



YBA KANOO NEWSLETTER

2021 | ISSUE NO. 23

الذكرى المئوية والثلاثون
130th Anniversary



BIDDING FAREWELL TO OLD HQ:

Kanoo Museum Project Launched

Mubarak Kanoo Social
Center

10



Forbes Top 100
Arabian Family Business

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Ready for New Frontiers

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CHAIRMAN'S MESSAGE

Dear Colleagues,

In the 131 years since Haji Yusuf bin Ahmed Kanoo's modest entry into the world of entrepreneurship, the world has faced a multitude of threats and challenges. The past 2 years though, has been uniquely difficult. The COVID-19 pandemic, multiple financial uncertainties, and record-shattering extreme climate events have exposed businesses to colossal risks and compelled us to gather our strength and resilience. Throughout our history as a business group, we have seen the landscape change from world wars to pandemics and unrest in the global economy scales.

Since the beginning of the pandemic, YBA Kanoo Group worked hard to provide our clients with uninterrupted activity and customer service. Our services in many of our divisions are considered critical to the infrastructure and economies. It's not an option for us to take a timeout and suspend our operations. We need to continue providing our Shipping & Logistics services to make sure products

and shipments reach the end users, our Travel teams have been working 24/7 to make sure our travelers are safe and their travel plans are well managed even with a fast changing situation. Our Real Estate teams across the region have been on alert to make sure all our tenants work and live in a safe environment and in accordance with regulations, our Industrial & Energy teams have been on the forefront of making sure power plants run, oil industry gets its suppliers and client's machines are serviced and delivered. Last but not least, our Capital team have been working around the clock to make sure we are on top of the global changes that may affect our investment portfolio. Not only have we been able to excel in our operations during this tough period, but we have also been awarded for our excellent work and started to expand our presence and service.

As one of the most established GCC business power houses, we continue to give back to the community and only recently have announced two of our most ambitious projects. The first is the Kanoo Museum project, which is an ideal way to document our history and preserve our family values as well as having it as a creative space for research and ideation. The second project announced is the Mubarak Kanoo Comprehensive Social Center which will be located in a strategic location to help communities grow and thrive.

We are ready for the next phase, we are equipped to face all the challenges, and look forward to your support in serving our clients with the highest levels of professional conduct and making sure that we help them grow and evolve, to continue to be the partners in their success.

Best Regards,

Khalid Mohamed Kanoo
Group Chairman
YBA Kanoo Group



INTERIM GCEO'S MESSAGE

Dear Colleagues,

Thank you for your continued efforts through these challenging times. YBA Kanoo continues to show resilience in a tough economic downturn. As we move into the final quarter of the year, we have set ambitious growth targets for our business divisions to regain a leading market position, which I am confident we will meet as a team.

I am pleased to note that globally and within the YBA Kanoo Group, the impacts of COVID-19 seem to be decreasing. As we move forward into life 'Post COVID', we are well positioned to take advantage of the disruption the pandemic has caused, as well as return to a state of normality. For us at YBA Kanoo specifically, we need to learn from this experience and use these learnings to recover and thrive from these extraordinary circumstances. We now have an opportunity to help reshape our organization and build for the future to ensure YBA Kanoo is able to

withstand all future disruption and change.

In continuation of my visits to our offices in the region, I've visited a number of our offices in KSA, and the UAE and I've been impressed by the amount of dedication, innovation and hard work seen across all our businesses there.

As part of the YBA Kanoo team I am sure you agree we will continue to take up the challenge and deliver results as a company that values "Customer focus", "Ethics" and "Agility". The market requirements for high-performance and solid ability to deliver have never been greater and by remaining true to our core values, we are well positioned for success.

As Sigmund Freud once said, "Out of your vulnerabilities will come your strength.", and thus we work towards continuously finding our strengths and using them to build a better future.

Best Regards,

Maarten Geeraerts
Interim Group CEO

NABEEL KHALED KANOO ELECTED AS THE CHAIRMAN OF “BAS”



Bahrain Airport Services “BAS” held its first meeting of the Board of Directors on Tuesday the 1st of June 2021, where Mr. Nabeel Khaled Kanoo was elected as Chairman of the Board of Directors, with the membership of Dr. Samer Majid Al Jishi, Mr. Abdulhakim Khalil Al Mutawa, Mr. Farooq Mahmood Al Mahmood, Mr. Ahmed Abdulla Nurudin, Mr. Eshaq Ebrahim Eshaq and Mr. Ali Abdulaziz Abdulmalek as Directors.

From his side, the new Chairman of the Board of Directors, Mr. Nabeel Kanoo expressed his sincere gratitude to Mr. Jalal Mohamed Jalal, former Chairman of the Board of Directors for his diligent efforts in leading the company and furthermore expressed his thanks and appreciation to former Board member Mr. Hisham El Saadi for his positive contribution and efforts. Mr. Nabeel also congratulated the new members, emphasizing that the new Board comes with a boundless experience in various disciplines in the diversified sector. He also stated his thanks and appreciation to all for giving him the trust for this role and to lead this company to be one of the forefront major Bahraini companies, praising what has been achieved by the previous board over the past years.

Mr. Nabeel Kanoo also stressed that “BAS’s” mission was driven from the wise leadership’s directive in supporting the private sector, its institutions and companies competitively. Emphasising that this will be reflected in moving the wheel of economic development and maintaining sustainable growth.

Bahrain Airport Services 'BAS' has a 43-year long track record of continuous service and has been the sole operator of ground handling services at the Bahrain International Airport since its establishment in 1977. It is also a trusted name in the world of services as a company certified by the Air Transport Safety Audit Program of the International Air Transport Association “IATA”. 'BAS' offers a number of activities including: Aircraft & Passenger Handling Services; Cargo Services; Aircraft Engineering and Maintenance Services; Catering Services; Specialised Ground Handling Services Training Programs; Aircraft Engineering Training Programs through BAS Aircraft Engineering Training Center “BAETC” and Airport Lounge Management.



YBA Kanoo Former HQ located in Abu Obeidah Avenue in Manama

KANOO MUSEUM PLANS IN MANAMA SOUQ UNDERWAY

The Yusuf Bin Ahmed Kanoo Group (YBA Kanoo), one of the largest independent family-owned multinationals in the Middle East, held a ceremony at the Group's historical Manama Souq premises today to bid farewell to the offices that have been home to the family business for over 60 years. The historic building, completed in 1960, is set to be converted into a museum for tourists and locals, dedicated to preserving the family's and the region's heritage of entrepreneurial leadership spanning across 3 continents in over 130 years.

As part of the ceremony, the Group held a final board meeting at the location, bidding an emotional farewell to a long standing landmark of trade as it is given a new lease on life, transforming into a hub of tourism and knowledge that tells the stories of the past to inspire a new generation of entrepreneurs and business leaders. Present at the meeting were Group Chairman, Mr. Khalid Mohamed Kanoo, alongside Board members, as well as a handful of veteran Group staff members.

The Kanoo Museum, designed by Cultural Innovations; a leading global multi-disciplinary firm of museum experts based out of London, is a project that aims to conserve the iconic YBA Kanoo building, one of the very first steel-based buildings in the entire region, and establish the landmark as a vital cultural center that preserves the heritage and achievements



Group Chairman Mr. Khalid Kanoo with Senior Executives of YBA Kanoo during his visit to the old HQ



Group Chairman Mr. Khalid Kanoo Chairs the final ceremonial Board meeting at the old YBA Kanoo HQ



Group Photo with the Group Chairman



Mr. Khalid Kanoo signing the YBA Kanoo Canvas of the Old HQ



Group Photo with Senior Executives of YBA Kanoo



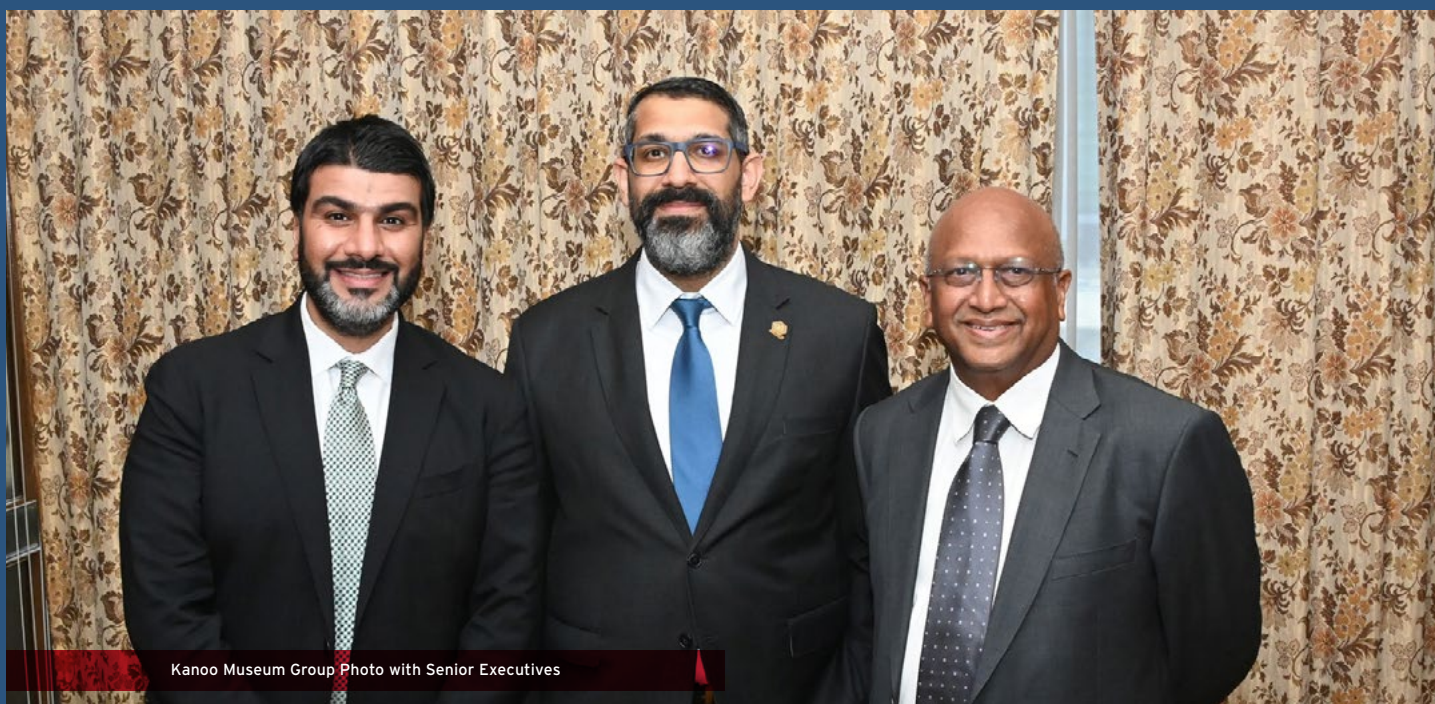
Group Photo with Kanoo Family Members, Official Guests and Senior Executives

of commerce and commercial families and their significant contributions to the economic, social and cultural arenas over the past century. The building is set to be stripped and remodeled later on this month to make way for the new museum plans.

Commenting on the occasion, YBA Kanoo Group Chairman, Mr. Khalid Mohamed Kanoo, said: "As one of the most established GCC families in commerce, we have always had a presence in the Souq, and now, with the Kanoo Museum project, we will continue to play a vital role here. The museum is an ideal way to document our history and preserve our family values. We have been considering this project for a long time, as it is a great opportunity to honor our forefathers and to relay our long-standing history. We are excited to repurpose the building and get the work started on this new hub of historic knowledge."



Group Chairman Khalid Kanoo with Ms. Sharmeen Shirawi and Ms. Mona Kanoo



Kanoo Museum Group Photo with Senior Executives



LTR - Mr. Ahmed Fawzi Kanoo, Mr. Khalid Mohamed Kanoo and Mr. Fahad Fawzi Kanoo



LTR - Mr. Ahmed Abdulla Kanoo, Mr. Ali Abdulaziz Kanoo, Mr. Manohar, Mr. Rajesh Krishnan

The Kanoo Museum, located just behind 'Bab Al Bahrain' in the Manama Souq Area, will become an important landmark destination for visitors of the Souq, relaying the rich history of commerce within the Arabian Gulf and positively contributing to the tourism industry in the Kingdom and the region.



Interim Group CEO Mr. Maarten Geeraerts while signing the YBA Kanoo Canvas



Acting EGM Shared Services Mr. Khalid Abdulla while signing the YBA Kanoo Canvas



YBA Kanoo Deputy Chairman Mr. Fawzi Ahmed Kanoo receiving members of the Bahrain Charity Society at the Kanoo Guest House, Mahooz, Kingdom of Bahrain

FAWZI AHMED KANOO HONOURS THE WINNERS OF THE AHMED BIN ALI KANOO AWARD FOR EXCELLENCE IN CHARITABLE WORK

Under the patronage of Fawzi Ahmed Kanoo, Deputy Chairman of YBA Kanoo Group and Chairman of the Board of Directors of the O, the society held the closing ceremony of the Ahmed bin Ali Kanoo Award for Excellence in Charitable Work, in the presence of the Secretary General of the Royal Charity Organization, Dr. Mustafa Al Sayed and a number of dignitaries, officials and representatives of institutions and charitable societies in the Kingdom.

This award includes three sub-awards announced by Mr. Kanoo earlier this year, which are the Ahmed bin Ali Kanoo Medal for Excellence in Charitable Work, valued at 10,000 Bahraini dinars, and the Abdullah bin Ali Kanoo Award for Voluntary and Charitable Media, with a value of 5,000 Bahraini dinars, and the Yusuf bin Ahmed bin Ali Kanoo Award for introducing charitable and voluntary work, with a value of 5,000 Bahraini dinars.

In his speech at the ceremony, Dr. Hassan Ibrahim Kamal, Chairman of the Award Organizing Committee, thanked and appreciated Mr. Fawzi Kanoo for inaugurating and sponsoring these awards, stressing that this is not surprising for this generous family who love voluntary charitable work, such that that Bahrain has become proud of the various charitable works contributed by the Kanoo family.

He added: "This ceremony coincides with the International Day of Charitable Action, which the world



Deputy Chairman of YBA Kanoo Mr. Fawzi Ahmed Kanoo delivers speech at the Ahmed Bin Ali Kanoo Award

celebrates on the fifth of September of each year"

The Secretary-General of the Royal Foundation for Humanitarian Action, Dr. Mustafa Al-Sayed, delivered a speech on behalf of the honourees, in which he thanked the honourable sponsor of the ceremony, Mr Fawzi Ahmed Kanoo, along with the head and members of the organizing committee, praising the role of the honourable Kanoo family in supporting the charitable and humanitarian work in Bahrain. For his part, Dr. Khaled Jassim Buntiea, Chairman of the Jury Committees, stated in his speech that the award adopted international arbitration standards, in order to achieve the best results and in an effort to raise the award to international levels.



Group Photo with Deputy Chairman of YBA Kanoo Mr. Fawzi Ahmed Kanoo and NGO Members

Winners of the Ahmed Bin Ali Kanoo Award for Excellence in Charitable Work were announced as follows:

• **The Distinguished Charitable Project Award:**

- The Royal Foundation for Humanitarian Works, which won first place, and was received by the Foundation's Secretary General, Dr. Mustafa Al-Sayed.
- Reda Saleh Radhi, the second place winner.
- Kaf Humanitarian Association, third place winner.
- The Bahraini Society for Intellectual Disability and Autism, Fourth place winner.
- Capital Society for Islamic Culture, winner of the fifth place.

• **The Holy Quran Awards:**

- Muhammad Adnan Al-Omari (1st place).
- Malak Adnan Al-Omari (2nd place).
- Fatima Azim Muhammad Azim (3rd place).
- Aisha Shahrazad Khan Muhammad (4th place).
- Zina Adnan Al-Omari (5th place).
- Siddiqa Muhammad Tayeb Al-Awadi (6th place).
- Rokaya Fawad Abdo (7th place).
- Abdul Rahman Badi Mutahar (8th place).
- Zainab Ali Issa (9th place).
- Abdul Rahman Hassan Ali (10th place).



Mr. Fawzi Ahmed Kanoo Awarding NGO Winners

• **The Holy Hadith Award**

- Wadha Abdullah Al-Mahdi (1st place).
- Ashraf Selim Boudbous (2nd place).
- Maymouna Abdul Rahman Akhund (3rd place).
- Shaima Ahmed Muthanna Mohsen (4th place).
- Bashayer Mohamed Zain Ahmed (5th place).
- Eman Muhammad Al-Haidari (6th place).
- Khadija Mohamed Hassan (7th place).
- Esraa Mahmoud Salem (8th place).
- Rowaida Hamdi Abdel Hamid (9th place).
- Reem Youssef Ahmed (10th place).

Creativity Award in Charitable Work:

• **The winners of the Charitable Poem Award:**

- Nadia Ahmed Al-Mallah (1st place).
- Syed Ahmed Hashem (2nd place).
- Tasneem Abdullah Hassan from Al-Malikiyah Primary Preparatory School for Girls (3rd place).
- Faisal Mirza Ahmed (4th place).

• **Winners of the Influential Film Award:**

- Jid Hafs Housing Association (1st place).
- Student Ola Ibrahim Al-Haddad from Al-Malikiyah Primary Preparatory School for Girls (2nd place).
- Talented Students Care Center, student Hessa Faisal Al-Malki, Muharraq Secondary School for Girls (3rd, 4th and 5th places), represented by Dr. Bodour Muhammad Buheji.



LTR - Dr. Hussain Ibrahim Kamal, Mr. Mustafa Al Sayed and Mr. Fawzi Ahmed Kanoo



Group Photo with HE Mr. Jamil Humaidan and Kanoo Family Members

LABOUR MINISTRY, YUSUF BIN AHMED KANOO GROUP SIGN SOCIAL CENTRE AGREEMENT

Labour and Social Development Minister Jameel bin Mohammed Ali Humaidan and Yusuf bin Ahmed Kanoo Group Chairman Khalid Mohamed Kanoo signed an agreement to build the "Mubarak Kanoo Comprehensive Social Center" in the Capital Governorate.

The project aims to provide social and development services to all Bahrainis and enhance community cohesion through various programs and projects.

It also seeks to strengthen community partnership with the governmental, civil and private sectors and achieve the goals of sustainable development.

Humaidan stressed the ministry's keenness to enhance the comprehensive development process through cooperation with various government, private and civil sectors and implement initiatives and projects that serve citizens and residents in the Kingdom.

Khalid Mohamed Kanoo said that Yusuf bin Ahmed



LTR - YBA Kanoo Group Chairman Mr. Khalid Mohamed Kanoo and HE Mr. Jameel Humaidan during the Signing Ceremony

Kanoo Group was keen to build a community partnership with government institutions in various fields.

He noted that the social centre is the first of its kind in Bahrain and will serve the community and preserve the memory and legacy of the late Mubarak Jassim Kanoo in appreciation for his distinguished role in serving his community and his country.



Proposed 3D Render Design of Mubarak Kanoo Comprehensive Social Center

THE MINISTRY OF HEALTH RECEIVES A DONATION FROM BASREC IN THE FORM OF A BACTERIAL TOXINS TESTING DEVICE FOR WATER



Deputy Chairman Mr. Fawzi Kanoo & Ministry of Health Undersecretary Mr. Waleed Al-Manea

Ministry of Health Undersecretary Dr. Walid bin Khalifa Al-Manea expressed his deep thanks and appreciation for the continuous generous support of Mr. Fawzi Ahmed Kanoo, which contributes to achieving the necessary benefit and support to improve and develop the level of health services provided to patients, which comes from the principle of partnership and social responsibility to support development plans and upgrading health services provided to citizens and residents in the Kingdom of Bahrain.

This came when the Undersecretary of the Ministry of Health, Dr Walid Al Manea, received the Deputy Chairman of YBA Kanoo Group of Companies & Chairman of the Board of Directors of the Bahrain Ship Repair and Engineering Company, and Deputy Chairman of YBA Kanoo Group, Fawzi bin Ahmed Kanoo, where a device to check and monitor bacterial toxins in water was handed over to the dialysis unit in the Ministry of Health. It is a modern device with high sensitivity to assess the quality and safety of the water used in the dialysis units to avoid the penetration of bacterial toxins through the special filters in the dialysis devices.

The Undersecretary of the Ministry of Health said that it is important to have bacterial toxins examination devices in health facilities, especially in the dialysis unit in government and private hospitals, to monitor the quality and safety of the water used as recommended by international organizations (WHO) and national regulatory bodies (National Authority for Regulating Health Professions and Services) NHRA.

As one of the mandatory standards for water quality in these facilities. He pointed out that this device is a valuable addition to health facilities, as it will be used periodically in the dialysis centers in Salmaniya Medical Complex, Abdul Rahman Kanoo Center and Sheikh Abdullah Center to ensure the safety and health of patients.

On his part; Mr. Fawzi Ahmed Kanoo, Deputy Chairman of YBA Kanoo and Chairman of the Board of Directors of the Bahrain Ship Repair and Engineering Company, confirmed that this donation will serve the patients, which will contribute to improving the quality and efficiency of the health services provided for the beneficiaries of health services and high-efficiency medical capabilities in a manner that serves the interests of the Bahraini society and the health sector in the Kingdom in general.

YBA KANOO DISTRIBUTED RAMADAN BASKETS



As part of its annual participation in the Holy Month of Ramadan. YBA Kanoo distributed its Ramadan baskets containing basic foodstuff and donated during Ramadan.

It was delivered to many locations and societies to reach the various communities including:

- Friendship society for the blind.
- Almusala charity society.
- Isa town charity society.
- Al Aal Wal Ashab Society.
- Samaheej charity society.
- Abnaa Alkhaleej society for humanitarian works.
- Direct distribution by the Kanoo foundation.



President of Kanoo Travel Mr. Nabeel Khalid Kanoo handing the Holy Quran in Braille to Mr. Muhammad Sayar

KANOO CHARITY FOUNDATION, IN COOPERATION WITH "KAF HUMANITY", DISTRIBUTES THE HOLY QUR'AN IN BRAILLE TO BLIND STUDENTS

In the context of keenness to activate the community partnership with various private, civil and charitable institutions in order to achieve the interests of groups deserving of support and achieve social and health

stability for them, the Kanoo Charity Foundation, in cooperation with Kaf Humanity, distributed a set of the Noble Qur'an in Braille to a number of students with special needs, who lost the gift of sight to help them recite and memorize the Holy Book.

The distribution ceremony that was held in the Yusuf Bin Ahmed Kanoo Tower was attended by Mr. Nabeel Khaled Kanoo, Mr. Muhammad Sayar and Sheikh Tariq Taha Al Sheikh.

Mr. Mohamed Sayyar, CEO of Kaf Humanity, praised the initiative launched by YBA Kanoo to print copies of the holy book in Braille. Sayar added that this cooperation comes within the framework of Kaf Humanity's keenness to achieve social goals for an important segment of society.



YBA KANOO SUPPORTS AL-RASHAD CENTER FOR AUTISM / UMNIAH CENTER FOR AUTISM AND SPECIAL EDUCATION

YBA Kanoo have provided all medical services for the dental treatment of autistic children, in cooperation with the Al-Rashad Center for Autism, the Umniah Center for Autism and Special Education and Dentalia Medical Center under the supervision of Dr. Muhammad Jawad Al-Alawi, as a contribution from the company to deliver part of its community initiatives. Nabeel Khalid Kanoo, President of Kanoo Travel, confirmed that this initiative comes among several initiatives and contributions of the company through its keenness to support all segments of Bahraini society and allocate a large area of its material and moral support, especially those related to the category of people with special needs, stressing the importance of paying attention to this segment.

THE KANOO GROUP SUPPORTS THE “100 MILLION MEALS” UAE INITIATIVE



The Kanoo Group in the UAE, recently donated cash as a voluntary contribution in support for the “100 Million Meals” campaign launched by His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai. The initiative is the biggest food drives of its kind in the region.

The Mohammad Bin Rashid Al Maktoum Global Initiatives (MBRGI) aims to distribute 100 million meals for disadvantaged families in 30 countries in Middle East, Africa, Asia, Europe, and South America this Ramadan. In collaboration with 12 food banks in the regions, the UN World Food Programme (WFP), the Mohammed bin Rashid Al Maktoum Humanitarian and



Charity Establishment (MBRCH), and humanitarian organizations in the beneficiary countries, MBRGI begun dispatching food to countries including Jordan, Pakistan, Egypt, Angola, Uganda, and Ghana.

“We are honoured to support such government initiative that is in line with our commitment to corporate social responsibility by reaching out to those who are in need. This holy month celebrates the values of giving and we commend the UAE’s global humanitarian efforts in fighting global hunger and malnutrition,” said Fahad Kanoo, CEO, The Kanoo Group - UAE & Oman.

The campaign is part of UAE’s response to global efforts to combat world hunger, a major challenge that has been exacerbated by outbreak of COVID-19 that has pushed millions of disadvantaged populations to greater insecurity, poverty, and unemployment.

The campaign also aims to support the international community in achieving the second of the 17 United Nations Sustainable Development Goals to end hunger by 2030. During this holy month, Muslims around the world fast and focus their attention on giving to the charity. Ramadan is the ninth, the most spiritually elevating month of the Muslim calendar. At the beginning of the sacred month, worshippers congratulate each other with the words “Ramadan Kareem!”, which means a wish of a generous Ramadan.



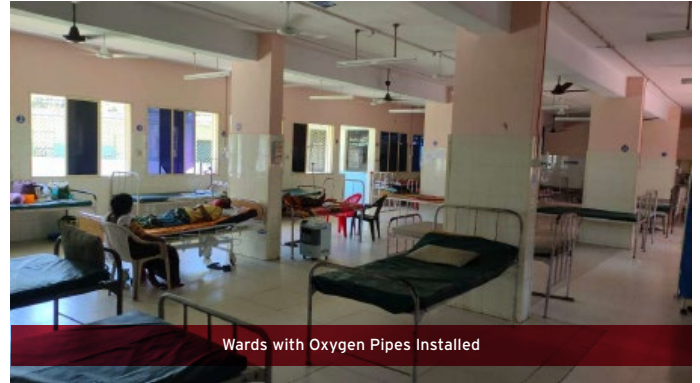


Wards with Oxygen Pipes Installed

As part of its CSR initiatives, GEMINI sponsored the setting up of "Central Gas Manifold System" to supply oxygen safely & conveniently through a central supply of Oxygen sources to wall-mounted outlets close to the patient's bed side at the Chest Disease Hospital in Trivandrum - India.

This project was initiated and completed in coordination with Confederation of Indian Industries Foundation (CII Foundation) and managed by State National Health Mission (NHM).

GEMINI SOFTWARE SOLUTIONS SPONSORS "CENTRAL GAS MANIFOLD SYSTEM" IN TRIVANDRUM - INDIA



Wards with Oxygen Pipes Installed



Outlets with Nozzles Fitted

GEMINI Software Solutions Private Limited is a fully owned subsidiary of Yusuf Bin Ahmed Kanoo Group of Companies. GEMINI was established in 1998 at Technopark, Trivandrum, India. In 2009, GEMINI also expanded their operations by opening a branch office at Technocity, Mahape, Navi Mumbai, India.

YUSUF BIN AHMED KANOO



يوسف بن أحمد كانو



كانو للملاحة
Kanoo Shipping



كانو للصناعة والطاقة
Kanoo Industrial & Energy



كانو للوجستية
Kanoo Logistics



سفرات كانو
Kanoo Travel



كانو للعقارات
Kanoo Real Estate



كانو كابيتال
Kanoo Capital



INTERIM GROUP CEO VISITS UAE OFFICES

Maarten Geeraerts, Interim Group CEO visited the UAE offices between the 2nd - 4th may 2021. Over his visit he made some important stops as follows:

MACHINERY

Maarten Geeraerts visited Machinery Offices in Al Quoz and met Kannan Chandrasekaran - Country Manager of the Machinery Division, UAE & Oman, who walked the team through his new customer focus initiatives and talked about the importance of an online presence and providing customers quick access to brand and contact details. He mentioned that what matters most to customers is the speed and simplicity at which they are able to access the information they need - who they need to speak to get their spare parts. Machinery operate a 24/7 call center where all customers are



answered within three rings. 99% customers are happy with this and they appreciate this access and assurance we are able to provide, even it is only an update of when they can expect their Part to be delivered. He highlighted that Perkins is still the biggest driver of our business regionally and in particular spare parts. Margins are low on engines as always, but spare parts are performing well despite the disruption to Perkins parts supply due to Perkins UK having difficulties migrating to their new ERP system. He mentioned an opportunity to expand into Africa, specifically Sudan and Mozambique seem to be emerging markets, where a lot of the buyers seem to use Dubai as a hub and therefore Principals are happy for us to expand into those markets on their behalf. Kannan is keen to get more authority and willing to take the accountability to expand into those markets more actively and nimbly. The Group is supporting Machinery to provide a direct link to the Machinery customer site via the Group website, as well as the creation of a multi-vendor platform for spare parts and units sales digital App.

Kannan has significantly reduced his overheads during the COVID-19 period, which has allowed him to bring the business back into a small profit after some very difficult years. He is focusing his attention on things that make a difference and not spending money unnecessarily.

Maarten also visited the new Welding department, which is a small technical team that is adding value to the overall service offering. This activity is being expanded into the KSA market due to the requirement for very technical high-end welding, as well as a cheaper and more efficient low-end welding offering. The welding department is linked to several principals including Hyundai Welding and Lincoln Welding

SHIPPING



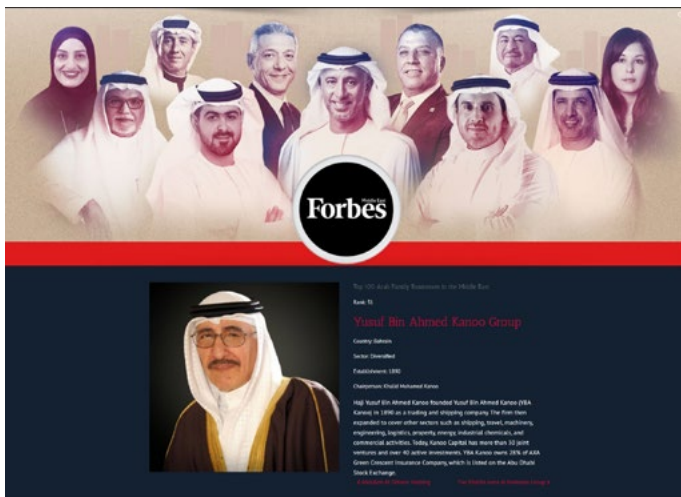
كانو للملاحة
KANOO SHIPPING

Mr. Maarten attended the quarterly Shipping ExCom with Jonathan Bygrave and his team, in the Dubai Head Office, to review the first quarter's performance. Crew movements have resumed and COVID-19 restrictions are being eased, which should bring the return of offshore business. India continues to perform ahead of expectations.

Maarten also met the Shipping Management team later - Jonathan Bygrave, Nikolai Norman, Andre De Kock and Alan Edgar to discuss various topics.



YBA KANOO GROUP ON TOP 3 SPOT OF BAHRAINI FIRMS IN FORBES LIST OF TOP 100 ARAB FAMILY BUSINESSES



Yusuf Bin Ahmed Kanoo (YBA Kanoo) Group, ranked 51st on the overall list and 2nd in Bahrain on the Forbes List of Top 100 Arab Family Businesses. Founded in 1890 as a trading and shipping company, the group has since expanded to cover other sectors such as Shipping, Travel, Industrial & Energy, Logistics, Real Estate, and Capital. Khalid Kanoo is the chairman of the group whose investment division has more than 30 joint ventures and over 40 active investments.

According to a 2019 report by PwC, family firms contribute approximately 60% to the region's GDP and employ 80% of the workforce.

The report estimated that in the previous decade, up to \$1 trillion had passed from one generation to the next within the Middle East's family businesses.

Forbes based the ranking on the size of the family business holding, including the value of listed entities owned by them, the value of their real estate and



مجموعة يوسف بن أحمد كانو

تأسست عام: **1890**

التصنيف: **51**

رئيس مجلس الإدارة: **خالد محمد كانو**

أسس يوسف بن أحمد كانو، مجموعة يوسف بن أحمد كانو (YBA Kanoo) في عام 1890، كشركة تعمل في مجال التجارة والشحن، ثم توسعت لتشمل قطاعات أخرى مثل: الشحن والسفر والآلات والهندسة والخدمات اللوجستية والعقارات والطاقة والكيمويات والصناعة والأنشطة التجارية. ولدى كانو كابيتال اليوم أكثر من 30 شراكة و 40 استثمارًا نشطًا. في حين تملك المجموعة 28 % من شركة أكسا الهلال الأخضر للتأمين، والمدرجة في سوق أبو ظبي للأوراق المالية.



أهم الأخبار والتحليلات الاقتصادية في المملكة أولًا بأول

hospitality assets, and revenues from other holdings where available.

Number of total employees, extent of diversification in terms of sector, geography and performance of sectors in which they operate and age and legacy of the company were also key inputs. Only Arab family businesses or holding companies that are jointly owned or run by family members were considered.

Listed companies were not considered to be family-owned businesses, but as investments of the family holding groups. Information was collected from stock exchanges, reports from consulting firms and universities, and other primary sources.



A FAREWELL TO MUBARAK AL ATWI



The Yusuf bin Ahmed Kanoo Group and the Kingdom of Bahrain lost one of its cultural, literary, administrative and sports figures, and a dear colleague to everyone who worked with him in the company, as our dear colleague Mubarak Saad Al-Atwi have passed away on the fifth of November.

The late Mubarak Al-Atwi, who is considered one of the most famous basketball players in Bahrain in his youth, have filled multiple positions. He was the Vice President of the Kanoo Cultural Center (one of the main platforms of spreading awareness and culture in the Kingdom), a member of the Board of Trustees and Secretary General of the Yusuf bin Ahmed Kanoo Award and a member of the Board of Directors of the Bahrain Training Association and human resources development and an executive member of the board of directors of Abdul Rahman Kanoo International School.

The late Abdulla Ali Kanoo famously said "We lost Al-Atwi, and the country won him." in 2002 in reference to Mubarak Saad Atwi, when the Kanoo family held a ceremony in honor of him when he left the group to assume his responsibilities as the Assistant Secretary for Tourism in the Ministry of Information in Bahrain.





after many Years of working with the Kano family. He later came back to the group working closely with the family.

Mubarak Al Atwi has many intellectual and cultural contributions in addition to his sports role, as he was one of the basketball stars in Al-Ahli Club and was a constant companion to the major sports patron and supporter in Bahrain, the late Abdul Rahman Kanoo.



He wrote in Al-Ayam newspaper many intellectual and cultural columns and issued a number of books and articles, continuously calling for positivity and realism in dealing with others in humane ways, spreading hope and optimism.

Al-Atwi says in the introduction to one of his books (Readings in Scattered Papers): "History remains a permanent record of time that does not make mistakes. Of feelings and visions that call for contemplation at all times."

May God have mercy on him, and give patience and solace to his family and his loved ones.



AL JAZIRAH VEHICLES AGENCIES: FORD CARS DEALER CHARTER FLIGHT



Kanoo Logistics team handling Al Jazirah's Charter Flight

Kanoo Logistics chartered a flight for Ford's official dealer in Saudi Arabia, Al Jazirah Vehicles Agencies. Almost 200 tonnes of vehicle spare parts and engine oil were brought in safely, with the team also performing customs clearance and transportation.

The flight was from the USA to King Abdulaziz International Airport, Jeddah, and the clearance and delivery was executed in under 48 hours. This falls in line with Kanoo Logistics' strategy for specialised automotive logistics, and a solutions-based approach to clients' needs.

CARREFOUR FOOD CHAIN DISTRIBUTION WIN IN SAUDI

Kanoo Logistics continues to emerge as a leading partner in food chain as it partners with Carrefour, Saudi Arabia as its official freight forwarder and broker for 2021. KL will handle all clearances and distribution activities across Saudi.

Carrefour, a franchise of hypermarkets, is a well-established presence across all provinces in the Kingdom of Saudi Arabia and gives the opportunity of handling food and retail cargo, in line with the strategy of moving toward food and cold chain storage and distribution.

The cargo arrives across different ports in Dammam,



Jeddah and Riyadh directly, and depending on delivery size, uses all three modes of freight: air, land, and sea. The current approach and scope encapsulates full distribution within Saudi Arabia, moving directly from the airport to the customer's various locations.

BAHRAIN PHARMACY



Pharma is a cornerstone of Kanoo Logistics' future-facing specialised logistics strategy. To that end, Bahrain Pharmacy and Kanoo Logistics have started working together, exploring future-based solutions and trials, with the objective of having Kanoo Logistics become a major logistics arm for Bahrain Pharmacy.

Bahrain Pharmacy is a leading pharmaceutical company in the country, and in its current scope Kanoo Logistics has started freight forwarding for them, with 15 temperature-controlled air shipments successfully completed, coming in from Europe with a focus on Netherlands and Sweden.



107 Tonne Gas Turbine Rotor being delivered to Khalifa Port, Abu Dhabi, United Arab Emirates

SPECIAL TRANSPORTATION OF GAS TURBINE ROTOR

A specialised shipment of a 107 tonne gas turbine rotor was transported by Kanoo Logistics in Abu Dhabi. The rotor (a system component in an electric motor) was moved from Taweelah Power Plant to Khalifa Port, Abu Dhabi on a multi-axle hydraulic low bed. Since this particular rotor runs turbines in power plants to generate electricity, it was a particularly large and heavy shipment.

The 'out of gauge' movement falls under heavy lift specialised logistics, part of Kanoo Logistics' strategy, and included loading and lashing the rotor, as well as

export clearance. The rotor itself and its accessories were all included in the project.

The client, Fagioli SPA, is an ongoing partner with Kanoo Logistics in both UAE and Bahrain. Both Fagioli SPA and Messina's vessel operations teams expressed their appreciation with Kanoo Logistics' support.

GULF ENERGY MAJOR WIN IN OMAN & YEMEN

G ENERGY
Gulf Energy SAOC | الشركة الخليجية للطاقة ش.م.ع.م

Kanoo Logistics has secured a major win in Oman after signing a five-year contract with Gulf Energy, starting from March 2021. The contracts include services that are for dangerous goods, explosives and radioactive materials, as well as part of a project that includes warehousing and storage of general cargo. As a result, Kanoo Logistics will be Gulf Energy's logistics partner for all their needs in Oman and Yemen.

This falls under Kanoo Logistics' strategy for specialised logistics, particularly in regards to highly competitive and difficult services, when it comes to explosive and radioactive shipments. The team in Oman will fully obtain the necessary permits, import the items by air freight, clear the items and store them in designated and approved warehouses and transport them with certified dangerous goods personnel.

كانو اللوجستية
KANOO LOGISTICS

AIR FREIGHT
GLOBAL VALUE: OVER \$70 BILLION

Air transport is used to carry **72%** of all cargo between Europe & Asia.

ybakanoo | alicargo.bah@kanoo.com | kanoo.com

الديجيتال 130th anniversary

HUSAM SENDI JOINS AS WP SALES & DEVELOPMENT HEAD

Kanoo Logistics is pleased to announce the appointment of Husam Sendi as Western Province Sales & Business Development Head. His job includes landing mega-wins, working closely with key clients, and implementing Kanoo Logistics' new commercial strategy. He reports to the KL Chief Commercial Officer, and is based in Jeddah.

Husam has considerable experience and expertise in the Logistics sector, having previously held positions in Unilever, Greif, and Safra Co. He has worked with companies at various levels, ranging from start-ups to renowned establishments, and has a cohesive and powerful network. Husam holds a Bachelor's Degree in Industrial Engineering from Oregon State University, and is a passionate diver, horse rider, hiker, and reader.



Kanoo Logistics growing market share in technology with Honor win

HONOR CONTRACT WON

Kanoo Logistics continues to grow its market share in the technology sector with another strategic win in Saudi Arabia, signing an agreement with smartphone brand Honor. In a vote of confidence, Honor approached Kanoo Logistics directly after its sister company Huawei recommended KL's solution-based approach.

Honor provides smartphone handsets targeting young consumers and has released tablet computers and wearable technology. With a total volume of 250 shipments a month containing a minimum of 2,000 packages, mainly by air freight, the win falls in line with Kanoo Logistics' strategy to focus on offering specialised logistics. Due to the valuable, delicate nature of the cargo, few logistics providers are able to fulfil this need.

Kanoo Logistics will now be handling Honor's logistics



Mr. Husam Sendi - Newly appointed Western Province Sales & Business Development Head, KSA



يوسف بن أحمد كانو
YUSUF BIN AHMED KANOO

PAY USING BENEFITPAY QR CODE

1



Checkout with BenefitPay

2



Select 'Scan' to pay on the Benefitpay app

3



Scan the QR code

4



Payment completed



كانو اللوجستية
KANOO LOGISTICS



كانو للصناعة والطاقة
KANOO INDUSTRIAL & ENERGY



كانو للشحن
KANOO SHIPPING





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needs across Saudi Arabia, with the scope including clearance, handling, segregation and redistribution to their centres. This often happens with a quick turnaround time of under 24 hours, with cargo varying from mobile phones and accessories to tablets, smart watches, and other media devices.

Earlier this year, Kanoo Logistics signed a two-year contract with Huawei, which means the partnerships are forming organically and falling firmly in line with the 2024 strategy.



Kanoo Logistics team during the NEOM visit

NEOM VISIT & DISCUSSIONS

Following numerous fruitful discussions and past one-off contracts with NEOM, Kanoo Logistics sent a delegation to meet with NEOM officials to explore future opportunities and establish a presence at NEOM. The futuristic city is one of the main focal points for future projects in Saudi Arabia, with over \$500 billion in investment.

Kanoo Logistics CCO Zamil Al Zamil, alongside Business Development Manager (Bahrain & KSA) Firdous Sheikh, Sales & Business Development Head (Western Province) Husam Sendi, and Sales & Business Development Head (Central Province) Ali Al Ghobari, met NEOM Project Logistics Director Khalid Al Khalid and his team, who

showed serious interest to work more closely with KL. The team also toured the Logistics Park to explore the possibility of partnership in that arena.

Aayush Killa, Executive Director for The Line Design, also spoke with the team and further explained NEOM's Vision and the technological development they will support.

As Saudi Arabia starts to work more conscientiously on welcoming tourists to the country en-mass for the first time, Kanoo Logistics is looking to help support the various tourist sites and new developments wherever possible, in line with Saudi Vision 2030.

REOPENING SCANNING MACHINE



Kanoo Logistics team at the scanning facility site

The Saudi Arabia General Authority of Civil Aviation (GACA) has authorised Kanoo Logistics to carry out cargo x-ray scanning and security checks of air cargo shipments prior to airport delivery. Cargo agents across the Eastern Province deliver air cargo shipments to Kanoo Logistics' facility in KLE-8, Dammam, after which it is scanned and transferred to the airport securely in accordance with GACA regulations.



Kanoo Logistics has been a trusted partner for scanning and security checks in the past, but the facility had to be transferred from an older location and thus was temporarily unavailable. As of April 2021, scanning has started again after GACA inspections.

Due to safety and security protocols, airports in Saudi Arabia do not directly accept cargo into their facilities, and instead partner with trusted and reputable companies to arrange x-ray scanning of cargo to certify that there are no prohibited items. Kanoo Logistics is one of these few partners on the pre-approved list. Some of the compliance regulations include staff training, an online security system, comprehensive CCTV, and other safety and security measures.

KANOO LOGISTICS ANNOUNCE MAJOR STRATEGIC EXPANSION IN DAMMAM

The Holding Company Board (HCB) has approved a major expansion in KLE-8, Dammam to help Kanoo Logistics execute its 2024 Strategy to move towards food, cold chain and pharma. Kanoo Logistics will now partner with Kanoo Real Estate to build a 10,000sqm cold storage warehouse in Dammam Port, becoming one of only three logistics companies owning their own cold-storage facilities, as the current market is almost entirely 3PL.

Despite appearances of many competitors in the market, the reality is that Kanoo Logistics could have a huge opportunity to secure their market share. Conversations between Kanoo Logistics and key companies have made it clear that moving forward, they are not accepting 3PL solutions for pharma and specialised chemicals. Customers want highly secure, timely and safe deliveries, which makes assets a must.

The current Middle East market share for pharma logistics, for example, is \$11.7bn and estimated spend in KSA is \$4bn. These sectors of specialised logistics are the future for logistics and have the highest market share and profit margins. Official government figures, as well as market research by leading consultancies, establish pharma, both import and export, as a trend that will exponentially increase in the coming years.

As a result of the expansion, Kanoo Logistics' continued dialogue and discussions with authorities in Saudi Arabia with the idea warmly welcomed and increased scope explored for the future, to come closer together in helping achieve Saudi Vision 2030.

In addition to the warehouse being an undeniable need to tap into the fast-growing pharma corporations, its presence will also have a positive effect on the Group's IKTVA score, due to the investment in research and development, as well as the possibility of export revenue.

VISION

To be an innovative, specialised, and trusted partner providing complete logistics solutions in the region and beyond.

MISSION

To bring innovative solutions that eliminate logistics hurdles for our partners.

VALUES

Future-facing | Innovative | Trustworthiness | Corporate Social Responsibility | Value added | Creativity | Safety

UNITED SUGAR COMPANY CHARTERED SHIP HANDLING

Kanoo Logistics and Kanoo Shipping joined to successfully execute a project for Savola Group, a Saudi Arabia listed company. In line with Kanoo Logistics strategy to heavily invest in food and cold chain, Savola's major holdings supply Saudi Arabia, the Middle East and North Africa, and Turkey with edible oils, sugar, fresh dairy products, and restaurants serving fast foods. It's also ranked number nine in the top 100 companies in the Kingdom of Saudi Arabia, and number two among the industrial sector after SABIC.

Kanoo Logistics and Kanoo Shipping handled the chartered ship for Savola-owned United Sugar Company, and based on the successful execution of the



project, Savola have expanded their business with KL. Headquartered in Jeddah, the group is a major win for Kanoo Logistics as it moves more aggressively in the fast-moving consumer goods (FMCG) sector.

KANOO SHIPPING APPOINTMENT OF REGIONAL MANAGER WP

Kanoo Shipping Division is pleased to announce the appointment of Mr. Mansour Mohammed Alzahrani to the position of Shipping Manager-WP. In this role Mansour would be responsible for managing the overall business of the shipping division in the WP. He will lead efforts to retain, upgrade, expand and execute the commercial strategy of Kanoo Shipping Division in the WP and beyond. He would be functionally responsible to the Divisional CEO.

Mansour brings in more than 15 years of experience in the shipping industry and has worked in senior management positions covering operations, marketing, and business development with some of the well-known companies like Maersk and Bahri.



Mr. Mansour Mohammed Alzahrani

KANOO SHIPPING LAUNCHES NEW OFFICE IN KANDLA PORT (DEENDAYAL PORT)



Kanoo Shipping's first Indian office has been a massive success after opening less than 2 years ago, we now continue this success with the new Kanoo Shipping office in Kandla (DEENDAYAL Port) which is ready to serve our esteemed existing and new clients in our second office in India. Kandla (Deendayal) Port's journey began in 1931, and since then have successfully reach the No. 1 Port in India position in the year 2007-08 and has since retained the position for 13 consecutive years. In early 2016, Deendayal Port created history by handling 100 MMT cargos in a year - the first Major Port to achieve the milestone.


From being the first shipping agency in the Arabian Gulf region in 1912, Kanoo Shipping has grown into the largest regional Ship Service provider in the Middle East. As the region's premier tanker agent and offshore service provider, Kanoo Shipping represents many of the world's leading shipping owners, operators and charterers and offers regional, trans-regional or global coordinated financial and port-call management services, tailored to individual corporate needs. Kanoo Shipping operates in 20 countries and in all principal ports and offshore tanker loading terminals around the Arabian Peninsula, including Iraq. In addition to its fully owned offices and joint ventures across the Arabian Gulf, Kanoo has established its own offices in India and South Africa operating a regional network through well-established partnerships in North & West Africa, The Levant region, Yemen, Pakistan and Sri Lanka.

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WHO WE ARE

Kanoo Machinery is a part of Kanoo Industrial & Energy Division and we are a leading solutions provider in supply, service & rental of various equipment such as Materials Handling, Welding, Construction, Engines & Power Generation, Mobile Cranes, Compressors, Aerial Work Platforms, Cleaning, Agricultural, other industrial equipment and services ranging from sustainable solutions, through smart engineering and value-added services.

[READ MORE](#)



AFTER-SALES SUPPORT (24 X 7)

An extensive after-sales network with 8 spare parts counters across UAE, mobile service vans to service at site and repairs done at our modern workshops. We employ qualified, skilled, experienced & certified service personnel and provide them to high standards of quality. Regular product & safety training are offered by our principals to ensure our personnel are trained with latest updates & technologies.

Equipment Rental

We offer a range of material handling, construction, welding, cleaning & access equipment on short & long-term rental. Contracts are tailor made to suit each customer's application with 24 x 7 product support.

QUALITY & 100% CUSTOMER SERVICE EXCELLENCE

At Kanoo Machinery, we pride ourselves on the quality of our products, service and after-sales support. Kanoo Machinery's 100% customer excellence movement assures the best quality products, service and after-sales support.

Quick Response Team

- WhatsApp chat with us
- Call Back
- Our Promotions
- Inventory

KANOO MACHINERY LAUNCHES NEW WEBSITE WWW.KANOOMACHINERY.COM

An interactive, customer friendly website has been long anticipated keeping in line with the current day virtual space requirement. Kanoo Machinery UAE pioneered the design conceptualized by Kannan Chandrasekaran, Business Manager, UAE & Oman. The site was designed in house by Kanoo Marketing, UAE. This has been replicated across regions.

KANOO MACHINERY SUPPLIES ENGINES TO AL KHORAYEF

Kanoo Machinery was able to secure the supply of 90 (1100) model engines to Al Khorayef Commercial Riyadh Saudi Arabia.

Alkhorayef Group was founded in 1957, The Company diversified its activities and continued its progress in various fields such as machinery systems, oil, contracting as well as printing and paper. As it became necessary to pay particular and specialized attention to each field, the founding Company branched into several subsidiaries, each being independent in terms of management and resources, but all are unified under the established corporate code of ethics of the Alkhorayef Group.

Today they operate in more than 40 countries representing renowned quality products and manufacturers.


KANOO MACHINERY  كانو للأليات

A Division of Kanoo Industrial & Energy

Kanoo Machinery

We thank you for visiting KANOO MACHINERY's website and please select the country of operation / support.

 United Arab Emirates  Sultanate of Oman  Kingdom of Saudi Arabia  Kingdom of Bahrain



Kanoo Machinery's 100% Customer Service Excellence Movement (STARTED)





Customer Service Excellence

- 1. 100% Customer Satisfaction
- 2. 100% On-time Delivery
- 3. 100% Quality Assurance
- 4. 100% Safety Compliance
- 5. 100% Environmental Protection

Why us?

- 1. 100% Customer Satisfaction
- 2. 100% On-time Delivery
- 3. 100% Quality Assurance
- 4. 100% Safety Compliance
- 5. 100% Environmental Protection

[CONTACT US FOR MORE INFORMATION](#)

Perkins **Snorkel** **Panasonic** **HYUNDAI**

KANOO MACHINERY WINS FREIGHT WORLD CONTRACT

Kanoo Machinery - Western Region Branch won a contract with Freight World to (supply 1x Hyster Empty Container Handler Model H9XM-EC7 & Hyster Reach Stacker Model RS45-31CH. This contract will boost our existing business with the Container terminals operators in the western region

The reference of a major customer like Freight World will help us to getting new business in near future from the Logistics Companies.



Kanoo Machinery team delivering Bobcat Backhoe Loader & Telehandler to Pavilion Renewable

KANOO MACHINERY BAHRAIN DELIVERS LOADER & TELEHANDLER MODELS TO PAVILION RENEWABLE

Kanoo Machinery Bahrain has announced the delivery of Bobcat Backhoe Loader & Telehandler models to Pavilion Renewable. The Bobcat Backhoe Loader is a versatile machine that can perform tasks such as digging, trenching, breaking, or material handling with ease and efficiency. The telehandler model on the other hand is built to provide up to 100 horse power.



Mr. Sayed Mustafa delivering the Hitachi Excavator ZX220-GI at Kanoo Commercial Centre - Sitra, Kingdom of Bahrain

KANOO MACHINERY BAHRAIN HAS ANNOUNCED THE DELIVERY OF EXCAVATOR TO JOUBAR

Kanoo Machinery Bahrain has announced the delivery of Hitachi Excavator ZX220-GI to the heavy machinery hiring company "Joubar Machinery Hiring and Cargo". The Industry-leading unbeatable hydraulic technology, and performance known for the Hitachi new ZX GI Series Excavators provide reliable solutions: impressive fuel economy, swift front movements, and easy operation. Another highlight in the new series is the optimized hydraulic system and engine which is the result of Hitachi's technological prowess and expertise.

SABIC-KEMYA PLANT CONTRACT COMPLETION

Kanoo Oil & Gas Jubail successfully honored a contract with Kemya, SABIC for the design manufacturing, supply and transportation of a Bromine tower. This is a special metallurgy tower being used for BROMINE services in SABIC-KEMYA Plant.

GASCO FIRST ORDER SECURED

The Kanoo Group have secured the first order from GASCO against stiff competition for supply of SRU (Sulphur Recovery Unit) Catalyst worth AED 9 million. Principal: BASF Gas Processing Catalyst Division. Strategic planning, in-depth survey of the competition, whilst focusing on our strength with a strong support from BASF (Tech-Commercial aspects of tender), has helped us in securing this business.



EMIRATES STEEL CONTRACT SECURED BY KANOO ENERGY



Kanoo Energy LLC Secured the order for Replacement of Critical Utility and Auxiliary Plant Cables for Phase 2 from Emirates Steel against stiff competition. The contract is worth AED 3.919 million. The job will be executed in 2 phases - 1st phase will be executed in 2021 during Oct - Nov shutdown and the balance will be completed in 2022 shutdown. Strategic planning, detailed review of the competition, close scope and technical & commercial alignment pre - tender and post bid submission has helped us in securing this business.

ROTATING EQUIPMENT TEAM AWARDED CONTRACT FROM SEC

Kanoo Oil & Gas - Rotating Equipment team was awarded "Repair & Overhaul Services Contract for 2 Years" from SEC Eastern Operating Area (EOA) for Air Compressors for all their EOA power plants in Eastern region with a tentative Contract value of around SAR 10-15 million. SEC Services Contract is for disassembly, inspection & assembly for 98 compressors of various manufacturer in different plant locations. Central Region COA and Western Region WOA Contracts for Bidding will follow shortly. This will generate additional revenues in the coming years, we are confident that we will be successful in getting both the contracts for SEC-CP & WP.

DESIGN & SUPPLY PROJECT OF DUST COLLECTOR UNITS FOR UREA HANDLING

Kanoo Oil & Gas secured a Design & Supply project of 3 Dust Collector Units for Urea Handling Terminal (Section A - 1 unit of 120,000 m³/hr capacity & Section C - 2 units with capacity of 25,000 m³/hr), fabrication & supply of ducts, stacks and local control panels(LCP) for both the units. Manufacturing of units will be in United Kingdom whereas ducts, stacks, structural supports & LCP shall be supplied from local manufacturers. These units are being used to remove & collect dust generated at various points at unloading terminals for UREA coming from SAFCO plants. Supervision for installation & commissioning also part of Kanoo scope.

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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SASREF ELECTRICAL MASTER PLAN HV CABLE REPLACEMENT PROJECT

SASREF started driving an 'Electrical Master Plan' from 2016 towards replacing all existing old, obsolete major electrical installations such as HV/MV & LV Switchgear, power cables (from PILC to XLPE), power transformers and auxiliary power systems (AC/DC UPS, Rectifiers).

The major factors contributing the replacement plan were obsolescence of spare parts of the existing major electrical installations and that the main intake station had already reached to its maximum level of short circuit rating and thus, limiting the expansion of the refinery.

Kanoo P&IP has already completed the replacement of old 34.5 kV AIS with the new GIS in the year 2018 and in parallel, YBA Kanoo was also been awarded to replace most of the HV Power Cables including UPS and DC Rectifiers.

KANOO P&IP SUCCESSFUL COMPLETION OF AIR INLET FILTRATION SYSTEM UPGRADE

EC, Faras has 4GE 7FA Turbines with Donaldson Air Inlet Filtration System (Conical & Cylindrical Filters). The existing system which had maintenance issues and during operation, filters were falling, creating a gap which led to dust accumulation inside the compressors which affected the Hot Gas Path components.

YBA Kanoo proposed a comprehensive technical solution to upgrade Yoke System from GDX3 to GDX4 Quick Lock Yoke, improving reliability of the filtration system & standardizing the technology across all four turbines having below advantages

- Reduced maintenance cost
- Filter replacement period reduced to 2 days from 8 - 10 days
- Filters are locked with locking system
- Filters are compressed and tight, falling of filters eliminated
- No gap between Tube sheet and Filters hence no dust and air bypass.

It was a challenge for the YBA Kanoo team to meet & exceed customer expectations as this took 2 years to shift the client to adopt the new technology. Donaldson Filtration Solution was selected as a partner from within the P&IP principal base.

Project was executed and completed successfully with "Zero lost time".

KANOO P&IP SUCCESSFUL YANSAB'S DEAL

Kanoo P&IP were successful in getting approval from the Yansab's inspection team to design and supply Expansion Joints to replace the competitors already installed existing ones with those from our principal Senior Flexonics Pathway - USA. Yansab is a Sabic affiliate in Yanbu manufacturing petrochemical products (ethylene, ethylene glycol, high density polyethylene, low linear density polyethylene, polypropylene, butene 1, butene 2, MTBE and BTX).

KANOO MACHINERY APPOINTMENT OF REGIONAL MANAGER - WP



Kanoo Machinery Division is pleased to announce the appointment of Mr. Sanjay Mohandas to the position of Regional Manager-WP. In this role Sanjay would be responsible for managing the overall business of the Machinery Division in the WP. He will lead efforts to execute the business plan and commercial strategy of Kanoo Machinery Division and expand the divisional presence in the WP and beyond. He would be functionally responsible to the Country Manager - Machinery Division.

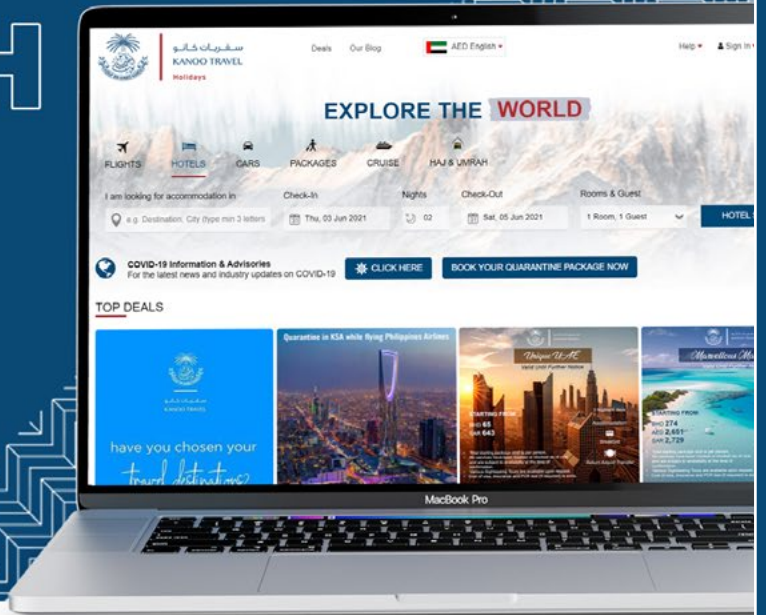
Sanjay brings in more than 24 years of experience in the Energy and Heavy Equipment industry. He started his career with Kanoo Machinery in Riyadh and later had the opportunity to work with several other companies like BL Energy, ACT, Al Bahar, CompAir across the Middle East. Sanjay is an experienced team leader and his vast knowledge of the Industrial and Heavy Equipment business in the Middle East makes him an ideal candidate to lead the Kanoo Machinery operations in the WP.

RELAUNCH

Kanoo Travel Website



سفریات کانو
KANOO TRAVEL



WHAT TO EXPECT:

- Brand new Kanoo Travel Website
- New channel for booking
- Upgraded Kanoo Travel Agency experience
- Mobile optimized website
- Multiple currencies
- User friendly
- And more...

FEATURES OVERVIEW:



Booking
Flights &
Hotels



Newsletters



Covid Info
/Travel News

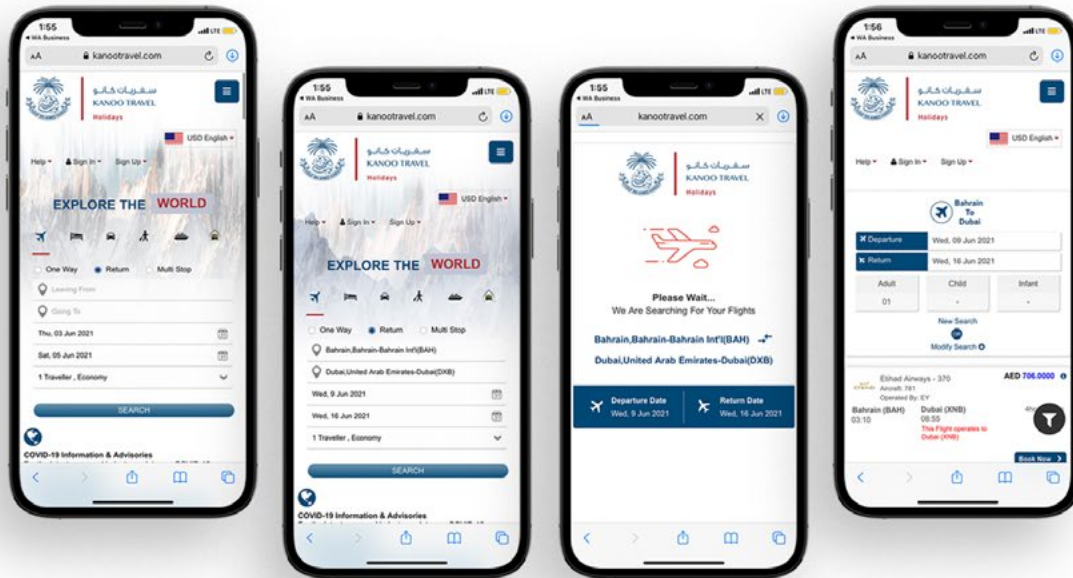


Quarantine
Packages



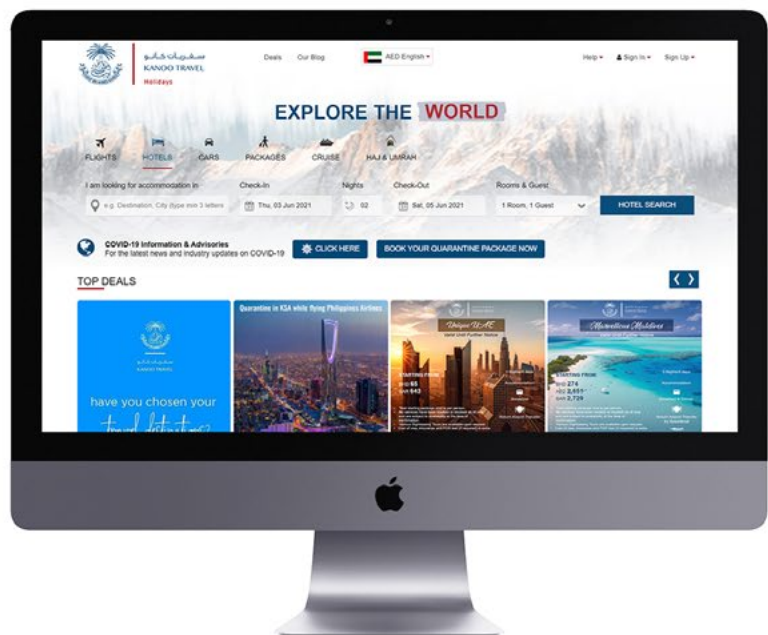
Secret
Deals

FIRST LOOK OF THE WEBSITE



COMING SOON

- Travel Blog
- Car Booking
- Cruise Booking
- Train reservations



KANOO REAL ESTATE READY FOR NEW FRONTIERS

We Speak with Mohamed Al Kooheji, the CEO of Kanoo Real Estate (KRE) about the challenges, opportunities and plans of this important division



During their visit to the YBA Kanoo Old HQ, Group Chairman Mr. Khalid Kanoo and Kanoo Real Estate Mr. Mohamed Al Kooheji

Kanoo Real Estate (KRE) was established in the earliest stages of the group's history, with a primary purpose at the time, to handle the development and management of the group's property assets. As YBA Kanoo grew, so too did its need for properties - in which to house its staff and to build the physical infrastructure for its commercial operations.

Today, Kanoo Real Estate handles all of the group's real estate requirements on a commercial basis. Due to the varied demands of the group's needs, the division has evolved to now offer a fully-fledged capability including project development, project management, asset management and facilities management. With an expansive portfolio of mixed-use, industrial, residential,

office and retail real estate, Kanoo Properties has a presence in major cities throughout Bahrain, Saudi Arabia and the UAE. Its projects range from office spaces to retail centres, logistics facilities to residential accommodation in high-profile locations. 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.

KRE now seeks opportunities to develop YBA Kanoo Group land, or land held by others, offering its capabilities to third parties on a free-market basis. It offers a full range of real estate services from project development, leased land, new build or facilities management of existing commercial or residential property. Technology remains at the forefront of investments and strategic planning, with Kanoo Shipping's industry-leading IT platform for vessel operations and finance enabling standardised services worldwide, while ensuring the highest quality service and operational efficiency.



LTR - Mr. Rajesh Krishnan, Mr. Maarten Geeraerts, Mr. Stephan Wagstaff, Mr. Yousif Al Manea & Mr. Mohamed Al Kooheji



Kanoo Real Estate CEO Mr. Mohamed Al Kooheji presenting at a Board Meeting

Today, while recognizing that there are two completely different dynamics and return profiles, the KRE executive team are pursuing a dual strategy of:

- Revamping the Leasing process and Facilities Management of our built environment, to deliver greater efficiency while meeting users' expectations of high-quality services.
- Selectively develop detailed feasibility and planning on a multi-year program of Development (refurbishment and new builds), of sites in the landbank.



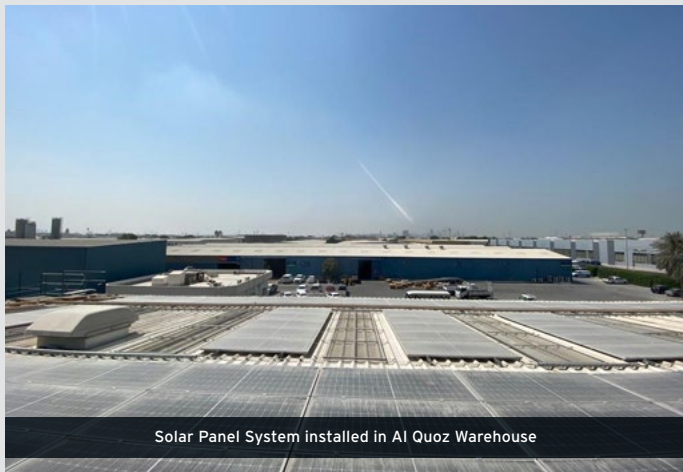
Noting the accumulated value of the land bank and the relative age of the built portfolio, it was clear that KRE must be positioned in the long-term to create value throughout the lifecycle of any real estate project. While there should always be a core defensible and conservative segment of assets ("Core Assets" that are insulated for longevity and steady income), the end-state focus of KRE - if it is to be "IPO-ready" - must be on becoming a leading boutique provider of financial products in the real estate asset class.

It is readily observed that the greater portion of capital value growth is created with financial engineering and delivering investable products. However, real estate opportunities often emerge individually as projects staggered across time and place. In this context, it can be difficult to focus on the whole portfolio and easy to lose sight of broader strategic goals. At the same time, today's ever-changing market conditions can quickly render existing strategies ineffective and expose a company to risk. Based on observation and available research data, comprehensive strategies that balance long-term value-creation and the appropriate risk considerations are crucial to success. KRE must develop a strategy that addresses three core dimensions - location, asset type,



and roles along the value chain and must move away from being a passive landlord of an aging portfolio.

Going forward, and as per the market data we have accumulated through the past years, we believe that we are in a great position to enter new projects and implement unique offerings that we will be happy to share with you all in the coming months.



Solar Panel System installed in Al Quoz Warehouse

Kanoo Real Estate (KRE) in the UAE is proud to announce the Installation of solar panels in Al Quoz Warehouse in a pioneering project for KRE towards green operations.

This project will be beneficial to the YBA Kanoo Group tenants at the facility & aims to elevate our environmental sustainability. Some of the other benefits of installing solar panels in our Al Quoz Warehouse premises are:

- Increases access to energy; roof top panels make use of solar power to generate electricity, it is ecofriendly and serves as an affordable source of energy.
- Low maintenance cost; they can come with a service life of more than 20 years if properly maintained.
- Solar panels don't require any additional space for installation.
- Offers additional protection to the roof of the building by reducing direct heat and help to maintain the minimum temperature.

KANOO REAL ESTATE INSTALLS SOLAR POWER IN YBA KANOO AL QUOZ WAREHOUSE

- Pay back guarantee period will be maximum 5 to 6 years from the date of completion.
- Expecting to start energizing the facility by end of October 2021. The site works have been completed and awaiting DEWA for final inspection and connection.

The advertisement features a purple background. At the top left is the Kanoo Real Estate logo. In the center, a white speech bubble contains the text 'نقبل الدفع من خلال فواتير' (We accept payments through Fawateer) and 'We accept payments through Fawateer'. Below this is the Fawateer logo, which is a stylized 'F' with an upward arrow. At the bottom, there are logos for 'BenefitPay' and 'Fawateer'. The bottom right corner features the '130th Anniversary' logo of the UAE.



Gulf Insurance Group (GIG) is pleased to announce that it has completed the acquisition of AXA's operations in the Gulf region.

The completion of this transaction strengthens GIG's overall footprint in the region and will lead to the establishment of two new GIG entities: one entity servicing the UAE, Oman, Bahrain and Qatar markets and the other servicing Saudi Arabia. In addition, the new GIG entity which was formally AXA Gulf will increase its ownership of the Saudi Arabian entity to 50%.

GIG is a leading insurer in the MENA region supported by the global reach and insurance expertise of Fairfax, a financial holding company headquartered in Toronto, Canada, as well as the regional market knowledge of KIPCO, its shareholders. By acquiring AXA's operations in the Gulf region which have been established for over 70 years, GIG further demonstrates its commitment to the progress of the region.

"We want to warmly welcome our new colleagues from AXA Gulf and AXA KSA to the GIG family. This transaction will contribute to the growth of our region and together, we are on our way to become one of the most important and trusted regional insurance partners in the GCC." said Khaled Saoud Al Hasan, Group CEO of

GIG HAS COMPLETED ITS ACQUISITION OF AXA'S OPERATIONS IN THE GULF REGION

Gulf Insurance Group.

"Thanks to the rigorous but efficient collaboration with local regulators in our five respective markets, we have been able to close this transaction at an extremely fast pace. Our partners, brokers and customers have shown trust and patience. As we enter into the final stage of the transition, we are looking forward to continuing to deliver on our promises with the support of our new shareholders and the guaranteed continuity of our operations, teams and integrity of our legal structure."

Paul Adamson, CEO AXA Gulf

With this transaction, Yusuf Bin Ahmed Kanoo ("YBA Kanoo"), one of the largest conglomerates in the Gulf Region, has also sold its shareholding in AXA Gulf and in AXA Cooperative Insurance Company.

Fawzi Ahmed Kanoo, Deputy Chairman of YBA Kanoo commented: *"Our company has witnessed the evolution and growth of AXA in the Gulf Region over the past 70 years. With this transaction now complete, we are proud to see the beginning of a new chapter for this organisation under a new brand and strengthened footprint with powerful new shareholders. Our business activities will remain insured by the new entity as we are fully confident of a successful future"*

"I am very impressed by the professionalism and efficiency of the handling of this transaction by all involved parties. I know the Operation and People in all five markets will be in good hands and we look forward to having GIG representing AXA's interests and activities in the region." said Antimo Perretta, CEO of AXA European Markets and Member of the Executive Committee of AXA Group

Before officially starting to operate as GIG, the registration and licencing process of the new legal entities should be finalised by Q4 2021.

KANOO TOWER



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SERVICE





APM TERMINALS BOOSTS REEFER SERVICE CAPABILITIES AT BAHRAIN PORT

APM Terminals Bahrain, the facilitator of maritime trade in Bahrain, said it has invested in enhancing the reefer service capabilities at Khalifa Bin Salman Port (KBSP).

A joint venture between APM Terminals International BV & YBA Kanoo Holdings of Bahrain, the company is the operator of the state-of-the-art Khalifa Bin Salman Port (KBSP).

Through its multi-purpose and modern port facilities, APM Terminals Bahrain plays a key role in facilitating external trade and marine services via container terminal activities, General Cargo, RoRo, Cruise and related port services, thus contributing significantly to Bahrain's economic growth.

Along with 24/7 electricity infrastructure and monitoring for all refrigerated cargo at the port, APM Terminals Bahrain customers now have the option of performing pre-trip inspection (PTI) for their reefer containers within the terminal's facilities.

The upgrade is in line with APM Terminals Bahrain's commitment to enhance its service offerings for reefer containers, which comprise 14% of full imports and 3% of full exports, said the statement from APM Terminals Bahrain.

With this, KBSP is equipped to provide all types of reefer related services including plugging and unplugging of

electricity, PTI, cleaning, attending to malfunctioning reefers and minor repairs, it stated.

CEO and Managing Director Maureen Bannerman said: "We're continually investing in KBSP infrastructure to meet our customer demands in line with growing industry requirements with an extensive range of ancillary reefer services."

"Our one-stop shop for reefer services at KBSP will help our customers in optimising their operations by further extending the shelf-life of their perishable goods. Moreover, this will allow shipping lines avail cost efficiencies," noted Bannerman.

With this new service, APM Terminals Bahrain expects to expand beyond PTI and provide attendance services for malfunctioning reefers in line with the strict guidelines provided by shipping lines, she stated.

PTI is an inspection conducted on an empty reefer container prior release/use, to ensure the correct functioning of the cooling unit, temperature control and recording devices.

This also includes checking the container for any structural damage and ensuring that the interior of the container is clean and cargo-worthy in all respects.

"Provision of these services at KBSP, will also enable our customers to arrange for attendance of any malfunctioning reefers within a shorter timeframe, thus mitigating the risk of damage to perishable cargo," said Bannerman.

"This is vital for the growth of Bahrain businesses as it ensures that reefers with perishable products are supported by world-class services while at KBSP, thus contributing to ensuring that their produce reaches the customer in prime condition," she added.

APM TERMINALS WINS TOP AWARD FOR KHALIFA BIN SALMAN PORT



APM TERMINALS

APM Terminals Bahrain, the operator of the Khalifa Bin Salman Port (KBSP), said it has been honoured with the 'AME Region - Terminal of the Year 2020' at the APM Terminals Africa and Middle East Region awards.

The recognition is a huge testament to APM Terminals Bahrain's relentless efforts in evolving KBSP, the Kingdom's only commercial port as a major regional trade and transportation hub, through its world-class infrastructure, services and highly skilled talent.

It is a joint venture between APM Terminals International BV - a unit of Denmark-based container shipping company AP Moller-Maersk - and YBA Kanoo Holdings of Bahrain.

It is the only APM Terminals-operated port to have earned this award in the GCC region, said the company in a statement.

This demonstrates the successful partnership between APM Terminals Bahrain and the Ministry of Transportation and Telecommunications working together to contribute towards Bahrain's economic

development and the people's future, it added.

Lauding the achievement, Kamal bin Ahmed Mohamed, Minister of Transportation and Telecommunications in Bahrain said: "We are very proud that our country's main commercial port located in Hidd has received this global recognition."

"We have worked hand in hand with APM Terminals to implement the highest safety and security standards while maintaining the levels of business efficiency that our stakeholders have come to expect from the kingdom," he stated.

On the top honours, CEO/Managing Director Maureen Bannerman said: "We are proud that APM Terminals Bahrain has been awarded the AME Regional Terminal of the Year for 2020."

"With COVID-19 disrupting the global economy and supply chains last year, our role as facilitators of the maritime trade was even more critical to support the Bahrain government and our customers with uninterrupted operations of bringing 90% of consumer goods through the port," she stated.

"This was possible with the Ministry of Transportation and Telecommunications' continued support and the dedication shown by our employees and partners. With renewed efforts, we will continue supporting the nation and our customers by connecting Bahrain seamlessly to the world" he added.

The AME Region Awards aims to acknowledge APMT teams and individuals' accomplishments across the region, focusing on health, safety, security and environment (HSSE), ways of working, customer focus and financial performance of AME Terminals in 2020.

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is flying to New Heights

We have always held our high quality of service in great pride and now we wish to help serve an even greater audience. We at Kanoo Travel are determined to reach out to more people than ever before and we hope that you'll be a part of this effort.

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However, we want to reach as many as we possibly can and, to that end, we would love if you could like and share our posts across these platforms so as to allow us the opportunity to grow our audience and in doing so provide a better service for all.

Kanoo Travel would also be grateful for your personal recommendations, whether to family or friends. We ensure customers' satisfaction in all endeavors and would welcome their personal booking with us.

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يوسف بن أحمد كانو
YUSUF BIN AHMED KANOO

مدونة قواعد الأخلاق والسلوك المهني CODE OF ETHICS AND PROFESSIONAL CONDUCT POLICY

The Directors, Executive Committees Members, Management and Employees of Yusuf bin Ahmed Kanoo Group (the "Company") are committed to apply the highest standards of ethical conduct and integrity in its business activities in the countries in which the Company operates. Ethical conduct is of benefit to all stakeholders including customers, business partners, governments, business communities, societies at large as well as the shareholders and employees of the Company.

Our values are simple: BE GOOD, BE HONEST, BE FAIR, BE LOYAL, BE TRANSPARENT AND BE RESPECTFUL, and we are committed via this policy to:

- Act with uncompromising honesty and integrity.
- Comply with all applicable laws and regulations in each country that the Company operates in.
- Zero tolerance to corruption and bribery and strictly prohibit any improper payment activities.
- Compete fairly and prohibit collusion with competitors, business partners and customers.
- Promote honestly and accuracy in our dealings with customers, business partners, government officials and government entities.
- Avoid conflicts of interest and comply with necessary disclosures.
- Respect confidentiality and data privacy.
- Keep complete and accurate business records.
- Maintain a safe workplace, promote diversity and inclusion, and protect the environment.
- Explain the authority and independence of the compliance function.
- Explain the consequences of not complying with the business ethics and professional conduct.
- Encourages raising concerns in good faith, or based on a reasonable belief in confidence, without fear of reprisal. Prevent and prohibit retaliation to any whistleblowing.

The Company will take prompt actions to combat any form of noncompliance and other unethical behavior linked to its operations.

The YBA Kanoo Code of Conduct is the guide in how to appropriately conduct our daily responsibilities. The Code will help guide us and provide examples to ensure that we act with integrity and maintain the trust placed in us by our customers, business partners and communities. All stakeholders are required to familiarize themselves with this Code and comply fully with its directives.

يلتزم أعضاء مجلس الإدارة وأعضاء اللجان التنفيذية والإدارة والموظفون في مجموعة يوسف بن أحمد كانو «الشركة» بتطبيق أعلى معايير الالتزام الأخلاقي والنزاهة في أنشطتها التجارية في البلدان التي تعمل فيها. يعتبر الالتزام الأخلاقي مفيداً لجميع أصحاب المصلحة بما في ذلك العملاء وشركاء الأعمال والحكومات ومجتمعات الأعمال والمجتمعات ككل بالإضافة إلى المساهمين وموظفي الشركة.

قيمنا بكل بساطة: **الاستقامة، الصدق، العدالة، الولاء، الشفافية والإحترام**، ونحن ملتزمون بموجب هذه السياسة بما يلي:

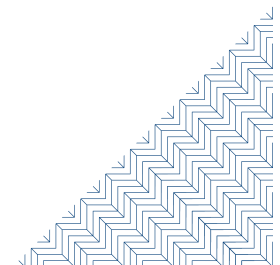
- التصرف بصدق ونزاهة لا هوادة فيها.
- الامتثال لجميع القوانين واللوائح المعمول بها في كل بلد تعمل فيه الشركة.
- عدم التسامح مطلقاً مع الفساد والرشوة وحظر أي دفعات مالية غير لائقة.
- المنافسة العادلة وحظر التواطؤ مع المنافسين وشركاء الأعمال والعملاء.
- تعزيز الصدق والدقة في تعاملاتنا مع العملاء وشركاء الأعمال والمسؤولين الحكوميين والجهات الحكومية.
- تجنب تضارب المصالح والامتثال للإفصاحات اللازمة.
- احترام السرية وخصوصية البيانات.
- الاحتفاظ بسجلات الأعمال كاملة ودقيقة.
- الحفاظ على مكان عمل آمن، وتعزيز التنوع والشمول، وحماية البيئة.
- شرح سلطة واستقلالية ودور إدارة الامتثال في الشركة.
- شرح عواقب عدم الامتثال لأخلاقيات العمل والسلوك المهني.
- تشجيع الإبلاغ عن المخاوف من عدم الإمتثال بحسن نية، أو على أساس مؤكد، دون الخوف من الانتقام.

ستتخذ الشركة إجراءات فورية لمكافحة أي شكل من أشكال عدم الامتثال والسلوك غير الأخلاقي المرتبط بعملياتها.

تعتبر مدونة قواعد السلوك في مجموعة يوسف بن أحمد كانو دليلًا يعكس السلوك المناسب، كما ستساعدنا في تقديم مسؤولياتنا اليومية بأمانة ونزاهة. كما تقدم لنا أمثلة للتأكد من أننا نعمل بنزاهة ونحافظ على الثقة التي منحنا إياها عملاؤنا وشركاؤنا ومجتمعاتنا. يتعين على جميع أصحاب المصلحة العمل بهذه المدونة والامتثال لتوجيهاتها.

Khalid Mohamed Kanoo
Group Chairman

خالد محمد كانو
رئيس مجلس الإدارة



YUSUF BIN AHMED KANOO GROUP OF COMPANIES HAVE SUCCESSFULLY COMPLETED TRACECERTIFICATION

Yusuf Bin Ahmed Kanoo Group of Companies (YBA Kanoo), one of the largest family-owned businesses in the region (Yusuf Bin Ahmed Kanoo W.L.L. in Bahrain, Yusuf Bin Ahmed Kanoo Company Limited in KSA and Kanoo Group LLC in UAE) have successfully completed TRACEcertification, a heavily benchmarked and comprehensive due diligence review, analysis and approval process establishing that an individual or organization has been thoroughly vetted, trained and certified by TRACE, the world's leading anti-bribery standard setting organization.

"This credential attests to the long-standing commitment of Yusuf Bin Ahmed Kanoo Group of Companies towards our core values of upholding the highest standards of ethics, transparency and fair business practices" said President of Shared Services Mr. Ahmed Fawzi Kanoo.

TRACE is headquartered in the United States and registered in Canada, with a presence across five continents.

For more information, visit www.TRACEinternational.org.



يوسف بن أحمد كانو
YUSUF BIN AHMED KANOO



Yusuf Bin Ahmed Kanoo W.L.L. Bahrain,
Yusuf Bin Ahmed Kanoo Company Limited KSA
and Kanoo Group LLC UAE
have successfully completed TRACEcertification

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الديار 130th Anniversary



يوسف بن أحمد كانو
YUSUF BIN AHMED KANOO



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الديار 130th Anniversary

FUNDAMENTALS OF SANCTIONS

DEFINITION OF SANCTION

Sanctions are legal measures which lead to either:

- a. imposing commercial and financial penalties; or
- b. restricting trade and financial relations with certain countries to further foreign policy and national security objectives.

These Sanctions are imposed by the United Nations, multinational organizations like Arab League, European Union, etc. The measures can also be imposed by an individual country or a group of countries. For example, The Office of Foreign Assets Control ("OFAC") of the US Department of the Treasury administers and enforces economic and trade sanctions, while in UK, the HM Treasury implements and enforces financial sanctions and The Department for International Trade (DIT) implements trade sanctions.

The purpose of the Sanctions is to:

1. Achieve foreign policy objective
2. Enforce punishment of breaching international laws.
3. Alter any undesirable behavior or reduce opportunities for undesirable behavior or deter other countries from choosing an undesirable course of action
4. Prevent terrorist financing.

The scope of Sanctions may vary from a wide range, such as depriving a whole country from trade or economic interactions in terms of imposing embargos on the entire exports on Cuba by the United States. It also can target specific industries - known as Sectoral Sanctions - such as the Russian oil and gas.

Sanctions can also target individuals, entities, or organizations such as political figures or company's deals with sanctioned countries. All countries, entities or individuals that are subject to sanctions are known as "Sanction Targets".

TYPES OF SANCTIONS

Sanctions can be classified in different formats such as:

PRIMARY SANCTIONS	VS	SECONDARY SANCTIONS		
Economic measures that restrict persons within the issuing country to deal/trade with Sanction Targets. For example, the Office of Foreign Assets Control (OFAC) may impose a range of sanctions - such as embargoes, asset freezes, and travel bans - directly against foreign targets.		Intended to restrict third parties from dealing with Sanctions Targets that are subject to sanctions issued by another country. In other words, third parties who are not residents or citizens or based in an issuing country are subject to enforcements for dealing with Sanction Targets of the issuing country.		
COUNTRY SANCTIONS	VS	TARGETED SANCTIONS		
Operate against whole countries, such as Iran and Syria, and generally prohibit or restrict dealings with that country, its government, companies incorporated within that country and residents.		Impose asset freezes and restrictions of doing business with named individuals, companies, or organizations - commonly known as Specifically Designated Nationals "SDNs" in the US.		
TRADE	VS	FINANCIAL	VS	IMMIGRATION SANCTIONS
Comprise of arms embargoes and restrictions of import, export, transfer, movement or making available or provision of procurement of services, goods and/or technologies.		Comprise of restriction on financial services and assets freeze of Sanction Targets		Known as travel bans



COUNTRIES SUBJECT TO SANCTIONS

IRAN	UN imposed sanctions as a result of refusal to suspend uranium enrichment program and fears over its nuclear activities US imposed sanctions since the Iranian revolution
SYRIA	UN, EU, and US imposed sanctions as a result of violation of human rights and use of heavy weapons in civilian areas
NORTH KOREA	UN imposed sanctions as a result of claim of testing nuclear weapons and its threats to the stability in the region
CRIMEA & SEVASTOPOL	EU imposed sanctions on Russia as a result to the illegal annexation of Crimea and deliberate destabilization of a neighboring country
CUBA	US imposed sanctions as a result of refusal to move towards democratization and concerns on human rights

Sanctions prohibit individuals and entities from doing business with sanctioned country or targeted sector and restricting them to deal with any designated individual or blacklisted entity. Non-compliance with local and international sanctions laws might result in investigations and penalties as well as adverse media and negative publicity.

Always ensure to obtain assistance from your business unit's assigned Legal Counsel and Compliance Officer for any related Sanction matters.

DATA PRIVACY AWARENESS SESSIONS ANNOUNCEMENT

Yusuf Bin Ahmed Kanoo successfully conducted training sessions about "Data Privacy", in support of the Yusuf Bin Ahmed Kanoo's ongoing efforts to promote awareness on the latest data privacy standards and to enforce compliance with applicable rules and regulations. The sessions were attended by the Group CEO, Divisional CEOs, Senior Management, Heads of Departments and Data Privacy Champions nominated by the divisions.

The sessions focused on the definition of Data Privacy and its related terminologies. It also covered the following:

1. Privacy laws applicable to Group of Companies
2. Scope and applicability
3. Bahrain Personal Data Protection Law (PDPL) & General Data Protection Regulation requirements (GDPR)
4. Data controller's responsibilities
5. Data subject's rights
6. Roadmap to compliance

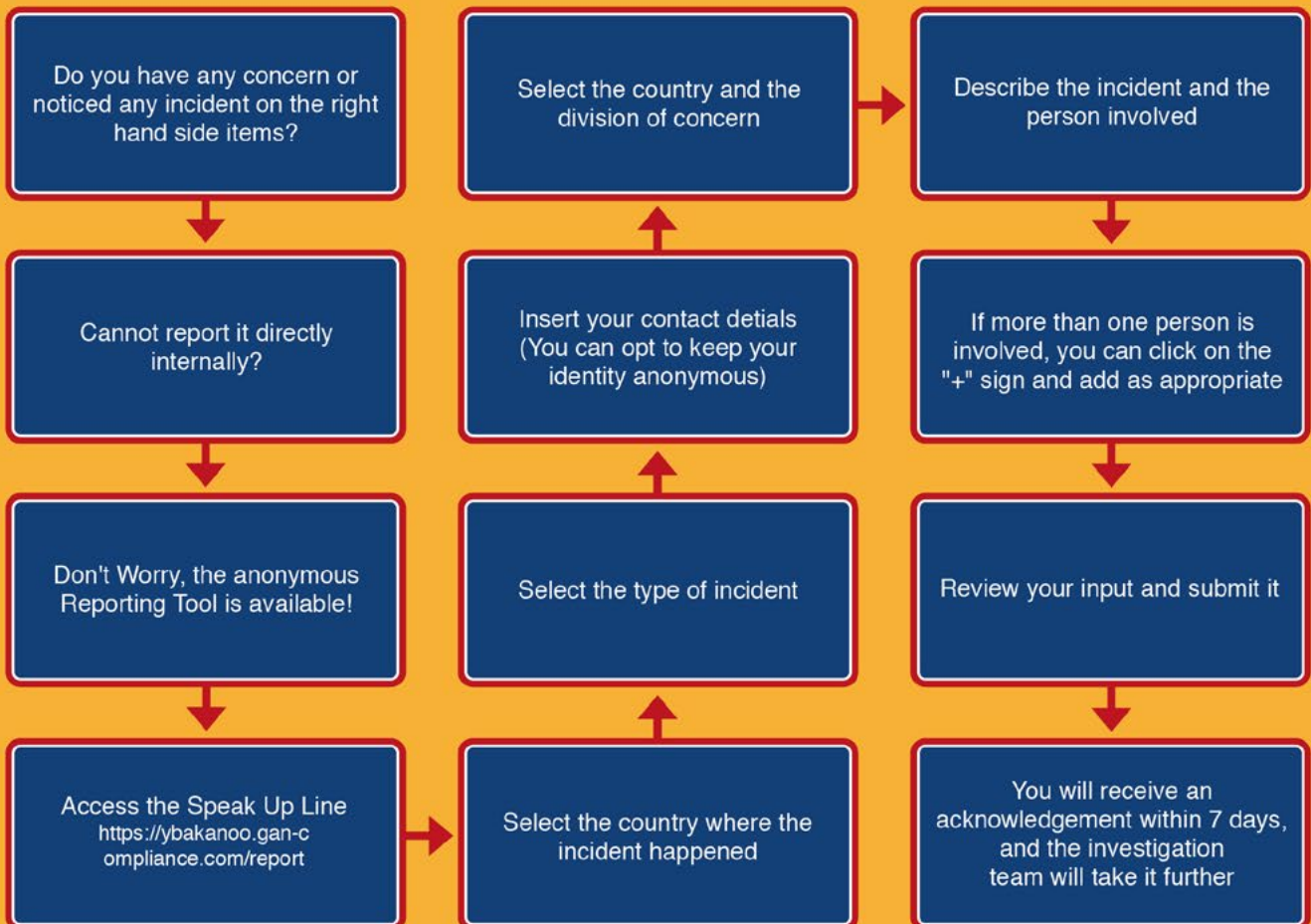
It is worth mentioning that Yusuf Bin Ahmed Kanoo is obliged to comply with all applicable privacy and data protections laws, wherever it conducts business. Yusuf Bin Ahmed Kanoo respects the privacy of its employees, customers, business partners and others who share their personal information with us.



SPEAK UP!

Report any violations on
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كيفية تقديم بلاغ عبر نظام "الإبلاغ السري" نظام الإفصاح How to make a Report on the Speak Up Line





Group Photo with SAP Senior Management, Group Chairman Mr. Khalid Kanoo and member of YBA Kanoo Senior Executives

YUSUF BIN AHMED KANOO GROUP TO DIGITALLY TRANSFORM OPERATIONS ACROSS MIDDLE EAST, AFRICA, AND ASIA

The Yusuf Bin Ahmed Kanoo Group, one of the largest independent family-owned multinationals in the Middle East, announced today a digital transformation partnership with global technology company SAP to bolster the region's diversified economic growth.

The Yusuf Bin Ahmed Kanoo Group operates an extensive portfolio of divisions in shipping, logistics, travel, industrial and energy, capital, and real estate across the Middle East, Africa, Europe, and Asia.

With innovative capabilities that will support the digital transformation aspirations of the Yusuf Bin Ahmed Kanoo Group (YBAK) businesses, YBAK has strategically chosen to partner with SAP with their S/4 HANA cloud solution. This initiative will help to consolidate the data from disparate systems into one centralized solution, and accelerate the automation of manual processes. YBAK looks forward to leveraging SAP's best-in-class technology for its Group Finance and Industrial and Energy divisions.

Through this implementation YBAK group will have the business capability to make informed business decision based on real-time analytics through SAP technologies.

"As the Middle East's investment, travel, and energy needs grow, the Yusuf Bin Ahmed Kanoo Group needed to operate at the highest levels of productivity," said Khalid M. Kanoo, The Yusuf bin Ahmed Kanoo Group Chairman "Our digital transformation with SAP will deliver real-time dashboards and instant financial reporting to ensure our competitiveness, competence, and fairness. We are driving sustainable excellence to optimize customer service and support regional economic visions to 2030 and beyond."

In its digital roadmap, the Yusuf Bin Ahmed Kanoo Group will work with the channel partner Kaar Technologies to deploy a wide range of solutions. The Group will mark the Middle East's first deployment of the SAP S/4HANA Private Cloud Edition, along with the SAP Analytics Cloud solution. The SAP Cloud Platform will also integrate between SAP and non-SAP systems, including mobile applications.



LTR - SAP's Mr. Ahmed Al Fifi & YBA Kanoo Group Chairman Mr. Khalid Kanoo

"Conglomerates such as the Yusuf Bin Ahmed Kanoo Group need to have full visibility on all lines of business - and that requires a foundation of real-time technology," said Ahmed Al Fifi, SAP. "The Yusuf Bin Ahmed Kanoo Group shows how a regional conglomerate can digitally transform into an Intelligent Enterprise, and lead global innovation in fields such as investment, travel, and energy."

Visit the SAP News Center. Follow SAP on Twitter: @SAPMENA and @sapnews.

SAP's strategy is to help every business run as an intelligent enterprise. As the market leader in enterprise application software, SAP helps companies of all sizes and in all industries run at their best: 77% of the world's transaction revenue touches an SAP® system. Their machine learning, Internet of Things (IoT), and advanced analytics technologies help turn customers' businesses into intelligent enterprises. SAP helps give people and organizations deep business insight and fosters collaboration that helps them stay ahead of their competition. They simplify technology for companies so they can consume our software the way they want - without disruption. Their end-to-end suite of applications and services enable more than 440,000 business and public customers to operate profitably, adapt continuously, and make a difference. With a global network of customers, partners, employees, and thought leaders, SAP helps the world run better and improve people's lives. For more information, visit www.sap.com.



Tom O'Reilly - Group CTO

INTERVIEW WITH TOM O'REILLY - GROUP CTO

2020 was a year of challenges, paradigm shifts, and rapid adaptability in the face of uncertainty. While the COVID-19 pandemic forced organizations to work remotely, it also brought technology to the forefront like never before. And while in 2019, businesses viewed digitalization as a process that was simply 'nice to have', today, digital adoption is no longer an option but a necessity for survival.

In 2021, as technology continues to play an increasingly important role in business, where they must evolve and discover new ways to scale-on demand, work seamlessly, and deliver more value than ever before. To better understand how YBA Kanoo Group is taking on the challenges ahead, we speak to our Chief Technology Officer (CTO), Tom O'Reilly.

Can you tell us a little bit about your background, experience, and what you are passionate about in the technology field?

I remember my father bringing home our first computer when I was about 8 or 9. It was one of the original Mac's with a tiny screen, and a floppy disk drive. It was nothing compared to what we all hold in our pockets now with our Smart Phones, but I quickly saw the power of what it could do, and it started my passion for technology.

At university I studied Computer Science, and started my career building web sites for small businesses in Vermont where I grew up. After graduation I spent some time in IT consulting in Boston before moving to

Copenhagen (the home of my Danish wife), where I held various IT management roles in the A.P. Moller-Maersk group. In 2011 I got the opportunity to take a role in Maersk Oil in Qatar, which led me to the Middle East.

In my last role I was the Chief Technology Officer for Hybrid Cloud at Dell Technologies based in Dubai and covering Europe, the Middle East, and Africa.

I love looking at business challenges through a technology lens and have had the great opportunity to work with many businesses of all industries and sizes across the world in forming and executing their digital and technology strategy. I joined YBA Kanoo in December of last year, and I am incredibly excited about the opportunity to do that here going forward!

Before discussing the digital strategy and future roadmap, how is Kanoo Digital coping with the effects of COVID-19?

I think generally the company and the teams have adapted extremely well through the challenges that the pandemic has brought. Leveraging tools like Microsoft Teams allowed the group to support work-from-home mandates quickly and smoothly. The adjustments that were made by the IT team here before I joined should be congratulated.

One area we may have lost a little time on through this year-plus was investment in technologies to transform us to the next level. Many organizations around the world doubled down on their digitization efforts during this time and have accelerated more quickly than they had thought was possible before the pandemic. As we have some catching up to do, I am confident we are up to the task as we recognize technology's strategic importance as a critical component of the business.

YUSUF BIN AHMED KANOO



يوسف بن أحمد كانو

KANOO DIGITAL STRATEGIC INITIATIVES



EXCEL IN CUSTOMER EXPERIENCE

APOLLO

Attract new Customers – Maximize Lifetime Value of Existing Customers

ACHIEVE OPERATIONAL EXCELLENCE IN IT

EDISON

Optimize IT Organization – Accelerate Digitization



DRIVE BUSINESS DECISIONS WITH DATA & AI

DA VINCI

Control our Business – Know Our Customers

FULLY DIGITIZE BUSINESS TRANSACTIONS

NEWTON

Human Capital Cost Optimization – Control Sales Cycle



Can you tell us about the Kanoo Digital Strategy and its main initiatives?

We are embarking on an ambitious journey to drive digitization and innovation into every area of the business. To accomplish this, we have created four main workstreams that will each have several initiatives to support our long-term technology vision.

We have given the initiatives some cool names - so that they become easily recognizable throughout the organization as we execute on our plans.

First is APOLLO. APOLLO is all about our customers and digitizing the way we interact with customers. In this initiative we will be looking at developing Apps for different customer use cases. We will develop Digital Portals, and introduce ways for customers, partners and vendors to connect with us through pure digital channels. This will allow us to develop more long term and profitable relationships with our customers as trusted digital partners.

Next is DA VINCI. Leonardo da Vinci was a master painter, engineer, scientist and theorist. Our program with his name is all about data. YBA Kanoo has an enormous amount of data, and it is widely dispersed

and disjointed. DA VINCI will work to bring this all together, apply modern data analysis tools including things like Artificial Intelligence and Machine Learning to give us greater insights to our businesses as well as our customers to be able to understand their behaviors and habits

Third is NEWTON. Where APOLLO focuses on digitizing customer journeys, NEWTON focuses on digitizing the business processes. The biggest focuses here will be onboarding a Procurement System, as well as a Customer Relationship Management (CRM) system for the group. These tools, together with process automation, will make a major impact to how we work and operate.

Finally, we have EDISON. EDISON is our internal IT program to drive operational excellence. With all these other initiatives running, the IT organization will need to adjust to keep pace. We have several focus areas including Cloud that we will leverage to achieve IT Operational Excellence.

The digital strategy's long-term vision is to ensure robust innovative operations with a secure architecture and solid infrastructure across all divisions and markets.

What should we be excited about in the coming phases of the strategy? What kind of positive change should we look forward to?

Technology is everywhere today and the whole point of all of this is to inject more technology into YBA Kanoo. We are all so used to using technology in our personal lives: WhatsApp, Netflix, Google, Instagram. We will bring these types of technologies into the heart of the business to get closer to customers, improve our products and services, and grow our businesses to deliver new and improved solutions for our internal and external customers. This is what we are most excited about.

Any challenges expected when making such bold moves and creating this exciting change? If so, what should we do about it?

Of course change can be challenging on any organization. However my hope is that these changes will be welcomed and accepted as everyone better understands the value that digital initiatives will bring. Think about the implementation of SAP in I&E and replacing Symphony. This will be a dramatic change to the way the business operates. Today Symphony is specifically customized to each and every process that I&E performs. SAP will not be as customized. We will have to adjust our processes and be creative about how we can achieve certain outcomes. And once we do this, we will have access to better data, improved customer insights, standardized processes and more. This will be a huge step forward to I&E and one big part of my role is to help the teams go through this journey smoothly and with as little pain as possible. We are really excited to see the results of these changes!

How do you envision the working environment will be once the strategy is implemented? how will the new systems and tools change our working culture?

I see the future where everyone feels empowered while working with the support of digitization. Technology and digitization will allow our employees to move from working in silos to working collaboratively forming a digital workspace. It will enable a culture of smart risk taking with data, proactiveness rather than reactivity. And lead to a mindset of status quo evolving into agile learning. Technology has the ability to do all this and more.

How will implementing the strategy benefit our clients? What value will it add to our services?

This digital strategy is all about our customers and how to best connect with them. Our customers drive us to do these changes and inspire us to do more with the latest technology trends. We want to be the best company for our customers to deal with by offering a seamless end to end customer journey that is relevant and secure while still honors our role as a true trusted partner that delivers value. We do that today through our people and will continue to do that in the future. And augmented by technology means we will be even better and will be able to meet our customers where they are today.

What advice would you give to those starting a fresh career in the technology sector?

There is no question that technology is a great area to be in. But today the reality is that every sector is a technology sector. I would encourage anyone with interest, to learn as much as they can. There are so many resources available online today, most of them free, where you can learn anything you have a passion for. App development, AI, Data and Analytics, Cloud, Security... you name it. Demonstrate your passion, your ability to learn and apply your knowledge, and your dedication, and you will have a bright future in this space.

The logo for TRACCS, featuring the letters T, R, A, C, C, S in a sans-serif font. The letter 'A' is stylized with a yellow triangle above it.

TRACCS AWARDED PR ADVISORY

The Group Corporate Communications team have formally assigned TRACCS PR Agency to assist them in their Public Relations and Media coverage activities. As part of their ongoing agreement, TRACCS will assist YBA Kanoo in developing their strategic communications, media relations, social media management, specialised programs such as internal and crisis communications as well as editorial support and media monitoring. This engagement will ultimately help the YBA Kanoo Group in pivoting our corporate communications efforts and enhancing our exposure in the region as a whole.

TRACCS are headquartered in KSA, with over 200+ employees spread over 12 dedicated offices in the MENA region and over 23 years since their establishment, they have worked closely with some of the prominent local and regional businesses in GCC and understand the media landscape in the region they serve.

TRACCS will be assisting the YBA Kanoo Group to develop the key messages, communications analysis, PIT identification, key differentiators, asset mapping as part of their engagement with YBA Kanoo.

'EMPLOYEE OF THE MONTH' AWARD DISTRIBUTION



Fawzi Kanoo, Kanoo Logistics CEO Yousif Al Manea and Bahrain & KSA COO Mahmood Battoyor.

The awards for April 2020 were to: Gamal Ali Mohammed, Mohamed Shiras Fareed, and Anver Sadat Majeed. For May 2020, Abbin Alias and Binu Mathew Varghese. For June 2020: Obaid Mohammed Al Jhani and Imamkhan Pathan. For July 2020: Bala Mohamed Aliyabba, Niranjana Karkera, and Rawan Mubarak Al Dossary. For August 2020: Philip Kutty Philip and Abdulalah Hamad Al Owais. For September 2020: Mohammed Poolat and Pramod Harijan. For October 2020: Tilal Abdulhalim Alkhtim and Abubakr Musa. For November 2020: Khalid Abdullah Al Talal and Abdulkhalek Ullah. For December 2020: Hakima Hussain Ali and Fatmah Al Qarni. For January 2021: Mohamed Atef Abdelmagid. For February 2021: Saud Abdulaziz Al Amry and Asif Khan. For March 2021: Tareq Mohammed Boodai and Alaa Ahmed Al Thani.

A series of events were held in several KSA offices to award and appreciate the employees of the month for the last year, from April 2020 to March 2021. Due to the pandemic, the distribution of the awards were postponed, with many employees working remotely. However, the awards were reinstated by the President of Shared Services Mr. Ahmed

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KSA

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