



WELCOME TO THE WORLD OF KANOO

Bahrain

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Fax: +973 1722 9122

Saudi Arabia

Eastern Province

YUSUF BIN AHMED KANOO COMPANY LTD.
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Phone: +966 13 835 6000
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Central Province

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Western Province

YUSUF BIN AHMED KANOO COMPANY LTD.
P.O. Box 812, Medina Road
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United Arab Emirates

Dubai

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The Kanoo Group Building
14 A Street Khalid Bin Waleed RoadBur Dubai, UAE
Phone: +971 4 393 3633
Fax: +971 4 393 3636

Abu Dhabi

THE KANOO GROUP
Makeen Tower
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Sultanate of Oman

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Al Azaiba
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يوسف بن أحمد كانو
YUSUF BIN AHMED KANOO

From its earliest beginnings in 1890 as a single person trading operation, YBA Kanoo is today one of the most trusted and diversified family-owned multinationals in the Arabian Gulf region.





يوسف بن أحمد كانو YUSUF BIN AHMED KANOO

With a physical presence across the Middle East, Africa, Europe and Asia, and a large, superbly skilled workforce, the Group operates across a broad range of sectors through an extensive portfolio of complementary businesses and strategic partnerships. Its divisions include:

- Shipping;
- Industrial & Energy
- Global Investments;
- Logistics; (machinery, oil & gas, power
- Ventures;
- Travel; and industrial projects);
- Real Estate.

The Group has forged strong business growth through ethical conduct, best-in-class partnerships, advanced business systems and cutting-edge technologies. Its extensive operations add value to the very core of the region's continued economic development.

YBA Kanoo enjoys a portfolio of diversified businesses and strategic joint ventures in both established and growing markets around the world. Wholly owned activities are spread across the Gulf States: Bahrain, Saudi Arabia, UAE, Oman and Qatar with expanded activities across Africa, Europe and Asia.

Solid, long-term joint-venture partnerships have been established with many of the world's leading companies and, over the years, YBA Kanoo has also become the partner of choice for regional businesses. It has done so through a solid reputation earned by consistently adhering to the highest ethics and international standards and by operating at optimum levels of productivity, while ensuring competitiveness, competence and fairness.



THE GROUP

Yusuf Bin Ahmed Kanoo



OUR FOUNDERS FROM LEFT HAJI ALI, HAJI YUSUF AND HAJI JASSIM KANOO. A PAINTING BY ABDULLA MUHARRAQI.

Our approach

For a structure to stand the test of time, it is important that the quality of the materials used is of the highest possible standards. This is true of the very basic tenets on which YBA Kanoo has built its reputation.

Strong Corporate Governance

A comprehensive corporate governance framework reflects the integrity, deep-rooted ethical principles and dedication of the board and management. Strict adherence to local legislation as well as compliance to global standards and practices, are always ensured.

Higher business ethics

Through high standards of ethical behaviour, YBA Kanoo ensures that it fully complies with all Government laws, rules and regulations in order to have a positive impact on the community. Company policies and procedures are fully adhered to and an established 'Code of Conduct' is integrated across all aspects of the business. With such business ethics in place, we are able to grow with strength and further improve our excellent reputation, both regionally and globally.

Quality service

We are committed to ensuring the highest levels of service to meet our obligations to our clients and stakeholders. This ensures that our highly trained, experienced and dedicated staff understands customers' requirements and do things right the first time, every time. We maintain an efficient quality management system, and continually improve its effectiveness, maintaining an ISO 9001 Standard.

Health and Safety

Health, Safety & Environment (HSE) is a top priority, as compliance benefits both internal stakeholders and the community at large. Management practices are in place to educate all employees on HSE-related matters. This HSE compliance mitigates risk to the Company's business activities and fosters stronger collaboration with our customers, business partners and government bodies.

Our values

Customer-focused: *Without caring for our customers, we would not be in business.*

Ethical: *Without the highest standards, we would lack strong foundations.*

Innovative: *A constant quest for betterment drives our every action.*

Agile: *We are open to new ideas and structured to quickly embrace opportunities.*

Competent and intelligent: *We strive for best practice and insight in all our operations.*

Collaborative: *We value relationships, both within business and through the wider community.*

Accountable: *We hold ourselves fully responsible for the outcomes we create.*



Our History

1868

1868

Haji Yusuf bin Ahmed Kanoo was born

1890

Haji Yusuf takes over the small family business, aged 22

Kanoo Properties Division is established

1911

Kanoo Shipping is established

1913

Haji Yusuf appointed as agent for APOC in Bahrain

1926

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

1938

Kanoo Travel is established in Bahrain

1945

Haji Yusuf bin Ahmed Kanoo passes away



1948

Kanoo Travel becomes the first IATA Certified Agency in the Gulf

1800s

1900-1949

1950s

1950

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

Maersk Line joins YBA Kanoo's shipping agency portfolio

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

1951

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

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

US Navy awards YBA Kanoo its Military Sea Transportation Service contract

YBA Kanoo acquires the agency for the American States Marine Line

1952

YBA Kanoo establishes the Bahrain Shipping and Labour Agency



1954

Kanoo Slipway Company formed in Muharraq, Bahrain

1958

Kanoo Oil & Gas is formed

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



1960

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

1961

YBA Kanoo granted a trading license to operate in Dubai

1963

YBA Kanoo opens its first office in Abu Dhabi
Kanoo Group IT is formed in Bahrain

1968

YBA Kanoo's Jeddah office established

1969

Kanoo Logistics is formed

1970

Kanoo Machinery is established

1975

YBA Kanoo begins operations in Oman



1976

The Kanoo Joint Venture Division is formed

1987

YBA Kanoo's Chemical Division begins operations

1994

Kanoo Retail Fashion Division is formed in Bahrain

1997

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

» **1960-1999**

» **2000-2009**

2000

Kanoo Travel wins the Dubai Quality Appreciation Program certificate

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

2001

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

Kanoo Machinery wins the Dubai Quality Appreciation Program certificate

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

2002

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

2003

Kanoo Travel becomes American Express's Master Franchise

Kanoo Machinery wins the Sheikh Khalifa Excellence Award

Kanoo Shipping wins the Dubai Quality Appreciation Program Certificate



2004

Kanoo Machinery wins Dubai Quality Award

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

2005

Kanoo Travel wins Sheikh Khalifa Excellence Award

2006

Kanoo Travel wins Sheikh Khalifa Excellence Award

Kanoo Oil & Gas Division wins the Sheikh Khalifa Excellence Award



2007

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

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

2008

Kanoo Machinery wins the Sheikh Khalifa Excellence Award - Gold category

Kanoo Power & Industrial Projects wins Sheikh Khalifa Excellence Award

2009

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

Sheikh Khalifa Excellence Award in the Travel and Tourism sector

Gold Award for Kaizen Blitz Campaign Management from Dubai Quality Group

Hyster Dealer of the Year Award, Saudi Arabia

» **2000-2009**

» **2010 >>>**

2010

Mubarak Jassim Kanoo becomes the Chairman of YBA Kanoo Group

2012

Kanoo BICS received ISO 9001 Certification from Bureau Veritas

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

2013

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

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

2014

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

2015

YBA Kanoo Shipping Oman is certified to ISO 9001:2008

Kanoo Energy Project rated a Four-Star Safety Compliance Facility

2016

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

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

YBA Kanoo is awarded Elite Dealer Status by Manitowoc Cranes

2017

Kanoo Machinery wins Bobcat 'Best Dealer'

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



2018

Kanoo Shipping upgrades to ISO 2015-9001 Certification

Kanoo Travel wins Arabian Travel Awards

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

2019

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

Achieved ISO 9001:2015 for all divisions

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

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

Achieved ISO 27001:2013 for information security





KANOO MANAMA
OFFICE 1960S







كانو للملاحة
KANOO SHIPPING

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 Shipping has established its own offices in India and South Africa, and operates a regional network through well-established partnerships in North & West Africa, The Levant region, Yemen, Pakistan and Sri Lanka.

Kanoo Shipping is a founder shareholder, financial and operating partner in 'S5 Agency World Ltd', the world's fastest growing provider of global shipping agency services and hub solutions with over 360 offices worldwide. S5 Agency World enables participation in global tenders across multiple regions around the globe.

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.



Kanoo Shipping Central Management Office, P.O Box 290 Dubai, UAE
T: +971 4 393 1900, ext 270, 230, E: 24hours@kanooshipping.com

KANOO Shipping

Services

Port Agency

- Modern, competent and comprehensive port agency services, including fully operational agency services throughout our network;
- Owners or charterer's protective services;
- Crew, spares and cash handling;
- Security and anti-piracy team handling;
- Bunker only calls;
- Dry dock and repair calls;
- Medical and emergency calls;
- Dedicated expertise and commodity experience, market reports;
- Port captaincy and Cargo Supervisory services.

Liner Representation

- Containerized, Ro/Ro and conventional cargo principals, including local and regional sales teams;
- Delivery order and documentation services;
- Dedicated line management and customer service desks;
- Port captaincy and cargo supervisory services;
- Trained personnel in dangerous goods and hazardous materials cargo.



Cargo Booking / Vessel Procurement

- Extensive range of global contacts ranging from ship owners to operators;
- Shipping services for a wide range of non-containerised cargo;
- Sourcing of equipment and vessel to support offshore projects.

Crew Care

- Transfers of crew and baggage between international airports and vessels;
- Dedicated facilities and teams for visiting crews;
- 24-hour airport meet assists;
- Assistance in negotiating hotel rates (through Kanoo Travel).

Kanoo Marine

- Own fleet of offshore service boats, for personnel transfers;
- Medivac facilities onboard new vessels.

Offshore Logistics

- Providing husbandry and operational support to vessels engaged in offshore work;
- Permits and clearances with authorities;
- Crew handling;
- 24-hour medical emergencies desk;
- Delivery of spares and supplies.

Military and Naval

- Dangerous and HAZMAT Cargo handling;
- Dedicated Equipment/Personnel;
- Regional Coordination/ supervision;
- Military Logistics and Support Services.

Certifications / accreditations:





Kanoo Shipping operates in 20 countries, covering all principal ports and offshore tanker loading terminals around the Arabian Peninsula, including Iraq.

Customer Segments

- Traders & Charterers
- Ship Owners, Operators and Ship Managers
- Oil & Gas EPC, Dredging & Land Reclamation
- Military & Navy
- Liner

 **Independent marketing offices**

 **Middle East network**

- | | |
|----------------|----------|
| • Bahrain | • Iraq |
| • Saudi Arabia | • Qatar |
| • UAE | • Yemen |
| • Oman | • Kuwait |

 **Regional network outside the Arabian Peninsula**

- | | |
|-------------|----------------|
| • Egypt | • Seychelles |
| • Jordan | • Kenya |
| • Lebanon | • Tanzania |
| • Pakistan | • Mozambique |
| • India | • South Africa |
| • Sri Lanka | • Mauritius |



400+
EMPLOYEES

1,700+
CUSTOMERS

20,000+
SHIPS HANDLED
EACH YEAR

50,000+
PERSONNEL
MOVEMENTS / YEAR

NETWORK
48 OFFICES, 20 COUNTRIES,
160 PORTS







كانو اللوجستية KANOO LOGISTICS

Kanoo Logistics offers multimodal supply chain solutions, including global freight forwarding; warehousing; transport; project logistics; event management; cross border movements; customs clearance and tank container logistics for chemicals.

Established over fifty years ago, Kanoo Logistics has delivered its solution-based services to diverse industries including manufacturing, petrochemical, automobile, chemical and FMCG sectors. It has forged a strong reputation as a reliable and trusted logistics enterprise, capable of efficiently moving freight right around the globe.

Kanoo Logistics is present throughout the GCC and operates facilities in Saudi Arabia, Bahrain, the UAE (Dubai, Jebel Ali and Abu Dhabi), Oman, and Qatar. It's decades-long experience gives Kanoo Logistics a unique position as a regional logistics provider with global reach through its network partners. Kanoo Logistics marks its presence with strong resources through its facilities, technology and qualified people, with high standards of HSSE and compliance, and a proven track record of success.



Kanoo Logistics Central Management Office
P O Box 37, Dammam 31411, Kingdom of Saudi Arabia
E: logistics.inquiry@kanoo.com

KANOO

Logistics



Operations

- Multimodal Freight Forwarding
 - Regional and International through a network of solid partners including air, sea, land including cross-border in the GCC;
- Chemical Logistics, including Tank Container Logistics;
- Warehousing and Distribution;
- Bonded Zone facilities in the Ports of Saudi Arabia;
- Customs Brokerage, Domestic & International;
- 3PL Services;
- Project Cargo Management;
- Road Transportation;
- Specialized air cargo services in collaboration with leading international freight forwarders and airlines.

Services

Air

- Three decades of experience;
- IATA/ FIATA certified agent, offering services at all key airports in the GCC;
- General Authority of Civil Aviation (GACA) certified pre-scanning facilities for export;
- Member of the Aviation Logistics Network (ALN);
- Experienced in handling human remains, valuable cargo and live animals through our in-house customs clearance facilities at all key GCC airports.

Land

- Wide array of transport solutions using a variety of equipment including low bed specialised tank trailers;
- Port pullout and cargo deliveries;
- National transportation with crossborder transport across GCC;
- In-house customs clearance facilities at key land borders.

Sea

- Bonded warehousing facilities in key ports in Dammam and Jeddah in the Kingdom of Saudi Arabia;
- Deconsolidation services, with tracking and reporting of cargo status;
- Break-bulk shipment handling;
- Multi-carrier option for full container loads (FCL) and less than container loads (LCL) to optimise cost and time;
- In-house customs clearance facilities at all leading ports in the region.

Warehousing

- Dedicated and multipurpose warehouses in KSA (Dammam, Jeddah and Riyadh); UAE (Jebel Ali, DAFZA and Al Quoz); Oman (Muscat); and Bahrain;
- Open yard storage facilities in Saudi Arabia;
- Petrochemical storage through specialised chemicals facility in Dammam (hazardous and non-hazardous) and a strong growth plan
- Warehouses and yards are located in close proximity to ports in each of these locations.

Project logistics

- Project logistics for leading engineering, procurement and construction (EPC) companies, managing project timelines, and providing customs clearance and transport of heavy cargo to and from local and remote sites.

Certifications / accreditations:



Motorsports, Events & Exhibitions

- Full ground logistics for significant events;
- Customs clearance (inbound and outbound), deliveries (specialised transport), re-export, ground handling, aircraft palletising, and stuffing and de-stuffing containers;
- Logistics management and collection duties for major expos;
- Opening customs bonded areas and liaising with local authorities.

Liquid Chemicals

- Freight forwarding of liquid chemicals through ISO-certified tank containers, with turnkey service operations;
- Fleet of 550 tank containers;
- Leasing solutions;
- Tank container cleaning, testing, periodic inspection, and storage facilities for ISO-certified tank containers;
- Specialised transportation using tank containers.

Value-added Services

- Packaging/repackaging and labelling services; cleaning and shrink-wrapping; cross docking; consolidation; de-consolidation; and consultancy services.

Customer Segments

- Manufacturing
- Petrochemical
- Automobile
- Chemical
- FMCG



400+

EMPLOYEES

50,000m²

WAREHOUSING

300,000m²

YARD FACILITIES

500

TANK
CONTAINERS

1 mil tonnes+

PETROCHEMICAL
PRODUCTS HANDLED



Built on world-class IT facilities and global agency systems, Kanoo operations exceed ISO requirements, placing great importance on building a highly visible Health, Safety, Security and Environment (HSS&E) compliance culture, both among staff and the many crew and other personnel under its care.









سفریات کانو
KANOO TRAVEL

Kanoo Travel was launched in the late 1930s alongside the rise of Bahrain's aviation industry. The first IATA member agency in the GCC, it has since grown to become the largest travel company in the Middle East, offering the most comprehensive and sophisticated solutions in the industry.

Today it boasts a team of over 1,445 travel specialists across the region, operating a network of 146 IATA locations. It has established world-class partnerships in Saudi Arabia, Bahrain, the UAE, Qatar, Oman, Egypt, Lebanon, the United Kingdom and France. In 1997 it became the first travel company to receive an ISO certification in the Middle East region.

Kanoo Travel specialises in corporate travel; Meetings, Incentives, Conferences, and Events (MICE); leisure and holiday travel; airline representation and marine travel. It has been consistently recognised for its premium solutions and service excellence, winning many regional industry awards.



KANOO Travel

Services

Corporate Travel Services

Kanoo Travel manages and develops innovative solutions to deliver superior corporate travel management services, ensuring that companies get maximum value for their corporate travel budgets. We support multinational corporations wishing to optimise their corporate travel needs on a regional/global scale.

Leisure Travel Services

Kanoo Travel also offers a comprehensive range of holiday products and services spanning all types of holidays, from family fun and relaxation to honeymoon and adventure packages. Our customers have access to an exciting choice of holiday packages and destinations with the best value travel, accommodation and other related services.

Meetings, Incentives, Conferences and Events (MICE)

Kanoo Travel's MICE divisions are located in KSA, UAE and Bahrain, where teams of specialised staff

assist with customers' MICE requirements internationally. Our team comprises dedicated, well-travelled and experienced managers; a product and research team that keeps abreast of new trends, venues and destinations; fares specialists and a creative and design team that manage all customised documentation.

Marine Travel Services

YBA Kanoo Group's shipping and port agency background gives Kanoo Marine Travel (a specialized business division of Kanoo Travel) a first-hand understanding of the requirements of travel in today's busy and demanding marine industry. With associate global partners and superior technology tools, we are able to meet the global needs of our shipping clients, providing one-way refundable and changeable airfares to move ship crews, marine contractors and offshore oil rig workers to and from their homes and to their vessels, anywhere across the globe.

Airline GSA Services

We act as General Sales Agents (GSA) for many leading airlines across key markets, including

Bahrain, Saudi Arabia, UAE, and Egypt, providing a range of services to support the distribution, sales and marketing activities of over 30 principal international carriers.

Our Airline Affairs division is specifically tailored to complement individual airline requirements, and is supported by a multilingual team of highly trained and experienced staff. It provides airline principals the 'legal entity' to establish a commercial presence and the right to trade. This includes market distribution, financial set-up, licensing, hassle-free sponsorship, search and assistance with office or retail space, and full employee resourcing services such as recruitment, payroll and accommodations.

1,000+

EMPLOYEES

5,000+

VACATIONS

15 mil

AIR MILES GAINED

350+

CONTRACTS

190

TRAVELLED TO IN 2018/19

2.5 mil

SEATS BOOKED IN 2018/19

500,000+

HOTEL STAYS BOOKED IN 2018/19

Certifications / accreditations:





Service specifics

- **Client Relationship Management:** Best-in-class, tailored travel programmes.
- **Service level agreements:** Service delivery across key performance areas.
- **End-to-end travel and expense management:** Providing significant savings and greater control over costs.
- **Duty of care:** Notification for travellers of potential incidents to ensure their safety and wellbeing.
- **Analytics and expense management solutions:** To help control spending and better manage supplier contract negotiation.
- **Safety & Security:** Global security solutions.
- **Corporate billing solutions:** combined with analytics that help track and manage budgets.
- **Online self-booking tools (OBT):** Enable travellers to browse and book flights, hotels, and car options at their convenience.
- **Meet and greet services:** through various airports around the world.
- **Local guide services and translators:** The very best tour guides.
- **VIP travel services:** Ensuring your VIP travellers experience a world of difference.
- **Visa services:** Guidance and assistance with documentation and appointment scheduling.
- **Group Travel:** Provided by experienced travel consultants.
- **Meeting and conference venue selection:** Finding the perfect venue for your event within your desired budget.
- **Destination report and travel tips:** Making your trip more efficient, safe, and productive.
- **Pre-registration for events and conferences:** Ensuring greater turnout and increased ROI.
- **Theme parties, gala dinners and team building events:** Sourcing, planning, and executing a diverse range of events.
- **Corporate Service Centres:** located in Manama, Jeddah, Al Khobar, Riyadh, Doha, Cairo, Dubai and Abu Dhabi
- **Call Centre:** Based in Dubai
- **On-site 24-hour assistance:** Dedicated teams of consultants for assistance with travel needs after office hours and during emergencies.

Awards and Recognition

The first travel management company to achieve:

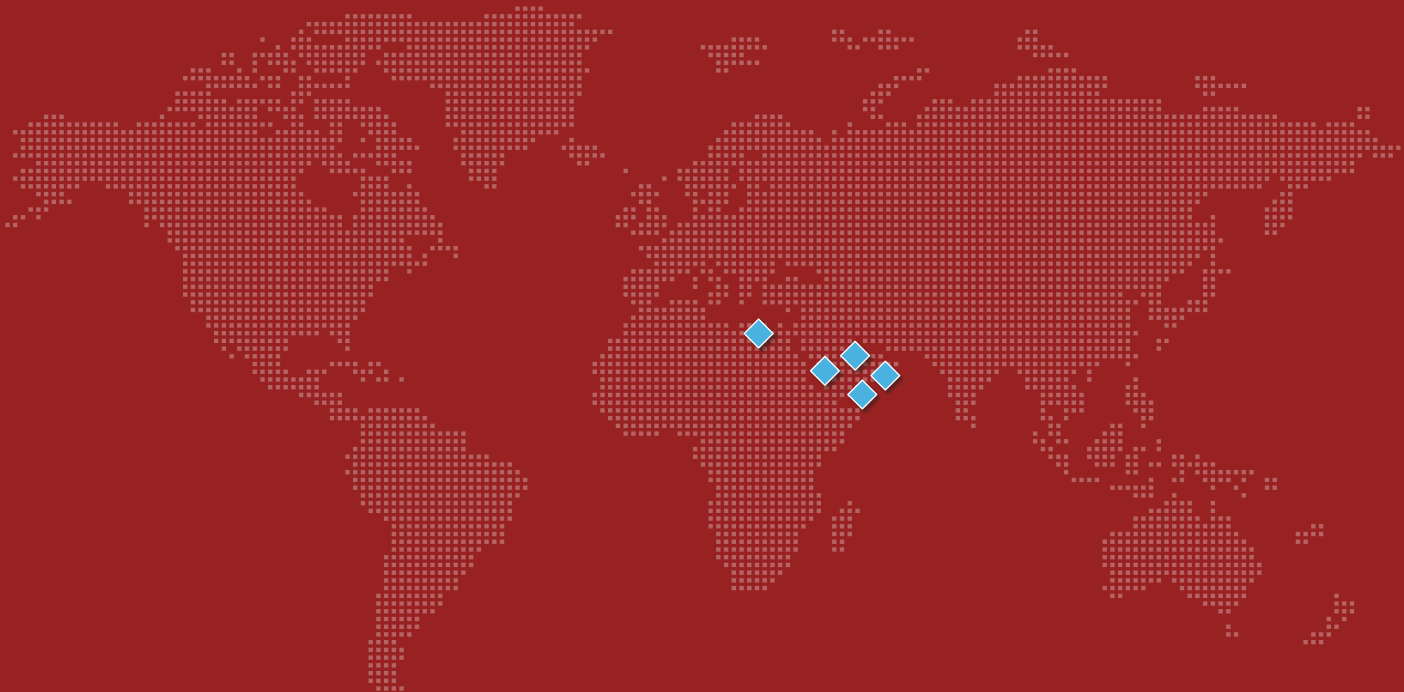
- IATA accreditation, 1947
- ISO 9002 certification (first travel company in the Middle East), 1997
- ISO 9001: 2000 certification, 2000

The first travel management company to win:

- Dubai Quality Appreciation Award, 2000
- Dubai Quality Award, 2001
- Sheikh Khalifa Excellence Award (Appreciation Certificate), 2004
- Sheikh Khalifa Excellence Award, 2006

Other awards:

- Middle East's Leading Business Travel Agency: World Travel Awards, 2007
- 'Best Tour Operator' for Middle East and South East Asia region: India Tourism Board, 2008
- 'Best Tour Operator' for Middle East region: Sri Lanka Tourism Board, 2008
- Sheikh Khalifa Excellence Award (Silver - Travel & Tourism Sector), 2009
- Mohammed Bin Rashid Al Maktoum Business Award (Gold - Service Category), 2012
- The Travel Agent and Tour Operator of the Year: The Aviation Business Awards, 2015
- Best Travel Management Company - The Arabian Travel Awards, 2018
- Best MICE Company - The Arabian Travel Awards, 2018
- Best Travel Management Company - The Travel Tech Middle East, 2018
- Best Travel Management Company - Arabian Travel Awards, 2019
- Best Corporate Incentive Tours Operator - Arabian Travel Awards, 2019
- Tech Savvy Travel Agency - Travel Tech Middle East Awards, 2019



Kanoo Travel Offices

- Saudi Arabia
- Bahrain
- UAE
- Oman
- Egypt



The company provided refuelling facilities in Bahrain for Imperial Airways seaplanes en route to India and Australia

1937



The first Travel Management Company to achieve IATA accreditation

1947



The first Travel Management Company to achieve ISO Certification

1997





كانو للصناعة والطاقة
KANOO INDUSTRIAL & ENERGY

Kanoo Power & Industrial Projects

Established over two decades ago, Kanoo Power & Industrial Projects (P&IP) offers engineered products and services. It provides sustainable solutions to utility companies and the GCC industrial sector as a whole, through smart engineering and value-added services, and is a leading vendor to major utility companies, refineries, petrochemical companies and general industries right across the GCC region.

Through its strategic partnerships and alliances with leading companies around the world, Kanoo P&IP supplies and services products such as gas turbine parts, spares and consumables; turbo-machinery controls; electrical equipment; diagnostic equipment and services for predictive maintenance, life assessment and motion control products.

The division is a pioneer, and one of the leaders throughout the Kingdom of Saudi Arabia, in the field of power rental solutions and the operation and maintenance of diesel-based power plants. It also supplies fuel additives and fuel treatment systems; specialty lubricants; MRO products; corrosion inhibitors; machine tools; hand tools; personal protection equipment and height safety gear.

In addition, the division offers an extensive range of consultancy, commissioning and installation services. An independent project team handles repair, refurbishment, installation and commissioning. Security products and services offered by P&IP include physical and electronic safety to international standards. Qualified engineers, as part of its Marine unit, undertake repair of marine navigation equipment and sales.



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Saudi Arabia - Jeddah: +966 12 263 6171, **Riyadh:** +966 011 491 4624, **Dammam:** +966 13 8471525,
Jubail: +966 13 363 1427, **Yanbu:** +966 14 322 4754
www.kanoo.com

KANOO

Kanoo Power & Industrial Projects



Kanoo Power

Kanoo Power is a specialised end-to-end solutions provider of high quality plant equipment and customised services in the field of power generation. It offers retrofit and rehabilitation solutions, upgrades, maintenance and comprehensive training programmes as a means to achieving maximum efficiency in the utility sector. Kanoo Power's main activities are Roteq services: engineering supplies, electrical and diagnostics services, transmission and distribution services, controls and automation services and environmental engineering services.



Roteq Services

- Supply of gas turbines, spares and consumables;
- Repair of HGP components for GTs;
- Reverse engineering of HGP components for various turbines;
- Supply of filters and retrofit of air inlet filtration systems for GTs;
- Relocation of gas turbines.

227

EMPLOYEES

3,937m²

WAREHOUSE SPACE

49

ACTIVE CONTRACTS

Certifications / accreditations:



The division is a pioneer, and one of the leaders in Saudi Arabia, in the field of power rental solutions and the operation and maintenance of diesel-based power plants.

Electrical and Diagnostics

- Transformer Testing and commissioning;
- Condition assessment;
- Repairs and accessories;
- Repair, refurbishment, RLA Diagnostic equipment services;
- Videoscopic - boroscopic inspections;
- Hydrogen generation services;
- Partial discharge Accessories;
- Testing and commissioning;
- DTS System;
- Earth fault indicators;
- Partial discharge;
- Thermal imaging systems;
- Drones;
- Corona cameras;
- Protection systems;
- NDT equipment;
- Testing and measuring equipment;
- Diagnostics supplies & services;
- Wireless temp monitoring;
- Panel indicators.

Transmission and Distribution

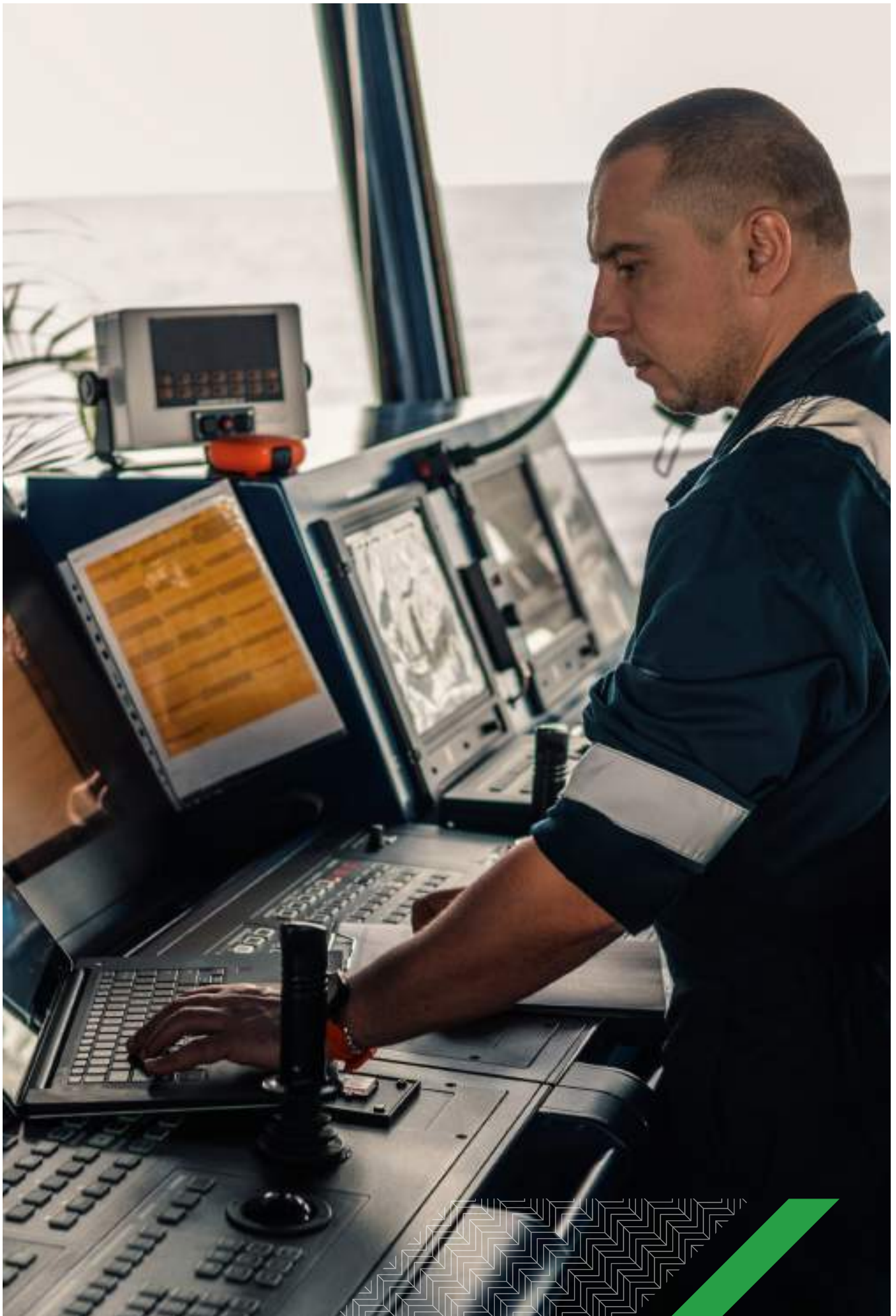
- Transformer oil filtration and purification unit;
- Ferranti OLTC, including supply of parts;
- Supply, retrofit and testing of circuit breakers;
- Transformer repairs and services;
- Diagnosis of RLA of transformers and substations;
- Oil filtration and oil regeneration services;
- Repair & refurbishment of Ferranti OLTC.

Controls and Automation

- Steam/gas turbine controls & retrofits with in-house field engineering capability compressor anti surge controls;
- Emergency shutdown systems;
- Maintenance contracts;
- Training for Woodward controls;
- Repair, calibration and upgrade of mechanical governors to digital governors;
- Liquid and gas fuel valves repair and calibration;
- Relays, rectifiers/over current protection systems/excitation systems;
- HMI upgrade of Mark V control system.

Energy Services

- Two decades of experience;
- A sector pioneer in power rental solutions, providing diesel generator sets in the utility sector;
- Power rentals and sale of diesel generating sets;
- Implementation of small and medium turnkey power projects;
- Repair services and overhauling of DG sets;
- Reconditioning of parts and accessories;
- Annual maintenance contracts;
- Supply, installation, testing and commissioning of DG sets;
- System upgrade and integration;
- Operation and maintenance of DG-based power plants.



Kanoo Industrial Products (KIP)

KIP offers highly specialised products and value added services within select areas of industrial equipment and consumables; corrosion solutions; personal protective equipment (PPE); and fall protection equipment. KIP supplies are supported by local stock and service centres manned by fully trained and certified specialists.

Industrial Equipment and Consumables

- Hand tools
- Electric tools
- Hydraulic tools
- Air tools
- Machine tools
- MRO chemicals
- Fastening systems

Corrosion Solutions

- Inventory preservation
- Mothballing
- Oil/gas/water process additives
- War readiness
- Electrical products
- Rust solutions
- Tank bottom protection
- Hydro testing additives

Personal Protection Equipment

- Head to toe protection products and services include protective eyewear, hearing and hand protection, helmets, safety footwear and work wear, and skin care;
- PPE consultancy services covering site surveys, rentals and installation.



Industrial Safety Products

- Wide range of industrial safety products and solutions for various industrial applications;
- World-class products meet highest global safety and quality standards.

Fall Protection Equipment/ Services

- Technologically advanced height safety equipment and services, meeting OSHA, ANSI, CSA, and CE international standards;
- Sales, installation, commissioning, inspection, surveys, customised solutions, repairs, audit, training and certification.

Security Systems

- Effective security solutions;
- Full range of products sourced from world-class suppliers and supported by an experienced team of consultants and engineers;
- Physical and electronic property protection and building security;
- Installations and documents, including valuable computer data on magnetic and optical media.

Marine Services

- Kanoo Marine Services is the principal marine maintenance service and equipment provider in the Kingdom of Saudi Arabia;
- Marine navigation and communications equipment, including electronic radars, naval aids and communication equipment;
- Installation & commissioning; service and maintenance, radio surveys and VDR annual performance tests.

3M Capital Safety Approved YBAK Service Center, Dammam

- ARAMCO-approved centre services approximately 100 to 150 safety blocks monthly.

Certifications / accreditations:







كانو للصناعة والطاقة
KANOO INDUSTRIAL & ENERGY

Kanoo Oil & Gas

Kanoo Oil & Gas provides a range of specialized products and services to the Oil, Gas and Petrochemical industries. It is recognised across the region for bringing customised value-added solutions through a well-developed network of reputed manufacturers worldwide and extensive relationships with international associates, supported locally by highly qualified multinational engineering staff.

The group's skilled and experienced staff provides engineered solutions that adhere stringently to local legislation, as well as fully complying with international engineering standards and best practices.

The division has four main arms: Products, Services, Projects, and Manufacturing. Its areas of expertise include drilling supplies and services, flow control (valve assembly and repair), process solutions and chemicals.

Over the years, the Oil & Gas Division's dedicated services and expertise have attracted a large GCC client base that includes Saudi Aramco, SABIC, Ma'aden, ADNOC, BAPCO and PDO Oman.



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Saudi Arabia - Dammam: +966 13 832 5219, **Jeddah:** +966 12 263 6171

Jubail: +966 13 363 3152, +966 13 362 3880, **Yanbu:** +966 14 322 4754

www.kanoo.com

KANOO Oil & Gas

Services

Drilling supplies and services

- Manufacturing and supply of drilling muds (Barite & Bentonite);
- Drilling and completion fluids (For drilling and oil well application);
- Field trials of drilling fluids, mud engineering services;
- Thread compounds (For drill pipes, casing and tubing joints etc.);
- Offshore rig marine cranes plus inspection, repair and refurbishment;
- Casing and Tubing;
- VAMTOP threading as per API requirements;
- Down-hole tools (Reamers, hole openers);
- Mud equipment for drilling rigs (Mud screen, Shakers, Agitators, Pumps) plus inspection, repair and refurbishment.

Process Solutions

- Supply, installation and commissioning of Mass Transfer Equipment and Mist Eliminators. Retrofit, upgrade and revamp of the column internals;
- Process liquid and gas filtration system, retrofit of filtration systems, upgrade and complete packaged solution;
- Combustion equipment (Flare tips and Burners);
- Process heat exchangers, reactor vessels;
- Odor control systems design, fabrication, installation, testing and commissioning services;
- API grade Pumps and Compressors, overhauling, rotor repairs and refurbishments;
- Oil spill equipment and solutions;
- Loading arms, Skids, hoses and couplings;
- Dust collection and clean air systems.

Flow Control

- Pressure safety valves IK manufacturing, repair and refurbishment;
- Plug valves manufacturing, repair and refurbishment;
- Gate, Globe, Check, Ball and Butterfly valves manufacturing and refurbishment;
- Steam Traps;
- Steam Management surveys, repairs and replacement;
- Pressure Gauges, Pressure and Level Gauges;
- Pressure - Vacuum, Breather, Tank Blanketing System manufacturing, repair and refurbishment;
- API 5L Line Pipes, OCTG.

Over the years, the Oil & Gas Division's dedicated services and expertise have attracted a large GCC client base.

141

EMPLOYEES

51,400m²

WAREHOUSE SPACE

30

ACTIVE CONTRACTS

Certifications / accreditations:





Instrumentation

- Solutions with state-of-the-art instrumentation for the process industries covering measurement, record, analysis and control backed by services;
- Remote terminal units (RTU) and SCADA systems;
- DCS and flow computers;
- GCs, gas and physical property analyzers;
- Flow meters, moisture and pressure instruments;
- Level gauges and switches;
- Fire sights cameras and RVI tools;
- Analyzer packages, shelters, flow meters, metering skids, fire and gas detection systems;
- 360-degree panoramic view packages - sales and service.

Chemicals

- Bulk raw material and chemicals;
- Chemical cleaning services for tanks;
- Performance additives, activated carbon and ion exchange resins;
- End-to-end chemical logistics services;
- Solvents, plasticisers, peroxides, absorbents, molecular sieves, filter aids, white oil, mineral oil, etc.;
- Online chemical cleaning services for heaters;
- Polymer additives, antioxidants, stabilisers, coloring aids, anti-caking agents;
- Chemical blending and storage facility service;
- Water treatment chemicals;
- First fill chemicals for green field projects.

Other Products and Services

- Upstream - Drilling
- Process solutions
- Flow control
- Chemicals
- Workshop services
- Contracting services
- IK Manufacturing

Key service attributes

- Experience in the market;
- Excellent reputation;
- Solid financial standing;
- Professional qualified staff;
- Gulf wide presence;
- Rapport with all clients, consultants, EPCs;
- Warehousing and Logistical support;
- ISO 9001:2015 certified organization;
- TRACE Certified.





كانو للصناعة والطاقة
KANOO INDUSTRIAL & ENERGY

Kanoo Machinery

Kanoo Machinery is one of the leading equipment solution providers in the Gulf. For over 50 years, since its establishment in the early 1960s, Kanoo Machinery has been catering to diverse industrial sectors with a wide range of equipment and consumables from the world's leading manufacturers of materials handling, industrial & maintenance products.

A comprehensive equipment range covers general construction; mobile cranes; material handling; maintenance and agricultural; welding and industrial equipment together with diesel and gas engines. World-class brands such as Grove, Manitowoc, Hyster, Perkins, Bobcat, Lincoln Electric and Tennant are backed by the strong support of an efficient after sales service network of workshops, parts and mobile service facilities throughout the Gulf and the Arabian Peninsula.

Kanoo Machinery's products are renowned for their excellent quality, reliability and uptime, catering to a diverse range of industrial sectors, including construction, oil & gas, government & military, petrochemicals, manufacturing and agriculture.

With more than 15 branches across the region, Kanoo Machinery has specialists and technicians located at state-of-the-art workshops offering aftermarket services to ensure maximum customer uptime. This is backed up by substantial local stocks of spare parts, the service and delivery of which are coordinated through significant investment in IT systems.



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Saudi Arabia - Dammam: +966 13 857 1265, **Riyadh:** +966 011 491 4624, **Jeddah:** +966 12 290 5625

Jubail: +966 13 363 3152, **Yanbu:** +966 14 322 4754

www.kanoo.com

KANOO Machinery



Operations

- Solid partnerships with premium manufacturers such as Grove, Hyster, Perkins, HIAB and more;
- Wide coverage across the region: Saudi Arabia, Bahrain and UAE;
- Tailored solutions for purchase, financial lease and rental services;
- Full support through dedicated teams.

Equipment Rental

We offer a range of material handling and construction equipment products for long and short-term rental. Contracts are tailored to individual customer needs, with 24/7 assistance available.

All rental products enjoy the support of our team of technicians and engineers to provide the best possible service.

After-Sales Support

An expansive after-sales network includes field service, workshop repair, spare part outlets and technical product support. All of our technicians undergo rigorous factory training to gain the expertise, technical knowledge and diagnostic tools training needed to carry out all services and types of maintenance quickly and efficiently.

We also provide genuine spare parts, stocking more than 10,000 active spare parts and using a parts identification system to minimise customer operational downtime.

Quality Assurance

At Kanoo Machinery, we pride ourselves on the quality of our products, service and after-sales support. We have been ISO 9000 certified for many years.

Brands offered

Heavy Equipment

Grove
Manitowac
National Crane (Manit.)
HIAB

Material Handling

Hyster
Utilev
AisleMaster
CombiLift
AUSA

Light Equipment

Bobcat
Massey Ferguson
Hitachi
Sullair

Maintenance/Industrial Equipment

Snorkel
JLG Telehandlers
BeachTech
Tennant
Kone (OHC)
GH Overhead Cranes

Power Solutions

Perkins
Gen-Sets
Cummins

496

EMPLOYEES

58,000m²

WAREHOUSE SPACE

401

ACTIVE CONTRACTS

Certifications / accreditations:



KANOO INDUSTRIAL & ENERGY CLIENTS

Clients

- Aramco
- Sabic
- Ma'aden
- Schlumberger
- Baker Hughes
- Weatherford
- S.A Talke
- Raytheon
- Tasnee
- GE
- Pepsi
- Unilever
- Mi Swaco
- Bapco
- ADNOC
- PDO Oman
- Saudi Electricity Company (SEC)
- Saline Water & Conversion Corporation (SWCC)
- Royal Commission of Jubail & Yanbu
- Marafiq
- Ministry of Defense
- Saudi Arabian Airlines
- Borouge
- National Drilling Company
- GASCO
- Dubai Aluminum
- Takreer
- ADMA OPCO





Kanoo's Industrial & Energy Divisions have teams offering experienced engineers to deliver unique, sustainable and value-added solutions to technical problems via a well-developed network of international companies and associates.









كانو للعقارات
KANOO REAL ESTATE

Kanoo Real Estate was established in 1890. Its primary purpose, at the time, was to handle the development and management of the group's property assets. As YBA Kanoo grew, so too did its need for land - on which to house its staff and on which to build the physical infrastructure for its commercial operations.

Additionally, and with considerable foresight, a long-term property strategy was implemented with land additional to current requirements being acquired and held for future need. Over many decades, this policy has resulted in YBA Kanoo significantly increasing its property asset value allowing the company to provide land for its partners, facilitating commercial expansion and streamlining new opportunities.

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 Real Estate 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.



KANOO

Real Estate

Services

Project Management

- Providing viable solutions to the complex challenges of existing properties, both residential and commercial.

Project Development

- Identification of desirable land assets;
- Directing design, construction and leasing;
- Working with governmental bodies, we ensure that all guidelines and regulations are met when obtaining building permissions; conducting market research; creating concept designs; undertaking site analysis; adhering to property and building laws; arranging transport, and on-site development;
- Our relationship with policy-makers and municipalities is uniquely positioned to serve clients drawn from global and regional institutional investors.

Asset Management

- Monitoring and maintaining value-based entities such as buildings, human capital, finances, intellectual property, and goodwill;
- Through an analytical, data based approach we measure asset performance and benchmark to ensure that properties generate long-term economic returns.

Facilities Management

- Providing a range of services designed to optimize efficiency across a property or project portfolio;
- Well-proven expertise in mechanical, electrical and plumbing systems, CCTV technologies;
- Modern equipment and a dedicated team;
- All of our properties and projects are well maintained, to preserve occupancy ratios and increase asset value and returns.

Successes

In recent years, Kanoo Real Estate has successfully constructed facilities for logistics and terminal services at the King Abdulaziz Port, Dammam, KSA, as well as warehouse facilities distribution services.

Other significant projects are a 100-metre office tower in Manama's Diplomatic Area, Bahrain and an award-winning residential compound in Dubai, UAE.

The real estate division 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.



192,459m²

BAHRAIN PROPERTIES
172 RESIDENTIAL UNITS
277 COMMERCIAL UNITS

427,771m²

SAUDI ARABIA PROPERTIES
218 RESIDENTIAL UNITS
30 COMMERCIAL UNITS

97,312m²

UAE PROPERTIES
7 RESIDENTIAL UNITS
12 COMMERCIAL UNITS







كانو للمشاريع الاستثمارية
KANO VENTURES

Founded in 2022, Kanoo Ventures is the YBAK direct equity investing and partnering platform in the GCC and globally. Kanoo Ventures is the investing partner of choice for innovators and future leaders enabling growth regionally and across the world.

Kanoo Ventures brings a long track record as a regional partner (KSA, UAE and Bahrain) for global industry leaders, to the next generation of leaders globally as well as a sharp investing eye and a proactive approach to capturing opportunities in the region and building regional champions. The YBAK network and strong balance sheet brings strong support and accelerates growth for Kanoo Ventures partners.



KANOO Ventures



Broad Service Scope

Kanoo Ventures is focused on providing expansionary capital and investing through the growth cycle:

- Later-stage technology and venture capital opportunities
- Mid-market growth opportunities
- Geographic expansion via Joint Ventures and other partnerships with established international players

Expansion to Diverse Sectors

Further developing its track record across industrials, travel, consumer goods and specialty logistics, Kanoo Ventures is also focusing on actively building the Healthcare, Food and Agriculture, New Data Economy sectors in the region and globally.

Aligning with Global Themes

Kanoo Ventures focuses on business which also align with key global themes:

- Sustainability and resource focus
- Shifting demographics
- Connected world

30+

JOINT VENTURES







كانو للاستثمارات العالمية
KANOO GLOBAL INVESTMENTS

Kanoo Global Investments (KGI) has overseen the investments for YBA Kanoo since the late 1980s and has simultaneously cultivated lasting strategic bonds rooted in a shared vision for commercial growth. The company serves as a driver for continuous successful development across a variety of areas and sectors globally.



KANOO

Global Investments



Services

Asset Allocation

KGI focuses on fruitful long-term investments across all asset classes, public and private markets, and hedge funds. More specifically, the company's public market interests extend to equities and fixed-income areas while its private market interests cover private equity, venture capital, real estate and infrastructure.

KGI goes beyond the MENA region with an international reach. The company's investment team seeks to deploy across sub-asset classes to ensure a sufficient level of diversification. They also seek to add value by adjusting asset allocation into asset classes that will perform well over the medium term.

Manager Selection

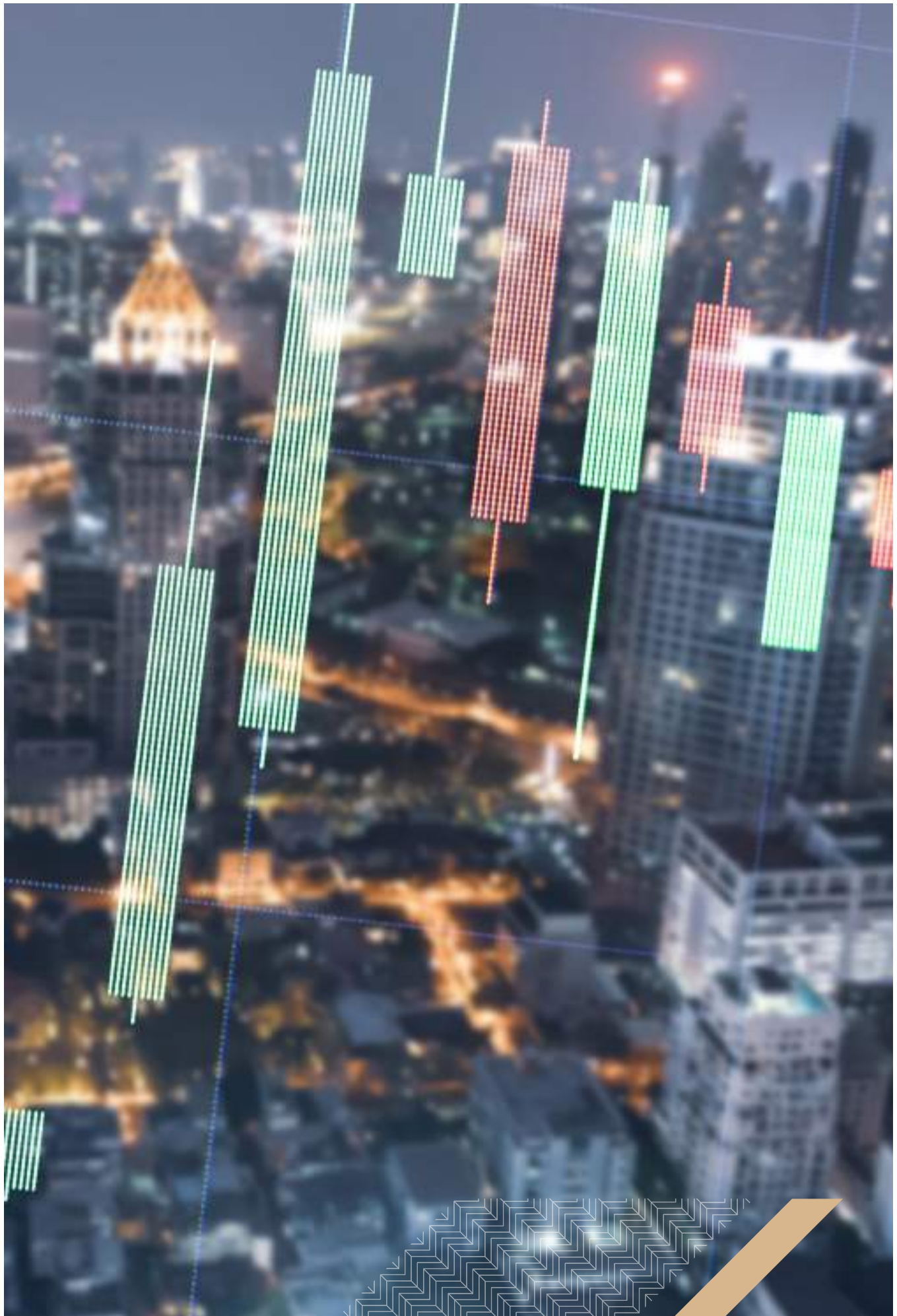
KGI predominantly makes its investments through externally managed funds. The company selects funds using a strict vetting process that assigns the best managers to the right asset classes. This means managers with established long-term track records of exceptional performance, a competitive edge and legal structures are aligned with the interests of investors.

70+

PRIVATE MARKET INVESTMENTS

30+

PUBLIC MARKET INVESTMENTS





يوسف بن أحمد كانو YUSUF BIN AHMED KANOO

For over a century, YBA Kanoo has continuously expanded its operations to become a dynamic multinational conglomerate, lauded for its high ethics and standards. Ultimately, it is these factors that underpin sustainable growth and success for the long term.

The company looks forward to its next century of achievement in an ever-changing world - a world that is now starting to adapt to new challenges both economic and environmental. The conventions that are accepted today will evolve rapidly - some through invention and some through climate change necessity.

YBA Kanoo is confident that it too will evolve, embracing new technologies, working with alternative energies and adding further sustainability through environmentally sound practices across its divisions. Our broad spectrum of services and product offerings is a testament of the Company's determination to seek out new ideas, to boldly venture to new opportunities and to remain relevant to our brave new world.

We look forward to the future.





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