

CORPORATE PROFILE







Kabbani Construction Group (KCG) services, industrial insulation, and is the contracting vehicle of the IKK Group of Companies which is one of the largest and oldest business institutions in Saudi Arabia.

Established in 1977 as a modest roofing contractor in Jeddah, KCG over the years, evolved to become by far the largest specialized sub-contractor in waterproofing, thermal insulation, concrete repair and protection, construction and maintenance, oil field

infrastructure.

KCG's huge professional labor force and great experience in providing effective solutions to intricate construction problems.

Responding to a growing concern for construction materials, protection and environmental problems, our product range has been carefully chosen to serve today's increasing demand for

advanced engineering materials and solutions. The Company serves the entire Saudi market through its numerous branches across he Kingdom, as well as the Middle East by way of its affiliates in the UAE, Qatar, Egypt, Lebanon Bahrain. & Oman.



## VISION

Our vision is to maintain and improve our leading position as a contractor whose reputation is built on the ability to completely satisfy customers by providing high quality services. As specialists in their respective fields, our teams of professionals are dedicated to a standard of excellence for quality and performance, through continuous development, which will set standards in our industry. We are simply providing solutions for a future of success.

## MISSION

At all times, it is the Company's intention to conduct its operations in a fair, ethical and professional manner, which reflects excellence in every aspect of our business. Being committed to the highest standards of integrity and performance, our target is to maintain market superiority through our premium quality services, continuous improvement and strategic alliances with key suppliers.



## OUR BUSINESS PHILOSOPHY

KCG is committed to meet its fundamental obligations to shareholders, employees, customers & suppliers.

This commitment is based on four fundamental precepts stating that the company will:

- I. Maintain and enforce high standards of ethical conduct
- Relationships will be based on honesty, trust, fairness and respect
- Operations will be conducted in accordance with legal and regulatory requirements and in an environmentally responsible manner
- Community needs will be met pro actively and responsibly
- II. Maintain a strong "quality work environment" and demonstrate care for every employee
- Employees will be treated fairly and with respect
- Employees will be offered competitive wages and benefits, good working conditions and rewards for success
- Workplace diversity will be supported as a corporate priority
- Communications with employees will be clear, direct and timely
- Teamwork and collaboration, learning and personal growth will be encouraged
- Promotion from within will be practiced whenever possible

- III. Attract and retain contractors and customers with products and services of consistently superior quality and value
- Customer needs will drive our efforts to win more contracts in the marketplace with superior services and competitivelyadvantaged technical solutions
- IV. Maintain a prudent, resultsoriented approach to business that builds superior shareholder value over the long-term
- Discipline, focus, personal accountability and a passion for succeeding will be encouraged and rewarded
- Challenging business objectives will be set to ensure a steady rate of real growth, while maintaining the financial strength of the company
- Profitable growth will be pursued while maintaining excellence in existing business
- Growth opportunities will be sought actively within and outside the company in areas which capitalize on KCG's immense strengths
- Positions of market leadership will be pursued





KCG's Values, One KCG, tell a powerful story:

A diverse team, operating with integrity, working together, determined to make a difference.

#### **Open to Possibilities**

We are Open to Possibilities by embracing diversity, seeking new approaches and striving for continuous improvement.

#### **Growing Together**

We are Growing Together by sharing knowledge and unwrapping human potential in an environment of mutual respect.

#### Making a Difference

We are Making a Difference by leading with integrity and determination to have a positive impact on everything we do.

#### One KCG

We are One Group, winning together while accepting individual responsibility for our results.

# KCG DIVISIONS

KCG consists of several main divisions, each of which is specialized in its area of expertise and unique in its objective to better serve its clients. **BMC:** Waterproofing & Thermal Insulation

Cres: Industrial Flooring, Fireproofing, Insulation & Cladding

Cosma: Construction Services & Maintenance

Structural: Repair & Restoration Services

**Inspectech:** Infrastructure Management Solutions **OVM Mena:** Post Tensioning and Bridge Bearings

SPD: Infrastructure & Roads Construction

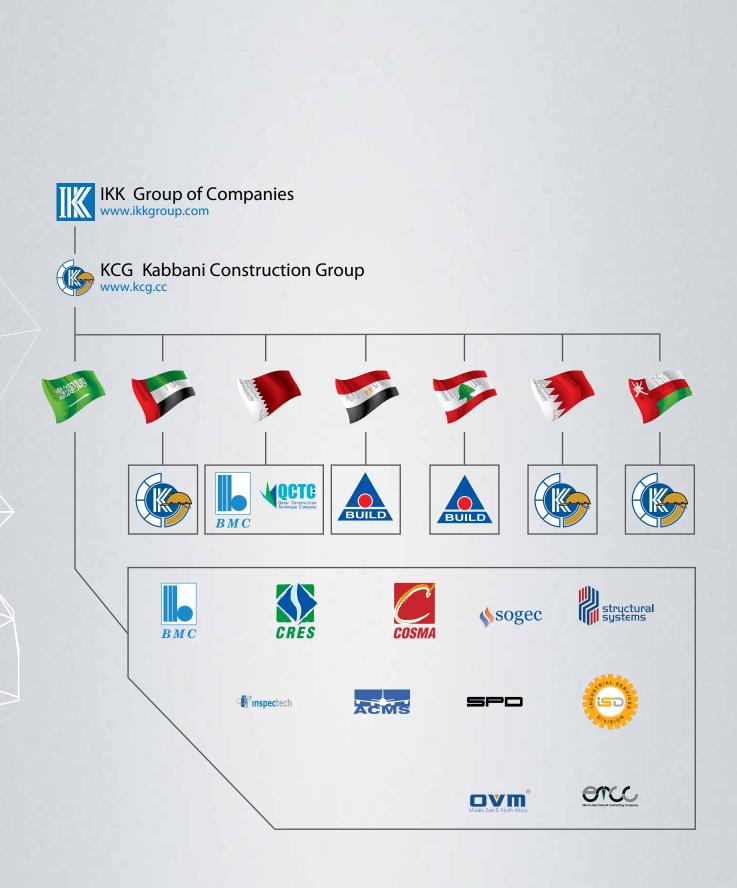
**ACMS:** Airfield Construction & Maintenance Services

ISD: Industrial Services Division

**EMCC:** Electro Mechanical Contracting Company

Sogec: Cathodic Protection, Non-Destructive Testing, Heat Treatment











This is the first company of Kabbani Construction Group KCG. Since its inception in 1980, and for the past almost three decades, BMC has executed over forty million square meters of complete waterproofing and damp proofing systems.

Since then, BMC has developed a niche market for the single-ply membrane systems to meet the increasing demand for effective waterproofing protection of modern construction.

With over 1000 of highly skilled and experienced application and supervision body, BMC ranks as the largest non-franchise single-ply membrane roofing contractor and distributor in the world. The company is recipient of the Golden Hall of Fame Recognition award by Carlisle - USA for quality compliance and market upgrade merits.

#### 1. Water proofing and damp proofing for underground structures such as foundations, walls tanks etc. using:

- Sure seal (EPDM) systems
- APP and SBS modified bituminous membrane systems
- PVC, HDPE, TPO, and hipalone membrane systems
- Hot and cold fluid applied water proofing material and critaline capillary water proofing Systems

## 2. Roof and thermal insulation using:

- Built-up roofing systems
- Inverted and conventional roofing systems
- Polyutherane sprayed in- situ systems
- Liquid applied roofing system
- All roof retrofit systems

### 3. Water proofing for wet areas such as:

Kitchens, bathrooms, laundries, planters etc....

### 4. Lining systems for water containment structures:

- Potable and service Water tanks
- Septic tanks and manholes
- Swimming pools, Jacuzzis, water fountains and lagoons

## **5. HDPE Liner System -** BMC has over 20 years of experience and over 10,000,000 SQM in the supply and installation of HDPE geomembrane materials.

**6. De-Watering System -** BMC has completed more than 25 big dewatering projects successfully since it added this line to its existing activities in 2011 and has more than 15 running projects in hand.











CRES is an Industrial Services specialized Company. CRES is one of the most preferred subcontractor for both Multinational & Regional EPC and General Contractors specially in Oil & Gas, and Infrastructure Sector.

#### **CRES Services:**

#### Insulation & Cladding

CRES Insulation division is a full service mechanical system insulation contractor specialized in industrial projects, No matter how large or complex the project is, CRES has skilled technicians to complete the job safely on time within budget.

Insulation Services cover:

- 1- Heat Insulation
- 2- Cold Insulation
- 3- Acoustic Insulation

#### **Fireproofing**

CRES Applying fireproofing for different range of products such as cementitous, Intumescent paint, etc.. On steel structural and equipment's for industrial and commercial projects, CRES approved applicator for most of fireproofing material suppliers.

#### **Industrial Flooring**

CRES has applied millions of square meters of all industrial flooring such as self-leveling, screeds and terrazzo, we apply Epoxy, Polyurethane and cementations systems.

#### Scaffolding

CRES scaffolding services offers full access solutions with a great team of certified manpower creating its own identity and standing within the aggressive access scaffolding.

Scaffolding services covers:

- 1- Design.
- 2-supply and erection All types of aggressive access Scaffolding including independent, Supported, birdcage, under hung, cantilever, sheds, hanging, lifting frames, staircases, elevator shafts, walkways with high quality and safety as per ARAMCO safety standards specs
- 3-Form work scaffolding
- 4-Mobile towers.

#### **Corrosion Protection**

Our experience includes oil and gas refineries, LNG plants and fabrication plants. We have the knowledge, experts and highly trained workforce to provide long lasting, safest and cost effective solutions to surface preparation and coating projects.

Corrosion Protection service cover:

- 1- Surface preparation
- 2- Process and storages equipment
- 3- Piping and steel structures
- 4- Rubber lining











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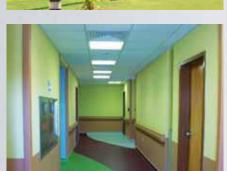
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Established in 1987 to serve SAUDI ARAMCO's (Saudi Arabian Oil Company) specialized construction needs and since then our services have been expanded to many other prestigious clients for plant and refineries, such as SASREF, SAMREF, LUBEREF, SCECO, Royal

Commission and many others.

COSMA's activities include all aspects of general civil work services, housing construction, building and community maintenance, infrastructure works, mechanical construction and maintenance, Industrial Tank Construction and other specific maintenance and construction services for industrial, commercial and governmental projects including refineries and oil sector facilities.

COSMA has the strongest, most experienced management and construction team, to which it owes its long-term and expanding success and is very proud of its growing reputation for non-confrontational contracting.

COSMA has established three (3) different execution department to meet the market demand as follows:

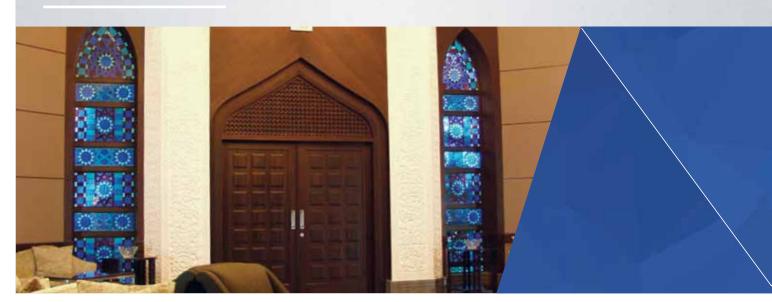
Construction Services
Department (CSD) - This involved in any type of construction activities such as construction of facilities, utilities, offices and buildings (Budgeted Item Projects), site development, rehabilitation

and modification, Lump Sum Turn Key projects (LSTK) with Saudi Aramco.

Maintenance Services Department (MSD) - is committed to construction maintenance services, maintenance services team is comprised of building professionals with diverse field experience. Project managers meet with clients' consultant to evaluate their needs. In-house engineers review structural projects to ensure their integrity. And, experienced field crews stand ready to tackle every project. Activities includes the rehabilitation, repair, replacement, waterproofing, miscellaneous plumbing, electrical and HVAC services.

Mechanical and Industrial Services Department (MISD) - has created a new wing to provide and to address the mechanical service needs in the Plants, Refineries and Petro-Chemical Industries. The addition of this new department is to be comprehensively and industrially competitive to fully deal with Client's Project Construction to Industrial Plant requirements. The following quality services includes to this department such as: Plant Shutdown/Turn Around, re-tubing of Heat Exchanger & Fin Fan Bundles, Hydro-Jetting/Pressure Cleaning, Bundle Pulling Services, T&I/Tank Cleaning, Process Piping and Steel Structural (Fabrication, Welding & Erection), Protective Coating and Grit Blasting, Plant Equipment Erection, Electrical and Instrumentation, De-bottlenecking/ Revamp Projects.











#### STRUCTURAL SYSTEMS

Developing a proper repair strategy to address concrete problems requires an understanding of the cause of the problem. This understanding allows the solution to address both the cause and the effect. Keeping in mind that repair systems are not easily classified into a cookbook type code with enlisted design procedures. In fact the quality of a structure, sense of integrity and potential durability is almost totally dependent on the quality of the construction, it could be therefore argued that condition assessment should be done at the earliest stage possible, preferably immediately following the problem occurrence for better understanding and evaluating the extent.

This cause/effect intimate relationship was the major driver behind our new development within KCG and the establishment of "Inspectech" as the first company providing infrastructure management solutions to this region.

As a result and after encountering a remarkable success and growth in our Concrete repair, structural strengthening and condition assessment business, "Structural Systems" as a new brand within KCG family has been found to cater for this development and provide enough expansion room for all our specialized activities:

- Concrete repair
- Structural strengthening
- Cathodic protection
- Blast resistance
- Condition assessment
- Soil improvement and stabilization
- Concrete cutting and drilling

To better serve our clients and complete our range of "concrete" related services, Post-tensioning works of concrete members cannot be disregarded. A Joint venture took place in 2013 with OVM, a specialized Post Tensioning (PT) company based in CHINA. With a production & testing facility residing on over 200,000 square meters, OVM is a leader in manufacturing PT accessories & equipment, suspension & stay cable systems, bridge bearings & expansion joints, ground anchors and seismic dampers. OVM posseses 60 years of experience in delivering quality products to the international market and currently enjoys worldwide prominence in its specialization.

## "Structural Systems "Today is a group of three main companies:

- Structural preservations
- Inspectech
- · OVM

Each division combines high technology products with high engineering expertise to better serve our clients in the Saudi Market and the other GCC countries.









Inspectech has combined structural inspection and state-of-art technology to become the Middle East's first engineering expert in inspection, testing, monitoring, appraisal, and management of civil infrastructures. This dynamic division of KCG has dedicated all its intellectual and technological resources to understand infrastructures' current conditions. Likewise, it has worked closely with international leading firms to provide feasible engineering solutions which maintain and prolong the lifecycle of structures at lowest cost possible.

From the one hand, Inspectech is able to quantify a structure's condition, evaluate the risks of deterioration, and study its prediction models. On the other, Inspectech offers advanced solutions to its clients through providing maintenance/repair recommendations, monitoring systems, and/or management solutions. Inspectech takes a closer look and sheds light on the dark matters in order to enhance the structure's durability and serviceability.

Inspectech is constantly trying to top the market by investing on its employees and external applicants with trainings that improve their technical skills and enrich their knowledge.

Baker under the certification of NHI, Inspectech is providing the essential trainings related to the structural assessment of bridges and underpasses

#### Services & Solutions

#### Condition Assessment

- Systematic Forensic Engineering Approach
- Inspection & Assessment of various types of structures
- Repair & Strengthening Solutions/Techniques
- Preparation of Tender Document (BOQ, Specifications, Dwgs, et c.)

#### Asset Management

**Heavy Lifting** 

**Load Testing** 

#### Non Destructive Testing (NDT)

- Ultrasonic Testing (Impact Echo
   Impulse Response Ultrasonic
   Pulse Velocity)
- Corrosion Mapping
- Rebound Hammer
- Structure Scan

Leak Detection

Pipeline Inspection

Geophysical Survey

Structural Health Monitoring

Utility Mapping









#### **OVM MENA**

OVM Middle East & North Africa is the technical & marketing operations arm of OVM International Ltd. in the MENA region; a leading product supplier, solutions provider and applicator in the field of post-tensioning and other special construction techniques (mainly for bridge construction).

OVM was among the first Chinese Companies to be awarded the CE-mark or ETA Certification.

OVM operates under ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:1999; covering quality and environmental management.

OVM has been a proud and active member of the post-tensioning institute (Farmington Hills, MI, USA) since 2011 and of the International Association for Bridge and Structural Engineering (Zurich, Switzerland) since 1995.

OVM has, for over 50 years now, carefully engineered several hundred projects in more than 30 countries & participated in over 250 projects worldwide of which 90 were within the MENA region. OVM has been involved in diverse projects ranging from highways, bridges, buildings, water conservancy & hydropower, underground engineering, rock & soil stabilization, deep excavation

and high-speed railway tracks, all the way up to the nuclear industry.

The range of products & services offered by OVM MENA includes:

- Post-Tensioning System
- Bridge Construction Equipment
- Bridge Bearings
- Expansion Joints
- Anchor-Block System
- Stay Cable System(S)
- External Cable System

OVM systems have been implemented globally, in projects conforming to almost all major standards; AASHTO, BS, EN, GB, JIS, ETA, FIP, etc.









#### **SPD**

SPD is a full road construction services company, starting from crushing and production of road construction materials up to asphalt paving and road marking application. We are dedicated to quality and customer satisfaction.

SPD is proudly serving Riyadh city in the field of infrastructure, landscape, hardscape, driveways, parking lots, earth moving, irrigation, planting and all kind of external related construction work. SPD is serving both the private and the governmental sectors. Our services include:

#### **New Construction Unit**

We are fully equipped with the right machinery and specialized crews in road construction to do a quality job within acceptable time frame and affordable cost.

## Earth moving, Excavation and Underground Utilities.

We are handling the earth moving and excavation works dealing with all kind of soils even the rocky ones, aswell as demolishing of concrete and asphalts, disposal of debris, installation of all types of drainage systems and water supply, backfilling and compaction with highly efficient equipment, and well trained manpower.

#### **Asphalt Resurfacing**

Asphalt resurfacing is among our Specialties. We can handle any

size of asphalt resurfacing job using our latest technology equipment, machinery and professional personnel.

#### Milling

Our milling machines can handle all sizes of milling jobs for all areas and thicknesses. We are able to mill the asphalt paving from 25mm up to 300mm.

#### **Asphalt Maintenance**

We offer complete services for asphalt repair, maintenance and rehabilitation.











ACMC (Airfield Construction and Maintenance Services) Division is a Saudi base division that draws on the experience and resources from the Kabbani Construction Group, which is one of the largest civil contracting companies in the Gulf.

Airfield Construction and Maintenance Services Division has a regional and international reputation in the construction and maintenance for both civilian and military airfields.

#### **Airfields**

Airfields Division, together with our civil engineering design consultants, provides extensive airside expertise on all aspects of airfield pavement construction and maintenance.

We have dedicated Airfield Maintenance teams which carries out routine maintenance to ensure the airfield is kept operable at all times.

Below are some examples that we cater for:

Runway Retexturing
Epoxy Repairs
Grooving
Overband Sealing
Joint Sealing
Concrete Repairs
Civil works
Block Paving
Saw Cutting
Fuel Resistance
Drainage



The following process can be offered as potential solutions,

based on the level of deterioration and maintenance requirements.

Preservation Slurry Surfacing Resurfacing

#### **Airfield Repairs**

Airfield Construction and Maintenance Services Division has extensive experience in the repair of civil and military airfield pavements using a range of different systems and products for both concrete and asphalt pavements.

Epoxy Repairs
Cementicious Repairs
Bituminous Repairs

#### **Concrete Paving**

Works to include:

- New Jersey Barrier (Left Face, Right Face and Two Faces)
- New Jersey Bed
- Curb Stone (Up stand & Edge)
- Side walk (Hard Shoulders, Bicycle Paths and agricultural Roads)
- Water gutter/ With Different Profiles
- Canals (With U-V Shapes)
- Track Bed for Local or High Speed Trains
- Foundation Strip











In line with our commitment to strengthen and diversify our operations in the Kingdom of Saudi Arabia, we have established a new division: The Industrial Services Division (ISD).

ISD is dedicated specialty contractor serving the industrial belts of Saudi Arabia. ISD has safely completed many repairs and maintenance works nationwide mainly in affiliates of Sabic, SWCC, Marafiq, Sceco, Sadara and other major industrial clients.

ISD has the expertise, knowledge and dedication to tackle any repair challenge of civil, mechanical or electric nature within any industrial facility. ISD teams are able to draw imagination and innovation to develop tailor made solutions for every different scene. ISD unique approach led by highly skilled engineers and man power understands the facilities and develops a comprehensive remedial plan that not only extends the service life of the industrial structure but ensures minimum disruption of facility operations with maximum emphasis on safety.

From Periodic Maintenance and Repairs to Emergency Services and Turnarounds, Piers to Process Structures, Cooling Towers to Cokers, Silos to Sulphur pits,
Tower beams to PCCP pipes,
Silos to Stacks, Chimneys to
Cooling towers, Electric Manholes
strengthening to Substation
protection, ISD is always ready
to offer comprehensive time
bound solutions that involve
extensive preplanning and
interaction with the facility users,
assembling specific specialized
work crews that work 24/7 365
days for successful remedial
implementation.

With the introduction of this new division, we are able to increase our penetration in the Kingdom's industrial sector and introduce our proven innovative and advanced solutions tailored for such industries. ISD is operating from Dammam and covers other geographic areas like Riyadh, Jizan, Jubal, Yanbu, and Rabigh Industrial Cities.













Known as the leading specialized contractor in the MENA region today, Kabbani Construction Group (KCG) has cemented its name in the Architectural, Engineering & Construction sector (AEC) to become a pioneering force within one of the Kingdom's leading commercial entities, The Isam Khairy Kabbani Group of Companies (IKK).

EMCC takes pride in its wide spectrum of Mechanical, Electrical and Plumbing activities (MEP) for medium and large facilities such as residential, commercial, industrial, medical and governmental facilities.

EMCC shall sustain a respectable reputation for its future contributions to the MEP sector through dedicated commitment to its clients and a variety of key services delivered without compromise by hundreds of skilled technicians while managed and monitored by a synergetic team of highly experienced managers. EMCC's unique approach for design evaluation and value engineering guarantees premium quality for all its projects within minimal time. Amidst this fast paced market and society's continuously evolving perception of necessities and luxuries, EMCC's business developers find it within their priorities to adapt to these changes so as to acquire the

necessary knowledge due to the resultant technical implications. Having set the long term objective of becoming the region's reference in the field, EMCC continuously seeks multinational alliances with leading manufacturers and specialists.

EMCC shall carry primal guidelines known to be effective in strengthening business relationships with the esteemed clients both on the short and long terms; those key values shall become a major force behind EMCC's success:

- Close communication with the clientele allows EMCC to better understand the requirements so as to deliver with utmost satisfaction. Expertise and efficiency in management allowing for constant staff evaluation and proper planning and schedule execution.
- Detailed estimation and cost analysis for maximal results within shortest time and lowest cost.
- Thorough research and in-depth study of all projects are led by specialized engineers who have dealt with all types of tender documents, drawings and technical sheets among others.











SOGEC - Specialized Oil & Gas Engineering Company is a memeber of KABBANI CONSTRUCTION GROUP.

Taking advantage of the group financial resources, SOGEC was initially launched in 2001 as a part of KABBANI CONSTRUCTION GROUP to meet the acute needs of Cathodic Protection , Non Destructive Testing and Post Weld Heat Treatment required by the oil and gas industry, through the vast experience gained by the Division's engineering and technical staff.

SOGEC is a 100% Saudi National Company registered with Ministry of Commerce under Commercial Registration No. 4030133192. SOGEC has acquired extensive professional experience in CP, NDT & PWHT for pipelines, plant piping, well casings, tanks, vessels, jetties, steel reinforcing concrete, etc...

SOGEC is a registered vendor with the following well reputed end clients:

- Saudi Oil Company Saudi ARAMCO
- Saudi Basic Industries Corporation (SABIC)
- Saudi Electricity Company (SEC)
- Royal Commission (RC)

- Ministry of Water (MOW)
- Saline Water Conversion Company (SWCC)
- · MARAFIQ
- National Water Company (NWC)

Our Prime Activities are:

CP (Cathodic Protection)

Survey, Design, Supply, Install, Commission & Maintain any type of CP System

NDT (Non-Destructive Testing)

PWHT

Post Weld Heat Treatment.

**Pre-Heating** 

Normalizing

Solution Heat Treatment

Refractory Dry out

**Paint Curing** 

PMI

Positive Material Identification.

Radiography / RT

Ultrasonic Examination / UT

**MPT** 

Magnetic Particle Inspection (Test)/

**LPT** 

Liquid Penetrant Examination (Test)

**Leak Detection** 

**Coatings Inspection** 

Inspection

**Analyzers** 









## REGIONAL PRESENCE



Kabbani Construction Group Market is not restricted to Saudi Arabia Only In fact, KCG's regional footprints extend to the flowing countries as well:

KSA: KCG

**UAE:** KCG Emirates

Qatar: BMC Qatar and QCTC Egypt: A Build Egypt SAE Lebanon: A Build Lebanon SAL

Bahrain: KCG Bahrain Oman: KCG Oman







KCG Emirates was established in September 2006 as a branch of KCG Saudi Arabia to meet the high demand for quality specialized contractors in the field of construction protection and repair.

In 8 years KCG Emirates was able to become one of the U.A.E's market leaders in waterproofing, coating & concrete repair fields

KCG Emirates is currently executing the substructure & superstructure waterproofing packages for the Louvre Museum worth more than 70 Million Dirhams. The Museum is located on Saadiyat Island with an area of 24,000m² and is set to become one of Abu Dhabi's most defining landmarks:

Dubai Airport Concourse 4, Abu Dhabi Airport Midfield Terminal, Barakah Nuclear Power Plant, Dubai Mall Car Park, Jebel Ali International Airport (Al Maktoum Airport), Abu Dhabi Financial Center & Cleveland Clinic are some of the landmark projects awarded to KCG Emirates in the past years.







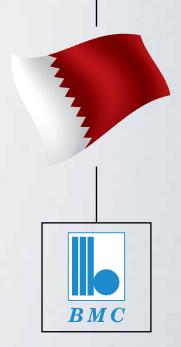




BMC Qatar was established in May 2003 as an affiliate of Kabbani Construction Group Saudi Arabia to meet the high demand for quality specialized contractors in the field of construction protection and repair.

BMC Qatar service covers many aspects of construction weatherproofing including foundation protection and basement waterproofing, jointing, insulation, roofing and related works. From the drawing stage to post contract maintenance,

BMC Qatar prides itself on its professional team of architects, civil engineers, administrators and skilled technicians, drawn from international business that can be harnessed to the projects with strict adherence to the highest technical and professional standards.









KCG has decided to expand its activities in the region in the concrete repair services, structural rehabilitation, inspection, fireproofing and maintenance by acquiring a new company in Qatar - Qatar Construction Technique Co. WLL (QCTC).

The company offers comprehensive engineering solutions, technical assistance and quality applications for concrete repair, industrial flooring, structural rehabilitation, fireproofing and fire stopping applications in addition to design and implementation of structural strengthening systems using Fiber Reinforced Polymer (FRP), High Performance Protective Coatings and Structural Strengthening Solutions.

QCTC, providing comprehensive engineering and technical services starting from the project design stage up to quality construction using state of the art up-to-date technologies, specializes in the concrete repair of bridges, buildings, reservoirs, and water tanks.

QCTC, having a growing reputation as a high quality sub-contractor, has highly experienced personnel from concrete repair operatives to technical support, site management, site surveyors, and health and safety management as well as recognized documented quality procedures.

QCTC focuses on infrastructures inspection, monitoring, testing, structural appraisal, and management that provide contractors and consultants with an accurate and meaningful assessment.

QCTC will work closely with the projects' owners to organize the inspection, maintenance and repair activities within allowed budgets. For this purpose the Company will use sophisticated software solutions, testing and inspection, maintenance and monitoring systems to enhance the durability and service ability at lower cost.











A strategic partnership was established in January 2000 between IKK Group and the reputable "UPC" (United Paint and Chemicals S.A.E) group for in depth marketing expertise and higher standard quality service in the Egyptian market.

"A-Build Egypt For Contracting S.A.E" represents as exclusive agent /distributor and approved applicator leading international manufacturers, in addition to the long list of local manufacturers and specialty construction products.

Its experience and alliances with the major providers in this industry whether in product, machinery or knowhow position the company to provide the best service to its customers.

A-Build Egypt can boost its pioneering role in introducing the "construction of airfields" activity within those of KCG.

A-Build Egypt For Contracting S.A.E is a market leader

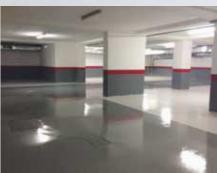
specialized contractor in the field of construction, protection and repair, mainly in the following domains:

- Waterproofing and Damp proofing
- Lining and Geomembranes
- Cellular Concrete, Shotcrete and Thermal Insulation
- Concrete Repair, Injection and Fire Proofing
- Industrial Flooring Protective Coatings and Joints Sealants
- Premoulded Expansion Joints Systems
- Maintenance of Oil Facilities
- Construction of Air Fields











A-Build sal Contracting and Trading Co. was founded in Lebanon in 1993, responding to a growing concern for construction, protection and environmental problems.

Moreover, our products are carefully chosen to serve today's increasing demand for advanced engineering materials.

A-Build can confidently assure you of its premium quality services, in supply and installation of Waterproofing and Damp proofing, Concrete Repair and Protection, Special floor coatings, Light Weight Foam Concrete and Environmental Engineering (Ponds & Landfill Lining).

As well as it relies on a highly qualified, specialized and motivated team of Engineers, Supervisors and Applicators.

A-Build is the distributor and approved applicator of the following manufacturers & products:

#### Carlisle - USA

Complete line of EPDM waterproofing membrane with complete range of related

accessories and polyurethane deck coatings.

#### • Tremco - Canada

Complete line of Sealants waterproofing materials, P.U. deck coatings & concrete protection materials.

#### Dermabit Waterproofing Industries - Kingdom of Saudi Arabia

Complete line of SBS and APP membranes.

#### Sika - Switzerland

Complete line of PVC waterproofing membrane.

#### BASF Master Builders Technology- MBT

Concrete repair products, Grouts, protective coating products, special floor coating concrete admixtures products.

#### • Flowcrete - Dubai

Special floor coatings (epoxy and polyurethane deck coatings).

#### • Bonar - Belgium

Non-woven polypropylene geotextile sheets.

#### Dow Chemicals - Kingdom of Saudi Arabia

Extruded Polystyrene thermal insulation Premoulded Boards.

#### Aercel - Italy

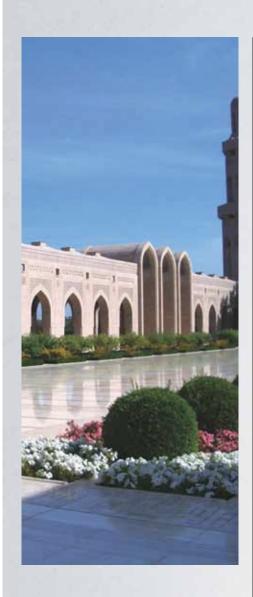
Lightweight cellular concrete foaming agent.





KCG Bahrain was established in December 2009 as a branch of KCG Saudi Arabia to meet the high demand for quality and specialized contractors in the field of construction protection and repair in the Bahraini market.





KCG Oman was established as a branch of KCG Saudi Arabia to meet the high demand for quality and specialized contractors in the field of construction protection and repair in the Omani market.





## INTEGRATED MANAGEMENT

## TQM (Total Quality Management)

KCG has started implementing its TQM in 2007. TQM is an integrative philosophy of management for continuously improving the quality of products and processes. It is used around the world.

TQM functions on the premise that the quality of products and processes is the responsibility of everyone who is involved with the creation or consumption of the products or services offered by an organization. In other words, TQM capitalizes on the involvement of management, workforce, suppliers, and even customers, in order to meet or exceed customer expectations.

The practices of TQM identified the nine common TQM practices as cross-functional product design, process management, supplier quality management, customer involvement, information and feedback, committed leadership, strategic planning, cross-functional training, and employee involvement.

A company's profitability and successful performance as a lean operational facility will depend substantially upon the quality control standards established and maintained within the entire company. Thus, it is essential that management becomes familiar

and implements Total Quality Management (TQM) to ensure its long-term success. This is the philosophy of KCG Management. KCG has implemented Total Quality Management (TQM), Environmental Management System (EMS) and Occupational Health and Safety Assessment Scheme (OHSAS) and has the honor to be certified by Intertek according to ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007 accredited by the United Kingdom Accreditation Services.





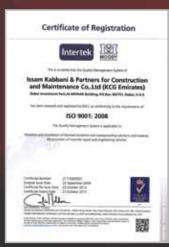












#### Quality Management System

The Quality Management System provides the tools by which we measure our performance, acting as a catalyst in promoting continuous improvement. It plays an integral part in all our day to day activities. KCG is committed to the provision of products and services that consistently meet the agreed requirements of its customers. We operate our business to meet or exceed the requirements of ISO 9001:2008. Through a structured program of quality improvement projects, specific initiatives, measurement of performance and encouragement of ideas, we aim to meet our target of continuous improvement in the quality of everything we do.

The key features to our approach to quality are:

- Culture of creativity and innovation
- Collective responsibility no blame culture
- People and processes enable and deliver the service
- Active participation of supply chain partners
- Flexibility in developing and producing performance indicators
- Structured approach to sustainable construction and continuous improvement

## Environment Management System

Our Environmental Management System meets the requirements of ISO14001:2004 and ensures we pro actively manage our operations to minimize our impact on the environment.

KCG achieved its first ISO 14001 registration in 2009 and we have

completed its roll-out to all our principal locations.

The key principles of environmental management in KCG are:

- Identification and management of environmental risk
- Full compliance with environmental legislation
- Improvement of environmental performance to reduce impact
- Ensure our values are upheld throughout the supply chain
- Development of sustainable products and processes

## Occupational Health & Safety Management System

The Occupational Health and Safety Management System promotes a safe and healthy working environment by providing a framework that allows the company to consistently identify and control its health and safety risks, reduce the potential for accidents, aid legislative compliance and improve overall performance. Our safety record within the construction and allied industry is excellent and has been recognized with many safety awards. OHSAS 18001 has been designed to be compatible with ISO 9001 and ISO 14001 and to help the company meet its health and safety obligations in an efficient manner. The Safety of the public and every KCG employee is our first priority:

- we must minimize risk in all of our activities
- everyone must have clear roles and responsibilities for safety
- unsafe working practices must be identified and corrected
- all incidents must be investigated and addressed
- our goal is zero incidents

## CORPORATE GOVERNANCE

## Commitment to openness and transparency

Creating transparency is the highest objective of good corporate governance. This provides information on structures and processes, area of responsibility and decision procedures as well as rights and obligations of various stakeholders.

#### The Board of Managers

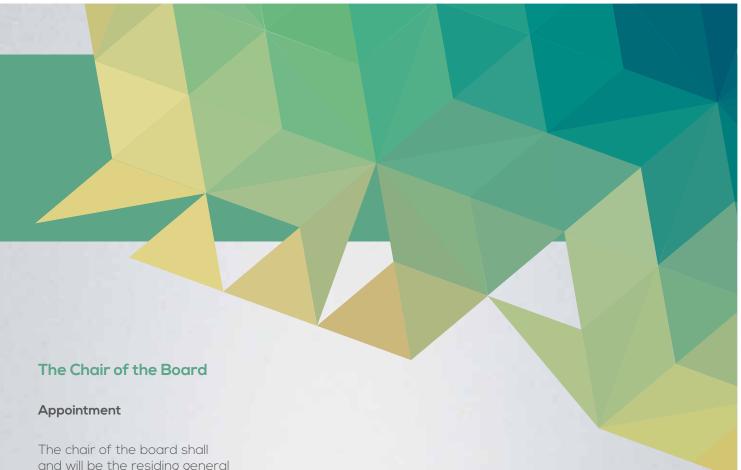
The Board of Managers is KCG's highest governing body. The main responsibility of the Board is to oversee the management of business and affairs of the Company. In this regard, the Board establishes policies, reporting mechanisms and procedures in view of safeguarding the assets of the Company and ensuring its long-term viability, profitability and development.

The Board is committed to promoting an environment of corporate responsibility and ethical values with respect to KCG. The Board is composed of the CEO, CFO, General Managers and National Managers. The Board seeks to discharge such responsibility by reviewing,

discussing and approving the Company's strategic planning and organizational structure, and supervising management to oversee that the strategic planning and organizational structure enhance and preserve the business and underlying values of the Company. The best interests of the Company must be paramount at all times.

## Mandate of the Chairman of the Board of Managers

The Chairman of the Board of Managers carries the responsibility of ensuring that the Board executes its mandate effectively, efficiently and independently.



The chair of the board shall and will be the residing general manager of the company (Chief Executive Officer). The Chair of the Board shall be responsible for the organization and efficient operation of the Board and its committees. The Chair will ensure effective communication between the Board and management.

#### Specific Role and Responsibility:

- Chair Board meetings.
- Ensure that the Board works as a cohesive team under his leadership and that Board meetings are conducted in such a manner that facilitates the exchange of constructive and objective points of view, and encourages all managers to participate in such a way that is conducive to good decision-making.
- Ensure that the Board has adequate resources, especially by way of full, timely and relevant information to support its decision-making requirements.

- Reviews the Board meeting agendas to ensure that matters are brought up in a timely fashion and that they are documented in a manner that allows the making of well informed decisions and provide input on the preparation of agendas for Board and committee meetings.
- Ensure that a process is in place to monitor legislation and best practices which relate to the responsibilities of the Board, to assess the effectiveness of the overall Board and its committees on a regular basis. Consult with the owners and the Board on the effectiveness of Board Committees.
- Ensure delegated committee functions are carried out and reported to the Board.
- Ensure that the board members have adequate opportunities to meet to discuss issues without

#### Management present.

- Communicate to management, as appropriate, the results of private discussions among outside managers and ensure that the expectations of the Board towards management and those of management towards the Board are clearly expressed in a respectful and constructive manner.
- Oversee the evaluation of the performance of senior executives or officers.
- Oversee the Board's obligation to that the Company implements its code of ethics.

#### **Committees**

#### Standing and Ad Hoc Committees

The Board has established five standing committees – the Corporate Governance Committee; the Corporate Communication Committee; the Finance and Risk Committee; the Human Resources Committee; and the Management Information Systems Committee. In addition to these regular committees, the Board may appoint ad hoc committees periodically or as needed.

#### **Committee Composition**

Each of the committees shall be composed of members of the Board, having regard to the needs of each committee and the expertise of individual members of the Board, and any applicable regulation.

### The Corporate Governance Committee

The Corporate Governance
Committee is generally
responsible for the governance
of the Board and recommending
to the Board the required
amendments to the Board
of Manager's Mandate. The
Committee is also responsible
for developing the Company's
approach to corporate
governance. In addition, this
Committee is responsible for
maintaining an effective working
relationship between the Board
and management.

### The Corporate Communication Committee

The Corporate Communication Committee is responsible for the overseeing of the company's policies and practices pertaining to its occupational health and safety, environment, communication, corporate contributions, public and social matters and the company's relationship with its strategic suppliers and customers and finally media.

#### The Finance and Risk Committee

The Finance and Risk Committee is generally responsible for reviewing and inquiring into matters affecting the integrity and performance of the Company's financial reporting, the system of internal accounting and financial controls and procedures, and financial procedures and plans; overseeing the Company's policies and practices relating to corporate compliance and risk management strategies; recommending to the Board the appointment of the external auditors; and reviewing with management and reporting to the Board annually on the Company's financing plans and objectives.

committee shall ensure the implementation of the board's will in terms of information technology and will recommend technologies and courses of action in that regards.

#### The Human Resources Committee

The Human Resources Committee is generally responsible for overseeing the Company's policies and practices with respect to its human resources; reviewing recommendations for the appointment of persons to senior executive positions; considering terms of employment, including succession planning and matters of compensation; recommending to the Board the goals and objectives used to determine executive leadership compensation; and evaluating the executive leadership team's performance and making recommendations to the Board with respect to any incentive compensation plans.

### Management Information Systems Committee

The Management Information Systems Committee is generally responsible for overseeing the Company's direction with regards to information technology. The

#### Strategic Planning and Risk Management

#### **Company Mission**

The Board has oversight responsibility to participate directly, and through its committees, in reviewing, discussing and approving the mission of the Company and its objectives and goals.

#### Business, Financial and Strategic Plans

The Board is responsible, on at least an annual basis, for reviewing the business, financial and strategic plans by which it is proposed that the Company may reach its objectives and goals.

#### **Monitoring Progress**

The Board is responsible for adopting processes for monitoring the Company's progress toward its strategic and operational goals, revising and altering its direction to management in light of changing circumstances affecting the Company, and taking action when Company performance falls short of its goals or other special circumstances warrant.

#### **Board Guidance**

The Board is responsible for providing input to management on emerging trends and issues and on strategic plans, objectives and goals that management develops.

#### Risk Management

The Board is responsible for the identification of the principal risks of the Company's business, including strategic, financial, operational and reputation risks, and ensuring the implementation of appropriate systems to effectively monitor and manage such risks with a view to the long-term viability of the Company. The Board will endeavor in good faith and in its business judgment to achieve a proper balance between the risks incurred and the potential return to the Company's owners.

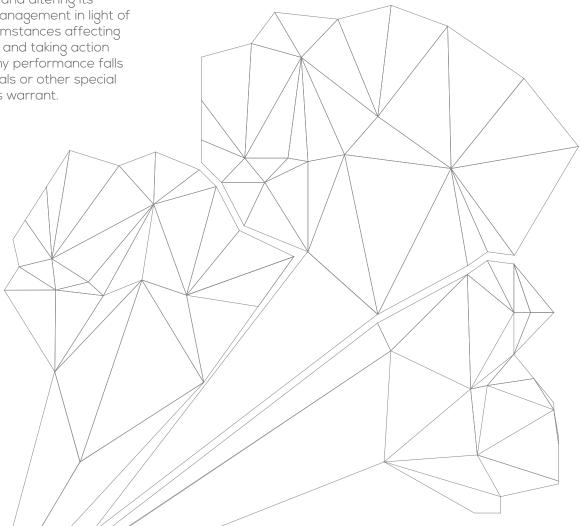
### Monitoring of Financial Performance and other Financial Reporting Matters

#### **Internal Controls**

The Board is responsible for taking reasonable steps to ensure the implementation and integrity of the Company's internal control and management information systems.

#### **Approval of Financial Statements**

The Board is responsible for approving the audited financial statements, interim financial statements and the notes and Management's Discussion and Analysis accompanying such financial statements. Approval of interim financial statements and Management's Discussion and Analysis accompanying such financial statements may be delegated to the Finance and Risk Committee.



# CORPORATE

KCG Corporate Finance department headed by the CFO assesses the company's financial situation and influences corporate decisions based on the findings from its assessments. The corporate finance department has one primary goal to maximize the to use its money, how the company should invest its money. In the case of mergers and acquisitions, the corporate finance department plays a starring role in whether or not a

#### Cash Cycle

The corporate finance department also reviews the cash cycle of the company. The cash cycle of the company is the time between when the company delivers its services and the time it takes to get paid after selling the services. The cash cycle is important to the success of the business because it determines if there is a need to obtain financing (or business loans). Typically, financing is sought if the cash cycle remains the same but sales increase or sales remain the same but the cash cycle increases.

#### Income

The income of a business is determined by deducting its expenses from its revenues. The corporate finance department continuously monitors the income of the business by keeping track of the revenues, expenses and inventory levels of the business.

#### **Financial Ratios**

The corporate finance department uses a variety of financial ratios to calculate where the company stands and how this standing plays into the decisions made by company executives in order to continuously move the company toward profitability. Not only does the corporate finance department runs these ratios to keep moving the company toward its goals, but it also compares how the company measures up against other companies in the industry.

#### Corporate Finance Staff Primary Responsibilities

Corporate finance staff, under the direct supervision of the CFO, has some very important responsibilities in their jobs. Corporate finance department covers all aspects of the corporate accounting functions, from budgeting and financing decisions to general accounting operations. KCG finance department breaks up the responsibilities into smaller units, which are focused on certain aspects of the corporate finance functions

#### **Budget Forecast**

Finance employees are responsible for creating annual budgets and reviewing actual results to these budgets. Each Division will be given a budget for its expenses; each budget is then reviewed by the Division managers for any changes or requests.

#### **Financing Decisions**

When Divisions need outside financing for their operations, the corporate finance staff helps procure favorable loan terms for the business. Corporate Finance staff accurately measure the future profits from new operations against the loan terms when obtaining bank financing.

#### Risk Management

Corporate Finance employees are responsible for protecting any retained capital from business operations.

Accounting Operations

Corporate Finance employees are also responsible for monitoring the daily accounting operations of the company.

#### **Cash Flows**

Cash flows are the influx and outflux of capital relating to our various business activities, such as resource acquisition and selling services. Cash flows allow us to pay for the expenses necessary to run the business. Corporate finance uses formulas such as the net present value and payback period to determine how much cash value different opportunities bring to the company or the length of time to restore spent capital.

#### **Capital Structure**

Capital structure is the analysis of how much debt the company takes on when financing its operations with external debt loans and equity investments. Capital structure is a primary factor in corporate finance.

#### Risk

Risk is a common factor found in all businesses. Risk can relate to the operational side of business or the financial side. The corporate finance formulas involve the use of a risk premium to ensure that the company does not carry too much risk in its operations.

#### **Cost of Capital**

Cost of capital represents the interest rate the company pays for external capital. This figure is the interest rate of loans and private investments. Banks require certain interest rates when investing money into businesses. Corporate Finance must carefully analyze the cost of capital against the expected return of new business opportunities. This analysis ensures the company will be able to pay for the cost of capital and provide some profit for the company.

# RISK MANAGEMENT

#### Seizing Opportunities and Cutting Risks

As a major player in the specialized contacting field, KCG is exposed to a variety of risks. The permanent protection of the company's reputation and safeguarding of its freedom of action necessitate a timely analysis of potential risks and their integration into strategic decision-making processes. Diligent risk management may also unblock new opportunities.

#### **Risks and Opportunities**

Flawed risk assessments may seriously impair a company's reputation, limit its freedom of action or, at works, lead to insolvency. Well aware of this KCG reacted years ago by introducing a comprehensive risk management system for the company and all its subsidiaries. Dangers should be identified at an early stage and integrated into strategic decision-making processes. Risk management may sometimes assist in the identification of new opportunities and there-by help to generate added value. The risk management process comprises four steps: Risks identification, risk assessment, risk monitoring and risk controlling.

#### Company Management and Board of Managers

While the Finance Department regularly reviews the processes underlying risk management, KCG Board of Managers bears ultimate responsibility for risk assessment. Its duties include annual reassessment of the risk situation at corporate level. Here, the focus is on those strategic and operative risk that are capable of seriously endangering the company as a whole.

All risks are assessed in terms of a few basic questions:

- Is the risk global, regional or local in scope?
- How significant is the risk for the Group?
- How high is the probability of losses occurring?
- What measures need to be implemented to prevent or mitigate the risk?

Suitable measures are then taken to counteract any risks that are rated critical in the overall assessment.

#### **Suppliers**

Materials, as KCG's biggest cost factor, are high on the risk assessment agenda.

KCG purchases its products from



the best-quality and most reliable suppliers.

#### **Customers and Markets**

KCG adopts a policy of strategic diversification to limit market and customer related risks. Geographical diversification is tremendously important in the construction industry. Customer diversification is another stabilizing factor.



#### **Financial Risk**

The purpose of financial risk management is to optimize funding and achieve a liquidity position geared to payment obligations.

Liquidity is optimized by means of a cash pooling arrangement. For selected activities in the treasury area KCG relies on additional third-part services such as ORIX. KCG also manages its net working capital with the utmost care and, through a cost structure dovetailed to the prevailing market conditions, ensures adequate cash generation at all times.

# RESEARCH & DEVELOPMENT

KCG has always invested substantially in its R&D Department. Since 1980, KCG has delivered the best value in construction services by placing expert construction professionals on every undertaken project.

KCG is consistently ranked among the top specialized contractors in specialized contractors in KSA.

The best and brightest college graduates are selected and trained under the keen eye of experienced company veterans to guarantee continuous quality outcomes from generation to generation.

All this is achieved through the Research and Development department which consists of five main units:

- TQM
- Quality Control
- Safety
- Training and Technical Academy
- Corporate Communication

The objectives of the R&D department are as follows:

- Introducing new products and solutions to the company.
- Sharing technical information between our offices
- Arranging technical seminars for the staff and the clients.
- Coordinating on technical information with suppliers
- Training staff and introducing new tools and techniques to enhance performance.







## HUMAN RESOURCES

#### Spotlight on the Work Environment

#### Health and Safety

Health and Safety remains a priority issue for KCG. The Group's work environment policy was revised in 2013. The company's work environment network is intensely active and extra resources have been allocated to introduce benchmarking across KCG focused on internal learning, greater collaboration and transparency. A key focus of activities in recent years has been on improving the safety culture by changing behaviors at work. The improvement in reporting accidents, incidents and risk observations has led to a rise in the number of incidents and risk observations. This forms an important part of the company's preventive health and safety work. In recent years the company has seen a positive trend concerning the number of accidents. Work is now moving forward to achieve KCG vision of being a zeroaccident company.

#### **Equality and Diversity**

The Group's belief in the equal value of all people runs through every part of its business. KCG aims to be a company where everyone is treated with respect and never harassed or demeaned – no form of discrimination is accepted.

#### Tools for HR Work

HR work is governed by laws, contracts and polices, and forms a natural part of the Group business plans.

#### THE PERSONNEL POLICY

Reflects the Group's stance on what constitutes sound human resources policy. It highlights the joint responsibility of management and staff for maintaining a good work and development climate.

THE WORK ENVIRONMENT

#### THE WORK ENVIRONMENT POLICY

This policy which was revised in 2013 contains the principles for how work environment activities are to be run in KCG Group.

#### KCG'S Employees

Attracting, developing and retaining employees who are courageous, committed and responsible lays the foundation for KCG continued success. The combined skills and abilities of the employees are an engine of profitable growth, underpinned by KCG core values.

#### Work on Values

The drive to create a stronger KCG requires something that unites the company and its employees, that fire everyone with enthusiasm, and that promotes the creation of shared objectives that everyone can understand and work towards.

At the end of 2013, Group management initiated

comprehensive work on values. Following an initial process involving all parts of KCG core values were born: Courage, Commitment and Responsibility.

There are numerous

benefits to having clear

values. They strengthen ties across business area and national boundaries, as well as boosting collaboration within and between Divisions and teams. They facilitate easier decision-making and provide support during process of change. They convey what KCG stands for and thus contribute to long-term business relations and successful recruitment. And last but not least, the core values are a guide and benchmark in an industry that is undergoing revolutionary change and major restructuring around the globe. Ultimately, the core values are there to help improve competitiveness, which

#### **Future Career Potential**

leadership.

is supported by value-based

Within KCG, skills development is taken for granted as part of the job. This may be organized in several ways, for example through training courses or changes in duties, new roles or participation in projects. Internal mobility is encouraged and many employees have a number of different positions at KCG under their belt. A regular in-house



mentoring program is popular with employees, as it contributes to professional and personal development.

#### Value-based Leadership

KCG works actively to promote value-based leadership, where managers motivate their employees by showing courage creating commitment and delegating responsibility. Such an approach leads to greater participation and dynamism, resulting in a more change-oriented organization.

#### **Leader Training**

The Group's managers receive continuous training. New managers undergo leadership training.

KCG has many strong leaders, and the company works continuously

to identify managers who can take on more responsibility and challenges and to highlight internal career paths for such people.

#### **Talent Review**

Each year managers, key personnel and employees with high potential are identified and comprehensive successor planning is carried out as part of a systematic process. KCG strives to fill a large proportion of all managerial vacancies through internal recruitment, in order to provide employees with clear career paths and opportunities to grow within the internal organization.

#### KCG's strategic direction

Kabbani Construction Group (KCG) believes in the capacities and competitiveness of local labor force. And consistent with the goal of achieving an excellent level, and continually fulfill the Ministry of Labor's Nationalization Program, local hiring has been intensified as evidenced by the significant growth in hiring of Saudi Nationals.

The National Human Resources has systematized the control and coordination of visa utilization by establishing a steady system flow through proper channels.

Attracted and retained recruits that provide services with superior quality and value to the company.

Minimized staff turnover by maintaining a harmonious work environment and demonstrating care for every employee through open communication and periodic counseling, while maintaining and enforcing high standards of ethical conduct.

Fully supported the integration of Enterprise Resource Planning (ERP) that streamlined HR workflow, payroll system, communication and accessibility to non-centralized workforce.



#### **Marketplace**

KCG's marketplace extends regionally. We are committed to deal fairly and ethically with all parties and at all points of our supply chain. We work hard to ensure the responsible and sustainable sourcing of materials; affordable products of the highest quality and the safe processing of our services.

Employees, Managers and Officers adhere to a Code of Ethical Business Conduct to guide behavior and decision making. Our Procurement Principals are the best-practices guides of ethical behavior for our vendors and suppliers.

#### **Marketing Principles**

KCG is committed to the responsible marketing of our products and services. Our strong values guide our behavior in all aspects of our reputation-building work, and we apply these values to all customers.

KCG will apply its Marketing Principles to all forms of media designed for its customers, including printed, online advertising, and video.



#### Workplace

At KCG, we recognize that our company will succeed and grow only if we attract and retain the highest-quality workforce: talented, engaged employees dedicated to engaging with customers and fulfilling our corporate mission and values.

We are committed to treating our employees well - from providing a welcoming work environment to competitive total compensation and benefit programs to comprehensive development opportunities - and we strive to ensure that we reward our employees with more than a paycheck. People, Performance, Passion – our mission is to deliver an employee value proposition that ignites passion, "unwraps" potential, builds capability, drives performance and WINS in the marketplace.

#### **Supporting Our Employees**

We actively work to enrich the lives of our employees through competitive salaries and benefits. To foster greater physical health, we've instituted a wide array of wellness programs, including establishing sports teams and building football, volleyball and basketball courts at our labor camp, as well as incentive programs and safety campaigns. We have also derived a medical insurance plan that favors all employees. All employees are enrolled in an incentive plan.

#### **Advancing Diversity**

KCG is dedicated to workforce diversity. There is great value in the differences that make each individual unique. Embracing new ways of thinking and diverse management styles, as well as the experiences and abilities that come from bringing together people of different backgrounds, only serves to make KCG a stronger company.

## NATIONALIZA-TION & EMPLOYMENT

KCG has developed a Nationalization Program Supporting the Qualified National Workforce. With Nationalization (replacement of foreign labor by Saudi nationals) KCG strives to encourage and increase employment of young Saudi nationals.

#### Our Plan for the Qualified National Workforce

The Induction Program aims to increase our Nationalization ratio by recruiting talented Saudi graduates and placing them in jobs that suit their skills and capabilities.

At the beginning of the program, top management set a very clear and high-aiming goal: to raise the Saudization ratio to meet and even exceed the requirements of the new labor law in terms of manpower.

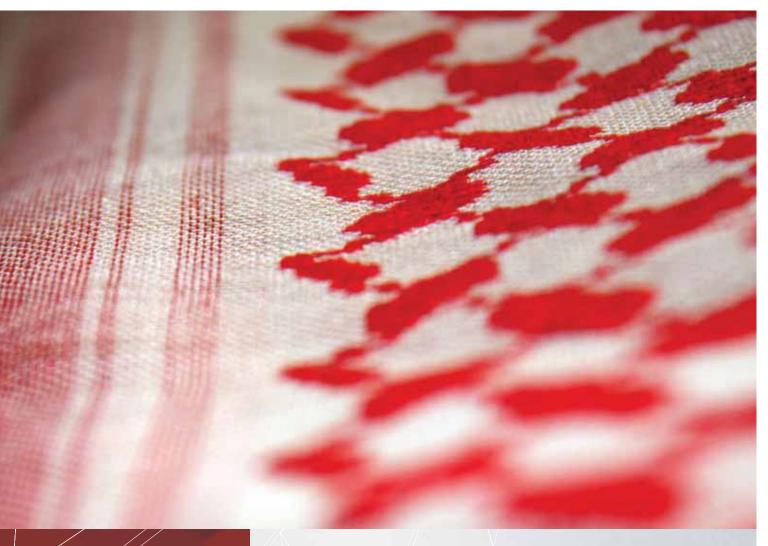
Our Program offers Saudi fresh graduates of high schools or universities and who hold diplomas, Bachelor or Masters Degrees comprehensive training focusing on: The values of teamwork and customer satisfaction

- · Soft skills like delivering presentations
- Effective communication and
- · Creative thinking

At a later stage the young Saudis are being trained for the challenging work environment based on their tasks. The program involves vocational training, practical exercises and, most importantly on-the-job training sessions at office or on jobsite.

#### Our commitment to Nationalization

A growing number of senior technical, managerial and executive positions are held by highly qualified Saudis. At KCG, we leverage our regional, broad-based range of competencies to serve our markets from competent local companies with exceptionally well-qualified local employees. This is our commitment to the Kingdom of Saudi Arabia.



#### **Employment**

KCG Is an Equal Opportunity Employer

KCG recruits and hires employees regardless of race, color, nationality, ethnic origin, religion, sect, or gender. All rights, privileges, programs, trainings, activities, compensations and remunerations are provided to all employees on established scale. Employees are hired and awarded according to their qualifications, accomplishments, educational background, degrees earned, experience, loyalty and merits. KCG believes in adopting an Individual Career Path (ICP), which becomes the road map to individual development potential. KCG provide a challenging work environment in which achievers are rewarded.

At KCG the Human Resources and Development department's task is to handle all personnel matters such as recruitment, social services, residence permits, time keeping, staff files, staff insurance policies, HR seminars and training programs. KCG is committed to hire high caliber staff

# SUPPLY CHAIN MANAGEMENT

The Central Procurement Department in KCG was established having the objectives to ensure least cost, most effective, and most efficient procurement of all services and goods required for the proper functioning of the company.

> **SUPPLY** CHAIN **STRATEGY SUPPLY LOGISTICS** CHAIN **PLANNING SUPPLY CHAIN MANAGEMENT SUPPLY PROCUREMENT CHAIN APPLICATION SUPPLY OPERATIONS**

#### Central Procurement Department KCG Supply Chain Management Strategy

- 1. Network optimization through our facilities and warehouses located in the gulf region mainly in Riyadh, Jeddah, Dammam, Dubai, Abu Dhabi, Doha, Manama and Muscat.
- 2. Strategic partnership with our major suppliers and distributors throughout a long history, experience and effective communication channels for operational improvements.
- 3. Product coordination with major consultants for design and specification approval so that new and existing products can be optimally integrated into the supply chain.
- 4. IT infrastructure to support chain operations.

#### KCG Procurement Management Responsibility

- To ensure that KCG maintains:
- An appropriate procurement system which is fair, equitable, transparent, competitive and cost-effective
- Effective, efficient and transparent systems of financial, risk management and internal control
- A system of internal audit under the control and direction of an audit committee complying with and operating in accordance with prescribed regulations and instructions
- To act with integrity and in the best interest of KCG in managing its financial affairs, including the avoidance of conflict of interest, improper practices and opportunities for fraud, theft and corruption
- To prevent any prejudice to the financial interests of KCG
- To purchase or otherwise acquire, take on lease or hire, exchange, improve, sell, mortgage, pledge, let, dispose of or otherwise deal in property of any description whatsoever.

#### - To take effective and appropriate steps to:

- Prevent irregular expenditure, fruitless and wasteful expenditure, losses resulting from criminal conduct and expenditure not complying with the operational policies of KCG;
- Manage available working capital efficiently and economically;
- To ensure that expenditure of KCG is in accordance with the approved budget;
- To approve the allocation of funds to strategic goals of KCG.

## CUSTOMER SATISFACTION

We firmly believe that long-term customer satisfaction is the cornerstone of our success. To continue meeting the changing needs of our valued customers, we are committed to creating value that increases customer competitiveness through a worldclass vertically integrated solution that establishes the industry's standard for superior quality and service. As part of its relentless efforts to offer the best service to its customers, the marketing team conducts regular market visits involving feedback sessions and customer satisfaction surveys.

At KCG, we view customer concerns and complaints as an opportunity for us to help you while getting to know your needs better. Helping you helps us improve our services. Accordingly, we are committed to resolving any concern or complaint you may have quickly, professionally, and to your total satisfaction.

KCG provides the highest quality products and services to its customers in support of its 'Value Creation through Innovation' strategy. Our customers have come to expect reliability in everything we do for them, from product performance through the order process to our final delivery. We are committed to continuous improvement in our performance and we seek smart and simple solutions to fulfill our customers' needs.

#### Customer Complaints

At KCG, we do our best to provide the highest standard of customer service at all times. Yet, we recognize things do go wrong on occasions, in which our customers may wish to complain. Thus, we have developed procedures to ensure all complaints are dealt with consistently, efficiently and in a timely manner.

E-complaint could be the fastest choice for the customer to seek Solutions. With e-complaint we ensure customers are receiving fair and rapid resolution of their complaints.

## SOCIAL RESPONSIBILITY

At KCG we are committed to balancing responsibilities to our customers, employees, owners and the communities in which we operate.

Developed in line with the IKK Group's aims for sustainable development, our aim is to:

- Support and develop education initiatives in local areas
- Promote social inclusion
- Develop a partnership approach with local communities
- Develop and support the industry
- Our objective is to align our community support initiatives to our business activities, and to incorporate the resulting benefits and value to the products and services we offer.

Stewardship of the earth is the responsibility of all businesses, just as it is of all nations and peoples. KCG fully embraces that responsibility. We are dedicated to making and delivering our products in a way that is both environmentally sustainable and socially responsible. We believe that it is our duty to take an active role in building a better world, and that it's good business as well.

Our commitment to environmental stewardship is both global and local, and applies across our business. We work to protect the environment and conserve resources across our supply chain.

KCG has strong relationships with environmental organizations in our communities. We support several foundations and associations.

We are dedicated to continuous improvement – ongoing learning, process review and innovative thinking that foster new initiatives and better practices. Our environmental programs evolve to meet today's changing needs while protecting resources for future generations;

### ENVIRONMENT

#### **Thinking Green**

#### We're Eco-Friendly

Take a look at our initiatives to help the environment.

We're making responsible choices because every little bit counts.

- Proud to use 100% recycled papers
- Proud to be an ISO 14000:2004 certified company
- Striving to set the bar as an earth-friendly company
- Excited about our energy-efficient systems allowing us to pass the savings on to our customers

#### Employees Engaging in Local Environmental Projects

KCG consistently ensures that employees are able to participate in helping and protecting the environment. Every employee is given their own recycling bin, and others are located around the building - including the cafeteria and kitchens. Employees are encouraged to recycle as much as possible and also submit any ideas they have to make sure our offices are as "green" as possible. Outside of the office, KCG employees also do their part to give back to the community and the environment. Employees from the warehouse and workshop recently worked with the company's labors to plant trees in the company's labor

#### Embracing Green Initiatives at Head Office

KCG is always looking into the latest technologies and building

amenities that can help reduce the company's carbon footprint. As an example, the servers in the Head Office data center were converted to more energyefficient models last year, and the company moved to a virtualized platform that also cut down on the amount of energy and cooling needed. This effort reduced energy usage by 50%. The company is also researching environmentally friendly options for future construction projects, including the utilizing of elemental factors for building maintenance.

#### Recycling at Warehouse

KCG's warehouse work hard to recycle and reuse materials as much as possible. Some of the things the warehouse employs include systems to regulate lighting, air quality and temperature. These systems ensure that resources are used only when necessary for maximum efficiency.

#### **`KCG Is Making a Difference**

KCG greatly cares about the planet and strives to minimize the impact of the company's activities on the environment as a whole. Whether through a program that affects the entire projects or an idea suggested by just one employee, KCG realizes every little bit counts. As a result, the company has been able to significantly reduce the waste produced at job sites. By helping to set the bar as an environmentally responsible company, it will hopefully encourage others to follow.



# KCG WEBSITES



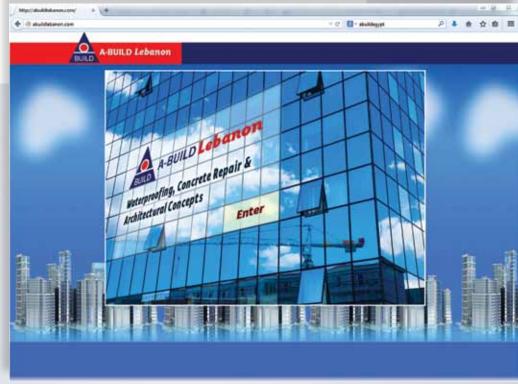
www.kcg.cc



# KCG WEBSITES



www.bmcqatar.com



www.abuildlebanon.com



www.q-ct.com

The IKK Group is a diversified group in terms of products, services and geography operating in the field of trading, manufacturing and contracting.

It is composed of 60 independent companies.

These companies operate through 200 divisions, branches and outlets that are spread over 13 countries covering all major cities in the region.

The number of employees reaches about 14,000 men and women working in all positions.



#### **Group Vision**

The Group's mission is to provide our part of the Arab World with local and reliable services in a variety of specialized sectors and vital products, and to create respectable employment to thousands of personnel, as well as in-house training to hundreds of young Arab graduates in the technical and engineering sectors to the benefit of the IKK Group, the graduates themselves and their own communities.

Last, but not least, the Group aims at setting the good example of its basic and traditional business philosophy which has always been to: "Hire well, train well, pay well and treat well".

#### **Group Mission**

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### **GROUP** COMPANIES



#### **KCG**

Kabbani Construction Group (KCG) is the contracting vehicle of the IKK Group of Companies which is one of the largest and oldest diversified business institutions in Saudi Arabia. Established in 1977 as a modest roofing contractor in Jeddah, KCG over the years, evolved to become by far the largest specialized sub-contractor in waterproofing, concrete repair, maintenance, oil field services, security and networking, industrial insulation, etc. More recently, KCG entered the field of construction management to make use of its expertise in the field of construction, its huge professional labor force and great experience in providing effective solutions to intricate construction problems. KCG currently operates in all Saudi cities as well as in the UAE, Qatar, Egypt, Lebanon, Bahrain & Oman.



#### Unitech

Unitech officially (Isam Kabbani & Partners for Building and Construction Material) was established back in 1979 as a specialized trader in construction material. Today, Unitech is a major supplier and manufacturer of steel products and other specialized item's such as mechanical cladding fixations, steel construction products, power tools and equipment. Unitech currently operates through 57 outlets in 15 countries and has three manufacturing facilities in Jeddah, Ajman, Cairo, and Lebanon.



#### **National Marketing**

National Marketing is a trading company designed to market NEPRO products and imports the fittings and other accessories without which PVC Pipes cannot be sold. Early in 2007, a new division was added to National Marketing trading activities. The WOOD DIVISION was established in January 2007 to trade whole sale and retail in a variety of wood products and their accessories to meet the high Saudi demand for these products from local importers, traders, manufacturers and contractors. Later on the Wood Division became a division of KCG and resumed its operations as Kabbani Architectural Concepts (KAC) after acquiring new products and activities.



#### **Al-Hayat**

Al-Hayat Building Materials Company was established in 1983 to provide yet another service for the construction industry. Today, it is the largest distributor in Saudi Arabia of several basic sanitary items such as chrome bathroom fixtures, electric water heaters, cast iron manhole covers, brass valves, flexible hoses, etc.

Al-Hayat is the representative and the distributor of major international manufacturers such as Grohe, Ariston, Kludi, Ottone Meloda, Savil, Fiore, Mamoli, Duravit, Sangra, Hebei, Hitachi, and others.



#### IKK for Supply and Trade Co, Ltd.

IKK for Supply & Trade Co. Ltd. was founded in 1980 to serve the food sector in the Western area of Saudi Arabia. After merging in 1992 with the IKK group of companies, it started to expand its operations into the whole Saudi market with the main office in Jeddah and branches in Riyadh (Central area) and Khamis Mushayt (South). Moreover, the company represents first class world suppliers in the Saudi market.



#### **National Textile Group**

National Textile Group (NTG) basically produces acrylic yarn in Damascus and is the largest of its kind in Syria.



#### **BMC Gulf**

BMC Gulf LLC, a significant member of the IKK Group, was established in Dubai in 1998 to serve the local markets of the Middle East and the GCC with specialized engineering services and turn-key solutions for industrial and private projects.

BMC provides its clients and partners with professional engineering services starting from the design stage up to the handing over of the project.

Al-Hayat Sanitech (Syria) and Al-Hayat AL Safa were established in 1998 after a



#### Al-Hayat - Sanitech (Syria) -Al Safa



AL SAFA

merger between Malas and Sasa Company who has been in the Syrian market since 1951. Today, with more than 9 showrooms and outlets in Syrian major cities, the company is among the leaders in the sales and distribution of well-known sanitary products and brands such as: Ideal Standard, Gemma, Sonia, Solmet Bagno, Neomediam, Idor San,

COES, and others.

Al-Hayat Al Safa is specialized in the distribution of black and galvanized pipes, cast iron and PVC pipes, pipe fittings, valves, sanitary fittings, porcelain and ceramic tiles, and much more



Marketing for Sanitary Fittings & Plumbing Co.

Marketing for Sanitary Fittings & Plumbing Co. is a member of IKK Group of Companies, with a wide range of products and has expertise in many brands such as NEPRO for PVC pipes & Flow Guard for fittings. It provides assistance to customers facing obstacles related to sanitary and plumbing fields.



### Isam Khairy Kabbani for Metal Fabrication Fulaz Ltd.

Specialized in Heavy Steel Structure & Metal Fabrication Fulaz serves diversified market sectors in the Middle East with high quality and prompt products.

Fulaz Company provides customers with a full steel structure design & build solution

- Design & Engineering
- Procurement & Fabrication
- Installation & Commissioning



#### Hassan Kabbani Ltd. - Ketab Technologies

A regional leader in the development and design of interactive learning platforms and classroom applications, Ketab Technologies offers a unique range of innovative tools that go beyond traditional instruction and make learning personal to each and every student. We achieve this by combining the best and most affordable interactive whiteboard solutions that cater for the needs of students and teachers in the Arab World.



### Hassan Isam Kabbani for Furniture - Maani Ventures

A strategic business decision, venturing into the specialized furniture divisions, Maani Office Concepts specializes in the production and not limited to the supply of high quality office furniture solutions. Moving into the functional and durable; Maani Learning & Community provide a wide range of educational and community institutional furniture including classrooms, lecture halls, auditoriums, libraries and others.



#### **BMC** Syria

BMC Syria is serving the Syrian market as a specialized contractor and distributor for waterproofing materials, flooring systems, concrete repair, protective coatings, paints, construction chemicals, HDPE liners, and geosynthetic products. Supply and application services are available throughout the country through the head office in Damascus, two regional offices, and three showrooms in main Syrian cities.



### Adada & Kabbani Co. & Partners - KSA

Adada & Kabbani, founded in 1970 from the idea of modular kitchen manufacturing, has decided to launch a strong enterprise in the same sector.

The company has showrooms and offices in the province of Mak kah, Jeddah, and Riyadh. Adada & Kabbani is specialized in manufacturing furniture items, produces and markets kitchen sets. Adada & Kabbani has been able to achieve significant objectives and acquire an important position within the Saudi Arabian and international markets.



### IKK Co. & Partners for Decoration & Contracting - KSA

Decoration & Contracting - KSA

IKK Co. & Partners for Decoration & Contracting was established in 1979 as a division of National Marketing specialized in the trading of furniture upholstery fabrics, curtain fabrics and accessories. The company has now several branches in: Abha, Khamis Mushayt, Najran, Namas & Jeddah.



#### CellNet International for Communication - Egypt

CellNet is a specialized telecommunication contractor providing engineering services such as turnkey acquisition, survey, design, execution and maintenance of telecommunication projects whether a single product or turnkey project. Its primary focus is on GSM construction and maintenance of sites providing a thorough realization through its experienced technical staff, utilizing state of the art technologies.

SMARTCOM

#### **Smartcom Commercial Services - Egypt**

Smartcom Commercial Services was established in Egypt in 2005. The main focus of Smartcom is to provide high quality services, ranging from door-to-door distribution, home cash collection service, printing, fulfillment, and customer care call centre.



#### Al- Moubasher Investment Co. Ltd. - Sudan

Al Moubasher Investment Company Ltd. was established in 2006 in Sudan and specialized in Civil and Telecom Networks.



#### **IMKK**

IMKK specialized in the distribution of sanitary products and fittings, IMKK has centers in Riyadh and Khamis Mushayt (KSA).





Kabbani Construction Group



Waterproofing & Insulation Division



Construction & Maintenance Company

### CONTRACTING & CONSTRUCTION



Construction & Maintenance Services



Infrastructure & Roads Construction



Bridge Bearing & Expansion Joints



KCG Bahrain



Electro Mechanical
Contracting Company



Qatar Construction
Technique Company





PVC, UPVC & CPVC Pipes & Fittings



Building & Construction Materials



IKK for Supply & Trade Co.





Marketing for Sanitary Fittings & Plumbing Co.



Sanitary & Pipes / Syria



BMC / Syria



United Professionals for Building Materials



Power Tools & Fixations



Specialized Construction Technologies

#### **MANUFACTURING**



National Textile Group / Syria





Specialized Factory for Steel Products / KSA



Sigma Factory for Steel Products - DIC / UAE

**SERVICES** 



Purchasing & Supplies

NETWORKING, SECURITY & TELECOMMUNICATIONS







Specialized Oil & Gas **Engineering Company** 



for Infrastructure & Management



Structural



Industrial Services Division



KCG **Emirates** 



KCG Oman



A-Build Egypt



A-Build Lebanon



Contracting



**Geosynthetics Trenchless** Repair Solutions



BMC Qatar



BMC Syria



Kabbani for Decoration & Contracting Co.



Al Hayat Building Material Co. / KSA



National Textile Group / Italy



Specialized Co. for Plumbing Products



Isam M. Khairy Kabbani for Trade Ltd.



Sanitary & Pipes / Syria



Sanitary & Pipes



Trading Division Kitchen Cabinets



Al Kabbani for **Electrical Trading** 



Waterproofing & Insulation Division



Steel Products



Isam Kabbani & Partners for Technical Equipment Co.



Dynamik Werkzeuge





Metal Fabrication



Boards



Hassan Isam Kabbani for Furniture (Maani Venture)



specialized Factory for steel Products / Egypt



Specialized Factory for Steel Products / Lebanon



Smart Com



Welding Certification



Design, Development & Data Analysis



IKB for Insurance



# KCG OFFICES Lebanon **Egypt Bahrain** UAE Qatar **Oman**

Saudi Arabia

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Kabbani Construction Group

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#### Kabbani Construction Group

for more details visit www.kcg.cc

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