



Inside...

AREC operational News



In News



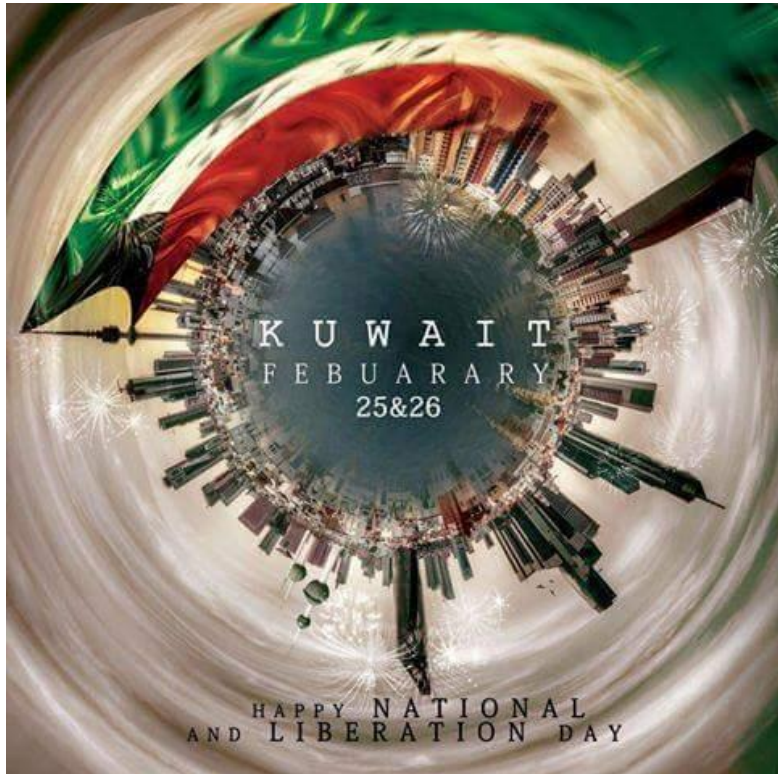
CPVEN



Action Drilling



And More



G.M.'s Message

Welcome to the 27th issue of AREC's quarterly newsletter, a tool to bring everyone up to date with the news, events, information of AREC's family.

Hope you enjoy this edition of our quarterly newsletter, and as always, I welcome your feedback, ideas or suggestions on any aspect of the newsletter.

Best Regards
Rawaf I. Bourisli





The British Pembroke

College, Cambridge, has expressed deep gratitude to Sheikh Mubarak Abdullah Al-Sabah for patronizing research at the renowned university, a statement by the Abdullah Mubarak Al-Sabah Foundation said. This came when H.E. Sheikh Mubarak Abdullah Al-Sabah has recently paid a formal call on Lord Smith of Fisbury, the new Master of Pembroke College "Developing our understanding of the culture, history and society of the Middle East and Islamic world has never been more important than now; and the generosity of H.E. Sheikh Mubarak in sponsoring academic research and discovery here at Pembroke College is especially deeply valued," Lord Smith was quoted by the Foundation as saying. H.E. Sheikh Mubarak was a Pembroke student where he took an MPhil degree as a postgraduate in International Studies. He has kept in close touch with Pembroke, especially in connection with the support given by the family Foundation named for his late father, H.E. Sheikh Abdullah Al-Mubarak, one of the great figures of the Al-Sabah Ruling Family in the middle of the last century. Also present at the meeting, held on March 31, was Sir Roger Tomkys, a former Master of the College, who was Sheikh Mubarak's Tutor and who has been closely associated with the Book Prize since its inception. The foundation, under the aegis of the late H.E. Sheikh Abdullah Mubarak's wife, H.E. Dr. Sheikha Sou'ad Al-Sabah, is widely recognised for its generous support of academic work. Each year since 1998 the British-Kuwait Friendship Society administers and awards a valuable Prize for the best original academic monograph or monographs published in the English Language in the preceding year. The Right Honourable Lord (Chris) Smith was Secretary of State in the Labour Government and subsequently Head of the Environment Agency, before being elected Master of the College at which he was himself a student. The foundation has funded a prestigious Research Fellowship in Middle Eastern and Islamic Studies at the College, enabling outstanding post-doctoral scholars to establish their careers and help spread better understanding of the region in the Western World.



By: Joe Weberhofer, Operations & Marketing Manager

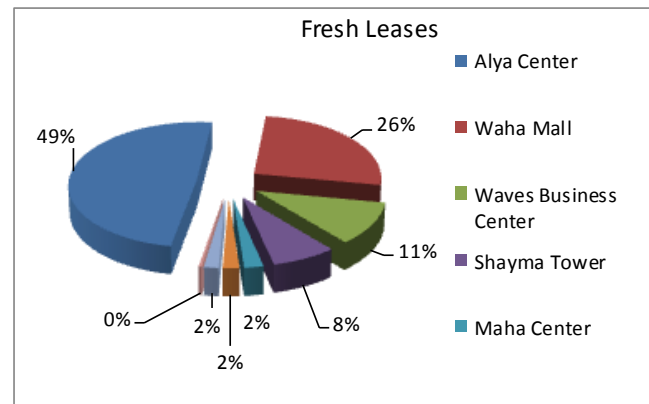
The First Quarter of 2016 was definitely quite dynamic, whereby we were able to generate 22 fresh leases within the period representing 3,447 m2 of newly leased spaces.

The Most Active Property from an Area perspective was Alya Centre, alone representing 49% of all fresh leases, followed by Waha Mall with 26% of fresh leases and Waves Business Center with 11% of fresh leases.



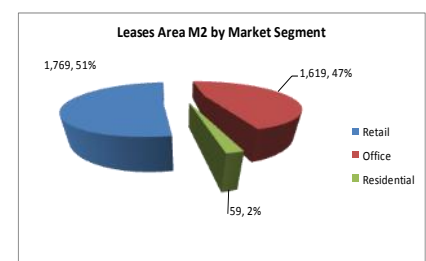
AREC	Q1-2015	Q2-2015	Q3-2015	Q4-2015	Q1-2016
Leases in M ²	2,122 M ²	2,549 M ²	2,286 m2	2,286 m2	3,447 M ²

Property	Area	%
Alya Center	1,690	49 %
Waha Mall	900	26 %
Waves Business Center	378	11 %
Shayma Tower	263	7.6 %
Maha Center	78	2.3 %
Omniya Center	67	1.9 %
Mangaf Buildings	59	1.7 %
Naseem Complex	12	0.3%
Total	3,447	



From a Lease Type perspective, the most active sector during the period was the Retail Sector, representing 51% of all fresh leases, closely followed by the Office Space sector with 47% of all fresh leases.

From an Area (m2) basis		
Type of lease	M2	%
Retail	1,769	51 %
Office Space	1,619	47 %
Residential	59	2 %
Total	3,447	





Action Group in NEWS





CPVEN is a multinational company, leader in oil and gas well services, involved in Exploration and Production activities; it's a company focused on creating value for its clients and shareholders, as well as to fostering the wellbeing of its employees, collaborators, the community and the environment in the countries where it is present.

Since its founding in 1981 in Venezuela, CPVEN has developed its own technology, it has the managerial and technical personnel capable of executing the most complex operations, having state-of-the-art infrastructure and equipment design; this allows it to offer services of the highest standards of security and quality to the oil industry, maintaining an operative presence in Venezuela, Colombia, Ecuador and Peru.



For this reason, the quality of CPVEN's services is based on the application of the most innovative technological advances, with its own developments, its qualified personnel, and its expertise in deep, land-based wells in the Maracaibo Lake area, in Venezuela.

CPVEN has the ideal program for forming and training its personnel. The complexity of the jobs in the region is proof of the quality of its services. CPVEN has a team of professionals with abundant expertise in the services associated to the construction and workover of wells, which translates into innovative solutions and the execution of complex operations. It works as a team with its clients in the search for better solutions, tailored to their needs.



Action Drilling company Commenced Drilling Operations — SD 15 & SD16



Action Drilling company wishes to thank everyone involved in support of two successful Rig start up:-

- SD 16 Commenced Drilling Operations In the State of Kuwait on March 18th 2016
- SD 15 Commenced Drilling Operations In the State of Kuwait on April 4th 2016.



This Drilling operation still in its infancy is demonstrating excellent progress, these achievements to date are from the efforts and professional conduct of the entire AD-CO Rig Crews, we are thankful and encouraged by the efforts of the new drilling teams and appreciative of their commitment to their personal and project success.

Total Ft Drilled = 16,000

Total Man Hrs. = 54,387

Action looks forward to the continued success of SD 15 and SD 16 while remaining committed to further growth within the State of Kuwait and beyond.



Action Drilling company wishes to thank everyone involved in support of two successful Rig start up:







Every minute of your life is gold. Are you treating it that way?

There are only so many hours in the day, so making the most of your time is critical. There are two ways increase your output--either put in more hours or work smarter. I don't know about you, but I prefer the latter.

Being more productive at work isn't rocket science, but it does require being more deliberate about how you manage your time.

1. Track and limit how much time you're spending on tasks.

You may think you're pretty good at gauging how much time you're spending on various tasks. However, some research suggests only around 17 percent of people are able to accurately estimate the passage of time. A tool like Rescue Time can help by letting you know exactly how much time you spend on daily tasks, including social media, email, word processing, and apps.



2. Take regular breaks.

It sounds counterintuitive, but taking scheduled breaks can actually help improve concentration. Some research has shown that taking short breaks during long tasks helps you to maintain a constant level of performance; while working at a task without breaks leads to a steady decline in performance.



3. Set self-imposed deadlines.

While we usually think of a stress as a bad thing, a manageable level of self-imposed stress can actually be helpful in terms of giving us focus and helping us meet our goals. For open-ended tasks or projects, try giving yourself a deadline, and then stick to it. You may be surprised to discover just how focused and productive you can be when you're watching the clock.



4. Follow the "two-minute rule."

implementing the "two-minute rule" to make the most of small windows of time that you have at work. The idea is this: If you see a task or action that you know can be done in two minutes or less, do it immediately. Completing the task right away actually takes less time than having to get back to it later.

5. Just say no to meetings.

Meetings are one of the biggest time-sucks around, yet somehow we continue to unquestioningly book them, attend them and, inevitably, complain about them. According to research, the average office worker spends over 31 hours each month in unproductive meetings. Before booking your next meeting, ask yourself whether you can accomplish the same goals or tasks via email, phone, or Web-based meeting (which may be slightly more productive).



6. Hold standing meetings.

If you absolutely must have a meeting, there's some evidence that standing meetings (they're just what they sound like--everyone stands) can result in increased group arousal, decreased territoriality, and improved group performance.

7. Quit multitasking.

While we tend to think of the ability to multitask as an important skill for increasing efficiency, the opposite may in fact be true. Psychologists have found attempting to do several tasks at once can result in lost time and productivity. Instead, make a habit of committing



to a single task before moving on to your next task.

8. Take advantage of your commute.

This goes for any unexpected "bonus" time you may find on your hands. Instead of Candy-Crushing, or wasting time of Instagram / whatsapp or Facebooking, use that time to pound out some emails, create your daily to-do list, or do some brainstorming.



9. Give up on the illusion of perfection.

It's common for entrepreneurs to get hung up on attempting to perfect a task--the reality is nothing is ever perfect. Rather than wasting time chasing after this illusion, bang out your task to the best of your ability and move on. It's better to complete the task and move it off your plate; if need be, you can always come back and adjust or improve it later.

10. Take exercise breaks.

Exercise may actually help improve productivity. If possible, build in set times during the week for taking a walk or going to the gym. Getting your blood pumping could be just what's needed to clear your head and get your focus back.

11. Be proactive, not reactive.

Allowing incoming phone calls and emails to dictate how you spend your day will mean you do a great job of putting out fires--but that may be all you get accomplished. "Set aside time for responding to emails, but don't let them determine what your day is going to look like. Have a plan of attack at the start of each day, and then do your best to stick to it."

12. Turn off notifications.

No one can be expected to resist the allure of an email, voicemail, or text notification. During work hours, turn off your notifications, and instead build in time to check email and messages. This is all part of being proactive rather than reactive

13. Minimize interruptions (to the best of your ability).

Having a colleague pop her head into your office to chat may seem innocuous, but even brief interruptions appear to produce a change in work pattern and a corresponding drop in productivity. Minimizing interruptions may mean setting office hours, keeping your door closed, or working from home for time-sensitive projects.

If you feel the need to increase your productivity at work, resist the temptation put in longer hours or pack more into your already-full calendar. Instead, take a step back, and think about ways you can work *smarter*, not harder.





Employee of the first quarter - 2016 is Hassan Karamah

Hassan Karamah, (Rent Collector), he has joined AREC in May 2007 and since that time he is doing an extraordinary job and effort, extreme persistence and dedication. delivers a high quality rent collection and arrears recovery service in full accordance with the AREC's policies and procedures, provides an accurate, sensitive and responsive rent account enquiry and information service, assists in ensuring that income is maximized and arrears of rent and other charges are kept to a minimum.

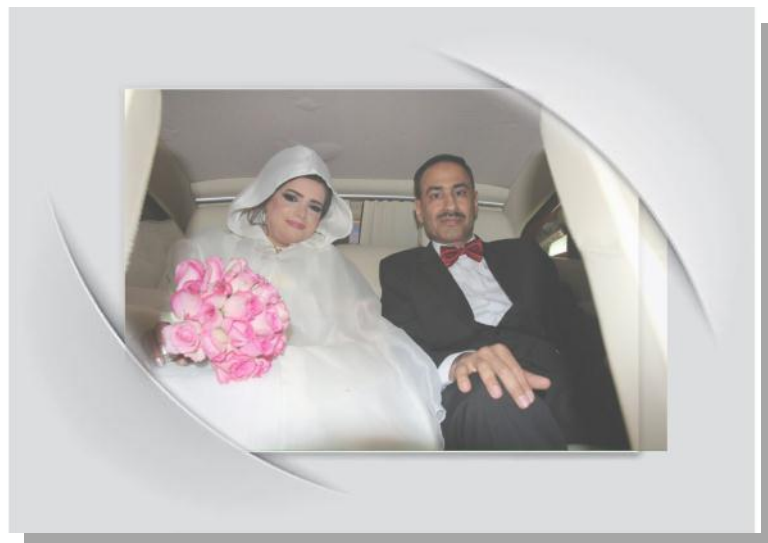
Provides customers with accurate and appropriate advice and information about amounts payable and the range of payment options available to them. Ensures that any missing payments are traced and arrangements made to promptly credit them to accounts. Provides a responsive and efficient telephone enquiry service to customers. Ensures prompt and appropriate contact is made with customers who fall into arrears of rent and/or other charges. At each contact correctly identify the problem and take action appropriate to the circumstances to resolve it. Provides an accurate, effective and appropriate response to tenants' enquiries about their rent accounts, over the telephone, face to face or in writing.



Announcement

Elham (Lausanne Travels) got married to Fardin on 2nd April 2016

Management and staff Congratulates her on her marriage and wishes her you and her new spouse on her new life journey!" "A marriage is the perfect way for two people to work well together. You're so easy to work with and you'll be the same way in your marriage. "We've seen such a change in you at the office and we're so happy that you're happy.





ACB Sponsored Badminton Tournament—SMASH 16

Action Group Holdings, supports various sports activities and also aims to foster the sporting spirit in Kuwait, within its ongoing efforts to support and sponsor sporting activities in Kuwait and also endeavor to participate in diverse humanitarian, social and sporting activities. In this context, ACB provided sponsorship to Wimbledon tournament, which was organized under the name of “SMASH 16” It has generated remarkable interest with more than 1,000 men and women of all ages taking part members participated in this championship in a competitive atmosphere. This support comes as a clear manifestation of the AGH’s endeavors to sponsor and support sporting activities and the encouragement it gives to Kuwaitis and expatriates within its social responsibility.



Presents





Nazir has worked in AREC from June 2008, to April 2016 as secretary in Operation and Maintenance Department, he is very friendly, cooperative with other employees, capable of coordinating all the daily routine of the facilities department. We wish him good luck for his future endeavors.

Quotes

Quotes are those little reminders that we all need now and then and some are powerful enough to inspire us

“You have brains in your head. You have feet in your shoes. You can steer yourself any direction you choose. You're on your own. And you know what you know. And YOU are the one who'll decide where to go...”

— **Dr. Seuss**

“Nothing is impossible, the word itself says 'I'm possible!'”

— **Audrey Hepburn**

“Be who you are and say what you feel, because those who mind don't matter, and those who matter don't mind.”

— **Bernard M. Baruch**

“I am so clever that sometimes I don't understand a single word of what I am saying.”

— **Oscar Wilde**

“There are only two ways to live your life.

One is as though nothing is a miracle. The other is as though everything is a miracle.”

— **Albert Einstein**

“It is never too late to be what you might have been.”

— **George Eliot**

“Do what you can, with what you have, where you are.”

— **Theodore Roosevelt**

“Success is not final, failure is not fatal: it is the courage to continue that counts.”

— **Winston S. Churchill**

“What you're supposed to do when you don't like a thing is change it. If you can't change it, change the way you think about it. Don't complain.”

— **Maya Angelou,**

“What lies behind us and what lies before us are tiny matters compared to what lies within us.”

— **Ralph Waldo Emerson**

“Always do what you are afraid to do.”

— **Ralph Waldo Emerson**

“Talent hits a target no one else can hit. Genius hits a target no one else can see.”

— **Arthur Schopenhauer**

“If you can't fly then run, if you can't run then walk, if you can't walk then crawl, but whatever you do you have to keep moving forward.”

— **Martin Luther King Jr.**

“You never fail until you stop trying.”

— **Albert Einstein**



For every issue of the newsletter, one of the most interesting profiles will be presented

For this quarter; the profile of this issue is of Mr. Gasper

Gasper Crasto, joined Action Consultancy Bureau (ACB) in 2010 as Engineer – Technical Support / Business Development. Since then, he has been engaged in a multitude of projects and activities mainly Technical Coordination, Preparation of Specifications, Bids / Pricing / Proposals / Tenders, Pre-qualification, etc.



Selects the right tender process under which to procure goods or services is a critical step in effectively delivering business objectives, uses the best technique for uncovering one's true needs is a competitive and transparent selection process. This approach not only puts pressure on suppliers to deliver their best value for money against their peers, but it also gives a chance to evolve and mature selection decision while maintaining bargaining power.

In his capacity as a Business Development member, responsible for coordinating with foreign principals and provides them with the desired quality service.

He is involved in various Oil and Gas projects carried out by the group. He does concept definition and engineering studies of tenders; preparation of technical documents as per required standards

and procedures; supports through all stages of projects; plans and co-ordinates activities with principal and clients; assists in reviewing strategies set forth for execution of services; ensures all applicable policies are implemented; validates and delivers timely service to meet deadlines; supports skills in his area and development of the group in general.

Before joining ACB, has worked with KEO International Consultants, Al Mulla (Engineering Group – Oil and Gas) etc.

Academic Qualification:

Diploma in Mechanical Engineering from Mumbai, India

Successful tendering is not an auction – it is about getting the lowest price with a superior supplier under a fair contract with sustainable solutions.





Mohammed Al Noor joined Action Group in January 2016 as Chief General Counsel & International Advisor. Noor will serve as the company's in-house legal counsel and business advisor, manage its contracts and agreements, and provide advice on its cross-border transactions and deals.

Noor is a graduate of UK and Canada, but gained his principal and fundamental education in Kuwait. And, regarding his professional career, he most recently worked in the private practice as head of the international, covering wide range of complex business and commercial deals, he brings experience of twenty years handling cross border transactions and projects, advising leading national and multinational companies on JV's and M&A's, assisting foreign corporations on entering and doing business successfully in Kuwait and the Gulf region, and advising local merchants and companies on their legal, business, and investment needs in international markets and foreign jurisdictions.

Noor stated that working in-house at Action provides "the satisfaction of being part of a professional team that is working jointly, to not only meet the immediate objectives and needs, but to simultaneously achieve great things of its long term strategy. The environment at Action is an open, professional and collaborative culture, which is key to its continuous success."

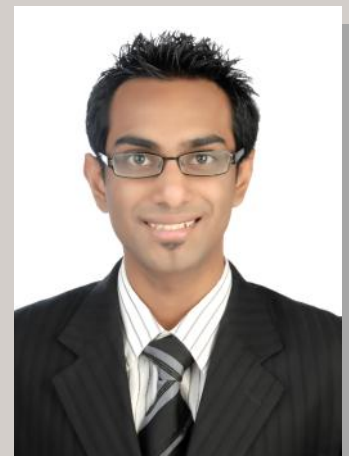
Clevin Johnathan D'souza

joined AGH as an Internal Auditor, completed Bachelor of Science (Specialization in Finance & Accounting) from University of Tampa, Florida, U.S.A, currently pursuing Certified Internal Auditors.

Before joining AGH he has worked for LSH Holding (Member of Al Homaizi Company) in Risk Management & Control, he also has prior experience with KPMG in the Tax Service Department, Internal Audit and Risk & Compliance Service Departments. He has also worked with Commercial Bank of Kuwait & Al Ahli Bank of Kuwait.

Being a part of the Internal Audit team, he reports to Head of Internal Audit. He brings in experience in process audits, compliance to policies and risk management.

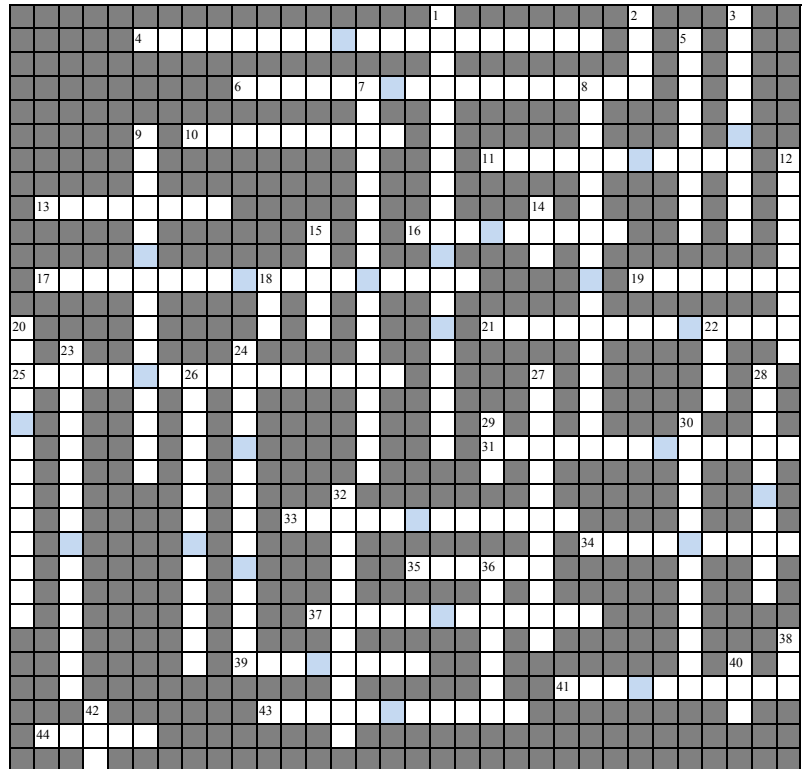
He is a member of the Theta Chi fraternity and Phi Eta Sigma Honors fraternity in USA.



AGH Wishes all the new family members best of luck in their endeavors and success Welcome on Board....!



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WORD SEARCH

Authoritarian	Leadership	Democratic
Teamwork	People orientated	Transactional
Transformation	Task	Conformity
Obedience	Discipline	Authority
Effective	Initiative	Direction
Inspire	Laissez-faire	Power
Motivation	Solutions	Targets
Aims	Sanctions	Formal
Responsibility	Commanding	Workers
Reward	Recognition	Supervision
Status	Power	Equality
Accountability	Groups	Management
Standards	Plans	Performance
Communication	Spirit	Abilities
Training	Qualities	Encouraging
Motivator	Endurance	Foresight
Character	Conscience	Principle
Morality	Organisation	Strengths

Across

4. Money owed to a company by its customers.
6. Has many years of accounting service with a company / trains new staff as they come in.
10. The ability of a company to convert assets into cash or cash equivalent instruments.
11. Amount remaining after taxes have been deducted from the gross income.
13. Philosophy described when someone else's money is used to buy or finance a business.
16. The money investment that an owner has in a business. Also called: OWNER'S EQUITY.
17. When more money comes into a business than goes out.
19. The money that is invested in a business venture.
21. Business costs that fluctuate from one time period to another.
25. An accounting staff person with relatively few years of service in the company.
31. Assets that are expected to be turned into cash within a year.
33. Difference between sales revenue and cost of goods sold.
34. The amount of actual money that travels thru a company's receivable system.
35. Money left after all operating expenses have been paid.
37. Money received in a business from all sources minus expenses but before taxes.
39. The total amount of sales in a company for a given period of time.
41. Amount of money left after expenses (labor-overhead-mfg costs-marketing) have been deducted.
43. Tangible property used in the day to day operation of a business.
44. Describes a number before any deductions have been made.

Down

1. What it takes financially to support a given level of sales.
2. Means EARNINGS BEFORE INTEREST & TAXES.
3. The point where total revenues equal the total costs.
5. Individual (s) who have the responsibility related to the oversight of money or property.
7. Net profits kept in the biz as opposed to being paid out to the owners.
8. Debts that are owed by a company to its vendors and suppliers.
9. A company's debt that will be paid back in less than a year.
12. A one word description of what a company owes its creditors/ vendors. Also called DEBT.
14. Refers to the title of CHIEF OPERATING OFFICER in a company.
15. Owned item that has commercial or exchange value
18. Refers to a company's CHIEF EXECUTIVE OFFICER.
19. Means COST OF LIVING ADJUSTMENT.
20. Represents the amount of actual cash that a company has at any given point in time.
22. Refers to COST OF GOODS SOLD.
23. Assets whose value changes/adjusts over time.
24. Company's debt that will be paid back in more than one year.
26. Difference between an asset's purchase price and selling price when the gain is positive.
27. Concept that a product or a fixed asset will lose value the older it gets.
28. Business operating costs that always remain the same/constant.
29. Refers to a company's CHIEF COMPLIANCE OFFICER.
30. Broad brush economic forces that affect a company's success and growth.
32. The chief accountant in an organization.
36. Application of economic principles to maximize the wealth and fiscal health of an organization.
38. Number that remains after deductions have been made from the GROSS amount..
40. Chief Fiscal / Finance Officer in an organization.
42. Refers to a company's BOARD OF DIRECTORS.



Action consultancy Bureau, signed MoU with Medasys for supply of Professional services to Install, implement and support software projects for Health sector in Kuwait.

Medasys has been supporting the performance, quality and innovation of private and public healthcare institutions for almost 30 years, providing them with proven solutions in the Patient Records, care provision, Biology and Medical Imaging departments. Compliant with market standards and holding ISO 13485 and EC certification, its solutions help to optimize clinical processes to improve patient safety and the economic performance of facilities enabling them to reduce costs.

Medasys is the leading French editor of clinical solutions and holds more than a 43% share of the market in the large University Hospital/Regional Hospital segment. Providing operational solutions to more than 120 facilities and 450 public and private laboratories, Medasys has proven the quality of its solutions. Over 200,000 users connect daily to the 24hr, 7-days-a-week customer service to receive advice from highly qualified experts.

The integrated approach offered by Medasys promotes the coherence, reliability and security of patient data. Every DxCare® suite module provides different healthcare professionals (IMD, pharmacists, surgeons, nurses, secretaries, experts, radiographers, biologists, and others) within an institution with tools adapted to the management of their daily tasks whilst sharing patient data.





Delegates of JW Holdings visited wellpharma plant in Abu Dhabi and AGH office - Kuwait





Anil Kumar - 10 April



Brinley Jones - 21 April



Jehad Abudawood - 28 April



Ali El Hendawy - 1 May



Candida D'souza - 3 May



Ahmed Farouq - 6 May



Saad Al Sahali - 6 May



Ameer Ali - 15 May



Remedious D'souza - 18 May



Aslam Mohamed - 21 May



Shadi Ahmad - 22 May



Naima Mroue - 23 May



Mathew Joseph - 27 May



Anil Jose - 28 May



Hala Hussein - 29 May



Ancy Thomas - 30 May



Eswaraiah Challa - 5 June



Deepa Demes - 5 June



Romeo Rellata - 8 June



Mohammed Mazhar - 15 June



Rajni Prasad - 16 June



Faleh Rashidi - 25 June



Action Real Estate Co. K.S.C.C.

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