OPERATIONAL NEWS GULFTAINER - GAMA AVIATION

GULFTAINER RECORDS 14% YEAR-ON-YEAR GROWTH "Credits the Robust UAE-East Africa Trade Route"

PLAN INFORMATION

Berths 4 Draft(m) 12.5 18 740 Quay Length(m) **Quay Cranes** Capacity(TEU) 750,000

SHARJAH CONTAINER TERMINAL Sharjah The Sharjah Container Terminal was the first container terminal in the United Arab Emirates with operations beginning in 1976. MULTI-ROLE KING AIR 350C ADDED TO GAMA'S CHARTER FLEET

"A Versatile Option for Utility & Corporate Use" Seeking to fit the needs of its current and potential customer base, Gama Aviation has recently expanded its charter fleet options with the new Beechcraft King Air 350C, serving

both corporate as well as utility needs. The versatile aircraft will not only run regular expected charters to Europe, but will have the ability to function as an ad-hoc aircraft for

Container Terminal (SCT) not only maintaining a strong performance, but showing steady improvement, which has led to several awards and the company's recent announcement of 14% year-on-year growth in container volumes in the first six months (January to June) of 2014. In addition to direct links throughout the Gulf, Asia, Europe, and the Americas, Gulftainer's robust UAE-East Africa trade route from SCT, combined with new project developments in Sharjah were said to be the main contributors to the significant volume growth. Customs procedures were also attuned, with SCT's introduction of a new online application system to ensure seamless exchange of information and greater efficiency between the Sharjah Port Authority, Customs and Gulftainer. SCT was also proud to welcome 20 new consignees to its terminal who will experience these benefits first hand. Gulftainer is a subsidiary of Crescent Enterprises.

Although most well-known for being the cultural capital

of the Arab World, Sharjah is also host to one of the most

active port terminals in the Middle East, situated as an

ideal gateway for import and export cargo, operated by

one of the world's leading ports and logistics companies, Gulftainer. Success has been prevalent throughout

Gulftainer's 37 years of history with the Sharjah

the medical emergency requirements on behalf of Scottish Air Ambulance Services. The addition of the aircraft also holds significance for Gama Aviation, as it will also be in charge of the planes' upkeep through its engineering and maintenance division as well,

ensuring safety standards are met and avoiding delays in grounding the aircraft.

The King Air 350C will join the company's UK charter fleet, which currently comprises the Challenger 604, Gulfstream G550, Hawker 1000, Learjet 45, and the Legacy 600. Gama Aviation is an affiliate of Crescent Enterprises.

The versatile King Air 350C will join Gama Aviation's UK charter fleet, and function as a corporate charter and ad-hoc aircraft for medical emergency requirements.

TVM CAPITAL HEALTHCARE PARTNERS - SIRAJ PALESTINE FUND

TVM CAPITAL HEALTHCARE PARTNERS

Although clinics have continued to emerge across the globe offering a range of fertility treatments, the growing competition does not seem to be have affecting the world's first IVF clinic, Bourn Hall International from

PRIVATE EQUITY HOLDINGS



competitors. In early September, the Dubai clinic announced a surge in pregnancy success rates, claiming an average of 60% success for its

breaking new records within the field.

IVF treatment.

With the support of its investor, TVM Capital Healthcare Partners, the UAE arm of the UK clinic, Bourn Hall Clinic Dubai, has celebrated several years of success and witnessed significant milestones against its global

patients from last year's results and from May through July of this year, reaching its highest level of 68% Clinical Pregnancy. These numbers also proved to beat national averages set by the UK at 41.5% and the USA at 46.7%, further validating the clinic's position as an international leader in

Supplementary to using the most technologically advanced tools, Bourn Hall Clinic Dubai attributes the impressive rates to leading doctors and embryologists, and a very detailed compilation of treatment protocols for each patient to follow. Crescent Enterprises is a Limited partner in TVM Capital Healthcare

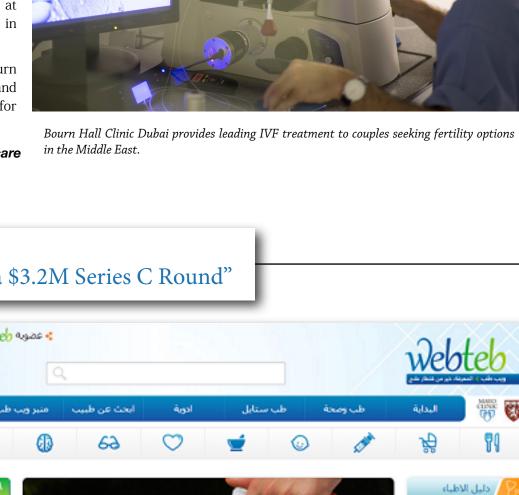
Partners and has representation on the Fund Advisory Board.

SIRAJ PALESTINE FUND "Leading Arabic Web Portal WebTeb Closes a \$3.2M Series C Round" With an entrepreneur's vision and the support of investors, including the Siraj Palestine Fund, in just a few short f 💆 🔊 years WebTeb has become one of the world's leading Arabic portals bringing

healthcare to a broader population online. Among its latest milestones in its development has been the company's closure of a \$3.2M Series C TebChecker investment round, coupled with تعانف من اعراض مرض surpassing the 100,000-download

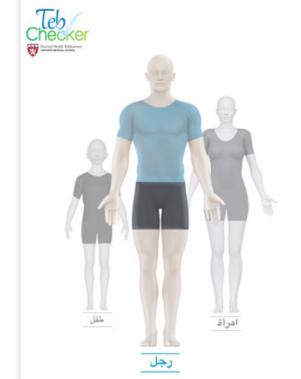
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TebStyle



The WebTeb site and app offer information on diet and lifestyle programs, disease and treatments, and content related to

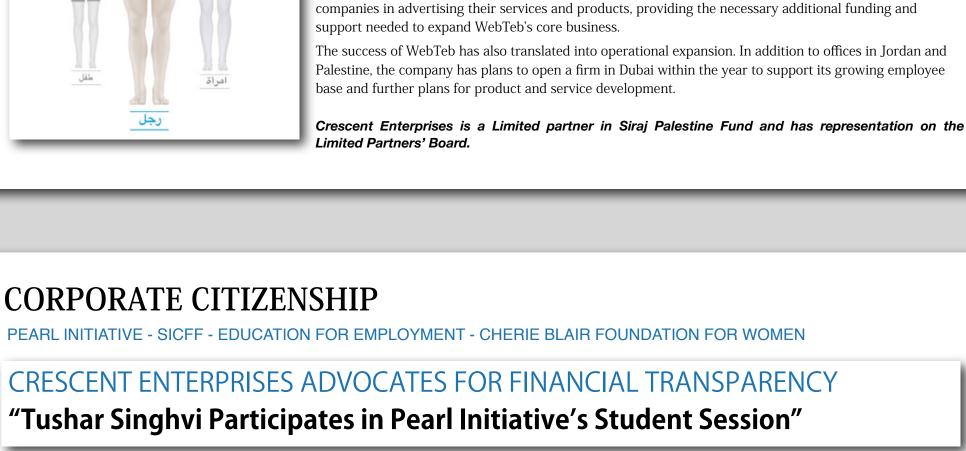
mark for its iOS app within just one month from launch. The mobile application compliments the original large physician directory online for the Arabic speaking market, which is available for patients seeking doctors based on their location. The web portal has also seen interest from pharmaceutical and health



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webteb

اختيار الشخصية



pregnancy in addition to hosting a directory of local healthcare facilities and practitioners.

adopt the principles of corporate transparency, accountability and best business practices.

Manager; and Khalid Al Mahmood, UAE filmmaker and member of SICFF judging panel.

Education for Employment Update

"Progress for UAE and GCC Networks"

iob commitments for EFE

the objective to advancing youth employment regionally.

and will continue throughout the remaining part of 2014.

CORPORATE INSIGHT

generation," he says.

collusion.

"Badr Jafar's Discussion with Wamda"

CEO INSIGHT - MONTHLY INFRASTRUCTURE REPORT - HARVARD BUSINESS REVIEW

"Next 10 Years is Key to MENA Region's Long-term Sustainability"

multinational company supporters.

Film. For more information on the festival visit: www.sicff.ae.

four youth in

the Middle

East and

North Africa is

unemployed.

"Over 80% of GCC businesses are either family owned or controlled, indicating these firms have a huge impact on our regional economy. These family firms will go through important changes in the next 5 to 10 years, and now is the time to take this opportunity, instill and implement these best practices and concepts. At Crescent Enterprises we aim to ensure the ethos of integrity, accountability and best practice is upheld across our group of companies." The American University of Sharjah event is just one example of Pearl Initiative's ongoing efforts to advocate corporate governance throughout the GCC region, as it continues to host regular interactive roundtable sessions with leading experts, engaging corporate leaders and the public to discuss obstacles opportunities and stories of success.

Crescent Enterprises is a founding member of the Pearl Initiative, and plays a vital role in engaging the Private Sector and stakeholders in the GCC to

creative arts in changing perceptions and positively influencing the lives of our young people by exposing them to new cultures, traditions and art on an international level (Left to Right): Osama Abu Samra, Director of Sharjah Media Center; Sheikha Jawaher Abdulla Al Qasimi, sparking new interests and motivations for what is possible FUNN Director and SICFF Manager; Nermeen Mansour, Crescent Enterprises Corporate Citizenship in their future. The festival is also a strong platform for

SCIFF will screen films in three venues across Sharjah, targeting three different age groups for children under 7 years old, ages 8 to 13 and 14 to 18. The festival will also host a competition for the best five films, including Best Feature Film, Best Animation Film, Best UAE Film, Best Short Film and Best Child Made



Crescent Enterprises Vice President of Corporate Development and Investments, Tushar Singhvi was among a group of experts, offering their knowledge and corporate background to the Pearl Initiative's financial leadership event centering integrity and trust within the banking sector earlier this month. With a group of high-profile speakers and over 40 finance students from the American University of Sharjah the Pearl initiative's interactive session provided a

Instilling corporate governance from within was the focus of Mr. Singhvi's message, surrounding the need for family firms to adapt what was once acceptable and common practice for leadership to be that of hierarchy, to one which addresses and incorporates the needs of the international business environment.

platform for industry leaders to provide perspective and experience in the GCC financial sector as it relates to corporate governance and transparency.

Crescent Enterprises' Corporate Citizenship Manager, Nermeen Mansour, who candidly explained the power of

> **How EFE Builds Futures Through Employment Link Graduates** to the **EFE Alumni** Network EMPLOYABILITY job search, job market and

perform a successful job

search

Workplace

skills

Cherie Blair Foundation for Women

Working in the entrepreneurship world you hear optimism all the time - especially in the Arab world. According to the polished pitches and many TED-style talks in this industry, innovation is the salve for the region's problems and new, Middle Eastern Silicon Valleys will be buzzing with activity, with full governmental and private sector support, in no time. Well-measured hope for the future is one thing, but blind optimism

That's why it was so refreshing to hear Badr Jafar present his clear-eyed perspective on the problems the region faces when it comes to doing business, as well as the concrete

As a region, when speaking to Wamda, "we're not doing what we should and could be

The situation is especially serious given projections for the not-so-distant future. "Over the next 10 years we expect a trillion dollars of assets [over 90% of all non-oil GDP in the Arab economies in the hands of family firms to pass between one generation to the

steps the organization he founded, the <u>Pearl Initiative</u>, is taking to address them.

inspires, if anything, even more uncertainty.

doing" to propel business forward in a sustainable way.

The threat of value destruction

next... This succession is where you traditionally see the greatest destruction of value. On average only 30% of family businesses survive beyond the third

The Arab world may be particularly vulnerable to this kind of value destruction due to the relative youth of the region's corporate bastions. To address this vulnerability, Badr, the Managing Director of the multinational holdings company Crescent Group with subsidiaries Crescent Petroleum and Crescent Enterprises, headquartered in the UAE and founded by his father Hamid in the early 1970s, himself founded the Pearl Initiative in 2010 in conjunction with the United Nations Office for Partnerships. The initiative's mission is to encourage a corporate culture of responsible governance in the region that Badr believes

"In some parts of the Middle East, the easiest way to get a business up and running is to grease someone's palm," says the executive. For regional businesses that have established themselves in the rough-and-ready climate of the last half-century, creating a culture of transparency and accountability – what Jafar calls "good corporate governance" – can be quite an involved process of helping leaders cut through deeply ingrained and industrialized systems of corruption and

can not only mitigate the impending cycle of value destruction, but also help regional businesses become "more successful and more profitable."

"Uplifting Female Arab Entrepreneurs"

startup support

skills

Sharjah International Children's Film Festival

Crescent Enterprises reaffirmed its commitment to enhancing education through arts by announcing its sponsorship of the Sharjah International Children's Film Festival (SICFF), the region's first children's film festival, organised by Sharjah Media Arts for Children and Youth (FUNN), a Sharjah government initiative established under the patronage of Her Highness Sheikha Jawaher Al Qasimi, wife of His Highness, the Ruler of Sharjah. Among a panel of sponsors celebrating the launch of the initiative was

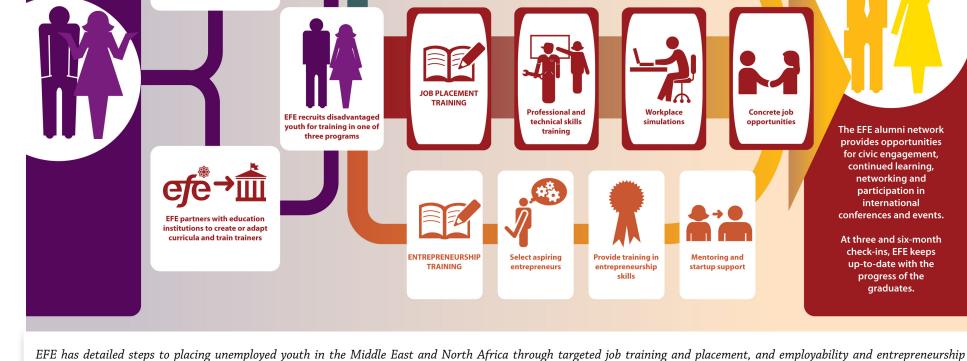
celebrating the local talent of film makers and artists who are able to illustrate the regional culture. For the second year,

> The EFE alumni network provides opportunities for civic engagement, continued learning, networking and participation in international conferences and events

At three and six-month check-ins, EFE keeps up-to-date with the

progress of the graduates.

"Celebrating the Power of Creativity"



Both an advocate for female leadership and entrepreneurship, Crescent Enterprises was honoured to partner with the Cherie Blair Foundation for Women for its "Mentoring Women in Business," programme earlier this year, by providing the professional expertise and guidance to females in the Middle East seeking help in starting or growing a business of their own. Since launching efforts in May of this year, five of Crescent Enterprises' female mentors completed the online training and have been matched with mentees in the Middle East. Despite the current political and social unrest facing some of the nations where the women reside, each mentor and mentee have fulfilled their first set of online meetings, which consist of building an understanding of the objectives, identifying tools, By combining mentoring with technology, the Cherie Blair Mentoring Women in Business Programme is pioneering a new and establishing an action plan for the year with way of supporting women entrepreneurs across the globe. clear expectations and processes to ensure these women achieve their entrepreneurial goals. The international programme has pioneered a new method of supporting women entrepreneurs achieve key business goals by utilizing technology to offer cross-border support worldwide, and has helped approximately 1,000 entrepreneurs globally to date. Crescent Enterprises remains a leader in community development and social engagement through its relationship with various philanthropic organizations, 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.

It has been one year since Crescent Enterprises committed its partnership to the Education for Employment (EFE) as Founding Sponsor in the UAE and Gulf with

While Crescent Enterprises has placed its primary attention on providing strategic guidance and networking support to the foundation and its representative in the UAE, discussions have recently taken place surrounding the potential for EFE to provide human resources and training services to Crescent Group companies

Beyond its ongoing partnership with Crescent Enterprises, EFE has also made several strides through its start-up year expansion development in the UAE. After executing its UAE market entry strategy, EFE successfully launched priority areas specific to the region, finalized the UAE specific legal structure, expanded its founding Board, hosted numerous thought leadership opportunities, identified local program options, and devised a list of potential local partners and

Pivoting to entrepreneurs and SMEs These larger, well-established companies were the focus of the Pearl Initiative's first years, Badr says. But in the past few months the team has taken the decision to "embark on developing specific programs aimed at SMEs and entrepreneurs," so as to allow those just starting out in the business world the opportunity to establish and grow companies with sustainable systems of governance. The process of disseminating practices of good corporate governance among entrepreneurs is more straightforward, as they haven't generally had the chance to become dependent on unsustainable business practices.

The programs for entrepreneurs will include both industry-specific education on sustainable governance models, as well as general entrepreneurship education

However the Pearl Initiative team also targets those it views as proto-entrepreneurs, that is, students still at university. The initiative's Business Case Study competition, launched last year in Saudi, had second-year business students from 12 universities across the Kingdom approaching companies in an attempt to generate case studies based on positive experiences with anti-corruption practices. The best three teams (chosen from over 1400 case studies generated) got to

This year, the same program was launched in the UAE with 11 universities participating; the winning team from the American University of Sharjah will be attending the one-week long Economic Crime Symposium at Cambridge University in the UK next month. In the coming years, the Pearl Initiative will be rolling

This program not only shows students in real life what good corporate governance practices do for companies, but it provides positive reinforcement for the companies themselves. "Because ours is a relationship-based society, naming and shaming doesn't work," Jafar stresses. "Positive reinforcement is the way to

Instilling responsible business practices in students is one thing, but the Pearl Initiative hasn't given up on the companies in the region – and those who do business in the region – who are more set in their ways in terms of operations and revenue collection. What about when anti-corruption is a disincentive? "You can't apply a cookie cutter approach to these sorts of practices," Jafar says in response. The Pearl Initiative approaches each business with whom it works with a personalized program, based not only on the type of work the business does, but also based on the "cultural and social realities on the ground. You need to be

Despite the looming challenges the region undoubtedly faces, Jafar's optimism seems well thought out – as does his company. "There's so much potential, so much opportunity to have a positive impact when it comes to the very imminent threat that our businesses face," says the executive. "It's not a luxury to have

Crescent Enterprises CEO, Badr Jafar, continues to raise awareness on today's most relevant challenges and opportunities including entrepreneurship,

corporate governance, business sustainability, women in the workplace, and smart energy policy through his blog www.badrjafar.com.

go, where you actually identify what's going on that's going well, and by raising the level of awareness amongst peers people stand up and say 'me too."

on, for instance, paperwork "to protect entrepreneurs themselves as well as their shareholders," in addition to general best practices awareness work.

The \$32bn expansion of Al Maktoum International at Dubai World Central (DWC) is set to go ahead with construction likely to begin by the end of the year, according to Gulf News. DWC opened to passenger airlines last October with an initial capacity of between five and seven million and has seen a steady take-up

CRESCENT ENTERPRISES INFRASTRUCTURE REPORT

"Gulf Countries Push Ahead with Key Infrastructure Expansion Plans"

"Prevention is key," rather than triage, Badr insists, in describing Pearl Initiative's pivot.

pick their prize. (Every one of them chose an internship in the UAE.)

culturally relevant… in the way these practices are implemented."

Interview by Stephanie d'Arc Taylor, on August 17, 2014 for Wamda.

good governance. It's not ornamental – it's fundamental."

out the program across the whole GCC.

Positive reinforcement and specialized attention

Ajman International Airport is expected to handle around one million passengers a year when it is completed, primarily aiming at low cost carriers and cargo operations with plans for a minimum of 400,000 tonnes of freight per year. More than 60 percent of movements are likely to be freight. The emirate is allocating 40 percent of its 2014 budget to increase work on new development, economic and social projects, and the airport is expected to support the

"How Unethical Behavior Becomes a Habit" 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 time.

informational gap with a revered publication

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Business

Review

Saudi Arabia's Jubail airport handles first civilian flight The first civilian aircraft landed at Saudi Arabia's Jubail airport in September. The airport, located in Jubail Industrial City - home to a number of leading petrochemical businesses - was originally constructed for private aviation but now handles aircraft serving companies in Jubail, Ras Al-Khair and neighbouring towns. The airport will serve more than 500,000 passengers, according to Arab News. Employees and businesspeople are optimistic that the airport will provide further support for the growing aviation industry, and support tourism and other important sectors of the economy. The Crescent Enterprises' Infrastructure Report is featured every month in the English publication Al Qabas and Arabic newspaper Al Hayat.

With this resource, executives will have access to information in the context of business and its related areas, with local and regionally relevant topics that might otherwise be discussed in prominent Western publications. It is Crescent Enterprises' goal to fill this

هارفرد بزنس ريفيو: كيف يتحوّل السلوك غير الأخلاقي إلى عادة ينشر قسم الإدارة مقالات يومية من هارفرد



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

Dubai looks to cement its super-hub status with \$32bn investment of carriers including Qatar Airways and Gulf Air. The first phase of expansion will take six to eight years to build and will be able to accommodate 120 million passengers a year once completed. Phase one of the approved \$32bn expansion is spread over 56 square kilometres and will include two satellite buildings and be able to accommodate 100 Airbus A380's at any one time. Qatar earmarks \$140bn for infrastructure development Qatar has earmarked more than \$140bn for infrastructure development projects, including an extensive transport network that includes railway and roads over the next five years, the country's Minister of Transport, said in comments published by The Peninsula. "Qatar ranked first in terms of development projects in GCC countries with those being implemented for FIFA 2022 and to meet the Qatar National Vision 2030," HE Jassim Saif Ahmed Al Sulaiti. "Qatar has allocated more than \$140bn to build transport networks and other development project over the next five years," he added. Key current infrastructure projects underway in the Gulf state include the Doha Metro project and the New Sea Port Project, which is considered the biggest project in the Middle East. The country also recently opened the expanded facilities at Hamad International Airport, which saw an 11.36 percent passenger increase in July compared to the previous month. Saudi conducts feasibility study of high speed railway line The Saudi Railways Organisation has appointed Spain's Consultants to carry out the feasibility study of the high-speed railway line between Dammam and Riyadh, MEED reported. The ten month study involves evaluating the feasibility of the 480-km high-speed railway linking the two cities through Hofuf. By increasing the speed of trains running between Saudi's capital and Dammam to 300km/h from 180km/h, the SRO aims to cut journey times from four and a half hours to three hours. Kuwait sets November deadline for airport terminal building reach \$6bn. Ajman approves \$571m airport plans Sheikh Ammar bin Humaid Al Nuaimi, Crown Prince of Ajman, approved the final plans and designs for the new \$571m Ajman International Airport project, according to The Emirates News Agency, WAM. The airport, which is expected to be operational by 2018, will be constructed on a six million square metre site in Al Manama. The airport will include arrival and departure lounges, hangars and cargo handling. emirate's future plans to boost its economy and tourism.

Kuwait's Public Works Ministry has set a bid deadline of 2 November for the contract to build the \$3.2bn terminal at Kuwait International airport. The new terminal, known as terminal 2, will increase the capacity of the airport from six million passengers a year to 13 million. It will house 30-51 gates, a transit hotel, VIP and first-class lounges, and car parking for 4,500 vehicles, MEED said. The project is targeting Leadership in Energy and Environmental Design (LEED) gold standard and aims to be the first passenger terminal in the world to achieve this. The total investment in developing Kuwait International airport is expected to

HARVARD BUSINESS REVIEW IN ARABIC

A new HBR article is posted every month on the Aliqtisadi website. To view the September article, "How Unethical Behavior Becomes a Habit," click here Aliqtisadi also offers readers the opportunity to subscribe to its monthly newsletters, which

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