

Issue No. 15— April



Quarterly Newsletter issued by Action Real Estate Company k.s.c.c.





## GM Message ......

With great pleasure I welcome you to the 15th Issue of AREC newsletter, a tool to bring everyone up to date with the news of AREC family.

I would like to welcome our new staff members on board and thank all for your efforts and commitment.

Wish you Happy Reading

Thank You and Best Regards

Rawaf I. Bourisli, General Manager Action Real Estate Company



#### Inside...

AREC Operational News



Rebranding of ibis Hotels



Al Nakheel Res. Bldng.



Profile of the Issue



Valentine



And more .....



### Operational News— 1st Quarter of 2013

#### By: Joe Weberhofer—Operations & Marketing Manager

We started the 1st Quarter of 2013 with the right foot, because it was quite active from a leasing perspective, with a total number of new leases of 5,511 m2 which when compared to the same period of last year, represents an increase of 171%.

The following new tenants joined AREC's portfolio during Jan-Feb-Mar 2013 as shown below:



	Unit No. & Flr. No.	Area M2	Tenant
1 7	5 GF & Entire Mezzanine	1,968.30	Nawaf Al Ajmi & Fashion Mill Co.
	Bldg. 1, Entire 1st Floor	680.00	Action Group Holding Co. K.S.C.C
WBC - KFTZ B	Bldg. 8, C,D - GF & A,C,D 1st Flr.	589.00	Action Group Holding Co. K.S.C.C
	Bldg. 8 C,D - GF & A,C,D 1st Flr.	589.00	Action Holding Co. K.S.C.C
Mangaf Bldg. A & B A	Apart. 12 4th floor	144.00	Sayyad Shayea Edhaib Alhajri
WBC - KFTZ B	Bldg.9 - D - 2nd Floor	127.00	Gulf Electronics Tawasul Co.
Waha Mall 4	7 G	120.29	Eugene for Perfumes & Cosmetics Co.
WBC - KFTZ B	Bldg.1 C - GF	95.00	Secure Works Establishment
WBC - KFTZ B	Bldg. 4, C - GF	95.00	Naflah Mohammad Fares Alqahtani
WBC - KFTZ B	Bldg. 9, C-GF	95.00	Abdullah Naser Aba Al Khail
Mangaf Bldg. A & B A	A-20, 6th Floor	92.00	Hemmat Mustafa Ateyah Mohammad
Jahra Bldg. Plot 111 A	Apart. 1 & 2 1st floor	87.44	Deema Msaiteer Mohammad Al Ajmi
Mahboula Camp II B	Bldg.185	75.50	ASMACS General Trading Co.
Shayma Tower 1,	,2,3,4,5,6 MF	72.60	Sami Sulaiman Ahmad Al Ali
Mangaf Bldg. A & B B	3-9, 5th Floor	70.47	Naeem Ahmad Al Heraki
Mangaf Bldg. A & B B	3-8, 4th Floor	70.47	Kareem Mulla Sayed
Mangaf Bldg. A & B A	A-16, 5th Floor	68.86	Ebtisam Naser Maqbel Alharbi
Mangaf Bldg. A & B G	GF B-1 - Ground Floor	64.90	Jawed Mohammed Yaquob
Omniya Centre 28	8 M1	64.20	Maha Waleed Najaf Al Faraj
Mangaf Bldg. A & B A	Apart. 13 5th floor	59.00	Aeshah Falah Belal Alkhaldi
Sahari Mall S	SH 120, SH 121	58.02	Anfal Mohammad Alshammari
Omniya Centre 3	1 M2	51.00	Atef Azmi Masoud Lous
Mangaf Bldg. A & B G	GF A-4 - Ground Floor	46.00	Mohammad Obied Abdulrahim Mohd
Shayma Tower 3,	, 4 BF	43.20	Action Consultancy Bureau Co
Maha Centre F	13 - First Floor	35.00	Khaled Khalaf Hamad Al Hais
Shayma Tower 8	BF	24.70	Sakan K W Real Estate Co
Shayma Tower 8	BF	24.70	Sakan K W Real Estate Co

Total

5,511.00







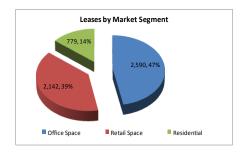
The three most significant leases during the 1st Q-2013 were as follows:

<b>Property Name</b>	Unit No. & Floor No.	Area (Sqm)	Tenant
Star Mall 12	45 GF & Entire Mez.	1968.30	Nawaf Al Ajmi & Fashion Mill Co.
WBC - KFTZ	Bldg. 1. 1st Floor	680.00	Action Group Holding Co. K.S.C.C
WBC - KFTZ	Bldg. 8 1st Fl.	589.00	Action Group Holding Co. K.S.C.C

From a Market Segment point of view, the New Leases can be categorized as follows:

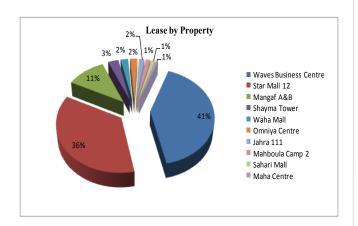
Description	Area Sqm.	%
Office Space	2,590.00	47 %
Retail Space	2,142.00	39 %
Residential	779.00	14 %
Total	5,511.00	100%

- 47% of all fresh leases came from the Office Space sector
- 39% from the retail sector
- 14% from residential sector.



On a Property Level, the 1st Quarter shows the following results:

Property	Leased Area	%
Waves Business Centre	2,270.00	41%
Star Mall 12	1,968.00	36%
Mangaf A&B	616.00	11%
Shayma Tower	165.00	3%
Waha Mall	120.00	2%
Omniya Centre	115.00	2%
Jahra 111	87.00	2%
Mahboula Camp 2	76.00	1%
Sahari Mall	58.00	1%
Maha Centre	35.00	1%
Total	5,511.00	100%



Whereby Waves Business Centre, Star Mall 12 and Mangaf A&B represented almost 90% of all fresh leases during Q1-2013.



Since **Alya Center** is not an operational property, it is not part of the statistics shown hereby, however worth mentioning are the following milestones reached by this amazing property in the very heart of the commercial district of Jahra as follows: -

- 1) Alya Centre is already 95% leased.
- 2) The first time Red Tag decided to open a new showroom in Kuwait, it was in Star Mall 12, which is one of their flagships worldwide, and we are very much proud of this fact, and history has repeated because the new brand name "Twenty4" will open doors for the first time in Kuwait in Alya Center. Twenty4 belongs to the same business group as Red Tag. We are sure, Twenty4 in Alya Center will be another great success story.
- 3) Other very important and prestigious anchor tenants in Alya Center includes Qasr Sultan, Boubyan Bank, Kuwait Finance House, Virginia Clinic, Babtain Group for Samsung, Ajmal Kuwait, Al Zamil Exchange, Rahash Sweets, Cazzo & More, Chocolate Haven, Al Firdous Pharmacy, Al Hareth Optics, Comtel Mobile, Al Jazeera Travel Agency, Xtra Mobile, Xtreme Mobile. EyeTalk and many more internationally recognized brands.





# **Ibis News**



IBIS Hotel — Salmiya



IBIS Hotel - Sharq



IBIS Hotel — Muscat, Oman











#### **Rebranding of IBIS Hotels**

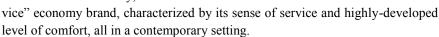
As per the new Brand Logo policy, IBIS Hotel at Salmiya and Sharq completed their outdoor signage changed in February 2013

#### **Put Your Head On My Pillow**

The world largest hotel group (in terms of assets owned and operated) Accor's aspiration to revolutionize its economy brand portfolio around the IBIS brand, which is the current global benchmark in economy hotels.

This new segmentation will increase the clarity, coherence and appeal of these complementary brand which intends to offer the highest level of comfort and well-being in the economy hotel segment.

IBIS as a brand stands for "Modernity, Simplicity and well-being" to ensure that their customers "sleep soundly" and this brand idea of sorts is being pushed down the value chain into each of the Ibis Styles and Ibis Budget brands. Within this new family, IBIS is the "full ser-



The welcome area has also been redesigned to create a lively, modern setting, where the functional reception and waiting areas are turned into places where people can interact in a warm, friendly atmosphere. In order to meet the brand's modernization and ultimate well-being objectives, a brand new collection of extremely comfortable bedding is currently being rolled out.

Changes to the brand followed a recent survey which showed that some 70 per cent of guests ranked comfortable beds as "the single most important factor when they choose an economy hotel", and as a result the group consulted a team including sociologists and doctors to create a brand new bed from scratch.

The implementation of the new triple-tier segmentation will

increase the clarity, consistency and strength of the three econ-

omy brands, and will enable Accor to achieve critical mass in

several markets, where Ibis will become the largest economy

Ibis is changing that perception with its innovation and guarantee of quality. "Beds in particular will change the face of the sector, and the initial feedback from the introduction of the Sweet Bed highlights that this is the most important factor for most hotel guests. To get such a prime sleep experience for such value-for-money rates will re-define the economy hotel sector."







hotel network."

#### **Ibis News**





#### New General Manager appointed for IBIS Muscat, Sultanate of Oman

The IBIS Hotel Muscat recently appointed Mr. Sebastien Vincent as its new General Manager.

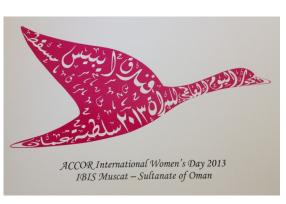
Born in Strasbourg, Vincent graduated from the School of Tourism and Hotel Management in Strasbourg, France, and in 1994 started his career in the food & beverage field as a chef. He joined Accor in 2002 as the Executive Chef of the Novotel Al Dana Resort, Bahrain and has continued to grow throughout his 10 years in Accor Properties.

Sebastien has accumulated 18 years of experience in the hospitality management industry in eight countries, including extensive experience in the Middle East, Europe and Asia. Prior to joining IBIS Muscat, Sebastien was with IBIS Al Barhsa, Dubai for four years, as Hotel Director. In Oman, he will be responsible for overseeing a team of 55 associates and the operations at the 171 roomed hotel.

IBIS Hotel - Muscat, Sultanate of Oman has celebrated the "International Women's Day" on 8th March 2013



Has distributed One Rose Flower to each women guest during the day as well as our associates. A local artist has exclusively designed the logo for this occasion using Arabic Calligraphy and the bernache bird.







#### New Property of Action Real Estate RAK 317, Al Nakheel, Ras Al Khaima, U.A.E

RAK 317 Al Nakheel, Ras Al Khaima, U.A.E

Use: Residential
No. of Floors 6 Floors

No. of Flats 72 Flats

Ground Floor Shops

Mezzanine Floor 12 Offices

Project Completed in 2013, the property comprises of 6 Floors which are used for Residential, Each Floor has 12 Flats, 4 Double Bedroom Flats and 8 Single Bedroom Flats, Ground Floor is used for Shops and Mezzanine Floor is used for office(s) purpose.



Ras al-Khaimah is one of the emirates of the United Arab Emirates (UAE), on the east side of the Arabian Gulf. Its name means "Top of the Tent". Which is in the northern part of the UAE, bordering Oman's exclave of Musandam. It covers an area of 1,700

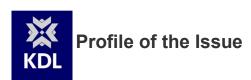
square km. The capital city and home for most of the Residents. The city has a population of 293,217. The city has two main sections, Old Ras al-Khaimah and Nakheel, on either side of a creek. It is served by the Ras al-Khaimah International Airport. It consists of a northern part (where the city of Ras al-Khaimah is situated), a large exclave in the south (near Hatta), and a few small islands in the Arabian Gulf.

A very innovative economic region. Big corporate players ranging from the automotive industries to the technology industries are situated in this area. These characteristics make the location very appealing to Clients.









#### 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 Eng. Hamad J Al Qattan











Eng. Hamad Jassem Al Qattan, joined KDL in August 2012. As Technical Manager & Business Development, since then he has been involved in a multitude of projects spanning both the public and private sectors. Responsible for Pre-qualifications, Presentations, Tenders, Member of Architectural Design and Engineering Team, the construction management and financial profitability of varied projects and also the management, guidance and direction of other Project Engineers, ensures that clients and the projects seamlessly receive personal attention and service, anywhere in the world. Drawn from multiple design disciplines, oversee a spirited collaborative practice, take a



hands-on role, leading client projects, guiding employee professional development, volunteering in the community and working to advance the company's core culture and values.

With over 7 years of experience, guided by vision for creating exceptional and responsive design, using latest technology developed projects that has performed beyond clients expectations and building long-standing collaborative partnerships with everyone who work's with. While his true success relies on the personal and individual attention paid to each client and the project, design and construction of a wide variety of building types and developments, with comprehensive knowledge of all work stages in Architectural design practice. Furthermore, he possesses a strong understanding of overall design and construction supervision.

Some of his major projects are (Kuwait Oil Company, Horticulture Building, Al Ahli Bank, Gulf Bank, National Bank of Kuwait) in which he was responsible for the Project from inception to completion i.e., Design, management, liaison with Kuwait Ministries / Public Authorities having jurisdiction, co-ordination with other local consultants.

"I learned that with hard work and determination, I can achieve anything I want," he says.

#### **Academic Qualification:**

B.S. in Architectural Engineering, Oklahoma State University (U.S.A) 2006

#### **Professional Affiliation / Membership:**

Kuwait Society of Engineers, Kuwait
Founding Member of Kuwait Green Building Council
Head of International Relation Committee



#### IS YOUR GLASS HALF FULL OR HALF EMPTY?



I believe that people are very different. Our talents define who we are and our weaknesses teach us each day how much further we have to go. There is one question I believe that everyone can answer very simply. Do you see your glass as half full? Or do you see it as half empty? We all have problems. We all have struggles and difficulties. The difference between those that win the game of life and those who choose to drown in it is simple. The fighters continue to always look for a way out. They will pull every book off the shelf in order to find the secret latch that lets them out of the trouble they are in and on to the second level.

Some mind-sets are good and powerful; others are limiting.

Two shoe manufacturers arrive in a new country looking to expand their markets. The local people, however, are very different from the customers they sell to at home. In fact, they don't wear shoes at all, preferring instead to walk about barefoot in all kinds of weather, at all times of year.

The first shoe manufacturer assesses the situation and says, "There's no market here. These people don't wear shoes!"

The second one looks around and says, "There's a huge market here. Not a single person is wearing shoes!"

Day after day we are faced with decisions and how we want to play the game of life. Some choose to see that nothing will change no matter what they do. Others will decide that everything will change depending on what they put into their day. Which one do you want to be?

#### Quotes

Most of the important things in the world have been accomplished by people who have kept on trying when there seemed to be no hope at all.

( Dale Carnegie )

There are no secrets to success. It is the result of preparation, hard work, and learning from failure. (Colin Powell)

The superior man understands what is right; the inferior man understands what will sell.

(Confucius)

Being good in business is the most fascinating kind of art. Making money is art and working is art and good business is the best art. (Andy Warhol)

If one does not know to which port one is sailing, no wind is favorable. (Lucius Annaeus Seneca)

Happiness does not come from doing easy work but from the afterglow of satisfaction that comes after the achievement of a difficult task that demanded our best.

(Theodore Isaac Rubin)

It is very easy to defeat someone, but it is very hard to win someone

(**Dr. Abdul Kalaam**) (President of India)

Don't compare yourself with anyone in this world.... If you do so, you are insulting yourself (Bill Gates)

I am only one, but I am one. I can't do everything, but I can do something. What I can do, that I ought to do. And what I ought to do, then by the grace of God, I shall do.

(Edward Everitt Hale)

Vision without action is daydream. Action without vision is nightmare.

Coming together is a beginning. Keeping together is progress. Working together is success

#### (Henry Ford)

There are three types of Employees: those who get things done, those who watch things get done, and those who wonder how so much got done.

T- Together

E- Everyone

A- Achieves

M- More

#### **Kuwait National Day and Liberation Day**



Management and staff of AGH / AREC celebrated the 52nd National Day and 22nd Liberation Day, and the seventh anniversary of His Highness the Amir Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah assumption of the leadership of the country, along with Kuwait and its people with pride, joy, patriotic devotion and determination for continuous success and development.

Wishing Kuwait lasting security, stability and may almighty Allah keep Kuwait safe forever







#### Poem by Moiz Ali Taher

#### My Darling Daughter

My luck was flying all time high

That day that moment is memorable

Gently when you came into my world

Every day that followed is unforgettable

Silently you changed me and my thoughts

And shaded my life in different colours

And experienced life's new flavours

Nothing is more powerful than your innocence

Sweetness of your voice is par excellence

find myself under your influence

am over-whelmed in your presence

for me you represent love and trust

Through you Saw a different world

You give me reason to be just

Quite unknowingly you inspire my deeds

And lead me to perform what is must

Senjoy the time when you are around

Your little demands are good as command

Carefully Slisten when you talk

Olittle angle you are precious and grand



# On Behalf of Action Group Holdings staff Thank you Eng. Rawaf 7. Bourisli for the Kind gesture





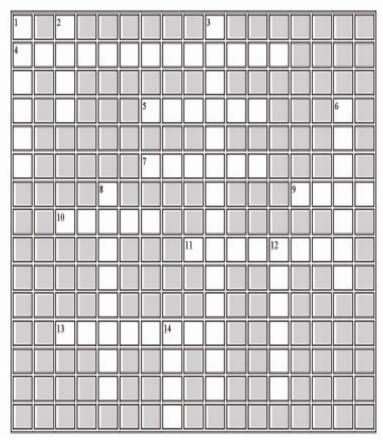


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Action Group Holdings, Action Real Estate, Kuwait Dynamics Limited, Action Hotels, Bronzia, Action Aggregate, MRI Network, Action Consultancy Bureau, KMIX, Lausanne Travels, Action Group Australia, IBIS Hotel, Sheikh Mubarak Al Sabah, Rawaf I. Bourisli, Lynus Kalister, Yousef Younes, Ali Salem Abu Hadidah, Shaker Daas, Ali Al Mahri. Alain Debare, Brinley Jones, Mohammad Al Hadbah, Talal Al Rashid, Joe Weberhofer, Riad Kannan

Re arrange Scramble words		
ettotAEsl naaRie c		
nh p itirlodauscgngoo		
iwaDnyiLmiucism t atdKe		
nrizaoB		
nseLTavsn uleara		
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yu nBCcnAaoctioeuurtanls		
ictltHAesnoo		
siib		

#### **CROSSWORD**



#### Across

- Group Vice Chairman's First 4. Name
- 5. KDL's first Letter stands for
- First Name of AREC 7.
- Group's Ready mix Co. Name in 6. 9. Kuwait
- 10. Second name of group
- 11. Group Travel Agency Name
- 13. KDL's second letter stands for

#### Down

- Third Name of AREC
- 2. Second Name of AREC
- 3. AREC General Manager's name
  - KDL's Third letter stands for
- 8. Third name of group
- 12. First Name of Group
- 14. Brand name of Group's Hotel in Kuwait

MATHS MAGIC! UR CELL NUMBER'S **LAST DIGIT X 2** +5 X 50 + UR AGE + 365 - 615 THE LAST 2 NUMBERS R UR AGE & THE 1ST NUMBER IS UR CELL'S LAST NUMBER! TRY IT NOW !!!



# Happy Birthday Eng. Rawaf 7. Bourisli



From Left Mr. Shaker Das, Eng. Rawaf I. Bourisli, Mr. Joe Webhofer, Lwyr. Anwar Khalifa, Mr. Brinley Jones



From Left Lwyr. Dania Tyan, Mr. George Lalgi, Mr. Shaker Da'as, Mr. Riad Kannan, Eng. Maher Fayyad



From Left Eng. Rawaf I. Bourisli, Mr. Shaker Da'as, Mr. Talal Al Rashid, Lwyr. Anwar Khalifa



From Left Ms. Sophia, Ms. Christina, Ms. Emily, Lwyr. Dania, Mr. George, Mr. Moiz Taher



From Left Mr. Riad Kannan, Mr. Moiz Taher, Eng. Maher Fayyad, Mr. Talal Al Rashid, Mr. Shaker Da'as, Eng. Rawaf I. Bourisli, Mr. Joe Webhofer

**Mr. Athindranath** (**A J**) has been a trusted and valued employee of the Group from January 2007 to February 2013, AGH would like to extend its gratitude for his services and contributions during his tenure and wish him all the best for his future endeavors.

#### Farewell to A.J.



















Maka Birthday

On 5th February AGH & AREC Staff celebrated Maka's Birthday







From Left Mr. Faleh, Mr. Riad, Lwyr. Dania, Mrs. Maka, Mrs. Fatma, Mrs. Suhath, Ms. Christina

Maka with Mr. Shaker Da'as



#### **New Joiners**

AREC Management would like to introduce its new family members: -



Mrs. Sally Sobhy Shalaby

Mrs. Sally has joined AREC on 20th January 2013, as Receptionist / Secretary, holding a bachelor's degree in Arts from Ain Shams University, she has 7 years experience in this field

#### Ms. Rana Khashouk

Ms. Rana, has joined AREC on 10th February 2013, as Junior Accountant, she is holding Bachelor's degree in Accounting from Damascus University. She has 8 years experience in this field, she is confident of her potentials and always willing to learn.





Mr. Said Mohamed said Mahmud

Mr. Said, has joined AREC on 10th February 2013, as Accountant, he is holding Bachelor's Degree in Commerce from Suez Canal University, he has 11 years experience in this field, he has the ability to create innovative approaches to problems, has Broad knowledge of finance principles and practices, Extensive knowledge of accounting and financial Reporting principles

#### Mrs. Abida Hashmi

Mrs. Abida, has joined AREC on 3rd of March 2013, as Accountant, she is holding Bachelors degree in Commerce from Lucknow University. She has experience of 10 years in this field, and has the ability to confront the challenges by practicing innovation, enthusiasm, loyalty and commitment.





Mr. Mabrook Mohammad Al Azazi

Mr. Mabrook, has joined AREC on 03rd March 2013, as a Representative in Legal department, he is holding Bachelor's degree in Physical Education, from Mansouriya University, has enormous experience in Law field, familiar with Kuwait Ministries and Public Authorities having jurisdiction. he has 10 years of experience in this field.

AREC wishes all the new family members best of luck in their endeavors and success. Welcome On Board. . . . . . . !



Congratulations

Congratulations on your success!! Organization recognized your commitment and the outstanding services that you have been providing. You are the perfect example for everyone to see that success can be achieved without compromising on sincerity, honesty, hard work and ethics. You truly deserve a standing ovation.

Mr. Moiz Ali Taher

Mr. Moiz, has been promoted as Financial Controller, Action Group Holdings, with effect from 1st of March 2013.

Mr. Moiz Joined AREC in December 2006, he was recruited to establish a separate accounts department for AREC. He made useful contribution in completing this task, providing trustworthy information about financial records, he play's a strategic role by providing professional advice, aiming to maximize profitability, and timely completion of work.

He is a Chartered Accountant, from the Institute of Chartered Accountant's of India, New Delhi.





## Employee of the Quarter

AREC encourages employees who display a high level of commitment to company's vision, mission, and values, create a positive working environment, boost morale, show employees how much they are valued and appreciated, and foster a spirit of healthy competition.



- V- Very Service Oriented
- A- Assumes Responsibility
- L- Looks for Innovation
- U- Uses Open Communication
- E- Everyone Counts
- S- Supports Team Chandler

The EOQ award for the 1st quarter of 2013 goes to Mr. Ahmed Saleh Al Shalan, Ahmed is working in the Government Relations Department, and had joined AREC in 2004. During this period his performance was recognized by his manager Mr. Talal Al Rashid.

Ahmed's willingness to go above and beyond is a trait that has not only been extremely helpful recently, but ever since he began working for AREC. He never hesitates to go the extra step, to ensure that projects are completed effectively and accurately, rendered services with complete dedication and professionalism, which was above and beyond normal expectations.

Even when he is overloaded with tasks, he still will squeeze in other assignments to help other team members. Even in a time crunch, he gives 110 percent effort and always turns around a quality product, and has earned this prestigious award for surpassing expectations, consistently providing exceptional services, exhibiting cooperation and teamwork, and offering creative approaches to tasks and problem solving.



Anil Kumar 10-April



Abdulaziz Karama 21-April



Brinley Jones 21-April



Ridhima Rastogi 5-May



Nourah Solaiman 5 - May



Ahmed Farouq 6-May



Ameer Ali 15-May



Remedios D'Souza 18-May



Md. Aslam 21-May



Shadi Ahmed 22-May



Mona Hassan 24-May



Mathew Joseph 27-May





Hala A. Rahman 29-May Candida D'Souza 30-May



Tamam Arbid 2-June



Eswaraiah C. 5-June



Rajini Prasad 16-June



Action Real Estate Co. K.S.C.C. Quarterly Newsletter - Issue No. 15 - April 2013

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&

Christina Avenisan Personal Assistant Mohammed. Mazharuddin **Executive Secretary** 

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