo with EGMs and Award Winners

APPOINTED



Hussain Rasool: Group Corporate Communications Manager

Hussain Rasool joined the company as the Group Corporate Communications Manager almost three months ago and is based in Bahrain.

His main responsibilities are to develop & implement the Group's Corporate Communications plan, policy and procedures and centralize the corporate communications function within the Yusuf Bin Ahmed Kanoo Group.

Hussain is an award winning professional with multiple wins of both local and international awards in the Corporate Communications field, prior to his appointment, Hussain managed Bahrain Airport Company's (BAC) Corporate Communications Department looking after the overall communication strategies for BAC as well as sub-brands

KANOO TRAVEL AWARDED

Kanoo Travel was recently awarded a Certificate of Appreciation for its successful campaign for Qatar Tourism Authority. They collaborated to promote Doha as a family- leisure destination earlier this year and has shown successful results and exposure.



Mohamed Bastaki at the Award Ceremony

that include Bahrain International Airport (BIA) and BAC Facility Management (BAC FM). Hussain also led VIVA Bahrain's Public Relations efforts as he worked with the STC Group - one of the largest telecom operators in the world - to launch "VIVA" an STC group Opcos in Bahrain and helped take this success forward with sustainable strategies and planning.

Hussain also successfully held a major role in the first steps of opening Bahrain City Centre, the largest shopping, Entertainment and Leisure Centre in Bahrain while working with Majid Al Futtaim Investments (MAFi).

He also managed communication strategies and campaigns for leading brands throughout his work with various prestigious advertising and marketing agencies, including Fortune Promoseven/Weber Shandwick, part of the MCN group, where he managed household name accounts like Coca Cola, BDO and IBM as well as a long list of local brands and companies.

With a solid media relations background, Arabic-English professional content management and creation and being a well-known face in the event management field, as well as the creator of some of the biggest corporate social media accounts in Bahrain throughout his career, Hussain looks at Communications with a 360 degrees view from strategy to implementation and within multiple disciplines.

To know more about Hussain and to interact with him, you can connect with him directly on Yammer or visit his LinkedIn page <https://bh.linkedin.com/in/hrasool>

The Company's management joins along with its staff in welcoming Hussain on board and wishing him the very best for his future in the organisation!



Mohamed Bastaki receives the award from the Qatar Tourism Authority

Qatar is a unique and leading destination and exhibits a range of tourist destination's attractions, services and initiatives, and Kanoo Travel campaigned along with Qatar Tourism Authority in its drive to boost international tourist arrivals.

Kanoo Travel has received numerous awards and recognition across the region for superior levels of service and excellence.



HRH Prince Khalifa with members of the Kanoo Family

HRH PREMIER ATTENDS WEDDING RECEPTION

His Royal Highness Prince Khalifa bin Salman Al-Khalifa, Prime Minister of the Kingdom of Bahrain recently attended the wedding ceremony of Mr Fahad Fawzi Kanoo at the Kanoo Guest House in Bahrain.

HRH the Premier congratulated Fahad on his wedding, wishing him a happy married life. HRH the Premier also congratulated the Kanoo Family on this happy occasion.



Mr Fahad Kanoo congratulated by HRH the Prime Minister



HRH the Prime Minister with Sh Mohammed bin Mubarak Al Khalifa and Mubarak Kanoo



Sheikh Ali bin Khalifa Al Khalifa with Ahmed and Fahad Kanoo



Sh Khalifa bin Rashid and Sh Mohamed bin Rashid Al Khalifa with Ahmed & Fahad Kanoo



HRH Prince Salman bin Hamad Al Khalifa, Crown Prince with members of the Kanoo Family



HRH Prince Salman with Mr Mubarak Kanoo and Mr Khalid Kanoo



HRH Prince Salman with Fahad Kanoo



Mr Fahad Kanoo with guests at the wedding



Mr Talal Kanoo with guests



Mr John Skinner

IN THE SPOTLIGHT WITH MR. JOHN SKINNER

Interview:

Mr. John Kelynack Skinner
Company Secretary

A Company Secretary is regarded to be a high-ranking position in any organization and he is responsible for the efficient administration of the company, specifically with regards to ensuring compliance with statutory and regulatory requirements. He ensures that decisions of the Board of Directors are implemented, complies with relevant legislation and regulation, and keeps board members well-versed of their legal responsibilities.

Mr John Kelynack Skinner has been faithfully performing this role with YBA Kanoo since the last 41 years. We requested him to share with us his journey in this organisation, and we are sure, you will enjoy his story as we walk along with him down memory lane.

How long have you been working with YBA Kanoo?

I joined Y. B. A. Kanoo in 1975. The late Mr. Ahmed Ali Kanoo was the Group Chairman and CEO and I was first employed as his Personal Assistant. However, Mr. Bill Brien, the then Group General Manager, planned that I should establish a Legal Department in the Company and the Chairman agreed that I should become the Group Legal Manager.

Bill Brien had his 3 'S's : Skinner, Smith and Stewart, respectively lawyer, accountant and IT. Our first job was to produce an Organisation Manual for Y. B. A. Kanoo.

Stewart did the printing for us with pictures of little men dotted around the pages. It was very amateurish but it was the first attempt to put together a structured organisation in this fast growing Group of Companies. Although we

stayed late every evening working on this manual, a lot of the time was spent listening to Bill's tales of his hilarious escapades in the army in Iraq and Palestine.

Can you please reminisce your first experience in this organization as a Company Secretary?

I joined British Land, a leading U.K. Property Company, as their Assistant Company Secretary and eventually became Company Secretary of some 240 companies. I had a substantial department to assist me of course.

Eventually, the cold and crowds of England persuaded me to look for warmer climes and an opportunity in Bahrain came up. The original position was for a Company Secretary for Kanoo, Saudi Arabia. As I said earlier, however, Mr. Brien had other plans for me.

The late Mr. Ahmed Ali Kanoo had an Irish secretary and having met her, I fell in love and married her.

As the Group Legal Manager, I had to recruit a lawyer for each of the territories: Saudi Arabia, Bahrain and the United Arab Emirates. That was easy. What was not so easy was to educate the managers and staff so that the lawyers were brought in to projects at an early stage of negotiations and help structure the deals in an efficient way.

What motivated you to take up this role as your profession? What is your educational background?

Although I was born in England, I was brought up on our farm in Kenya and educated there. Upon obtaining my 'A' Levels, I went to England and qualified there whilst working for Johnson Matthey & Co. Ltd, a leading UK precious metal Company. I pursued a degree in Economics but the Registrar suggested I might better be suited for the law, so I switched over.

What do you consider to be the essential qualities and skills of a Company Secretary?

Company Secretaries are usually lawyers and a good Company Secretary should have good communication skills, both spoken and written, negotiations skills, an eye for detail, integrity, discretion, strength of character and a good knowledge of Company and Business Laws. In many Companies, including Y. B. A. Kanoo, the function of the Company Secretary has evolved to include developing and implementing good Corporate Governance and monitoring of Compliance with Law and such matters as sanctions and anti-money laundering regulations.

What would you say is the biggest challenge you faced while working in the organization?

The biggest challenge I have faced while working with the organization is to educate management and staff of Y. B. A. Kanoo that the Group Legal Department is here to support, guide and assist the Company in its development, through early involvement in negotiations.

What is the one achievement you feel proudest of during your work at the company?

The one achievement that I feel proudest of during my work at Y. B. A. Kanoo is founding and developing the Group Legal Department to a trusted and professional support function for the whole of the Y. B. A. Kanoo Group of Companies.



Match Made at YBA Kanoo: Mr and Mrs Skinner

What do you like to do away from work? Your hobbies and what are the things you like to do in Bahrain?

Away from work, I love to be on the sea, preferably under sail but even under power. Besides sailing, Rugby has been my favorite sport ever since school, although I hung up my boots long ago and now just enjoy walking and hiking. All of these things I still do in Bahrain. I used to ride horses and had my own stallion here but, like rugby, gave that up some time ago.

How do you see the future for YBA Kanoo? What is your vision for the company?

The YBA Kanoo brand is a valuable one that has been carefully nurtured under the present directors, continuing the values established by the founder Haji Yusuf Kanoo. The next generation of Kanoos, however must embrace change. This has already been anticipated by the Kanoo Directors and it now has to happen in order for the YBA Kanoo Group of Companies to meet the challenges of this fast changing environment. I have every confidence that the Board and management will successfully meet these challenges and that the name YBA Kanoo will be a leading business brand for very many years to come.



Participants at the "Simply 5" Training

KANOO SHIPPING "SIMPLY 5" TRAINING

A new IT System Training session was successfully conducted for the Kanoo Shipping Staff by our IT service provider-Gemini Software, which was held at the K-Hotel in Bahrain recently. YBA Kanoo pursues and achieves business growth and expansion through the constant delivery of sustainable excellence.

The agenda was to cover the main functionalities of the new online web-based Shipping system - "Simply

5", which will be live in September 2016. The training covered the operational and financial modules and was well attended by the Operations and Finance staff from Bahrain, Qatar, Oman, UAE, Saudi, Egypt, Kuwait, India and Sri Lanka. All the attendees were satisfied with the new system prototype and provided their feedback and inputs to the trainer. There are many new useful features in the new system which will enable the users to enhance their productivity and both clients and users will have more visibility.

The company utilizes the latest technology to deploy smart and innovative operations across its functions and advocates knowledge transfer to develop a highly skilled and dynamic workforce. It also offers training and development programs to enhance skills, knowledge and team-building.



Mr Henri De Castries (centre) bids adieu to the Kanoo management

YBA KANOO HOSTS LUNCH FOR AXA GULF

A lunch was held recently at the Kanoo Guest House in honour of the outgoing Chairman & CEO AXA Group Mr Henri De Castries as he visited the Kanoo Family to say farewell and also to introduce Mr Thomas Buberl, the incoming CEO, and Mr Wilm Langenbach CEO AXA Emerging Markets. They were accompanied by Jad Ariss, CEO AXA Middle-East & Africa and Mr Cedric Charpentier CEO AXA Gulf.

It may be noted that AXA is the number one International Insurer in the GCC with over 1 million customers served by over 1,000 staff with gross revenues of almost 1 billion.

On the occasion the Chairman of AXA Gulf said, "Through this successful partnership AXA is a leader in Insurance in the region. There are excellent Insurance development opportunities even during the current economic challenges and our Insurance business will continue to grow successfully. We are able to face the future from a position of strength."

YBA Kanoo started out in Insurance in Bahrain in 1950 – the first to do so in the region and have gone from strength to strength. It is pleasing to witness the development of AXA's insurance business in the GCC and more lately their opening up in Egypt as it expands.

YBA Kanoo and AXA Insurance are two powerful organizations that have contributed to the changing face of the Insurance industry in the Middle-East, as we bring their technical expertise, passion and the number one Global Insurance Brand to the region. YBA Kanoo will continue to provide every support in AXA's strategy in the future.

YBA KANOO WINNERS OF BAHRAIN INTERNATIONAL CSR AWARD

Yusuf Bin Ahmed Kanoo, the pioneering Bahrain-based business and one of the largest independent family-owned multinational businesses in the Middle East have been announced as the winners of the Bahrain International CSR Award 2016 for the "Excellence in CSR Communications Category".

The award ceremony took place recently at the Regency Intercontinental Hotel in Manama and was held under the patronage of His Excellency Dr Abdul Hussain Ali Mirza, the Minister of Energy in the Kingdom of Bahrain.

The annual Bahrain International CSR Award 2016 event is held every year to recognize the leaders in CSR within multiple categories. The prominent award ceremony was coupled with the opening ceremony of the Bahrain International CSR and Sustainability Conference which is organized by the Bahrain CSR Society.

Commenting on the award, Mr. Nabeel Kanoo, Director - Corporate Communications at Yusuf bin Ahmed Kanoo W.L.L., stated: "We are honoured to have received such an accolade which stands as a testament to the heritage and history of the company since its early days in the



Mr Hussain Rasool accepts the award on behalf of YBA Kanoo

field of CSR, showing the great determination of the entire team in supporting the community by adopting sustainable programs and long term commitments and projects and achieving excellence in the field. We aim to focus on initiatives that enforces responsible behaviour for the benefit of the community".

"YBA Kanoo is committed to the communities it operates in and will continue to develop and grow its work in the CSR field as part of its continuing vision to deliver sustainable excellence throughout its various businesses and ventures. We highly value the efforts led by Mr Khalid Al Qoud at the Bahrain CSR Society for their ongoing role in educating and highlighting the subject of CSR and look forward to more cooperation", he continued.



Thai Ambassador (centre) with the Kanoo Management

The Group Chairman of Yusuf bin Ahmed Kanoo Mr Mubarak Jassim Kanoo received recently the Ambassador of the Kingdom of Thailand to the Kingdom of Bahrain His Excellency Mr Chayapan Bamrungphong at the YBA Kanoo main premises in Manama in the presence of the Deputy Chairman & Interim Group CEO Mr Fawzi Ahmed Kanoo, member of the Board of Directors Mr. Nabeel Khalid Kanoo and Mr. Talal Fawzi Kanoo.

Mr Mubarak Kanoo praised the efforts in enhancing bilateral relations between the two countries, which reflected positively on the volume of trade exchanges between them. He stressed the interest and keenness of the Bahraini business community and the private sector to increase the prospects of bilateral trade through the establishment of joint ventures. The objective is to consolidate bilateral trade cooperation to promote joint activities that will affect positively to increase trade growth.

YBA KANOO HOSTS THE AMBASSADOR OF THE KINGDOM OF THAILAND

Mr Mubarak Kanoo continued by stressing the importance of building up new partnerships that strengthen Bahraini-Thai economic cooperation, and support the efforts of the private sector and businessmen in both countries to launch joint projects that benefit these two friendly countries.

YBA Kanoo continues to be a key contributor to the region's economic growth and development with extensive operations across several dynamic regional markets and industry segments.

KANOO OIL & GAS RECEIVES MAJOR ORDER

The Kanoo Oil & Gas Division has received a major order worth USD. 3.8 Million for supply of High Temperature Antiscalant from Hidd Power Company. The antiscalant will be supplied by our Principal M/s. BASF and we shall stock and deliver the chemical on call basis.



Hidd Power Company



BAHRAIN PRESS DAY

The Information Affairs Minister of Bahrain, his Excellency Mr Ali bin Mohammed Al-Rumaihi has applauded the role of the private sector and business families as being partners in developing the media at the recent Bahraini Press Day dinner hosted by YBA Kanoo at its Guest House in Mahooz, Bahrain. The Minister stated that these business families upgrade the media message and play a prominent role in strengthening human ties among members of the same society and cascading the sustainable economic and social development forward during the prosperous era of His Majesty The King Hamad bin Isa Al Khalifa.

The Minister appreciated the contributions of the Kanoo family and other deep-rooted Bahraini families for supporting the media, the Press, as well as social, cultural and sports activities in the presence of editors-in-chief of local newspapers and a number of journalists. He stated that, "Such gatherings embodies the genuine values of

love, tolerance, communication and fraternity prevailing in the Bahraini society within the framework of belonging to the nation and loyalty to its leadership".

The Minister also affirmed with the Press in flourishing thanks to the support of His Royal Highness Prime Minister Prince Khalifa bin Salman Al Khalifa, and His Royal Highness Prince Salman bin Hamad Al Khalifa, the Crown Prince, Deputy Supreme Commander and First Deputy Premier.

The Group Chairman of YBA Kanoo, Mr Mubarak Jassim Kanoo expressed sincere thanks and appreciation to the Information Affairs Minister for attending the annual event, commending his efforts to develop the Bahraini Press and media. On behalf of the Kanoo Family, Mr Mubarak extended the utmost congratulations to the Press and media community in Bahrain, and thanked them for raising national issues, promoting common national values and supporting the Kingdom's continuous development through achievements and reforms.

YBA Kanoo adopts a collaborative effort in creating a transparency between the business community and the society.





LAUNCH OF BSAA

The Bahrain Shipping Agents Association (BSAA) was officially launched recently by His Excellency Kamal Bin Ahmed Mohamed, Minister of Transportation & Communication at a colorful event in the ART Rotana, Amwaj Islands, Kingdom of Bahrain.

BSAA is a registered body with the Ministry of Social Development in accordance with the provisions of Ministerial Order No. 2 of 1990 with respect to Regulation of the Registration of Social and Cultural Societies and Clubs.

This glittering event was attended by dignitaries from Ministry of Transport, Ports & Maritime Affairs, Customs Affairs, Immigration, APM Terminals, shipping and transportation and other members of the Association. On behalf of Kanoo Shipping, the function was attended by Mr. Steve Blackney- Regional Operations Manager, Mr. Mohamed Qurban- Shipping Manager and Mr. Anil Kumar.

The main objectives of the event were:

1. To exchange views, ideas, information and modus operandi as a means to boost productivity and efficiency.
2. To take the necessary steps suitable to promote and improve the interests of the member shipping agents.
3. To represent members and convey the Association's views to ministries and government organizations.

The YBA Kanoo family business strives for ultimate adherence to local legislation and associations, as well as compliance to global standards and practices. It actively supports various associations across the region associated with the business.



Visitors at the YBA Kanoo stand

YBA KANOO PARTICIPATES IN CAREER DAY

Yusuf Bin Ahmed Kanoo, Bahrain participated in the Career Day held recently at the University of Bahrain (UoB) Campus in Sakhir. The event was held under the patronage of His Excellency the Minister of Education and Chairman of the Higher Education Council, Chairman of the Board of Trustees of the University of Bahrain Dr Majid bin Ali Al-Naimi.

YBA Kanoo plays an integral role in the community by hiring local talent and fostering growth and career opportunities. The company took part in the event to attract UOB students to the company and introduce them to the employment procedures and policies as well as professional training opportunities. The YBA Kanoo booth also showcased a number of company manuals, brochures, flyers and other material presented by the company's HR professionals. Presentations were being organized by representatives of different divisions to educate the prospective employees on the career options and opportunities available. The company offers training and development to its employees to enhance skills, knowledge and team-building.

The Director of Corporate Communications, Mr Nabeel Kanoo stated that, "Hiring local talent reflects YBA Kanoo's localization strategy implemented by the government and focusing on career development of Bahrainis for a great future with the company."

Mr. Mohamed Mahmood Hassan, HR & Administration Manager confirmed the company's interest to attract graduates from the university. He thanked the organizers and appreciated the continuous efforts of the University in holding such events for Bahraini students which consists a lot of activities and events in building a bright future for the young graduates.



Mr Ahmed Fawzi Kanoo and Mr Ali Abdulla in the front row



Mr Nabeel Kanoo

The Annual Marketing Meet was held recently at the Kanoo Guest House in Mahooz.

Mr Nabeel Kanoo thanked and welcomed Mr Ali Abdulla Kanoo, Mr Ahmed Fawzi Kanoo, all EGMs and the marketing staff for taking time off and attending this meet.

Attendees were given an information page about each division as part of the meeting pack and were requested to review and submit approval and/or suggested changes to Corporate Communications. This was needed as the same would be reflected in the new corporate brochure.

Mr Nabeel Kanoo emphasized in his presentation that the company needs to communicate better and with increased frequency with its target audience, and thus increase brand awareness. It was also agreed to focus on enhancing the company's relationship with the Media and the attendees were requested to submit their target media list so that Corporate Communications can pitch for more coverage and gain better advertising deals when needed.

ANNUAL MARKETING MEET



Participants at the Meet

Focus was also stressed on having unified key messages for all divisions and the need to share key messages with all EGMs. It will clearly state what the spokespersons can say and what they cannot to the media, when representing YBA Kanoo.

Branding was also discussed threadbare and it was agreed that a brand refresh of our prominent logo should be considered without touching the Palm Tree logo yet allowing it to evolve. However, the same needs to be approved by the CEO. Sample brand evolutions and structures of other organizations were presented by Mr Nabeel Kanoo to showcase how other successful and international brands made such transitions.

Mr Nabeel Kanoo explained that the company will stick to its core business as far as company's strategy is concerned and added that there is always room for new ideas and business opportunities to enrich our scope of work. However, the company will continue with its current strategy until advised otherwise by the CEO.

It was further reiterated that all Divisions should submit their expected and targeted event participations that may include (Exhibitions, Forums, Staff Events, Customer Events) as well as any other participation along with the requirements for each so that Corporate Communications can best support their efforts.



The Exhibitors with their Awards

FIRST GCC LOGISTICS CONFERENCE

The Kanoo Logistics division had participated keenly as the Diamond Sponsor in the 1st Annual GCC Logistics Conference held at the Ritz Carlton Hotel in Bahrain recently. The Conference was held under the patronage of H.E. Zayed R. Alzayani, Minister of Industry, Commerce and Tourism of the Kingdom of Bahrain.

The event was well attended by very senior delegates from Bahrain's Economic Development Board (EDB), Ministry of Transport, Mumtalakat Holding Company and several senior members from the Logistics Industry.



Mr Bader Kanoo & Mr Yousif Al Manea

The Conference saw a spectrum of elegant speakers including H.E. Zayed R. Alzayani (Minister of Industry, Commerce & Tourism); Mr Alfred Simms-Protz, German Ambassador to the Kingdom of Bahrain; Mr Kamal bin Ahmed Mohammed - Minister of Transportation and Telecommunication; Khalid Al Rumaihi, Chief Executive of Bahrain's EDB; Mr. Mahmood Hashim Al Kooheji - Chief Executive Officer at Bahrain Mumtalakat Holding Company B.S.C. and a host of other leading names from the Bahrain and international logistics industry.



Mr Tom Nauwelaerts



Mr Fawzi Kanoo at the event

The Kanoo Logistics division presented a talk (by Tom Nauwelaerts, ex-General Manager) on Car Distribution and VAS in GCC – Service level and Role of Importers, which was well received by the audience.

The Conference largely dwelled on the role and importance of GCC in the logistics arena which was best summarized by the Undersecretary of the Ministry of Commerce and Industry, Mr. Osama Alorrayedh: "Trade will be the cornerstone of business development in the GCC and wider Middle Eastern markets over the next decade. In order for Bahrain to be at the forefront it is essential that the best business climate is put in place, in order for this to happen certain factors need to be implemented."

It may be noted that YBA Kanoo has progressively evolved to become the first choice partner for regional businesses by adhering to the highest international standards and operating at optimum levels of productivity, competitiveness and competency.



HRH The Crown Prince with Kanoo Family

KANOO ANNUAL RAMADAN MAJLIS

YBA Kanoo celebrated the annual Ramadan Majlis at its Guest House in Mahooz, Bahrain. Ramadan is the Holy month and a season for renewed dedication that strengthens relationship among Kanoo family and the community.

The Majlis gathering was attended by His Royal Highness Prince Salman bin Hamad Al-Khalifa, the Crown Prince as well as a number of special guests like ministers and high officials.

The gathering is a long-lived tradition, where it is customary to visit and discuss a mix of matters affecting society. A major aspect in the Gulf countries is that friends, neighbours and families gather in a Majlis after sunset as a fundamental part of the country's rich cultural inheritance and background.

Majlis is an essential programme in every home, and hospitality and comfort is at the core when visitors are received. It is a yearly time of the year where the Kanoo Family organizes get-togethers for the community during this season.



Dr Abdullatif Kanoo with Sheikh Mohamed bin Salman Al Khalifa



Nawaf Kanoo, Ahmed Kanoo, Nabeel Kanoo and Talal Kanoo



Mr Khalid Kanoo welcoming HE Mohamed Al Mutawa



Mr Fawzi Kanoo and Mr Fuad Kanoo



Mr Fawzi, Mr Bader Kanoo and Mr Khalid Kanoo with guests



Mr Fawzi and Mr Ali Abdulla Kanoo with guests



Mr Nabeel Kanoo with a guest



Khalid Al Qoud with Ahmed Kanoo



Group Photo



Kanoo Management team at the Ghabga

YBA KANOO HOSTS ANNUAL RAMADAN GHABGA

YBA Kanoo recently hosted its Annual Ramdan Ghabga for its management team at the Gulf Hotel recently. The holy month of Ramadan is an opportune time for sharing traditional Ramadan warmth and hospitality.

Another Ghabga was held to host the local media and aimed at bolstering the relationship between YBA Kanoo and the media as well as thanking them for their support throughout the year

Ghabga, is generally a meal served at late night, and it takes place at night until midnight or even later and the food is abundant at the ghabga. The purpose of hosting the Ghabga is ideal for socializing and getting together. It is also a great time to indulge in conversation, great food and reflects the true nature of the holy month.

Take a glance at the pictures of the event in these pages.



Moh'd Tarrah, Talal Kanoo and Khalid Kanoo



Christopher De'Ath & Praveen Gandhi



Team enjoying good food



Osama, Mohamed, Hassan & Hakem



Khalil Yousif with Nabeel Kanoo



Heba Mohsen and Ala'a



Group Photo with the media guests



Members of the Media



Mr Nabeel Kanoo in a media interview



Guests at the Ghabga



A proud horse at the show

YBA KANOO SPONSORS ARABIAN HORSE SHOW

Recently, YBA Kanoo was pleased to support "The Late HH Sheikh Faisal Bin Hamad Al Khalifa - The Third Bahrain Produce Arabian Horse Show" as one of the Bronze sponsors organized by the Bahrain Royal Equestrian & Endurance Federation.

The event drew many different types of Arabian horses to be judged for special awards. All horses who entered the event were in possession of an official equine 'passport' to facilitate identity verification of the horse by the organizing committee and disciplinary committee. These horses were classified according to age, geographical region, etc. The judges rated the horses based on a rating system and selected some as "Best Stud", "Best Male/Female" and "Best Handlers".

Mr Talal Fawzi Kanoo was very much part of the event and the organisers requested him to give away the prizes to the winners (see pictures).

It may be noted that YBA Kanoo has consistently supported charities, institutions, events and causes through philanthropy, and has dedicated substantial funds to reputed Foundations and Organisations across the region that safeguards the causes of the society.



Horse in action at the show



Talal Kanoo giving away the 2nd place award



Talal Kanoo with the 3rd place winner



Khalid Kanoo exchanging folders with TCC partner

YBA KANOO ACQUIRES TECHNICAL CONTRACTING COMPANY

Yusuf Bin Ahmed Kanoo Company Ltd (YBA Kanoo), one of the largest, independent, family-run multinational businesses in the Middle East with a diversified portfolio of innovative products and services, has acquired a 100% stake in the Technical Contracting Company (TCC). Based in Jubail Industrial City in the Kingdom of Saudi Arabia, TCC specializes in mechanical, electrical, instrumentation contracting and maintenance services for the past three decades. TCC is an approved vendor to ARAMCO, SABIC, SEC, SWCC, Maaden, the Royal Commission and other major conglomerates.

Commenting on the deal Mr. Khalid Kanoo, Deputy Chairman of YBA Kanoo Group said, "this acquisition is a strategic decision for the seamless integration of our Oil & Gas division to provide value-added services to our customers and improve the overall efficiency".

Mr. Ali Abdulla Kanoo, Country Manager of the YBA Kanoo Group added, "Full integration of the two businesses will be completed in the next few weeks and our clients will continue to receive the same high level of service provided by YBA Kanoo to all its customers".

YBA Kanoo establishes solid, long-term distribution and joint venture partnerships with many prominent and well-reputed local and international companies through its more than 125 years' history. The company utilizes the latest technology to deploy smart and innovative operations across its functions. It also pursues and achieves business growth and expansion through the constant delivery of sustainable excellence



Khalid Kanoo seen signing the deal



BASF, the world's leading chemical company, established a new legal entity in Saudi Arabia in a joint venture with Yusuf Bin Ahmed Kanoo.

BASF has had a presence in Saudi Arabia for more than six decades. "During this period we have achieved high level recognition from commercial enterprises and public entities for our expertise, advanced product ranges backed by ongoing R&D, high-touch customer service philosophy, and our ability to address global challenges" said Florian Krueckl, Managing Director at BASF FZE and BASF Middle East LLC and Head of Business Center Platform Middle East, BASF.

Now, BASF has expanded its presence in Saudi Arabia and inaugurated a new office with a new legal entity to show its commitment in growing BASF's sales in the country. Mr Khalid Kanoo stated "By combining the strengths of Yusuf Bin Ahmed Kanoo and BASF with the investment in the joint venture, customer support and customer focus will increase. Our customers have already experienced the outstanding performance of BASF products and now they will have a local office to provide them advice and support in applications of the BASF technology".

Saudi Arabia as a focus market

BASF is looking at Saudi Arabia as a key growth market and has expanded its capabilities considerably to continue innovating in this important region. "BASF will base on its current understanding of growth opportunities in Saudi Arabia, employ also market development staff to better understand the needs and potential demands of the local market. As a consequence of a better understanding of the market, we certainly will serve the purpose to grow our sales in the country substantially", says Krueckl.

The growth strategy is driven by BASF's innovative products and solutions that contribute to conserving

BASF INCREASES ITS FOOTPRINT IN SAUDI ARABIA

resources, ensuring good nutrition and improving quality of life. BASF seeks to leverage its leading position as an integrated global chemical company to create opportunities in Saudi Arabia.

BASF sells a wide range of products in the Middle East, with an emphasis on industrial chemicals, petrochemicals, gas purification, oilfield chemicals, sea water desalination, packaging, engineering plastics, plastics additives, paints, coatings & inks and construction chemicals. The company is also encouraging employment and training of the local workforce with the aim to enhance the population's technical skill-set over a period of time.

"Saudi Arabia will be the biggest country on the Arabian Peninsula in terms of sales by 2020" said Krueckl.

BASF creates chemistry – and have been doing so for 150 years. Their portfolio ranges from chemicals, plastics, performance products and crop protection products to oil and gas. As the world's leading chemical company, BASF combines economic success with environmental protection and social responsibility. Through science and innovation, BASF enables their customers in nearly every industry to meet the current and future needs of society. Their products and solutions contribute to conserving resources, ensuring nutrition and improving quality of life. BASF has summed up this contribution in their corporate purpose: They create chemistry for a sustainable future. BASF had sales of over €74 billion in 2014 and around 113,000 employees as of the end of the year. BASF shares are traded on the stock exchanges in Frankfurt (BAS), London (BFA) and Zurich (AN).

SHIPPING EXPORTS HEAVY SHIPMENT

Kanoo Shipping, Dammam has secured an export shipment of 23 Mercedes buses to be shipped from Jeddah to Philippines. This shipment was secured from a global freight forwarder and loaded through our principal Höegh Autoliners. A total volume of 2192 CBM cargo was loaded as an inducement call on their vessel Hoegh New York V-97 from Jeddah Port to Batangas Port, Philippines. The customer has appreciated our efforts for this successful arrangements.



Buses ready to be shipped

KANOO OIL & GAS RECEIVES MAJOR ORDER



Kanoo Oil & Gas's Drilling Group is proud to announce that it has received - nine new agreements for supply of Oil Wells Drilling Fluids to Saudi Aramco, which were with our competitors for the last 10 years. Halliburton is our principal who is supplying these products for various applications in the Oil wells, as mentioned below:

- Shale stabilizers
- Filtration Control - to maintain minimum viscosity.
- Thinner – For diluting fluid
- Loss of circulation
- Torque Reducing Agent
- Softeners
- Wetting agents



PIPICO & MDT signs agreement

PIPICO AGREEMENT SIGNED

A Consortium Agreement was recently signed between Power & Integrated Projects Company (PIPICO), the Engineering, Procurement and Construction (EPC) arm of Yusuf bin Ahmed Kanoo Company Limited and MDT for a consortium led by MDT to extend the existing power plant at the Arabian Cement Company (ACC) in Rabigh.

KANOO OIL & GAS SECURES ORDER

Kanoo Oil & Gas, UAE has helped McCrometer to secure an order from Tecnimont, Italy to supply 196 V-Cone Flow Meters for Abu Dhabi Company for Onshore Oil Operations(ADCO) – Al Dabbiya Development Phase III Project, UAE. The order value is worth AED 8.5 M.

The Oil & Gas Division has worked during Front End Engineering Design(FEED) and have supported different EPCs during EPC ITB.

Mr Hiren Thakkar – Sales Manager and Mr Raza Shaikh – Operations Manager were instrumental in securing the order.



This is one of the largest orders of the V-Cone Flow Meters received by McCrometer in terms of quantity in a single order.

With the help of this order, the Oil and Gas division now has approximately 500 nos. of V-Cone Flow Meters installed in UAE.



Raman Marwaha (left) with a visitor at the booth

KANOO OIL & GAS ATTEND THE OTC

Kanoo Oil & Gas, a division of YBA Kanoo participated in the annual Offshore Technology Conference and Exhibition (OTC) 2016 in Houston, USA recently. Dubbed as the biggest Oil & Gas show in the world attracting more than 1800 companies. This is the second time that Kanoo Oil & Gas participate in this event. Saudi Aramco and ADNOC of UAE happen to be the main sponsors for OTC.

This event had a total registration of 95,000 visitors. Only two companies from KSA: Zamil Steel and YBA Kanoo have been amongst the participants in addition to Aramco as the sponsor. The Kanoo Oil & Gas division was represented by Mr Manoj Tripathy, General Manager- Oil & Gas, Mr Riyaz Talkhani, Business Development Manager - KSA, Mr Raman Marwaha, Divisional Manager, P&IP - UAE and Mr Niaz Ahmed, Marketing Manager.

Kanoo Oil & Gas showcased the following in the stand:

- Corporate Poster with a brief history of the company and different units like shipping, travel, cargo, machinery, power and joint ventures.
- Products of Oil field supply and services
- Chemicals
- Manufacturing Centre
- The 4 Cs of Oil & Gas namely, competency, consistency, commitment and communication.
- Our slogan ““Gateway to the Gulf””.
- “Gulf Roots, Global Reach” with our competence areas of products, services, projects and manufacturing.
- Kanoo Oil & Gas movie (has now been uploaded on

Videos channel of Office 365) with voice over. This movie has the history of the company, different units and a detailed presentation of the activities of Kanoo Oil & Gas.

We distributed Kanoo Oil & Gas brochures, a coffee mug with the logo of Kanoo and a carry bag designed and made on recycled paper.

Our partners, Curtis Wright, Peco Facet, Cortec and Chicago Pneumatics visited our booth.

On site observation and takeaways:

- Participation in the event for the second time reinforced our image as a serious player in the Middle East.

Many companies from the US and also other countries wanted to partner with us in the Middle East. Principals were enquiring about us and were pleased with our presence.

- Launched us on the global stage. Very positive impact for the image of the company.
- Very positive opinion created in the minds of customers/visitors from the Middle East.
- Opportunities for business development were created not only for Oil & Gas but also for Power & Industrial Projects.
- We have surprised many with the sheer number of activities.
- As a team, we have come back satisfied and confident at the success of the event.
- Overall a positive impact created about YBA Kanoo.

Official receptions for networking were attended by the team followed by official dinner receptions hosted during the course of OTC 2015 where networking was possible with the top executives from different companies.

- Reception hosted by MENA
- Reception hosted by US – Saudi Arabian Business Council

YBA Kanoo's Oil & Gas Division participated in the 3rd International Conference and Exhibition on Pipeline Operations & Management Middle East 2016 (POMME) by having a stall with its principal, OVERPIPE from France. The event was held recently at the Gulf Hotel, Kingdom of Bahrain.

Pipeline Operations & Management – a major, multi-track conference brought together experts from within and outside the Middle East to discuss some of the latest technologies and concepts for maintaining and operating oil and gas pipelines in the most efficient, cost effective, and professional manner, while taking account of the environmental and other concerns of the communities through which they pass.

The event was inaugurated by His Excellency Dr. Abdul Hussain bin Ali Mirza, Minister for Energy, Kingdom of Bahrain and was attended by more than 350 delegates from Saudi Aramco, SABIC, BAPCO, ADNOC, Chevron, Worley Parsons, and other leading companies of the region.

Kanoo Oil & Gas and OVERPIPE had a joint booth displaying samples of the products and had graphic displays depicting the utility of the product. The booth had more than 100 visitors over the 3 days of the event.

PIPELINE OPERATIONS & MANAGEMENT



Customer with the addition of Alain Turion of Overpipe

PAL VISITS KANOO-JEDDAH

In a recent visit, Mr. David Lim – Senior Vice President, Commercial Group of Philippine Airlines thanked Mr. Ahmed Fawzi Kanoo and the YBA Kanoo Management in the Western Province for their time and support for more than two decades of relationship with Philippine Airlines. He expressed his future plan for Philippine Airlines' increase in flight frequencies daily from Jeddah with non-stop flights, provided the demand gets increased by the end of this year.

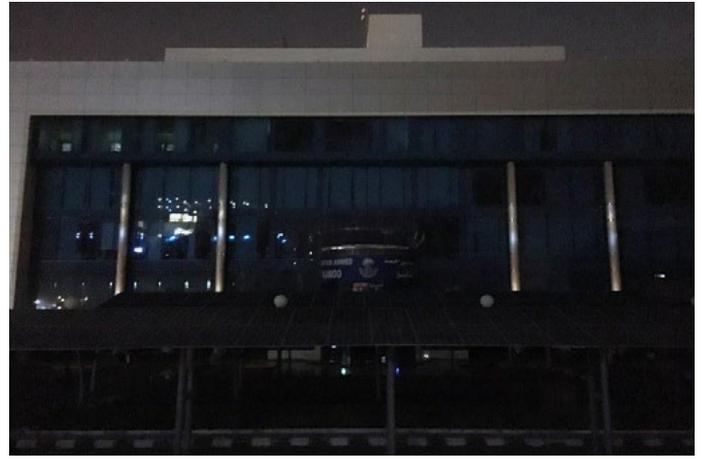
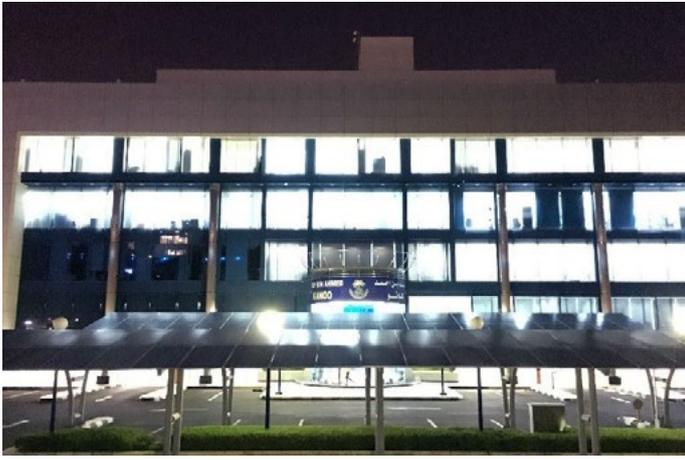


Staff & family at Annual Dinner

JEDDAH HOSTS 2nd ANNUAL STAFF DINNER

Yusuf Bin Ahmed Kanoo Co. Ltd. hosted its annual staff dinner at Saudi Airlines Club recently in Jeddah. The Area Manager of Western Province, Mr. Ahmed Fawzi Kanoo welcomed all the guests and sponsors and thanked them for accepting his invitation to attend this gala event. In

his welcome speech, he stressed on the importance of holding such staff gathering as it provides a perfect platform for staff to get connected with each other. He took the opportunity to thank all the staff for their valuable contribution in helping the organization grow stronger and healthier as they continue to move forward together. The event was attended by all the Senior Regional Managers of the YBA Kanoo Group in Western Province including representatives from Air India, British Airways, Gulf Air and Qatar Airway.



JEDDAH OBSERVES EARTH HOUR 60+

YBA Kanoo Western Province offices have participated for the second time in the "Earth Hour 60+". Earth Hour is a worldwide annual environmental campaign that draws attention to the effects of climate change by switching off lights from 8.30pm to 9.30pm on Saturday 19th March, 2016. This event was observed in building #2.



LONG SERVICE AWARD

Recently, YBA Kanoo - Yanbu hosted a farewell dinner for its long serving staff Mr. Abdulwahed Alkobaidi for serving Kanoo for 30 years. Congratulations and all the very best!



Mr. Rainer Cura Cabral

EMPLOYEES OF THE MONTH

Recently, three "Employee of the Month" were presented with awards by Mr Ahmed Fawzi Kanoo: They were:

1. Mr. Rainer Cura Cabral "Security & Marine" - March 2016
2. Mr. Saleh Al-Qarni "Travel" - April 2016
3. Mr. Syed Mohd. Hassan "Accounts" - May 2016

Congratulations and all the very best!



Mr. Saleh Al-Qarni



Mr. Syed Mohd. Hassan



Kanoo Cricket Team posing with the trophies

19TH KANOO INTER-DIVISIONAL CRICKET TOURNAMENT

Kanoo Machinery recently won the Cup at the 19th Kanoo Inter-Divisional Cricket Tournament 2015-16.

The final game was between Kanoo Machinery Vs Kanoo Group Finance.

The 2016 YBA Kanoo Inter-divisional Cricket Tournament was recently organized by the Riyadh office.

The final cricket match was played between Kanoo Travel & Kanoo Finance, in which Kanoo Travel emerged as winners of the tournament. The match was well attended by the Kanoo staff & their families.

Trophies were given away to the winners & runner-up by the Area Manager, Mr. Pascal Dufrasne in the presence of senior managers, staff & their families, which was later followed up by a small BBQ party.

The program was anchored by Mr Mustafa Danish, Regional Travel Manager – Central Province.

YBA KANOO HOSTS CRICKET TOURNAMENT

The sporting event was a great success and the entire Central Province staff thanked the Kanoo family & Mr. Ali Abdulla Kanoo for kindly sponsoring the event, which was a morale booster for the staff.

YBA Kanoo actively supports events and sports to enhance team-building and develop a healthy relationship between its employees.



Travel Team headed by Captain Syed Zakiuddin

WELCOME ON BOARD

On behalf of all the management, we welcome you all to Yusuf bin Ahmed Kanoo.

We are sure that you all will contribute your skills and talent in making our company reach new heights. Hope you will have an amazing time working with us and are really glad that you've joined us.

Welcome aboard!

BAHRAIN

KHADIJA ALKHABBAZ TEAM LEADER KANOO GROUP	ANGELICA AVENA SR TRAVEL CONSULTANT KANOO GROUP	ANDRE DE KOCK FINANCIAL CONTROLLER KANOO GROUP	ANUP MOHANDASS SALES MANAGER KANOO GROUP	EKBAL ALHAZZ SOYED GARDENER KANOO GROUP	NARAYANA JAVAZI GARDENER KANOO GROUP
HUSAIN RASOOL GROUP CORP. COMS. MGR KANOO GROUP	RENJITH THOMAS KURIAN ASST SALES MANAGER KANOO SHIPPING	MALAIKA MICHAEL DSOUZA DOC & CUS. SERVICE EXEC. KANOO SHIPPING	MOHSIN SHAH SAYED SHAH CLERK KANOO CARGO SERVICES	HASAN ALI NAFEA HAMMADI SENIOR CLERK KANOO CARGO SERVICES	AHSAN JAMAL NAEEM AKHTAR CUSTOMER SERVICES AGENT KANOO TRAVEL
ZAHRA ABDULAMEER TELEPHONE OPERATOR KANOO SERVICES	REMIN RAMACHANDRAN OVERSEAS AGENT EXEC. KANOO PROPERTY	MUHAMMAD MUHAMMAD PAINTER KANOO PROPERTY	JEEVANA RAO MUKKIRLA WATCHMAN KANOO PROPERTY	ALI AQEEL MESSENGER KANOO GROUP	HAMAD AI KHAJA GROUP MANPOWER CTRL MGR KANOO GROUP
NORBERT AMRISH D'SOUZA WATCHMAN KANOO PROPERTY	NAHIM KHAN SR TRAVEL CONSULTANT KANOO TRAVEL				

KSA

SIVAKUMAR RAJU TECHNICIAN KANOO RENTAL	ABDULAZIZ AL ABBAS SAFETY TECHNICIAN KANOO P&IP	MOHAMMED AL AMRY TRAINEE KANOO SERVICES	MUHAMMAD IRFAN TECHNICIAN KANOO PROPERTY	MOHAMMED BAQER NASER RENTAL MANAGER GLRC	AHMED MAHDI ALQARNI TRAINEE KANOO TRAVEL
SAUD ABDULLAH ALSUBAIE SITE ASSISTANT KANOO P&IP	ABDULLAH ALSUBAIE SITE ASSISTANT KANOO P&IP	MAHBOOB M. ALSHARIF SITE ASSISTANT KANOO P&IP	MOHAMMED ALSHARIF SITE ASSISTANT KANOO P&IP	ABDULRAHMAN ALKUBAIDI SECURITY GUARD KANOO PROPERTY	OMAR FRAIJ ALJUHANI BOARDING CLERK KANOO SHIPPING
RASHEED MUTIQ ALBALAWI SITE ASSISTANT KANOO P&IP	KHALID ABDULRAHIM RAJAB BOARDING CLERK KANOO SHIPPING	IBRAHIM AL ZAHRANI BOARDING CLERK KANOO SHIPPING			