Issue 20: June 2017

OPERATIONAL NEWS - STRATEGIC INVESTMENTS - CORPORATE CITIZENSHIP **INDUSTRY EVENTS - CORPORATE INSIGHT**

2016/17

Sustainability Report

OPERATIONAL NEWS

CRESCENT ENTERPRISES - GULFTAINER

Crescent Enterprises Crescent Enterprises launches its 2016/17 sustainability and annual reports

We are pleased to share with you our Sustainability Report 'Engaging with Purpose' and Annual Report 'People. Purpose. Performance.' for 2016/17. In our 4th Sustainability Report, we describe our sustainability roadmap

journey and progress towards realising our sustainability vision 'Enabling Sustainable Growth' as we continue to promote good governance, socioeconomic development, talent empowerment, and environmental conservation in the region and beyond. In the Annual Report, we capture the essence of our commitment to people, purpose, and performance across our operating businesses, strategic

investments, and business incubation activities. to the right and on our website: www.crescententerprises.com

Both reports are available for download in PDF format by clicking on the links

Download GULFTAINER GT USA's Port Canaveral joins Southeast US In-transit Cold Treatment Pilot Program



2016/17

Annual Report

Port Canaveral, whose dedicated container terminal is operated by GT USA, the US arm of Gulftainer, the world's largest privately owned independent port operator, has joined the Southeast US In-transit Cold Treatment Pilot Program, an initiative by the US Department of Agriculture's Animal and Plant Health Inspection Service (APHIS).

The pilot programme enables direct import of select fruits and vegetables from South America into south eastern US ports after undergoing a two-week cold treatment and obtaining the necessary unloading clearances. Safeguarding produce from fruit flies and other pests, cold treatment allows time-sensitive shipments to achieve customs compliance while in transit, rather than after they arrive in the US. The development is set to enhance GT USA's operational excellence, improve service quality, and increase cost efficiency through cutting down

on transit times for produce and other cold-treated commodities, as well as reducing container and transportation costs. Port Canaveral's participation in the programme represents a positive development for GT USA, which began operations in 2016 at the Canaveral Cargo Terminal (CCT). With its weekly container cargo service Blue Stream, Canaveral Cargo Terminal—the only dedicated container terminal at Port Canaveral—serves as a major transit point for fresh produce.

The port's proximity to Central Florida by land and sea, combined with the shorter transit times, will enable importers of agricultural products to bring fresher and better-quality produce to the high-demand consumer market. Gulftainer is the first port management company from the Middle East to operate in the US. CCT's inclusion in the program advances Gulftainer's

global capabilities and supports its drive to encourage innovation in logistics and supply chain management. As part of these efforts, Gulftainer showcased state-of-the-art logistics solutions in May 2017 at the Sharjah Business Summit, which the company co-hosted in partnership with prominent local government entities.

Gulftainer's operations in the UAE currently include the Khorfakkan Container Terminal (KCT), the Sharjah Container Terminal (SCT) at Port Khalid, and the Sharjah Inland Container Depot (SICD). The company's international presence spans the Middle East, Europe, and the Americas with projects in Umm Qasr in Iraq, Jeddah and Jubail in Saudi Arabia, and Recife in Brazil. Over the next decade, Gulftainer has earmarked an ambitious growth strategy to triple volumes. The company aims to continue expanding

operations through investments in infrastructure to meet the requirements of its customers through serving newer, larger ships and stepping up

its capacity to handle higher volumes per call. Gulftainer is a subsidiary of Crescent Enterprises.

STRATEGIC INVESTMENTS

Nakheel Palestine is set to become the market leader in date production

particularly by expanding its refrigeration and cropping capacities. This collaboration is expected to

arm of 'Agence Française de Development' (AFD), which included the signing of a US\$10 million loan. The loan marks PROPARCO's first partnership agreement with the Palestinian private sector and investment in the country, and will be used to boost Nahkheel Palestine agro-industrial infrastructure,

SIRAJ PALESTINE FUND I - SAMENA LIMESTONE HOLDINGS - WAMDA CAPITAL - HEDOSOPHIA MENA

market leader in date production. Nakheel Palestine has reached an agreement to acquire the second largest Medjool farm in Palestine

Siraj Palestine Fund I

In 2016, the company focused on commencing a long-term expansion strategy aimed at

becoming the Palestinian

the Palestinian economy.

with over 15,000 trees. This acquisition should increase its share of total Palestinian produce to over 30 per cent. Nakheel Palestine has day to 20 tonnes per day in anticipation of increased production. impressive export potential for a five-year-old company.

CERAMICS

quarter.

also expanded its production facility's capacity from 6.5 tonnes per Nakheel Palestine has opened and secured local and international markets for all of the date grades it produces, demonstrating

Nakheel Palestine has recently celebrated a collaboration with PROPARCO, the private sector financing

create around 350 seasonal jobs and generate more than US\$10 million in foreign exchange earnings for

Samena Limestone Holdings RAK Ceramics reports healthy Q1 2017 revenue; seeks expansion

Arabian Gulf and India.

half of last year.

cautiously optimistic about the macro-economic conditions for the full year."

increase profitability and shareholder value," concluded Massaad.

Dubai-based finance and insurance comparison site

of a larger round to be concluded in the coming months.

funding earned by a technology company ever in the country.

after Uber Technologies, Inc. (US\$68 billion).

Valued at around US\$50 billion, the five-year-old company, which merged with Uber China last year, is the world's second most valuable privately owned tech start-up

In the latest round of funding, Japan's telecommunications giant SoftBank has

In March, the company launched a new research and development centre, DiDi

Didi Chuxing has raised more than US\$15 billion since 2012, according to data

Labs, in Mountain View, California, to develop intelligent driving technologies.

insurance, phone packages, and medical clinics, in the UAE and wider Middle East.

Bruno Juet, Director of AFD's Jérusalem office, Bashar Masri, representing Padico Holding and Siraj Palestine Fund, and Zuhair Manasrah, CEO of Nakheel Palestine Nakheel Palestine for Agriculture is an investment of Siraj Palestine Fund I. Crescent Enterprises is a Limited Partner in Siraj Palestine Fund I. Ras Al Khaimah-based global tile and ceramic ware manufacturer RAK Ceramics reported a 4 per cent rise in total revenues to AED 681.1 million in the first quarter of 2017, and is exploring expansion opportunities across the

التعاون

Although total revenues dropped by 7.4 per cent from a year earlier because of the sale of non-core businesses, profit from the core businesses such as tiles, sanitary ware, and tableware improved compared with the second

RAK Ceramics also consolidated its control over its joint venture Restofair RAK, which has interests in tableware, catering equipment, and turnkey contracting projects, during the first quarter. This year, RAK Ceramics expects to acquire a ceramics manufacturer in India to expand capacity in the country that is experiencing considerable economic growth. It is also looking at opportunities to expand its manufacturing activities in the Arabian Gulf region.

"A combination of cost control, efficiency in production, product innovation, and new showrooms in the UAE led to an improvement of sales in the UAE and Europe," Abdullah Massaad, RAK Ceramics' Group Chief Executive, said. "The market in the Arabian Gulf region is stabilising and I am

In the UAE, the company's largest market, revenues grew by 5.4 per cent year-on-year, driven by a revenue increase in sanitary ware and tiles. Sales in Saudi Arabia, one of the company's core markets, surged by 85 per cent to AED 51 million compared to AED 27.6 million in the previous

In Iran, where RAK Ceramics opened its plant in 2004 and closed it during the years following international sanctions, production started last year. The plant supplies the local market, manufacturing at about half of its capacity. "Our first quarter performance came as expected. We successfully identified the UAE as a source of growth and we are pleased to see Saudi Arabia having turned a corner. Our second half results should also benefit from a turnaround in sales in India and greater production from Iran. We continue to remain focused on cost efficiencies and anticipate better gross margins and lower overheads going forward, which we believe will

Samena Limestone Holdings, together with a consortium of investors, owns a 30.6 per cent stake in RAK Ceramics. Crescent Enterprises is a Limited Partner in Samena Limestone Holdings.

compareit4me.com compareit4me.com has raised US\$3.5 million from existing investors as part of an initial closing ahead of a larger Series The UAE's leading finance comparison site B funding round. Investors STC Ventures and Wamda Capital provided most of the US\$3.5 million, with both doubling their investment from a Series A round in 2015.

Other existing investors, including Dubai Silicon Oasis Authority and Saned Partners provided the remaining funds, which form part

Compareit4me.com said it would use the investment to expand its business, which provides online comparisons of banking products,

After launching an online car insurance comparison platform in March 2016, the site currently sells \$1.5 million worth of insurance policies per month and is expecting to reach \$5 million per month by the end of the year. Khaled Talhouni, managing partner at Wamda Capital, commented: "With the launch of its car insurance comparison portal, Compareit4me has managed the addition of a transactional business model with aplomb. We're excited to support the company's

founders as they build out this line of the business further in the UAE and launch it in new Middle Eastern markets. We have no

Wamda Capital

doubt that there's another great success story on the horizon." Compareit4me said it had seen 600 per cent year-on-year growth in insurance policy sales and 400 per cent growth in total value of policies sold as of April 2017, making it the largest insurance aggregator in the UAE.

The site has raised more than \$9 million to date, including \$2.4 million in a bridge funding round last September.

Dubai-based Compareit4me.com raises US\$3.5 million in latest funding phase

Crescent Enterprises is a Limited Partner in Wamda MENA Ventures I. **Hedosophia MENA**

Didi Chuxing raises record US\$5.5 billion in China tech funding, looks to implement AI and

driverless technology China's largest ride-sharing company, Didi Chuxing, has raised over US\$5.5 billion from investors in its round of funding in April, marking the largest amount of

compiled by Goldman Sachs Global Investment Research. It counts over 100 investors as backers including Apple, Alibaba, and Chinese sovereign

partner in Hedosophia MENA's co-investments.

contributed US\$5 billion while remaining investors were left unidentified. Didi Chuxing is slating the financing for continued global expansion and deeper investment in emerging areas like artificial intelligence and driverless technologies to bring more advanced systems to its transportation services.

Hedosophia MENA had invested in Uber China and now holds shares in Didi Chuxing, post the merger between Uber China and Didi Chuxing. Crescent Enterprises is a shareholder in the general partner entity and a limited

CORPORATE CITIZENSHIP

wealth fund China Investment Corp.

SHERAA (SHARJAH ENTREPRENEURSHIP CENTER) - AMERICAN UNIVERSITY OF SHARJAH Crescent Enterprises becomes a Diamond Patron of the Arab Film Institute Complementing its efforts to promote the arts in the Arab world, Crescent Enterprises is proud to support the Arab Film Institute (AFI)—a non-profit association that supports and celebrates Arab film professionals worldwide—as a Diamond Patron.

> The founding patrons' support of the recently launched Dubai-based institute will enable the organisation to preserve, educate, sustain, and honour Arab film professionals and their work around the globe, inspiring future generations of Arab filmmakers and supporting young talent to develop

> "We are truly honoured that the Crescent Enterprises, one of the most illuminated corporate groups in the Gulf Region, has decided to walk this path with us," said AFI Cofounder and Executive Director

> With a Board of Directors that includes experienced film professionals, AFI is set to facilitate

Image source: CNN Money

For more information on AFI, please visit www.arabfilm-institute.org Sustainability talk at Crescent Enterprises by EWS-WWF

Following the success of our first sustainability talk in 2016, Crescent Enterprises held a talk on the relevance of climate change to the UAE and

Attended by over 50 Crescent Group employees and leaders, the talk first explored the mechanisms of climate change, followed by energy

The speaker then revealed the devastating effects of climate change on all core sectors of the global economy. By triggering extreme weather events, climate change reduces the efficiency of power and engineering systems, damages transportation infrastructure, increases public health

Attendees learned about local and global sustainability efforts before exchanging tips and insights with the speaker on how to mitigate climate

Crescent Enterprises is an annual platinum corporate sponsor of the Emirates Wildlife Society – World Wide Fund (EWS-WWF).

The relevance of climate change to the UAE and businesses here

businesses, delivered by Emirates Wildlife Society's Senior Sustainability Manager Tamara Withers in May.

Paul Baboudjian in a statement.

their cultural knowledge, moving forward to a bright cinematic future.

advanced training in creative filmmaking, documentary production, and film animation across the Middle East and North Africa

For more information on EWS-WWF, please visit uae.panda.org

INDUSTRY EVENTS

consumption patterns across the UAE.

change at the corporate and individual levels.

threats, and aggravates climate risks for financial institutions.

region.

Crescent Enterprises remains a leader in community development and social engagement through its relationship with various philanthropic organisations, upholding its belief that businesses can, "do good, while doing well" at the same time. Although Crescent Enterprises is committed to a wide variety of initiatives on a global scale, it consciously focuses its resources in the areas of Community & Education, Entrepreneurship, Environment, Arts & Culture and Corporate Governance.

that took place in Jordan on 19-21 May 2017. Themed 'Enabling a generational transformation', the three-day forum explored pressing regional issues and emerging socioeconomic trends, ranging from the refugee crisis to entrepreneurship. The meeting convened over 1,200 government, business, and civil society leaders from more than 50 countries, as well as representatives from 100 Arab start-ups shaping the Fourth Industrial Revolution.

Left to right: Crescent Enterprises' Executive Director Ravi Kumar; Crescent Petroleum's Finance Director Zaki Hasan; Crescent Enterprises' Corporate Development and Investment Manager Ghada Abdelkader; Crescent Group's CFO and Crescent Enterprises'

Tushar Singhvi, VP - Corporate Development and Investment, participated as a Firestarter in a session titled 'Policies and practices for a competitiveness agenda in MENA', which explored models of public-private practices that foster competitiveness through

At the session, Tushar provided a private sector perspective and stressed the role of competitiveness and innovation in revitalising the stagnant regional economy and in addressing serious social issues such as youth unemployment. He illustrated the UAE's efforts in nurturing a competitive economy through innovation, infrastructure development, and the creation of an efficient labour and

Tushar concluded by presenting an innovative public-private partnership: that of Crescent Enterprises with Sheraa, the Sharjah Entrepreneurship Center, as a founding partner for their social entrepreneurship track. By providing mentorship, seed funding and business support to young aspiring entrepreneurs through a structured programme, the partnership is set to foster innovation that

Executive Director Neeraj Agrawal; and Crescent Enterprises' VP - Corporate Development and Investments Tushar Singhvi.

drives economic growth, social cohesion, and environmental conservation in the UAE and the wider region.

Crescent Enterprises was represented by a high-level delegation at the World Economic Forum on the Middle East and North Africa

Crescent Enterprises participates in the World Economic Forum on the Middle East and North Africa 2017

WEF, Jordan meeting - Euromoney Emirates Conference - M&A and Private Equity Forum - Taatheer MENA Impact & CSR Forum

World Economic Forum (WEF), Jordan meeting

For more information on the World Economic Forum, please visit www.weforum.org **Euromoney Emirates Conference** Crescent Enterprises participates at inaugural Euromoney Emirates Conference Crescent Enterprises' Executive Director Neeraj Agrawal took part in a panel and a video interview at the inaugural Euromoney Emirates Conference, held under the theme 'Finance and Investment for an Innovative Economy' last May in Sharjah. The conference convened prime government officials and international business experts to discuss how the UAE can accelerate its journey towards becoming the foremost innovation economy in the Middle East. At a panel discussion titled 'Capital markets: The fuel for the innovative engine?', Neeraj shared with the audience how capital markets can propel innovation by supporting corporations, investors, and start-ups alike. The speaker described the UAE's legislative efforts Neeraj Agrawal (right) in an interview at the Euromoney Emirates Conference to remain the regional leader in developing capital markets and highlighted the country's liquidity and

market capitalisation as an area that requires further improvement. He also explained the emerging role of family businesses in

Neeraj concluded the panel discussion by emphasising the role of regulators in catalysing innovation across financial institutions,

In his video interview, Neeraj narrated Crescent Enterprises' impact-driven journey towards portfolio diversification. He presented CE-Venture as an instrument that catalyses sustainable and innovative businesses across challenging Middle Eastern economies,

Crescent Enterprises discusses mergers and acquisitions' drivers and risks at Middle

Crescent Enterprises' VP - Corporate Development and Investments Tushar Singhvi participated at the keynote panel

'MENA M&A Growth Drivers and Risk factors' at Mergermarket's Middle Eastern M&A and Private Equity

The event gathered over 200 senior delegates to explore major trends in mergers and acquisitions (M&A) in the Middle

At the panel, Tushar identified key drivers of M&A activities in the region: companies seeking both innovative and transformative M&A transactions to complement low organic growth; the spate of consolidation driven by the need to optimize, rationalize and create more value; some distressed

AV & SOLIND PARTNERS

Forum, held in Dubai last May.

East and North Africa (MENA) region.

HEADDRESS

before illustrating our company's efforts to promote corporate governance and transparency for greater business sustainability.

and the need of public markets to adapt to technological and financial advancements to promote the innovation economy.

Middle Eastern M&A and Private Equity Forum

Eastern M&A and Private Equity Forum

LE EASTERN M&A AND PRIVATE

TY FORUM & AWARDS 2017

driving the regional innovation economy by focusing on venture capital and angel investments.

Crescent Enterprises' Corporate Citizenship Manager Ola Al Haj Hussin delivered a talk on our strategic corporate citizenship initiatives at the Ta'atheer MENA Social Impact and CSR Forum 2017, held in Dubai last May. Gathering delegates from corporations, governments, and NGOs from across the GCC,

the 14th edition of the forum focused on sustainable giving. It highlighted emerging growth areas for charitable and corporate responsibility programmes, and emphasised best practices to maximise the impact of giving in a region where philanthropy is

At her talk titled 'Crescent Enterprises corporate social initiatives: Connecting the dots

for better impact', Ola narrated the evolution of our company's social portfolio from small standalone projects, or "dots", to an inclusive and participatory model that

Ola described Crescent Enterprises' current corporate citizenship model as centred on strategic partnerships, stakeholder engagement, a structured approach, and creating shared value for all stakeholders. The model is designed to enable the company to generate long-term positive impact across the three key areas of entrepreneurship and

Crescent Enterprises sheds light on its corporate citizenship initiatives at the Ta'atheer MENA

Taatheer MENA Social Impact and CSR Forum

HARVARD BUSINESS REVIEW IN ARABIC "Stop Mindlessly Going Through Your Work Day"

ينشر قسم الإدارة مقالات يومية من هارفارد بزنس

توقف عن جعل يومك يمضىي دون وعي

10 يونيو 2017 - 02:00

Business

'Renaissance Partners' program, which aims to make high quality business content in Arabic accessible to the Middle East region. HBR Arabia magazine, available in print and online, features carefully curates content in Arabic, including news updates on the economy, advice

time.

- Learn about HBR Arabia's Renaissance Partners Program and gift subscriptions here

goods market.

innovation and entrepreneurship in the MENA.

businesses becoming acquisition targets in the context of a weaker economy; and the narrowing gap between buyers and sellers' expectations on valuation due to economic volatility. Tushar further described the sectors of banking and financial services, healthcare, education, e-commerce, and logistics as being particularly propitious for M&A deals in the MENA region.

Social Impact and CSR Forum

deeply ingrained in the culture.

"connects the dots".

Ola concluded by reminding the audience of the transformational impact corporations can have on Middle Eastern societies once they develop a deep understanding of community needs and strategically implement corporate responsibility initiatives.

employability, arts and culture, and the environment.

CORPORATE INSIGHT

HARVARD BUSINESS REVIEW IN ARABIC

With this resource, executives will have access to valuable information in business context, with locally and regionally relevant topics that might otherwise be discussed in prominent Western publications. It is

Crescent Enterprises is a wholly-owned subsidiary of the Crescent Group.

Crescent Enterprises I P.O. Box 2222 I Sharjah, UAE Tel: +971 6 554 7222 | Fax: +971 6 554 7888 www.crescententerprises.com | ce@crescent.ae

Crescent Enterprises is proud to support the Middle East's leading Arabic business portal, Aliqtisadi, on its new management section hosting Harvard Business Review (HBR) articles, syndicated in Arabic for the first Crescent Enterprises' goal to fill this informational gap with a revered publication such as HBR. - To view the article in Arabic, click here. The new Renaissance Partners program Crescent Enterprises expanded its strategic partnership with Harvard Business Review (HBR)to support the

columns on entrepreneurship, interviews with leading businessmen from the region, among others. While this partnership will aid in developing the platform further, the main benefit on offer is the gift subscriptions that would be made available to readers who cannot afford the standard fee.

Follow Us on Twitter @CrescentEnterp