

# YBA KANOO NEWSLETTER

www.kanoo.com

2020 | 130<sup>th</sup> Anniversary Issue



**CELEBRATING 130 YEARS OF SUCCESS:**  
Carrying a Legacy of Trust and Continuous Innovation



الذكرى المئوية والثلاثون  
130<sup>th</sup> Anniversary

# TABLE OF CONTENTS

YBA KANOO NEWS 2020 | ISSUE NO. 21

- 01 Group Deputy Chairman Message
- 02 Acting EGM of Shared Services
- 03 Kanoo Logistics CEO

## 04 Events

- 04 130<sup>th</sup> Anniversary Showcase
- 07 Kanoo Museum Project
- 07 French Consul General Visit
- 08 FORBES Top 100 Businesses Ranking
- 08 CIO 200 Awards
- 09 Diyar Muharraq Mosque
- 09 The Saudi National Day
- 10 BAB 100 Years of Banking

## 11 Features

- 11 130th Anniversary History Timeline
- 14 Anti-Trust & Competition Law Compliance
- 16 Mubarak Kanoo Award

## 17 Group News

### LOGISTICS

- 17 Big Air Freight Movement
- 17 Pet Travel Services Introduced

### SHIPPING

- 18 Corona Virus Response Impact & Prevention

### INDUSTRIAL & ENERGY

- 20 Kanoo Machinery KSA Hands Over 127 Forklifts to ACT
- 20 Kanoo Energy Provides Solutions for Adnoc's Central Stores
- 21 Kanoo Oil & Gas Receives Substantial Order from BAPCO
- 21 Kanoo Energy Provide EPC Work for ADNOC
- 21 Kanoo Machinery Wins GE - Power Contract
- 21 SIPCHEM Orders EXXONMOBIL'S ISOPAR H Solvent
- 22 Bobcat recognizes Kanoo Machinery for Stellar Performance
- 22 Cold Stacking of Offshore Rigs
- 23 Kanoo I&E Participates in IKTVA Forum
- 24 Kanoo Energy Demonstrates New Predictive Maintenance Solutions
- 24 Kanoo P&IP Wins Supply and commissioning of Heating Elements for MARAFIQ
- 25 Kanoo Industrial & Energy participates (IPTC) 2020
- 26 Kanoo Machinery Perkins Wins Khansaheb Sykes Deal

- 26 New Business Win for Kanoo Oil & Gas
- 26 Kanoo Oil & Gas Supplies Polymer to MaSa
- 27 Kanoo Machinery Perkins Hold Annual Regional Parts Meet
- 28 Kanoo Machinery Supplies Hiab Equipment to Red Sea Development Company
- 28 Kanoo Machinery UAE and Hyster conducts Webinar
- 29 SASREF Mechanical Governor Upgrade Project
- 29 Safety Equipment for COVID 19
- 30 SASREF Safety Awards
- 30 PepsiCo KSA orders New Equipment
- 30 Kanoo Machinery won a contract with (NBCC)
- 31 Tamimi Rentals purchases 50 new Grove Rough Terrain Cranes from Kanoo Machinery
- 31 Yanpet Ruston Control upgrade Project
- 32 XCMG Agreement
- 33 Thermal Imaging for Covid 19
- 34 Kanoo Flow Control Expands Market Beyond GCC
- 34 Supply and commissioning of soot blower spares to Saudi Aramco Mobile Refinery Company(SAMREF)

## KANOO TRAVEL

- 35 Huda Qurban Speaks at Bahrain eCommerce Conference 2020
- 35 Kanoo Travel wins New Accounts

## KANOO REAL ESTATE

- 37 Kanoo Real Estate on Benefit Pay
- 38 Angelina Paris Opens in Kanoo Tower
- 39 KRE Honours Hussain Rasool
- 40 Kanoo Machinery Yanbu New Office and Workshop
- 40 Renovation Works for New Kanoo Rental Workshop and Office in Jizan

## SHARED SERVICES

- 41 Kanoo Group Awarded ISO 270012013 Certification for ISMS
- 41 YBA Kanoo Re-Launches kanoo.com
- 42 Brand Refresh Rollout

## 45 Team Kanoo

- 45 20 Years Award
- 45 Employees of the Month
- 46 Majid Al Shehabi Farewell
- 46 Aqeel Al Aali Farewell
- 47 Salah Qaedi Farewell
- 47 Mushtaq Merchant farewell
- 48 Kanoo Golf Cup
- 49 New Joiner in KSA
- 49 Welcome on Board





## DEPUTY CHAIRMAN'S MESSAGE

Dear Colleagues,

As we say farewell to the year 2020, I wanted to first thank you for the hard work and commitment to your goals through a difficult year that had its effect across the entire world.

The year has been affected with the corona virus crisis and left no one untouched, making the world we live in quite different from what it was just at the beginning of the year. However, YBA Kanoo's 130 years of professionalism and expertise have enabled us to support clients through many global crises and today this was no different.

From the early days of the pandemic, we have activated our corporate crisis response team and have put forward strong processes to make sure the continuity of the business is assured while still following the health authorities' recommendations and keeping our employees and communities safe. Business might not be as usual, but we are still fully committed to

our clients and have been capable of handling their requests in almost all business divisions throughout the year.

We have also been contributing to the regional efforts to contain the spread of the virus by delivering thousands of Personal Protective Equipment (PPE) for clients in the UAE and KSA as well as FLIR Thermal Scanners to homes, office buildings, and factories all over the Gulf Region. In Bahrain, YBA Kanoo, supported "There is Good in Us" initiative with a substantial contribution to make sure that the communities we operate in are safe for all of us.

We are blessed that the countries which YBA Kanoo operates in and due to their wise leaderships have been doing well in combatting the spread of the coronavirus and we are also very thankful to them for the measures they have taken to support businesses in such uncertain times. In many parts of the Gulf Region we are noticing an ease of restriction on movement and the business sector is gradually starting to operate as before; both are good signs.

The coronavirus crisis has and still is teaching us many things and it has also reminded us that people are closely connected with each other not only technologically but also physically (the speedy spread of the virus from one continent to another is a proof). As a business, and to ensure we serve our clients without interruption, we will continue building our technological capabilities and keep raising our standards to make sure we continue to work together from any location and with any partner. Stay safe and I wish you a happy, healthy and prosperous 2021.

Yours Sincerely,

**Fawzi Ahmed Kanoo**  
Group Deputy Chairman



يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO

الذكرى المئوية والثلاثون  
130th Anniversary

24/08/2020

## Appointment of Acting EGM - Shared Services

Dear **Colleagues**,

On behalf of the Shared Services Executive Committee, I am very pleased to announce the appointment of **Khalid Abdulla** to the position of Acting Executive General Manager of Shared Services.

Khalid takes up this position at a very challenging time for the organization. There are many internal activities which need to be refocused and made more efficient to ensure that they are providing maximum benefit and support to the trading divisions. Especially during the unusual circumstances brought upon us by the COVID-19 pandemic.

Please join me in welcoming Khalid to his new position and extending your support and cooperation to him. The Shared Services Executive Committee looks forward to providing our services with a renewed enthusiasm.

The committee would also like to thank Jeff Singer for his contributions to develop the Shared Services function along his other responsibilities and will continue to add value as a member of the committee.

Yours Sincerely,

**Ahmed Fawzi Kanoo**

President – Shared Services







يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO

الذكرى المئوية والثلاثون  
130th Anniversary

02/11/2020

## Kanoo Logistics CEO Confirmation

Dear Colleagues,

We are proud to announce the confirmation of **Yousif Al Manea** as the new Chief Executive Officer of the **Kanoo Logistics** division. Yousif took over as acting CEO in December 2019 and was recently confirmed by the Holding Company Board.

We congratulate Yousif and believe he will bring leadership, execution capabilities, and an energetic drive to Kanoo Logistics. Yousif, an industrial engineer who has been with the group in various positions since 2007 and have grown to lead Kanoo Logistics on an acting role for almost a year is well equipped to continue our mission there. I am sure you will continue to give him your full support.

As we celebrate our 130<sup>th</sup> year since establishment, the YBA Kanoo Group is gearing towards a brighter future with a strategy to forge stronger business growth; we invite everyone to continue our shared evolution and drive for prosperity.

Yours Sincerely,

**Fahad Fawzi Kanoo**  
President - Kanoo Shipping & Logistics





Khalid Mohamed Kanoo, YBA Kanoo Group Chairman and Fawzi Ahmed Kanoo, Deputy Chairman inaugurate the 130th Anniversary showcase in Kanoo Tower Manama, Bahrain

# YBA KANOO INAUGURATES THE 130<sup>th</sup> ANNIVERSARY SHOWCASE AT KANOO TOWER

As part of Yusuf bin Ahmed Kanoo Group's (YBA Kanoo) 130th anniversary celebrations this year; a showcase exhibiting valuable souvenirs and rare images was inaugurated by Khalid Mohamed Kanoo, the Group's Chairman, at Kanoo Tower in the Diplomatic Area. The showcase displays photos of major milestones in the group's history as well as pieces of memorabilia owned by the Group.

"The 130th anniversary is an opportunity for us to tell the story of our family business which was established by Haji Yusuf bin Ahmed Kanoo in the late 19th century. The business was small and simple, however, Haji Yousif's resilience and business acumen made it grow and expand. Following in his footsteps, generations of Kanoo Family members worked hard to develop it and expand it further until it became one of the largest



family businesses in the region." Nabeel Khalid Kanoo said during the inauguration.

"I hope that that this showcase available in our headquarters' lobby for all visitors to see and the collection it contains will inspire the new generation of entrepreneurs to be focused on successful even at the hardest of conditions."

A model crew boat carrying "Kanoo" name and two British Airways Concorde seats representing two major businesses of YBA Kanoo, Shipping and Travel, are the centerpieces of the museum. The walls of the museum display several photos of the founders during their visits to the rulers of Bahrain, KSA, Kuwait, and UAE.











### Bapco Terminal Loading Crude Oil - Sitra

Sitra anchorage and jetty became Bahrain's only loading facilities for oil tankers.





Nabeel Kanoo, Fawzi Kanoo and Shakiha Mai Al Khalifa

## KANOO MUSEUM PROJECT DISCUSSED WITH SHAIKHA MAI AL KHALIFA

Mr. Fawzi Ahmed Kanoo, Deputy Group Chairman of YBA Kanoo and Mr. Nabeel Khalid Kanoo, Director at YBA Kanoo met with Her Excellency Shaikha Mai bin Mohammed Al Khalifa, President of the Bahrain Authority for Culture and Antiquities to discuss the plans to establish the Yusuf bin Ahmed Kanoo Family Museum in YBA Kanoo's old office building located at the capital Manama which witnessed the beginnings of the company's business activities since the early decades of the last century.



The Consul General of France in Jeddah Mr. Mostafa Mihraje visited Kanoo Jeddah office to introduce himself as the new Consul General of France in Jeddah. Mr. Ahmed Fawzi Kanoo welcomed him and held discussions with him on the prospects of strengthening overall trade between KSA and France as well as developing new business opportunities between Kanoo and French companies.

## FRENCH CONSUL GENERAL VISITS KANOO JEDDAH OFFICE





Forbes Middle East wrote that family businesses are the backbone of the Middle East's economies, with some of the largest businesses in the region run by families through private companies.

Most of the companies on the list of the Top 100 Family Businesses In The Middle East have been passed down through at least one generation, with 10 companies more than a century old, including YBA Kanoo, while 13 formed between 75 and 100 years ago.

Family businesses have certain advantages. They are able to take a long-term view on business, as they are not answerable to shareholders. They are able to adapt

## YBA KANOO IN THE FORBES TOP 100 ARAB FAMILY BUSINESSES IN THE MIDDLE EAST 2020

quickly to changes in the business environment, and, more importantly, they tend to diversify. Of the 100 companies on the list, 87 are diversified businesses.

### Methodology

FORBES looked at approximately 200 Arab family-owned businesses in the region and considered the following:

- Group investments in regional and global stock exchanges and real estate assets.
- Business diversification and the number of sectors in which they have significant operations.
- Types of business activity and to what extent they have been affected by this crisis.
- Number of employees.
- Number of countries they are present in and geographical diversification.
- Date of establishment.

YBA Kanoo ranked 39th on the middle east and second in Bahrain

## ANAS KAMALUDDIN BESTOWED NEW MERIT DURING WORLD CIO 200 AWARDS

Mr. Anas Kamaluddin, Head of IT in YBA Kanoo, has been bestowed with the title (Master) for his merits and



achievements by the Global Chief Information Officer (CIO) Forum Committee during the World CIO 200 Awards - Kingdom of Bahrain Edition. Mr. Kamaluddin was also recognized as a transformative technology leader for his efforts in introducing the latest technologies to YBA Kanoo.

*"I would not have been recognized as a technology leader by the World CIO Awards without the support of my team in YBA Kanoo whom I'm grateful to work with. This recognition is a team effort and it will give the team and me a great boost of energy and confidence to do more for YBA Kanoo."* Mr. Kamaluddin said.





Fawzi Kanoo and his sons with Diyar Al Muharraq's team

## A NEW MOSQUE AND MULTI-PURPOSE HALL IN DIYAR AL MUHARRAQ SPONSORED BY FAWZI KANOO

As part of his ongoing commitment to philanthropic projects, the Deputy Chairman of Yusuf bin Ahmed Kanoo Group and Chairman of Bahrain Philanthropic Society, Fawzi Ahmed Kanoo, will be sponsoring the construction of a mosque and a multipurpose hall in Diyar Al Muharraq, north of Bahrain. Fawzi Kanoo and Eng. Ahmed Alammadi, CEO of Diyar Al Muharraq, signed the construction agreement in Kanoo Tower located in the Diplomatic Area.

Commenting on his new philanthropic initiative, Fawzi Kanoo said: *"I come from a family that takes philanthropy seriously. My father, the late Ahmed Kanoo, as well as my grandfathers, have all been at the forefront of philanthropy in Bahrain and the region, and through them I've learnt the necessity and importance of giving back to society."*

Eng. Ahmed Alammadi expressed his gratitude by saying: *"I would like to thank Mr. Fawzi Kanoo for his generous and benevolent initiative. The good work carried out by the Kanoo Family has been ongoing over the years and has reflected positively on various communities in the Kingdom, as well as other parts of the GCC."* The CEO of Diyar Al Muharraq added: "Building the mosque and multipurpose hall comes in line with our vision of creating close-knit communities, adding significant value to Diyar Al Muharraq, one of the largest and most visionary modern urban developments in the Kingdom of Bahrain."

The mosque will carry Mr. Kanoo's spouse name, Khulood Mohamed Abdulla Juma, while the mosque will carry the sponsor's full name, Fawzi Ahmed Ali Kanoo. Construction of the mosque and hall will begin in two months' time.



Fawzi Kanoo (Left) and Ahmed Alammadi, CEO of Diyar Al Muharraq signing the construction agreement of a mosque and a multipurpose hall



## SAUDI NATIONAL DAY CELEBRATIONS

On September 23<sup>rd</sup>, Yusuf Bin Ahmed Kanoo celebrated 90<sup>th</sup> Saudi National Day by decorating Medinah Road Office building in Jeddah with Green Lights and Saudi National Flags.



# SYMBOL OF SUCCESS



The late Prince Khalifa bin Salman Al Khalifa Inaugurating the NBB Tower with the late Abdulla Ali Kanoo

The Bahrain Association of Banks (BAB) celebrated the 100 years of banking in Bahrain by honouring the pioneers of the industry in the Kingdom.

Two of YBA Kanoo's pioneers who chaired the National Bank of Bahrain over different periods were honoured. The late Ahmed Ali Kanoo and Abdulla Ali Kanoo were leading business and banking pioneers respected globally and have been honoured to commemorate their role in establishing Bahrain as a banking hub in the region.



The Commemorative Coin



The late Ahmed Ali Kanoo



# Our History

# 1868

**1868**

Haji Yusuf bin Ahmed Kanoo was born

**1890**

Haji Yusuf takes over the small family business, aged 22

Kanoo Properties Division is established

**1911**

Kanoo Shipping is established

**1913**

Haji Yusuf appointed as agent for APOC in Bahrain

**1926**

Haji Yusuf begins to supply the Royal Air Force (RAF) with fuel

**1938**

Kanoo Travel is established in Bahrain

**1945**

Haji Yusuf bin Ahmed Kanoo passes away


**1948**

Kanoo Travel becomes the first IATA Certified Agency in the Gulf


**1800s**

**1900-1949**

**1950s**
**1950**

YBA Kanoo opens first offices in Saudi Arabia and secures its first contract with Saudi Arabian Oil Company (ARAMCO)

Maersk Line joins YBA Kanoo's shipping agency portfolio

Norwich Union Fire Insurance Society appoints YBA Kanoo as its agent for Bahrain

**1951**

YBA Kanoo Travel Agency in Al-Khobar appointed as IATA's first Approved Agent in Saudi Arabia

Norwich Union Life Society appoints YBA Kanoo as its agent for the Arabian Gulf region

US Navy awards YBA Kanoo its Military Sea Transportation Service contract

YBA Kanoo acquires the agency for the American States Marine Line

**1952**

YBA Kanoo establishes the Bahrain Shipping and Labour Agency


**1954**

Kanoo Slipway Company formed in Muharraq, Bahrain

**1958**

Kanoo Oil & Gas is formed

**After almost 130 years in business, YBA Kanoo is one of the most trusted trade names in the region, and an ideal partner for companies looking to pursue commercial growth in the Middle East.**



**1960**

Official opening of YBA Kanoo's Corporate Office Block in Manama

**1961**

YBA Kanoo granted a trading license to operate in Dubai

**1963**

YBA Kanoo opens its first office in Abu Dhabi

Kanoo Group IT is formed in Bahrain

**1968**

YBA Kanoo's Jeddah office established

**1969**

Kanoo Logistics is formed

**1970**

Kanoo Machinery is established

**1975**

YBA Kanoo begins operations in Oman



**1976**

The Kanoo Joint Venture Division is formed

**1987**

YBA Kanoo's Chemical Division begins operations

**1994**

Kanoo Retail Fashion Division is formed in Bahrain

**1997**

Kanoo Travel becomes the first Travel Agency in the Gulf to achieve ISO certification



## 1960-1999



## 2000-2009

**2000**

Kanoo Travel wins the Dubai Quality Appreciation Program certificate

The first Travel Management Company to achieve ISO 9001:2000 certification

**2001**

Kanoo Travel becomes the first travel company to win the Dubai Quality Appreciation Program for 2000 and Dubai Quality Award

Kanoo Machinery wins the Dubai Quality Appreciation Program certificate

The first travel Management Company to win the DQAP 2000 and DQA

**2002**

Kanoo Administration becomes the first winner of the prestigious Dubai Human Development Award

**2003**

Kanoo Travel becomes American Express's Master Franchise

Kanoo Machinery wins the Sheikh Khalifa Excellence Award

Kanoo Shipping wins the Dubai Quality Appreciation Program Certificate



**2004**

Kanoo Machinery wins Dubai Quality Award

The first travel Management Company to win the Sheikh Khalifa Excellence Award

**2005**

Kanoo Travel wins Sheikh Khalifa Excellence Award

**2006**

Kanoo Travel wins Sheikh Khalifa Excellence Award

Kanoo Oil & Gas Division wins the Sheikh Khalifa Excellence Award



**2007**

Middle East's Leading Business Travel Agency: World Travel Awards 2007

Yusuf Bin Ahmed Kanoo W.L.L. becomes a member of the prestigious European Foundation for Quality Management

**2008**

Kanoo Machinery wins the Sheikh Khalifa Excellence Award - Gold category

Kanoo Power & Industrial Projects wins Sheikh Khalifa Excellence Award

**2009**

Kanoo Travel (Abu Dhabi) wins Sheikh Khalifa Excellence Award -- Silver category

Sheikh Khalifa Excellence Award in the Travel and Tourism sector

Gold Award for Kaizen Blitz Campaign Management from Dubai Quality Group

Hyster Dealer of the Year Award, Saudi Arabia

**2000-2009****2010 >>>****2010**

Mubarak Jassim Kanoo becomes the Chairman of YBA Kanoo Group

**2012**

Kanoo BICS received ISO 9001 Certification from Bureau Veritas

Kanoo Travel becomes the first travel management company to win Mohammed Bin Rashid Al Maktoum (MRM) Business Award given by Dubai Chamber of Commerce and Industry

**2013**

Kanoo Engineering receives Best Sub-contractor for Safety Award from Al Futtaim Carillion

Kanoo Power and Industrial Projects receives ADNOC HSE Award (Group Company & Contractor Partnership Award) for 2012

**2014**

H.A.K. Industrial Chemicals LLC is certified to ISO 9001:2008

**2015**

YBA Kanoo Shipping Oman is certified to ISO 9001:2008

Kanoo Energy Project rated a Four-Star Safety Compliance Facility

**2016**

YBA Kanoo wins the "Bahrain International CSR Award 2016" for Excellence in CSR Communications

YBA Kanoo HQ moves to the Kanoo Tower in Diplomatic Area, Bahrain

YBA Kanoo is awarded Elite Dealer Status by Manitowoc Cranes

**2017**

Kanoo Machinery wins Bobcat 'Best Dealer'

Lifetime Achievement Award for Yusuf bin Ahmed Kanoo, during the Bahrain Award for Entrepreneurship

**2018**

Kanoo Shipping upgrades to ISO 2015-9001 Certification

Kanoo Travel wins Arabian Travel Awards

Kanoo Shipping wins Ship Agent of the Year at Seatrade Maritime Awards

**2019**

Travel Tech - Tech Savvy Agency of the year (Kanoo Travel)

Achieved ISO 9001:2015 for all divisions

Ship Agent of the year at Seatrade Maritime Awards (Kanoo Shipping)

E-Service Excellence Award by Dubai Trader's Association (Kanoo Shipping)

Achieved ISO 27001:2013 for information security

**2020**

130<sup>th</sup> Anniversary



# ANTITRUST AND COMPETITION LAW COMPLIANCE

*“As we continue to grow, we will work diligently to uphold both our high expectations for ethical conduct and our excellent reputation”, Mr. Khalid Kanoo.*

Kingdom of Bahrain, Kingdom of Saudi Arabia, United Arab Emirates and the rest of the Gulf Cooperation Countries have enacted antitrust and competition laws (the “Laws”) in a milestone to develop their regulatory frameworks in harmony with the latest international legislations such as the Laws enacted in USA and European Union, in an effort to attract new foreign investments in the region.

These Laws target to promote and protect competition and antitrust practices by enhancing efficiency and consumers interest. Furthermore, these laws endeavor to stimulate a healthy and productive environment amongst the businesses by maintaining fair competitive practices in their territories.

YBA Kanoo is committed to fully comply with the Laws and to express zero tolerance for any future violations of the policies and procedures set out in the Company’s antitrust/competition law compliance policy.

Compliance with the Laws must be observed in the entire supply chain and could be categorized into the following:

## **Conduct with Competitors:**

The Laws prohibit any understanding, plan or arrangement among competitors to 1) fix the prices, fees, commissions, etc. 2) allocate or divide up business, markets or clients 3) refuse to do business with any party. In other words, the prohibition is applied regardless of mode of arrangement i.e. written agreement, verbal, informal or implied.

## **Conduct with Customers and Suppliers:**

The laws prohibit any attempt to impose restraints upon the customers and suppliers. Arrangement such tying, reciprocity and exclusive dealing arrangements can be deemed violations of the Laws.

Examples: requiring a customer to purchase one service in order to obtain another service that the customer really wants or limiting the ability of suppliers to do business with competitors, or to do business in certain areas.

## **Unilateral Conduct:**

The Laws prohibit monopolization or attempts to monopolize by any single company. In other words, the ability of a single entity to control the market by setting prices or restricting the entry of other companies in the market.

It is permissible for a company to be in a Dominant Position as stipulated within the law, but it must avoid

practices that reinforce its position and limit fair competition, notably drive competitors out of business or force business partners (suppliers, distributors) to accept unfair commercial conditions.

A company in a Dominant Position may display one or all of the following indicators:

1. A high market share maintained for a long period of time
2. The competitors’ prices increase in parallel with those of the company in a Dominant Position
3. The company is the main player in the market and remaining competition is fragmented
4. Little or no new entries of competitors in the market for a long period of time.

These laws are complex and vary from country to country, always ensure to obtain assistance from your business unit’s assigned Legal Counsel and Compliance Officer before entering any type of these arrangements.

## **Article 2: YBA Kanoo Antitrust and Competition Guidance**

### **BE HONEST - Act with uncompromising honesty and integrity**

- Do not collude or agree with competitors or potential competitors about prices, terms of sale, sales plans, bidding, costs, profits, production, volumes, or any other aspect of competition. Do not even discuss or exchange information with competitors or potential competitors about these topics.
- Do not divide customers, markets, or territories with competitors or potential competitors.
- Do not discuss or agree with others to stop doing business with certain customers or suppliers or to limit production.
- Be careful when interacting with competitors at industry events, such as trade shows, trade association meetings, benchmarking meetings, or similar events. Consult with your manager, the Compliance Team and/or your business unit’s assigned Legal Counsel before participating in such organizations or events to identify risks and get any necessary approvals.
- Follow the required steps for membership and participation in a Trade Association/ Standard-Setting Organization before joining or participating in such organizations and always check with your business unit’s Legal Counsel.
- Consult with your business unit’s assigned Legal Counsel about arrangements for exclusive purchases or sales, distributor relations including termination of a distributor relationship, pricing,





يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO



الاستقامة  
Be Good



النزاهة  
Be Honest



العدالة  
Be Fair



الولاء  
Be Loyal



الشفافية  
Be Transparent



الاحترام  
Be Respectful

For more information about compliance and the code of conducts  
please contact us on:  
compliance@kanoo.com

لمزيد من المعلومات حول قواعد الامتثال والسلوك،  
يرجى الاتصال بنا على:  
compliance@kanoo.com



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130th Anniversary

rebate, bundled rebate or discount programs, or other conduct that potentially restricts the resale of products or services, and any conduct or program designed to gain or maintain a strong market position.

- Failure to comply with anti-trust and competition laws could harm YBA Kanoo's reputation and lead to criminal and civil penalties and significant business disruption. Always work with your business unit's assigned Legal Counsel to address any questions.

### Case Studies

Case 1: K2 company received quotations from YBA Kanoo and a competitor to perform maintenance services, to get a lower price, K2 company showed YBA Kanoo the competitor's quotation. Is it permissible to use the information provided in the quotation and offering lower pricing for K2 company?

Answer: Yes, it is.

First of all, pay great attention to matters related to confidentially and proprietary information of competitor, if any.

K2 is trying to secure the most competitive price and acted in that way to encourage YBA Kanoo to make a better offer. YBA Kanoo might lower its pricing but might not contact the competitor to confirm the pricing claimed by K2 company.

Case 2: You are invited to the 16th Annual Logistics Conference in Riyadh hosted by Schneider. YBA Kanoo's competitors will be present at the conference. Is it permissible to accept the invitation and attend?

Answer: Yes, you may accept the invitation and attend the conference.

Be careful when interacting with competitors at the conference as the risk of improper communication may not be limited to workplace and could be extended to conferences, events and outside activities. Always avoid agreements and discussion that are prohibited by YBA Kanoo Code of Conduct and applicable laws.

## BAHRAIN PHILANTHROPIC SOCIETY LAUNCHES THE LATE MUBARAK BIN JASSIM KANOO AWARD

The Bahrain Philanthropic Society announced the launch of the late Mubarak bin Jassim Kanoo Award, which is a new award for research in the field of charitable work, which aims in its first version to find fertile ground for competition.

By presenting the award to specialized researchers in the field of charitable and humanitarian work to be a qualitative addition to enriching the Bahraini and Arab library, the award seeks to urge researchers to transfer ideas and experiences to the largest segment of people and be able to create policies and mechanisms that will help those interested in charitable and humanitarian work and to develop new ideas that will serve charities navigate the ever changing world around us.

On this occasion, Dr. Hassan Ibrahim Kamal, Secretary General of the Society's Board, and Secretary General of the Award said that the naming of the award after the late Mubarak bin Jassim Kanoo comes from the belief in the role he played as a philanthropist and a shining example that we all learned from. It is also our aim to commemorate his good memory as a generous national figure and an example to learn from.



Mr Kamal also stated that this award is under the generous sponsorship of the esteemed Kanoo family, and will be coordinated by Mona Mubarak Kanoo, who blessed this step and expressed willingness to fund the competition annually.

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130th Anniversary



يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO



**Building Partnerships (1952)**

The Kanoo senior family members - Norwich Union Insurance magazine.



ybakanoo | kanoo.com





## ANOTHER BIG AIR FREIGHT MOVEMENT BY KANOO LOGISTICS 100 TONS CHARTERED INTO SAUDI

Kanoo Logistics has successfully freighted in and delivered 100 M.Ton (sensitive Sound & Lighting equipment) chartered into Kingdom via flight Antonov to Neom Site, Tabuk - Sharma, upon customs clearance at Jeddah Airport on 12th November, 2020. The re-export segment of this Shipment shall also be handled by Kanoo Logistics.

Kanoo Logistics has successfully registered as a Supplier with NEOM in this year and as the result of this KL was able to secure this big assignment from NEOM.

Kanoo Logistics arranged the cargo through the charter



Antonov through carrier Volga-Dpner from Belgium to Jeddah Airport on 12th November 2018. Kanoo Logistics has successfully facilitated suitable trailers in to the airport and arranged the direct offloading of the cargo from the aircraft and loading of trailers and released the aircraft; timely customs clearance of the cargo and finally transportation of goods to Tabuk - Sharma.

The re-export of the cargo via a Saudia Charter is currently under process.

This success has proved to NEOM that Kanoo is a trusted partner who can deliver "time definite delivery" service.

## KANOO LOGISTICS BAHRAIN LAUNCHES PET TRAVEL SERVICES

Kanoo Logistics has launched its Pet Travel Service in the Kingdom of Bahrain. You can now depend on Kanoo Logistics for all your moving requirements complete with Pet services

Contact us to make sure you and your pet travel with ease.

Contact: +973-17728 111 / +973-17728 112

كانو اللوجستية

KANOO LOGISTICS

### TRAVEL WITH YOUR FURRY BUDDY

NO PET LEFT BEHIND!

Moving internationally is a stressful and time consuming activity and our four legged family members should not be forgotten or left until the last minute in the process.

Kanoo Logistics new Pet Travel service will help put your mind at ease with one important aspect of your move

We will handle all your pet's needs from getting them prepared and approved for the trip, to getting them on the flight, and then straight to their new home, all the while making sure they are happy and safe.

**OUR SERVICES**

Consultation

Managing all documentation for pet travel, from country of origin & destination requirements to all medical requirements

Travel Crate Preparations

Cargo Custom Clearance

Flight Bookings on pet-friendly certified airlines

Get them safely home

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# MIDDLE EAST CORONAVIRUS PANDEMIC IMPACT & PREVENTIVE MEASURES AT KANOO SHIPPING



H.E. Hjayceelyn M. Quintana Philippine Ambassador & seafarers

The Corona Virus pandemic has hit the Middle East harder than most and at the worst possible time given the political tension between the US and Iran as well as the long running conflicts in Syria and Yemen.

Most Countries responded by closing Borders with their neighbors and restricting movements of people by suspending air travel, but as the region is highly dependent on Imports to survive there were fewer restrictions on the movements of cargo on the water or overland in order to maintain the standard of living and the flow of oil related trade. However, the main casualties of the crisis are likely to take years to recover, in particular the previously flourishing Tourism and Retail sectors, as well as the investment in mega-events such as the 2020 Expo in Dubai.

**Jonathan Bygrave - CEO - Chief Executive Officer, Kanoo Shipping stated that:**

"Being Divisional CEO is a big challenge, overseeing 53 offices in 20 countries each with a different set of issues is never easy at the best of times but never has it been as demanding as it is currently. I think though that this outbreak has brought to the surface our management commitment to 'keep the show on the road' and to ensure that the disruption in work practices internally in offices and externally in the ports/government authorities that we deal with daily does not mean a drop in our service standards to our Principals. Everyone knows their job and their responsibilities well and the 'teamwork' I have witnessed throughout the network has been a great example as to what Kanoo Shipping is all about.

Handling 20,000 vessel calls and up to 50,000 crew movements a year is never without problems, but



Jonathan Bygrave

when the rules of the game change and crew can't be moved on or off ships or oil installations and can't get home because of flight bans and vessels can't come into ports because of new quarantine regulations then we have to think on our feet. A good example of this is our Dubai based Crew-care team who despite the odds were instrumental in repatriating this week 280 Filipino Seafarers stranded on 2 cruise vessels in Dubai on a specially chartered repatriation flight from Dubai to Manila in conjunction with the Philippine Embassy and Norwegian Cruise Line.



Through all of this and all the issues we face we have done so with laser focus on employee safety. With a few necessary exceptions the vast majority of our workforce are working from home, but ships still to be handled and cargo still needs to flow. Steve Blackney, Mariano Aledron and the HSSE team have been instrumental in ensuring that we have agreed and practical contingency plans for every aspect of our business, be it the potential evacuation of Covid19 victims from vessels to shore via our launch boats, social distancing in our offices through to ensuring correct PPE is both available and worn by all employees boarding vessels or in an office environment. Big shout out to them.... We have to remember we are not immune and invincible and that these rules and procedures are for the safety of us all and out families.

We will I am sure come through this sooner or later both personally and collectively stronger for the experience and many of the things that we have learned will be embedded as best practice even when normality returns. In the meantime, keep safe"



**Steve Blackney - COO - Chief Operation Officer, Kanoo Shipping also added:**

"As shipping is the primary supply lifeline for the region it is inevitable that Vessels have to continue calling at the Ports and Terminals of our Region irrespective of the Corona crisis. Even prior to the mandatory isolation regulations issued by the respective Countries in which we operate, Kanoo Shipping had created and implemented a Coronavirus contingency plan to safeguard both our own Staff and the external personnel that we interact with on a daily basis.

Essentially, we are operating on a skeleton Staff basis in our Offices, working from home wherever possible and our Operational Staff and Launch Crews operate under

strict social distancing protocols to minimize any chance of infection.

So far the impact of the Virus on our operational activities has been managed effectively and we continue to offer quality Agency services to our Clients while keeping them updated and sharing best practices to combat the spread of the Virus."



**Nikolai Norman - CCO - Chief Commercial Officer, Kanoo Shipping also stated that:**

"Our business ability to deliver upon our sales strategy and revenue forecast is currently being tested across various customer categories we serve. During the months to come we will experience a decline in revenue and ability to capitalize on the entirety of our Ship Agency Service offer. Ships agency commercial activities will not deviate, but rather take this challenge to strengthen existing customer relations and demonstrate our ability to 'weather the storm". We know that many competitors are worse off than we are with a limited service offer and less "legs" to carry them through the most challenging environment our industry have possibly faced in modern times. Being price flexible, service driven, show local entrepreneurship, protect our cash and be margin driven is paramount to our market share across the region. Our commercial team and local offices have not allowed themselves to be knocked down by the Pandemic impacting our business, they stand tall knowing that business will resume to normality and we will come out stronger at the other end"

**"Hardship often prepare ordinary people for an extraordinary destiny" C.S. Lewis**



Group Photo During Handover

## KANOO MACHINERY KSA HANDS OVER 127 FORKLIFTS TO ARABIAN CONSOLIDATED TRADING

Kanoo Machinery, a Kanoo Industrial and Energy Division, handed over a total of 127 forklifts to the Saudi based industrial equipment rental and leasing company Arabian Consolidated Trading (ACT). The 124 Hyster and 3 Aisle Master forklifts will be leased to a major oil and gas corporation in the region.



Mr. Abdulla Mutlaq signing the contract with Mr. Hassan Al Naimi, President ACT Group

## KANOO ENERGY PROVIDES SOLUTIONS FOR ADNOC'S CENTRAL STORES

ADNOC ONSHORE's central stores at BAB-13 maintains inventory for all sites i.e., Habshan, Buhasa, NEB, SEA and Jabal Dhana with critical equipment like OCTG (Oil Country Tubular Goods), X-Mass Tress, valves etc in open yards. This was resulting in equipment damage resulting in loss of money.



KANOO Energy, P&IP surveyed the entire yard and prepared the inventory report. Critical items like valves, pumps, OCTG, X-Mass Trees, skids etc were shortlisted by the end-user for preservation. Owing to high volume of inventory, preservation service period was estimated at 18 months and above and due to the irregular flow of inventory from OEMs, KANOO Energy, P&IP proposed to set-up a preservation facility at the ADNOC central stores for the new equipment to undergo preservation process on arrival and move to its respective location. KANOO proposed use of VpCI products from CORTEC CORPORATION for preservation that reduce cost on restoration and refurbishment of equipment damaged due to corrosion.





## KANOO OIL & GAS RECIEVES SUBSTANTIAL ORDER FROM BAPCO

BAPCO has placed an order for inspection of Spring Supports & Hangers during the T&I 2020. The inspection will be jointly done by Kinetic Energy Factory Co. W.L.L. (KEKSA), KSA.

M/s. KEKSA is a leading manufacturer of Pipe Supports & Hangers for various industries like Conventional Power Plants, Petrochemical & Petroleum, LNG Plants, Solar Plants & Nuclear Plants.



## KANOO ENERGY PROVIDE EPC WORK FOR ADNOC



Kanoo Energy identified the opportunity of EPC work covering the Design, Engineering, Fabrication, Supply and installation of concrete foundation, solar panel, hydraulic control system and a panel which includes electrical and instrumentation work for several well heads located at ADNOC Onshore fields. In the recent bidding process, the customer has awarded the purchase order to Kanoo Energy considering the technical & commercial feasibility of the services to be provided by Kanoo.

Major thanks go to Kanoo Energy team members (Balasubramanian, Mohammed Shiyas and Arokiaswamy Selvaraj).

## KANOO MACHINERY WINS GE POWER CONTRACT



Kanoo Machinery - Western Province Branch won a contract with GE -POWER Company to supply 6x Hyster forklifts & 1x Grove Crane to the new power plant in Waad Al-Shamaal Project built by SEC

## CONTRACT ORDER FROM SIPCHEM FOR EXXONMOBIL'S ISOPAR H SOLVENT

Kanoo Industrial & Energy received contract order from Sipchem for 1 year starting from 1st May 2020 to April, 2021. This is a returning business after losing the contract to a competitor. Due to proven excellent performance in the previous contract periods and failure of competition for timely supply in 2019, and subsequent effective execution of a trial order in 2019, and pricing corrections along with Kanoo's strong follow up with Sipchem purchasing, logistics and their technical team, Kanoo I&E were able to secure the contract order.



## BOBCAT RECOGNIZES KANOO MACHINERY FOR STELLAR PERFORMANCE

Kanoo Machinery UAE team were rewarded with a trophy recognizing stellar performance in the sale of Compact Track Loaders, excellence in spare parts performance and training accomplishment at the recently held Bobcat Distributors Meet in Nantes, France. The KM team was represented by Kannan Chandrashekar, Country Manager and Mohammed Himmo, Brand Manager, Construction Equipment. The recognition is a result of Kanoo Machinery's dedication. The award Kanoo Machinery looks forward to another successful year 2020 in the compact equipment market.



## COLD STACKING OF OFFSHORE RIGS

3 off shore rigs belonging to ADNOC Drilling, namely, Beynuna, Baraka and Delma had to be cold stacked for a long period of time. Doing it at the respective locations was resulting in high operational cost. KANOO/CORTEC offered a preservation system along with technical, logistical and supervision support for the entire project. The customer's (ADNOC DRILLING) requirements were met for protection of their OFFSHORE equipment in a very corrosive environment where entire the rig is de-energized. They were stacked at the Lamprell Facility in Sharjah. We proposed Vapor Phase Corrosion Inhibitor (VpCI) solution in order to cold stack Jack-Up the rigs mainly providing corrosion protection against salt-water exposure, humidity, condensation etc.







### Bahraini Pearls

Haji Yusuf bin Ahmed Kanoo (far right) with Jacques Cartier and a group of pearl merchants from Bahrain.



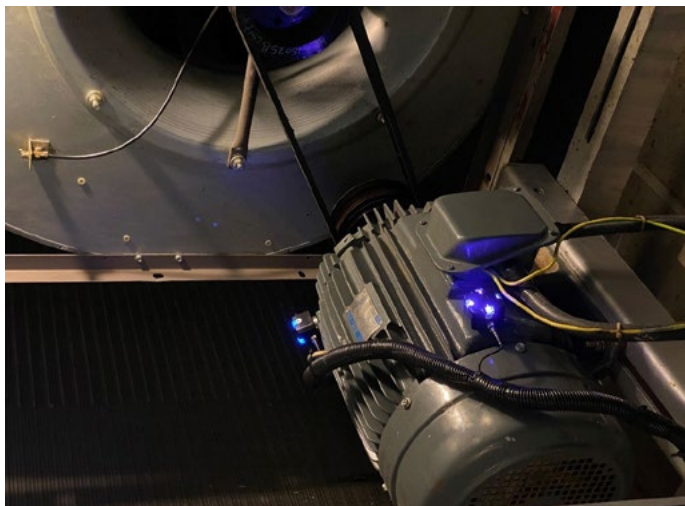
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## KANOO I&E PARTICIPATES IN IKTVA FORUM

Saudi Aramco conducted the IKTVA 2020 Forum at the Dahrn Expo Centre on the 24<sup>th</sup> and 25<sup>th</sup> of February 2020. Leading companies in the region involved in the IKTVA initiative participated in the event by having their own stands. Kanoo I&E participated showcasing the Flow Control activity and products to be manufactured in Kingdom by our principal Woodfield like safety ladders, loading/unloading arms, metering & skids, flexible hoses and couplings.

Kanoo I&E had a booth of 9<sup>sq</sup> meters.





Infinite Uptime, Inc. which is a new Kanoo Energy partner provides an integrated industrial solution with hardware, cloud analytics, and control software to monitor equipment, diagnose problems, and drive smart decision making. It offers an industrial data analytics platform that is used to automatically find patterns in data, calculate overall equipment effectiveness, define parameters and detect non-conformance, identify productivity trends by using big data, report for ISO compliance, and monitor multiple tools on the same machine. The company also provides an industrial data enabler that is used to detect anomalies and defects in real-time through visual LED indicators. It serves institutions and businesses in manufacturing, test rigs, reactors and compressors, tool tracking, aerospace, material handling, power generation, HVAC, petrochemical, food procession, mining, and automotive industries worldwide. Infinite Uptime, Inc. was incorporated in 2015 and is based in Berkeley, California.

IDE (Industrial Data Enabler) vEdge solution bieng demonstrated by Kanoo Energy currently has the following benefits and monitoring of allotted machine on cloud Dashboard.

- Vibration based condition monitoring system
- Easy installation within few minutes
- Smart data visualization on Android app and dashboard.
- Instant trend monitoring for
  - Tri-axial vibration
  - Temperature
  - Noise
- Diagnostic features
  - Spectrum
  - Waveform
  - Customized defect frequency identification
  - Useful Remaining Life
- Rule based Diagnostic

## KANOO ENERGY DEMONSTRATES NEW PREDICTIVE MAINTAINANCE SOLOUTIONS

POC / DEMO Installations Initiated with below customers:

1. Dubai Municipality
2. EGA - Emiratse Global Aluminium
3. Emaar - The Dubai Fountain
4. The Pointe Fountain
5. NYU - Abu Dhabi
6. Global Village
7. Al Rawabi Dairy
8. Dabur - RAK
9. Damac Hills

*It is important to note that Kanoo Power & Industrial Projects is constantly on the look out for new and innovative technologies for the market and for its clients.*

## KANOO P&IP WINS SUPPLY AND COMMISSIONING OF HEATING ELEMENTS FOR MARAFIQ

Marafiq is the utility lifeline to the industrial cities of Jubail and Yanbu. P&IP Successfully executed the order for delivery of 2 complete SETS of Heating Elements Baskets which were installed at the Gas to Gas Heat Exchangers (GGH) of Flue-Gas Desulfurization (FGD) units at Marafiq Yanbu - 1 power plant. Heating Elements Baskets are a compact arrangement of profiled metal sheets placed in the GGH or Air Preheater rotor in two or more layers and play the most important role in the process of heat recovery. The GGH units at the Marafiq Yanbu plants were supplied and commissioned by our principal Arvos Ljungstrom GmbH. P&IP division is the authorized agent of Arvos LJUNGSTRÖM and serves the market with three key applications: Air preheaters, Gas-Gas Heaters and AdvX. Ljungström® Air Preheaters are accepted as the worldwide standard in regenerative heat exchanger technology and the gas-gas heaters are expertly designed to provide efficient flue gas heat recovery, ahead of flue gas desulphurization (FGD).





## KANOO I&E PARTICIPATES IN SABIC CONFERENCE (IPTC) 2020

Kanoo Industrial & Energy (KI&E) participated in the 13th edition of the Biannual Exhibition of SABIC Conference (IPTC) 2020 held at the King Abdullah Cultural Centre, Jubail Centre from the 17th to the 20th of February 2020.

This conference is an international platform for SABIC vendors and suppliers and all companies who look to establish business partnerships with SABIC and the major participating companies.

It brought together a total number of 35,000 attendants along with a participation of 150 companies from over 35 countries, making this internationally renowned event, the place to hear the latest news and updates of the industry and of Chemistry 4.0.



KI&E, with their principals representing Oil & Gas and Power & Industrial Projects, had a stand of 72 sq. meters showcasing the following products and services.

- Uvex, Germany, South Africa- Personal Protection Equipment
- Parker, USA- Filtration Systems
- Opra Turbines, Netherlands - Steam Turbines
- Woodserve, Bahrain- Gas Compression Technology
- Steam Equipment, India- Steam and Water Analysis System, Gas Sampling, Chillers, Coolers



- Turner CS- Governors and Control Equipment
- JC Valves, Spain- Ball Valves
- Olympus, UK- NDT Equipment
- Rocol, UK - Specialty Lubricants

Mr. Ali Abdulla Kanoo, Deputy Chairman YBA Kanoo, KSA and President, Kanoo I&E, Mr., Manoj Tripathy, CEO, Kanoo I&E, Mr. Abrar Khan, Executive General Manager, Power & Industrial Projects and other senior personnel from Kanoo visited the stand over the 4 days.

Many leading end users and decision makers from the affiliates of SABIC and other contractors 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 SABIC Conference 2020 has been an important event to reinforce the position of Kanoo as one of the leading companies in the Gulf in the field of petrochemicals and downstream and as one of the main vendors for SABIC. 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/new principals.







## KANOO MACHINERY / PERKINS WINS KHANSAHEB SYKES DEAL

Our engine Key Account Manager, Nadeem Al-Bunni has worked very closely with the Khansaheb Sykes Regional Sales & Rental Management to specify, tender and successfully secure a deal for the supply of 8 x 1104A-44TA Perkins liquid cooled diesel engines, which each deliver 83KW. These engines are the first Perkins units Khansaheb Sykes have fitted into this application, which is to power Genuine Sykes GP200M dewatering pumps. Kanoo Machinery Perkins Product Support Engineer, Shiju Thomas, is working closely with Khansaheb Sykes to ensure the engine installation is 100% correct, which is an additional value add and peace of mind for the end customer.

## NEW BUSINESS WIN FOR KANOO OIL & GAS

Kanoo along with its principal Thermax India identified the opportunity of catering to catalysts resin requirement of Sipchem. Thermax has made a special product exclusively for the customer basing on the technical requirements. Initially a pilot plant study is conducted @ the R&D centre of Thermax in India followed by a field trial at customer's site in 2019. In the recent bidding process, customer has awarded the purchase order to Kanoo considering the technical & commercial feasibility of the product.

This is the first ever business of Kanoo / thermax to supply Catalyst Resin to customers in KSA apart of Demin & EG resin applications.

This success story was possible as a result of team effort, under the guidance of Mr. Hrishikesh Dani (Operations - Manager, Chemical Division), Mr. Ramesh Shetty (KSA Country Manager - Oil & Gas) & Mr. Manoj Tripathy (CEO - Kanoo I&E).



## KANOO OIL & GAS SUPPLIES POLYMER TO MASA

MaSa issued an RFQ for the supply of polymer to their waste water treatment plant. Kanoo Oil & Gas selected principal M/S SUEZ Watertreatment technologies for this bidding. After a detailed plant audit, Kanoo Oil & Gas made the top 2 positions and a field trial was conducted. After the successful completion of trial, MaSa has evaluated our product as cost effective and awarded this 3 years LTPA contract.

This is the first order from MaSa to Kanoo Oil & Gas and has opened the doors for more opportunities in the future. This success story was possible as a result of team effort, under the guidance of Mr. Hrishikesh Dani (Operations - Manager, Chemical Division), Mr. Ramesh Shetty (KSA Country Manager - Oil & Gas) & Mr. Manoj Tripathy (CEO - Kanoo I&E).





## KANOO MACHINERY / PERKINS HOLD ANNUAL REGIONAL PARTS MEET

Kanoo Machinery, as the Middle East Distributor for Perkins held its annual Regional Parts Manager's meet in Dubai on the 21<sup>st</sup> and 22<sup>nd</sup> of January 2020. Parts managers from the KSA, UAE, Bahrain and Oman joined in to participate in the strategic update and planning session for the year ahead. Principal/ Distributor alignment was the key theme with focus on greater collaboration across the region. Replacement /Repower engine training, customer segmentation, digital initiatives, e commerce, service growth plan, sales development and distributor excellence were some of the subjects taken up during the 2-day event. Perkins was well represented by its senior staff and Mr. Manoj Kumar Tripathy, CEO, Kanoo Industrial & Energy attended the event briefly.

Performance awards were presented for parts sales to 4 of the parts staff from UAE on the occasion.





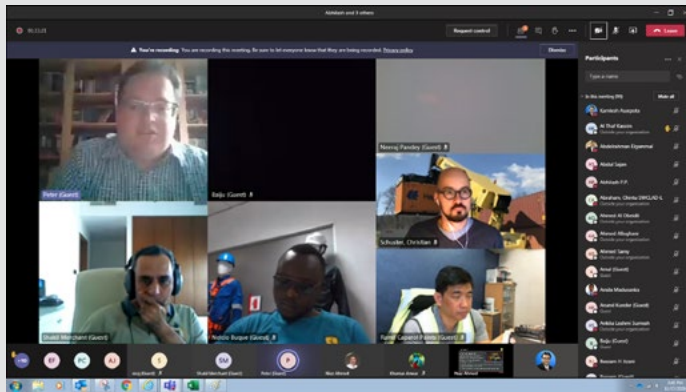
## KANOO MACHINERY SUPPLIES HIAB EQUIPMENT TO RED SEA DEVELOPMENT COMPANY

The Red Sea Development Company (TRSDC), the developer behind one of the world's most ambitious tourism initiatives, has awarded a solid waste management contract to a joint venture between leading waste management company, Averda and the Saudi Naval Support Company (SNS). Three-year contract prioritizes recycling for the high-profile project which aims for 'zero waste to landfill' even throughout construction of phase one.

The scope for Kanoo Machinery was to supply Hiab Cranes & Hiab Multilift (Hooklift) to the joint venture granting one of the first contracts for YBA Kanoo in the TRSDC



## KANOO MACHINERY UAE AND HYSTER CONDUCTS WEBINAR

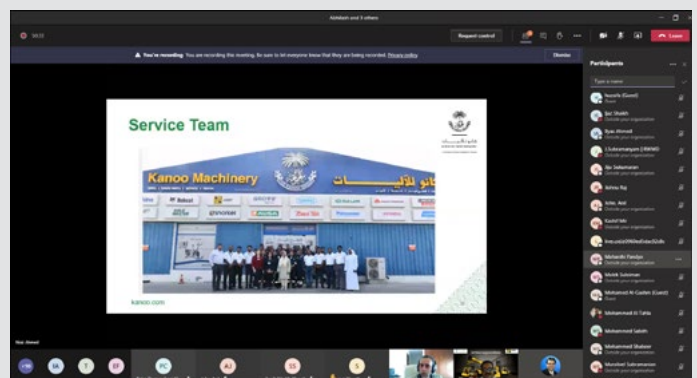


Kanoo Machinery UAE and Hyster conducted a Materials Handling Webinar for customers in the UAE on the 17<sup>th</sup> of November 2020. The webinar included presentations by Kannan Chandrasekaran, Country Manager UAE and Oman on the profile of the Kanoo Group, products and brands offered by Kanoo Machinery, Kanrent, the equipment rental division of Kanoo Machinery and the customer service excellence 100% movement. Garmella Murthy, Divisional Service Manager, Kanoo Machinery, UAE presented the service capability of Kanoo Machinery in the UAE and , Manoj Kumar, Divisional Parts Manager, UAE, presented the spare parts support structure of the division. Peter Madoc-Jones, Territory Manager, MEA, Hyster-Yale Group made a presentation on Hyster products, accessories, parts support and telematics.



The webinar reinforced the strong partnership between Kanoo Machinery and Hyster and was attended by delegates from across the UAE. The webinar was followed by a Q&A session.

It has been very difficult to meet customers and also in the absence of trade events and seminars, webinars have been an innovative concept to reach out our customers.







SASREF rationalized the project to upgrade the control system to address "Single Point Failure" & "Obsolesce". Four (4) steam turbines were upgraded during the major Shutdown activity.

Kanoo P&IP proposed a comprehensive technical solution to exceed the base requirement of SASREF by not limiting to upgrading existing obsolesce controllers but to upgrade complete systems from overspeed protection

## KANOO P&IP SUPPLIES SAFETY EQUIPMENT DURING HIGHT OF COVID-19 PANDEMIC

Kanoo P&IP Clients faced challenges with limited stock availability, delivery lead times, hike in prices and urgent requirement of Personal Protective Equipment here in the Middle East.

Initially, the requirements were from clients locally, was for other brands such as Honeywell and DuPont. We introduced the clients to our brand (Benchmark by Globus) by meeting both the Quality and Specifications/Standards by extensive sampling techniques and meetings.

For our Chinese Client, Inner Mongolia Bei Jun, with the situation being critical, the quality of the products had to meet certain criteria to be exported and used in China. We were successful in our virtual sampling techniques through in-depth comparison of our product with their demands and through frequent

## KANOO P&IP SUCCESSFULLY COMPLETES A LUMP SUM TURNKEY (LSTK) PROJECT WITH SASREF

system meeting the SIL -III & API standards, improving reliability of oil filtration system & standardizing the technology across all four turbines.

Expectation were set very high during the conceptual stage resulting in SASREF considering Kanoo as a Single source

It was a challenge for the C&A team to meet & exceed customer expectations. Vendor Yokogawa was selected as a partner from within the P&IP principal base.

Lube oil filtration system with state of art technology was supplied by Clark Reliance, Control system integrated by Turner Engine controls (TECS), in combination of Woodward Quick trip & Protech-TPS for Turbine Overspeed protection setting up a milestone for the first installation within KSA, leading to opportunities and a reference to all Petrochemical Plants.

Project was executed by the team of excellent inhouse project engineers, involved at every stage from field engineering, pre-post shutdown planning, procurement, QA/QC & safety. A total of 120 personnel was involved over a period of 12 months at different stages of the project and completed successfully with "Zero lost time".

conversations with them in China and by also using the right HS Code for export.

The hurdle faced was the urgency of the situation. The goods were available with our OEMs in their warehouses in UK & South Africa. However, our team took prompt steps to ensure that the stock of Coveralls & Masks was reserved immediately, packed swiftly and made ready for dispatch by our OEM within 2 days. The shipment of coveralls arrived in 6 cargo flights in Abu Dhabi from Manchester and was transported to Dubai for clearance.

The goods were received by our customers as per the given lead time and they were very happy with the services we provided to them in these critical circumstances.

**This project was possible because of the support from both our Management and OEM which has allowed us to provide extensive support with the requirement of Personal Protective Equipment during the crisis of COVID-19 in UAE, China & KSA. This has helped us build trustworthy relationships with clients locally and abroad which will serve good for Kanoo in the Future.**



Power & Industrial Projects team working on the MISO1 Upgrading Project at Saudi Aramco Shell Refinery (SASREF) Jubail has been awarded the best contractor of the month for January 2020. This is third time this has been achieved since the project started. Despite high competition against many other contractors for these honors, the P&IP team succeeded in winning this award.

The project has seen unqualified success and has come in for repeated praise customer throughout the project period. Such a project with a big scope underneath; is at the final stage and closing out activities are in progress. The project was executed with highest quality, cost effectiveness and in a timely manner. Completing more than half-a- million safe man hours, the project recorded top safety performance by the team, and all involved.



## PEPSICO KSA ORDERS NEW EQUIPMENT

Kanoo Machinery Received Purchase Order to Supply of new Hyster reach trucks , Aisle Master trucks & units Snorkel man lifts from PepsiCo,.

As a leading producer of snacks and beverages, PepsiCo's load requires constant upgrade of their logistics equipment and Kanoo Machinery with its service excellence always aims to maintain the highest standards and continue to secure future business.

PepsiCo offers its clients a full range of snacks and beverage which is well known worldwide and in Saudi market and they need this equipment in Riyadh factory and Dammam warehouse to serve their production and storage.

## KANOO POWER & INDUSTRIAL PROJECTS RECOGNIZED AS THE CONTRACTOR OF THE MONTH FOR THE 3<sup>RD</sup> TIME



The team led by Mr. Ashfaq Ahmed, Mr. Taiseer Alabbad and Mr. Ali Alzahr has set a new success benchmark for P&IP and gained a reputation with the client for commitment, hard work and for delivering excellence.

Representing YBA KANOO during the ceremony; Nadeem-Ul-Haque, Mohammed Hammad, Mohammad Ehtheram & Ali Al-Zahir have attended.

## KANOO MACHINERY WON A CONTRACT WITH (NBCC)



Kanoo Machinery - Western Region Branch won a contract with National Biscuits & Confectionery Company (NBCC) to supply 18x Hyster forklifts.

The reference of a major customer like NBCC will help us open doors to new business in near future from the foods manufactures.



## TAMIMI RENTALS PURCHASES 50 NEW GROVE ROUGH TERRAIN CRANES FROM KANOO MACHINERY



Fahad S. Al-Tamimi and Partners took delivery of the first four of their fifty GRT8100, 100-tons Grove Rough Terrain Cranes, at Kanoo Machinery, Dammam, for use in their rental operations in the oil and gas sector in Saudi



Arabia. Already having years of experience with Grove cranes and being highly satisfied with their quality and durability; as well as Kanoo Machinery's product support excellence, Grove was a natural choice for Al-Tamimi.

The mega deal was closed earlier this year by an excellent team effort between the senior managements of Al-Tamimi, Kanoo Machinery and Manitowoc Company, Inc. (which manufactures the Grove brand cranes) and includes long term finance and dedicated on-site technical support for the cranes.

## KANOO P&IP REFURBISHES & UPGRADES TURBINES FOR LSTK

Yanpet an affiliate of SABIC has two (2) Ruston Gas Turbines of 2.5 MW each. These units take care of critical loads for Yanpet - 1 plant during emergency; in absence of power from Marafiq and hence the availability of these units is very critical. Unfortunately, since the OEM (Ruston) of these units were sold out to other OEM, the end user always had difficulty in securing proper technical support. The condition of these units reached to a critical stage wherein the units needed mechanical refurbishment and controls upgrade, as the old system was obsolete. The units were commissioned originally 30 years back but had little support from OEM (old) or current OEM (Siemens). At the time of bidding we faced lot of issues in finding the right partner for the mechanical refurbishment of these units as parts availability was a major concern. Fortunately, after due diligence we were able to identify a partner (IMS - UK) who happened to be service provider with most of them from Ruston and had started IMS - UK when Ruston was bought by Siemens. Our competition for this project was the current OEM (Siemens) itself and the bidding by them was through Siemens channel partner ISCOA. Yanpet knowing this job was OEM specific still included Kanoo in the bidding based on our support on previous such projects. Our competition was with OEM and after lot of technical evaluation and clarifications the order was finally awarded to Kanoo against the OEM (Siemens).

Post award of contract the initial engineering took lot of efforts as we literally had no records of existing system and no software backups whatsoever. Lot of engineering efforts were put by Kanoo in-house team from the Controls & Automation SBU team to develop an acceptable initial engineering package for Yanpet's review. These initial efforts did pay off and the subsequent engineering finalization got easier. The agreement was to have one GT ready and then approach the other unit and we successfully completed one unit within the execution window provided by Yanpet.

During inspection of second unit some major turbine parts were found to be damaged. The project had come to a standstill as the cost to procure new parts were very expensive. This was another opportunity for Kanoo to extend its services for the repair of GT parts. Though these were Ruston units and not many except OEM channel could repair, Kanoo managed to ally with an OEM (Siemens) affiliate company M/s Ethos Energy, based out of UK. This fetched us another spin-off business, a separate order of over SR 5 Million and the core GT was moved to workshop in UK for repair and rebuilt. The unit was fully tested by Yanpet and found to be satisfactory. The unit returned to Yanpet and the balance works were completed to the satisfaction of Yanpet and project completed as of Nov 2019 and closed.

Yanpet appreciated Kanoo efforts and commitment in ensuring we complete the project against all odds. This earned us three (3) additional / change orders on the main project and a separate order for repair & rebuilt of GT.



## KANOO MACHINERY SIGNS AGREEMENT WITH XCMG



An agreement for the distribution of machinery equipment manufactured by XCMG, China was signed between Kanoo Machinery of Yusuf Bin Ahmed Kanoo and Xuzhou Construction Machinery Group Co. Ltd (XCMG) in the Kingdom of Saudi Arabia.

Xuzhou Construction Machinery Group Co. Ltd (XCMG), founded in 1943 has been at the forefront of the Chinese Construction machinery industry and developed into one of the domestic industry's largest, most influential and competitive enterprise groups with complete product varieties. It is the 6th largest machinery company in the world. It is ranked 65th in the list of China's top 500 companies, 44th in the list of China's top manufacturing enterprises and 4th in the list of China's top 100 machinery manufacturers.

Kanoo Machinery will be doing marketing, sales and offering after-market support for the Excavator series, Backhoe loader, Skid Steer Loader and Telescopic Handlers manufactured by XCMG. The scope of this agreement is within the geographical boundary of the Kingdom of Saudi Arabia.



The agreement was signed by Mr. Ali Abdulla Kanoo, KSA Deputy Chairman, Yusuf Bin Ahmed Kanoo Group and President, Kanoo Industrial & Energy and Mr. Liu Quan, Deputy General Manager, XCMG Group, Export/Import Company.

XCMG was represented by Mr. Chang Deshang, Deputy General Manager, West Asia and North Africa Department, Mr. Sheriff Jiao Xiaopeng, Customer Representative, West Asia and Mr. Han Ke.

Mr. Manoj Kumar Tripathy, CEO, Kanoo Industrial & Energy, Mr. Partha Chaudry, General Manager, Kanoo Machinery Rental, Mr. Waqar Waheed, Regional Manager, Western Province, Ahmed Al Anzi, Regional Manager, Central Province and Mr. Sudhir Tripathi, Regional Manager- Eastern Province.



## COVID-19 THERMAL IMAGING EQUIPMENT SUPPLIED

Kanoo I&E Supplies and Installs Temperature Screening Devices for detecting the initial symptoms of COVID-19 at various Palaces in Abu Dhabi & Dubai, RAK Municipality, RAK Court, ADNOC Gas Processing and in KSA.

The most common symptoms of coronavirus are Fever, Tiredness & Dry Cough. Due to its transmission from Human to Human, sometimes a person can also be asymptomatic and still be affected with this virus. To detect an individual in a large crowd gathering, it is nearly impossible, unless the symptoms are very easily identified.

In order to fight the spread, thermal Scanners have proven to be one of the most convenient & efficient ways to identify people with elevated temperatures. Thermal Scanning is nothing but an infrared scanning of a Human body. Everything around us emits radiation, which can be derived by these Thermal Scanners in the form of temperature values. An average human body temperature in a normal condition is between 36.1°C (97°F) to 37.2°C (99°F). A temperature over 38°C (100.4°F), most often means an individual is suffering from fever caused by an infection or illness.

Kanoo I&E supplied and installed FLIR Thermal Scanners directly to our important customers, as well as through our system integrators at many important places in this region, namely Palaces, Municipalities, Civil Defense, Commercial Offices, Oil & Gas Plants,

Airports, Courts, Food Manufacturing Facilities, etc. The reason to install Thermal Scanners is to manage large crowds, without stopping anyone to scan individually with Thermometers, which can prove to be very time consuming and challenging as well.

Thermal Scanners can easily identify, in a large crowd anyone with an elevated temperature, which can immediately prompt the person monitoring the system, by giving an audible alarm, along with a color code marked on an individual's face (usually around the eyes, mouth and ears), which will help him identify a person with fever. This can help them quarantine the affected individual and cross examine him with further tests and questions, in order to confirm if he is suffering from the ongoing COVID-19 virus or just a normal Flu.

This system has proven very effective and has been approved by Govt. and Health authorities, which has really pushed us hard to achieve this success. We have been committed to this demand in the market and have successfully installed Thermal Scanners and many more installations planned for the coming months.

Today the world is fighting against the most contagious Pandemic, as declared by WHO. We are at the front, ready and installing these systems for our valued customers, so that every large public area is monitored by these Thermal Scanners and helping in a minimum way to control the spread of this deadly virus. This is not a conclusive scanning for fever, but just an initial way to identify individuals in a large crowd with elevated temperature. Kanoo Industrial & Energy Group Management is and will always be at the forefront in support during these difficult times and if there is any further information needed for this application, we are always at your disposal to provide all the relevant information.

الذكرى المئوية والثلاثون  
130th Anniversary



يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO



كانو للملاحة  
Kanoo Shipping



سفرات كانو  
Kanoo Travel



كانو للعقارات  
Kanoo Real Estate



كانو للصناعة والطاقة  
Kanoo Industrial & Energy



كانو اللوجستية  
Kanoo Logistics



كانو كابيتال  
Kanoo Capital

## KANOO FLOW CONTROL EXPANDS MARKET BEYOND GCC

Representation & Assembly agreement with Clarke Valve, USA is signed. Signing off REP & Assembly agreements by Ali Abdulla Kanoo, Deputy Chairman - KSA & President I&E Division and Mr. Kyle Daniels, President & CEO, Clarke Valves.

YBA Kanoo is one of the investors in this new technology of Shutter Control Valves by Clarke Valve along with ARAMCO Energy Venture, Chevron, Oil and Gas Climate Initiative (OGCI) & others.

With the REP agreement in place we are going forward to start In-kingdom manufacturing of this pioneer technology Control Valve. The Representation is for GCC & few other countries to be announced soon including Egypt, Turkey, India & part of Africa region




The new technology Control Valve which is light weight (up to 1/5<sup>th</sup> weight), smaller in size (up to 1/5<sup>th</sup> Size), Low torque & low emission-environment friendly (20 ppm).

## SUPPLY AND COMMISSIONING OF SOOT BLOWER SPARES TO SAUDI ARAMCO MOBILE REFINERY COMPANY(SAMREF)

P&IP successfully completed the order for the supply of spares and commissioning of 25 Diamond Power's (P&IP principal) existing Soot Blowers installed at the Waste Heat Boiler of Fluid Catalytic Cracking Unit in SAMREF, Yanbu Refinery. Power & Industrial Projects Division of Yusuf Bin Ahmed Kanoo Company Limited is the preferred partner of Diamond Power Specialty Limited, (DPSL) UK. Diamond Power is a globally acknowledged market leader in all aspects of boiler cleaning and ash handling. For more than 100 years, DPSL has consistently provided innovative technologies for power generation, refinery, petrochemicals, pulp & paper and industrial boiler designs, proven to solve the most difficult plant challenges while delivering promised benefits. Diamond Power makes a major contribution to international programs for energy conservation by continuous consultation with boilermakers, other heat exchanger manufacturers and plant owners worldwide.


### Areas of Expertise:

- Boiler Cleaning Systems
- Controls and Diagnostics
- Ash Handling Systems
- Vision and Camera Systems
- Field Services
- Aftermarket Parts and Services




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## HUDA QURBAN SPEAKS ON TRAVEL PANEL OF BAHRAIN ECOMMERCE CONFERENCE 2020

Huda Qurban is a Service Delivery & eCommerce Manager who looks after Kanoo Travel Bahrain's operations and oversees the eCommerce activity across all its GCC branches.

Having 12 years of hands-on experience in the travel and tourism industry, Mrs. Qurban has overseen the entire project cycle of technology implementation, vendor selection and management, commercial and business development strategy among other activities entailed in the eCommerce function.



She is becoming a regular speaker in eCommerce and Travel and the Kanoo Travel Division is very proud to have her on the team

## KANOO TRAVEL WINS NEW ACCOUNTS

Kanoo Travel has been working hard to further develop the business and plan for the post Pandemic phase. Substantial contracts have been signed including LEO Pharma, which is one of the leading Pharmaceutical Companies in the field of dermatology, signed in November and will go live in Dec 2020. Total business is expected to be high. Leo pharma are a part of the Abdul Wahab Naghi and sons group and after SERVIER they are the second major Naghi group company to be on boarded at Kanoo Travel.



سفریات کانو  
KANOO TRAVEL

In addition, BTAM BT Advanced Operation and Maintenance (BTAM) also signed with Kanoo Travel, they are the leading independent integrated solutions service provider for Operation and Maintenance and provide Facility Management services. Their major clients are PPMDC, Ministry of Interior and the King Saud University. We signed in Oct, the account is live and trading. Expected business is SAR 3 Million.





#### Air Passenger Transport (1950)

A much-cherished "Woody" Ford station wagon which shuttled passengers to and from the airport.





## KANOO REAL ESTATE ON BENEFIT PAY

Kanoo Real Estate, one of the main pillars of the Yusuf Bin Ahmed Kanoo Group, has joined the Fawateer service being offered by Benefit, the kingdom of Bahrain's leading regional players in electronic financial transactions. The service has been made available through Benefit Pay.

Faisal Khalid Kanoo, President of Kanoo Real Estate, assuring his commitment to supporting Kanoo Real Estate throughout their digital transition, said: "Benefit provides unique electronic services that addresses the needs of all our customers, supporting the digital transition of payments and transfers, in line with the company's new strategy to expand our partner base to include more sectors."

He added, *"Joining Fawateer is in line with our strategy to provide distinctive electronic services, also in line with the kingdom's shift to digitalize its services."*

Commenting on the tie-up, Benefit CEO Abdulwahid Janahi said: *"YBA Kanoo Group, represented by Kanoo Real Estate, has taken a step forward into the digital transformation, providing a faster and safer service for making payments."*

Kanoo Real Estate, which manages a portfolio of real estate assets in the Gulf Region, was established by Haji Yusuf Bin Ahmed Kanoo in 1890 and is considered one of the oldest companies operating in the real estate sector in the GCC.

Benefit is licensed by the Central Bank of Bahrain as a service provider to the Kingdom's financial services industry, specialising in the development of innovative electronic payment solutions, the management of electronic payment channels, settlement of dues, invoices, and financial transfers in the kingdom.





Talal Kanoo, VP Kanoo Real Estate (sitting left), signing the leasing agreement with Sujay Uchil, Chief Operating Officer, Kingdom Gourmet (Sitting Right).

## KANOO TOWER PROVIDES A NEW VENUE FOR ANGELINA PARIS

Kanoo Tower, a modern multi-storey building owned by Yusuf bin Ahmed Kanoo Group (YBA Kanoo) and located in the Diplomatic Area, Manama, is now the venue for a new (Angelina Paris) kiosk. Kanoo Real Estate, the real estate arm of YBA Kanoo and Kingdom Gourmet, proprietor of (Angelina Paris) in Bahrain, signed a leasing agreement which will let the kiosk operate in the main lobby of the tower starting October 2020.

"The Kanoo tower proximity to banks, government offices, embassies and numerous law firms makes it an ideal location for a top-notch cafe brand like Angelina Paris to set foot in the busy Diplomatic Area." Talal Kanoo, Vice President of Kanoo Real Estate said. "We are glad to have Angelina Paris in Kanoo Tower and we are confident that it will add variety and choice to the food and coffee scene in the area."

Angelina Paris is now offering its iconic pastries and gourmet sandwiches, as well as, its famous hot chocolate "L'Africain" in the kiosk all day. *"Our kiosk menu is tailored to fit the fast-paced lifestyle of the busy professionals in the area and will include several of Angelina's signature pastries and drinks."* Sujay Uchil, Chief Operating Officer, stated. *"The contemporary, spacious, and air-conditioned Kanoo Tower lobby is the perfect place to launch our operations in the Diplomatic Area. We look forward to welcoming many new diners to our fourth Angelina Paris outlet in Bahrain".*



Faisal Kanoo with Sujay Uchil and Mohamed Al Kooheji

Kanoo Real Estate owns and manages YBA Kanoo's portfolio of residential, commercial, and industrial properties in KSA, UAE, and Bahrain. In recent years, it has successfully constructed facilities for logistics and terminal services at the King Abdulaziz Port, Dammam, KSA, as well as warehouse facilities distribution services. Other significant projects are Kanoo Tower in Manama's Diplomatic Area, Bahrain and an award-winning residential compound in Dubai, UAE.

Angelina Paris, established in the Rue due Rivoli in 1903, is one of several well-known brands Kingdom Gourmet has brought to Bahrain. Since its establishment in 2017, Kingdom Gourmet has brought an unmatched culinary experience to diners in the Arabian Gulf. The team of leading hospitality professionals provides an end-to-end solution for Food and Beverages brands; including research, planning, operations and marketing.





Faisal Kanoo - Hussain Rasool - Mohamed Al Kooheji &amp; Talal Kanoo

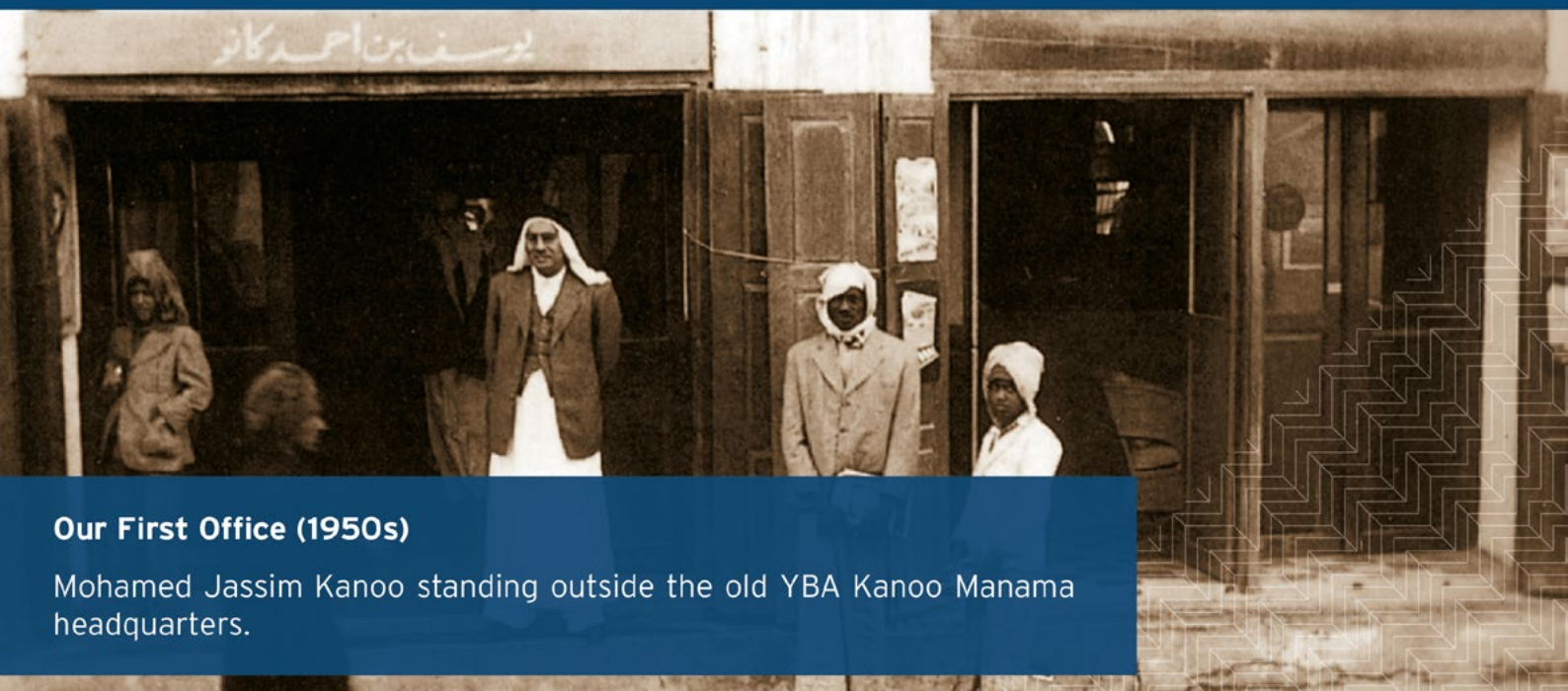
## KANOO REAL ESTATE HONOR HUSSAIN RASOOL FOR SUPPORTING AND GROWING THE BUSINESS

Kanoo Real Estate (KRE) represented by Mr Faisal Kanoo (President of KRE) , Mr Talal Kanoo (Vice President of KRE) and Mr Mohamed Al Kooheji (CEO of KRE) have celebrated the support and contribution in growing the business and for help in attracting opportunities.

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### Our First Office (1950s)

Mohamed Jassim Kanoo standing outside the old YBA Kanoo Manama headquarters.



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## KANOO REAL ESTATE COMPLETES KANOO MACHINERY YANBU NEW OFFICE AND WORKSHOP

The Kanoo Real Estate had now completed the full renovation works of a new site for the new Yanbu Workshop and Office of Kanoo Machinery in that part of the region.

They have a new site of around 400 sqm. right in the main highway, with good visibility and access to their beloved clients. Soon they will open it to public once all



the necessary permits and licenses requirements are secured.

The said site was renovated at the end of Covid-19 lockdown period and the KM management had fully accepted the facilities from the renovation contractor. Said works were completed under the full Team cooperation between Mr. Rami Al Jedaani, Kanoo Real Estate GM, Mr. Jay Robert Custodio the Regional Property Manager for KRE WP, Mr. Aboobaker Siddiqui the Facilities Maintenance Supervisor for KRE WP, as the appointed Project Management Team and the clients which are Mr. Waqaar Waheed, Kanoo Machinery WP Regional Manager, Mr. Ahsan Karim Kanoo Machinery Yanbu Branch Manager,

## KANOO REAL ESTATE COMPLETES RENOVATION WORKS FOR THE NEW KANOO RENTAL WORKSHOP & OFFICE IN BAISH, JIZAN

The Site Works completion, even with Covid 19 situation hurdles, were done under commendable team works, management and coordination of Mr. Rami Al Jedaani, KRE GM, Mr. Jay Robert Custodio the Regional Property Manager for KRE WP, Mr. Aboobaker Siddiqui the Facilities Maintenance Supervisor for KRE WP. The



satisfied Client were Mr. Partha Sailesh Chaudhuri, Kanoo Machinery GM, Mr. Meshaal Ali Mansoor Al Nami the Safety Manager for Kanoo Rental-Machinery Group, Mr. Ibrahim Alamir the Area Supervisor for Kanoo Rental-Machinery assigned in Baish, Jizan,

Since the start of renovation works late October 2019, the Kanoo Rental new Workshop in Baish, Jizan, KSA has been completed by early April 2020. The said Workshop has passed the inspection of Saudi Aramco and will fully serve the machinery/equipment repairs and servicing needs. Said Workshop area is about 700 sqm. and conveniently located only a few kilometers near to the site of Saudi Aramco oil refinery in Baish, Jizan.

This new Workshop have Covered and Paved Service Repair Bays, Lubrication Pits, Battery/Electrical Service Shops, Engine/Transmission Rebuild Room, Spare Parts Storage Room, enough Office Spaces, Enclosed Parking Area and Equipment Wash Bay. It is also fully equipped with standard Fire Fighting, and Alarm System, Compressed air line, Oil Tank collector (water & oil separator tanks), among others. Apart from being Saudi Aramco compliant, this Workshop is Safety and Environmental compliant as well.







## THE KANOO GROUP AWARDED ISO 27001:2013 CERTIFICATION FOR ISMS

The Kanoo Group was recently awarded ISO 27001:2013 certification by Bureau Veritas in recognition of its Information Security Management System (ISMS). The ISO 27001:2013 is designed to ensure the selection of adequate and proportionate security controls that protect information assets and give confidence in interested parties. This achievement is a continuation of the previous rollout of our ISMS framework and certification for YBA Kanoo that was achieved for Bahrain & KSA.

## YBA KANOO GROUP LAUNCHES KANOO.COM WITH NEW DESIGN

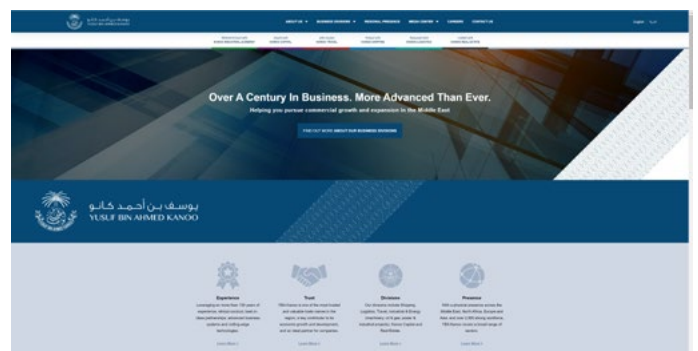
Yusuf bin Ahmed Kanoo Group (YBA Kanoo) has launched its newly redesigned website as part of the Group's 130th Anniversary celebrations. The new site which brings a fresh look aims to create a user-focused source of valuable information about the Group across all platforms and devices.

The newly designed website, [www.kanoo.com](http://www.kanoo.com), has been built to meet users' expectations in terms of finding products and services as well as a history timeline, a rich library of images, press releases, newsletters, and publications. All YBA Kanoo business divisions and

The ISMS enables YBA Kanoo Group to continue deploying safe working practices that are well-established, and reduce risks to information and its protection through its standard processes and policy frameworks.

*"The seamless collaboration & support received by the UAE management & team members was outstanding and I would like to personally thank each team member who actively participated over the past one and a half years in assisting us in the implantation of the ISMS framework within The Kanoo Group,"* YBA Kanoo Head of Group IT Anas Kamaluddin said.

*"We started with high hopes and aspirations in having a proper structured ISMS in place to provide the confidence and comfort to our company directors, shareholders and management, and most importantly our customers, both internally and externally."*



subdivisions have been included in the website and their individual pages can be accessed easily from the main page.

The design of the website elegantly includes the latest patterns and colors of the refreshed YBA Kanoo corporate identity. The information available in the website will allow clients to quickly and easily reach a sales teams in any of the major cities it operates in.

# YBA KANOO BRAND REFRESH ROLLOUT

YUSUF BIN AHMED KANOO



يوسف بن أحمد كانو



كانو للصناعة والطاقة  
KANOO INDUSTRIAL & ENERGY



سفرات كانو  
KANOO TRAVEL



كانو للملاحة  
KANOO SHIPPING



كانو اللوجستية  
KANOO LOGISTICS



كانو للعقارات  
KANOO REAL ESTATE



كانو كابيتال  
KANOO CAPITAL

YBA Kanoo began a branding journey this year with the help of an international Strategic Branding Agency to Refresh the brand and modernise it



يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO



The aim was not to replace the brand but to enhance it, creating an integrated brand program that is distinctive, recognizable and unique in the global market. Define brand standards and apply them to everything from signage to literature to advertising to the website. That as well as making sure that the “enhanced” brand will be flexible and able to grow as the company grows and changes in years to come.

**NEW YBA KANOO TEMPLATES AVAILABLE ON** **PowerPoint**

To be able to access and start using the new YBA Kanoo Group and divisional templates follow these instructions


- 1- Open PowerPoint**
- 2- Go to File/New/Templates**
- 3- Choose your desired presentation template**  
Templates include the Group's main blue or white (printer friendly) as well as the divisional versions

In case the templates are not available on your PowerPoint, please restart your PC and try again

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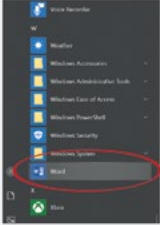

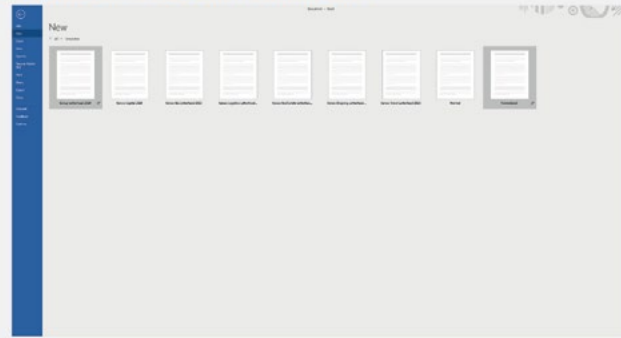
  
 الذكرى السنوية الثالثة والثلاثون  
 130th Anniversary




 يوسف بن أحمد كانو  
YUSUF BIN AHMED KANOO


## NEW YBA KANOO LETTERHEADS AVAILABLE ON

To be able to access and start using the new YBA Kanoo Group and divisional letterheads follow these instructions

- 1- Open Word**  

- 2- Go to File/New/Templates**  

- 3- Choose your desired letterhead template**  


In case the templates are not available on Word, please restart your PC and try again

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A new brand guidelines have been published on the website's downloads section.







#### YBA Kanoo - BOAC (1946)

Mohamed Kanoo (first from right) and Mubarak Kanoo (second from right with BOAC station and airport managers. YBA Kanoo's early relationship with British Airways Limited and he merger of several small independent airlines to Imperial Airways gave birth to the British Overseas Airways Corporation (BOAC).

Through this merger, a first dedicated Travel office in the Gulf emerged in Bahrain in 1946.



# 20 YEARS' SERVICE AWARD CEREMONY IN JEDDAH



8 Kanoo employees were rewarded for completing 20 years of service with YBA Kanoo and were presented with long service certificates and a commemorative gift by Mr. Ahmed Fawzi Kanoo.

## EMPLOYEES OF THE MONTH

Employee of the month awards in Western Province of KSA presented by Mr. Ahmed Fawzi Kanoo.



March Employee of the Month Mr. Abdulaziz Al Shehri from Kanoo P&IP



April's Employee of the Month Mr. Mohd. Saleem from Property



June Employee of the Month Mr. Mashkoor Ahmed from Accounts



July Employee of the Month Mr. Mohd. Kaleem from Admin



August Employee of the Month Mr. Faisal AlNahdi from Area Management



September Employee of the Month Mr. Abdullah Saad from Audit





Majid receiving his long service award from Khalid Kanoo, Fawzi Kanoo and Ali Abdulla Kanoo

## MAJID AL SHIHABI RETIRES AFTER 26 YEARS OF SERVICE

Majid Al Shihabi the beloved IT Support team member retired recently after working in the Bahrain Head Quarters for over 26 years. Majid is well known for his friendly approach and due to the nature of his role in support was well known and loved by all his colleagues.



Majid on his last day bidding farewell to the Chairman



Aqeel receiving a long service award from Khalid Kanoo, Fawzi Kanoo and Ahmed Abdulla Kanoo

## AQEEL AL AALI RETIRES AFTER A LONG CAREER WITH YBA KANOO SPANNING 34 YEARS

Staff at YBA Kanoo Bahrain head quarters bid farewell to one of the long serving team members. Aqeel Al Aali is a very familiar face in the office working in the Cashier office. A much loved personality working in the group for over 34 years, YBA Kanoo wishes him a pleasant retirement





## SALAH QAIDI RETIRES AFTER 36 YEARS IN KANOO TRAVEL

Longtime Kanoo Travel Veteran Salah Qaidi bids farewell to YBA Kanoo and honored by Mr Fawzi Kanoo, Group Deputy Chairman. In attendance were Mr Nabeel Kanoo, President of Kanoo Travel, Mr Fahad Kanoo, Vice President of Kanoo Travel, Mr Talal Kanoo, Vice President of Kanoo Real Estate and Zaeem Gama, Kanoo Travel CEO. Salah was managing the travel services for VIP clients and have previously managed prestigious clients throughout his career.



## MUSHTAQ MERCHANT RETIRES AFTER MORE THAN 38 YEARS OF SERVICE

Mr. Mushtaq Merchant Mohamed Husein, a certified Chartered Account from India started his career with Yusuf Bin Ahmed Kanoo in the year 1982. Over his 38+ years journey with YBA Kanoo he joined the organization as a Travel Auditor and with his knowledge, hard work and determination went on to become Deputy Group Internal Audit Manager before retiring in October 2020.

A competent professional, ardent learner, able administrator and a true leader, he ably supported GIAM in handling internal audit function of Kanoo



offices all over the Gulf. YBA Kanoo Group thanks Mr. Merchant for his invaluable services to the company and wish him and his family a safe, healthy and a very happy post retirement life.





BASREC (1963)

Ahmed Ali Kanoo with his highness the late Amir of Bahrain Shaikh Isa bin Salman al Khalifa at BASREC opening ceremony.



Kanoo Cup 2020 winners group photo

## 51<sup>ST</sup> KANOO CUP

YBA Kanoo continued to support the Kanoo Cup held at Awali Golf Club on the 6th March 2020. It was the 51st time the Cup has been played for, following commencement of the sponsorship in the 1966/67 season.

The event was won by Mr. Anil Nair - CEO of Mannai Group with a net 61 score. Ahmed Abdullah Kanoo was on hand at the prize ceremony to congratulate the winners and thank all those participants who supported the event.

Thanks go out to our JV partners APMT, AXA Gulf, KTS & Chapo who helped support the event. Awali Golf Club was established in 1937 and forms part of the Golf Section of the BAPCO Club.



Kanoo Logistics is delighted to announce the appointment of its first female Sales Executive RASHA ADIL ABUAISH. She has been entrusted to develop Sales in the Western Region of K.S.A.

Rasha holds a bachelor's degree in international business & administration from King Abdulaziz University and an Association of Commerce & Business Diploma from Thompson Rivers University, British Columbia, Canada.

Prior to joining Kanoo Logistics she had worked as Customer Service Executive at Al-Manwal Commercial Investment Corporation and carries with her 8 years' of experience.

She joined KL-WP in the month of June 2020, since then she started contributing positively by securing new customers to KL's Customer Base. She has potential to make a real difference in the Kanoo Logistics' bottom line.

Kanoo Logistics congratulates Rasha and provides its support for her to take on the mission to further develop our customer base in the Western Province, Saudi Arabia.

# RASHA JOINS KANOO LOGISTICS WP



## WELCOME ON BOARD

### BAHRAIN

YOGESH SARMA AYILUR IYER GROUP	VIKRANT MAHAJAN KANOO CAPITAL	SALAH ABDULJALIL ABBAS KANOO LOGISTICS	ALI ABDULHUSAIN SABT KANOO LOGISTICS	SANGEETH SUGUNAN KANOO I&E	ASAAD EBRAHIM KANOO I&E
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### KSA

ZUHAIR ANAS ALAGIB HAMID GROUP	WALEED AL GHAMDI GROUP	MOHAMMED SAEED KANOO SHIPPING	SAAD FUAD SAAD AL KHAMIS KANOO LOGISTICS	FAISAL ABDULLAH AL SAQER KANOO LOGISTICS	SHABBEER AHMED AHMED KANOO I&E
MOHAMMED SHAFEEULLAH KANOO I&E	TARIQ SALEH AL ALYANI KANOO I&E	KHAMIS SAEED AL SHEDDI KANOO I&E	ABDULADHEEM ALI AL HELAL KANOO I&E	RASEED KHAN MOHAMMED KANOO I&E	HUSSAIN AL KHALDI KANOO I&E
MARLON DAVID PANTI KANOO I&E	MUHAMED THANIKKAL KANOO REAL ESTATE	MOHAMMED AHMED KANOO REAL ESTATE			