



H.E. Sheikh Mubarak A.M. Al Sabah with members of National Union of Kuwaiti Students

### G.M.'s Message

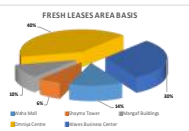
Welcome to the 37th issue of AREC's quarterly newsletter, the best source to keep in touch with the news of AREC's family. Hope you enjoy this edition, and as always, we welcome your feedback, suggestions to improve the design and content or queries on any aspect of the newsletter.. Wishing you a happy reading

Thank you and best regards

**Rawaf I. Bourisli**  
General Manager



Inside ...



Operation News

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N.U.K.S

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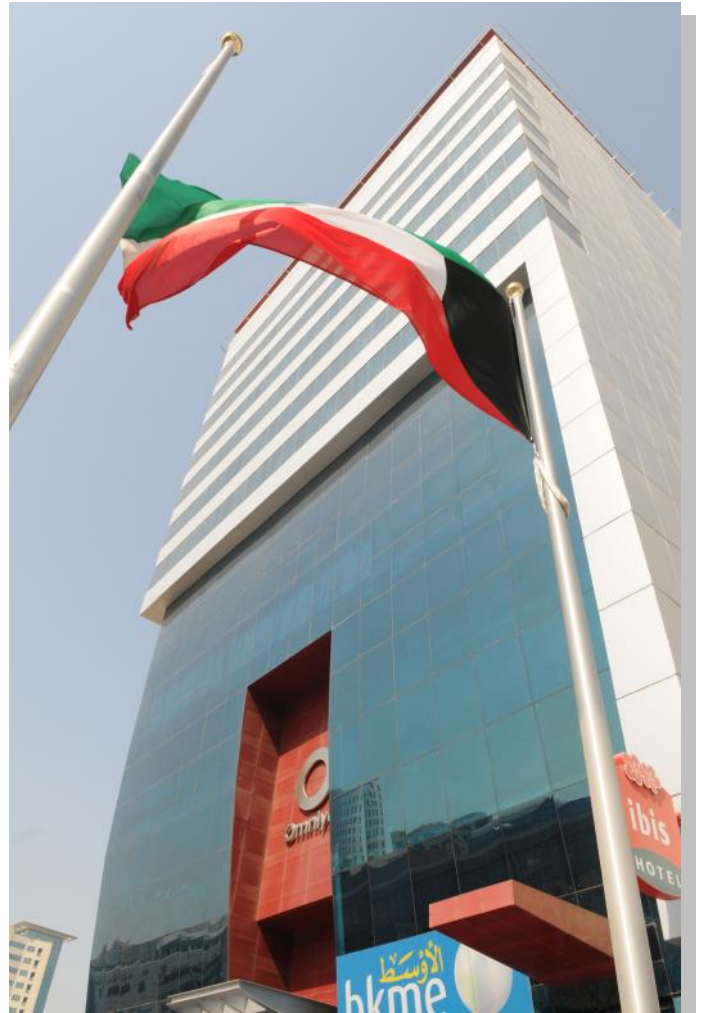
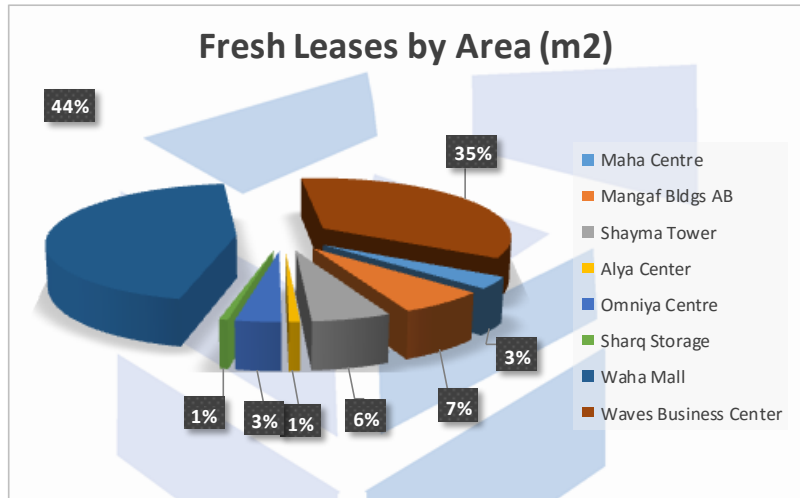


## Operational News 3rd Quarter of 2018

By: Joe Weberhofer, Operations & Marketing Manager

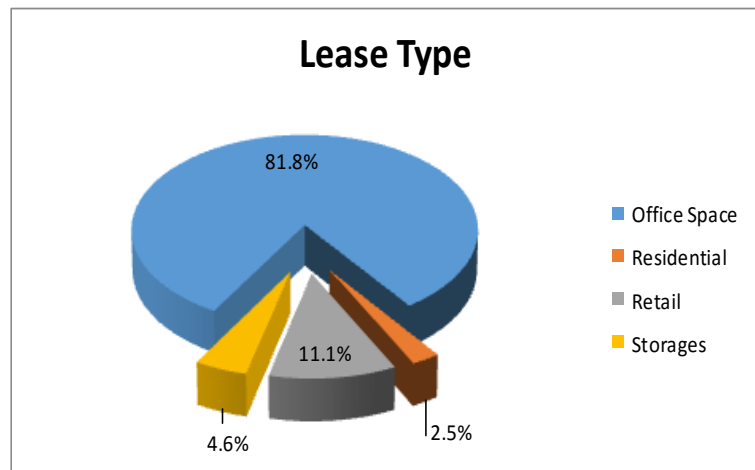
The 3<sup>rd</sup> Quarter of 2018 witnessed fresh leases on all fronts, from Office Space Units, Retail Spaces, Residential Spaces, Storages up to Parking Spaces. During the period from Jul'18 to end of Sep'18, the portfolio generated 2,400 m2 of fresh leases as per the following

Property	%
Waha Mall	41%
Waves Business Center	32%
Omniya Centre	9%
Shayma Tower	8%
Sharq Storage	5%
Mangaf Bldgs AB	3%
Alya Center	2%





Type of Lease	%
Office Space	81.8%
Residential	2.5%
Retail	11.1%
Storages	4.6%



The Office Space Segment contributed to 81% of all fresh leases, followed by the Retail Space, and Residential



All in all, and from an area perspective, the lion share was taken Office space almost 81 % of the fresh leases from an area perspective, generated during the third quarter.



# Action Group Holdings signed J.V. with Al Jaber Engineering





Al Jaber Engineering (JEC) is a leading general contractor based in the State of Qatar. Established in 1995 as part of Al Jaber Group – a major conglomerate with over 30 companies- JEC has successfully completed numerous large-scale turnkey projects for many prestigious clients in different sectors including:

- Highways, Roads and Infrastructure
- Engineering, Procurement, Installation & Commissioning (EPIC)
- Oil, Gas, Petrochemical and Industrial
- Pipeline Construction
- Power Generation, Substations & Desalination Plants
- Sewage Treatment Plants and Pumping Stations
- Maintenance of Oil & Gas and Petrochemical Installations
- Landmark Buildings



Commitment to execute projects with highest quality, on schedule and within budget while adhering to excellent standards of health, safety and environmental positioned JEC to be recognized as an icon in the construction community in Qatar. Has recently established an office in Oman, Somalia and Kuwait

JEC have attained numerous international qualifications for Integrated Management System (IMS) initiatives and continually strive to implement and achieve latest ISO Certifications including ISO 9001:2008, ISO 14001:2004 and OHSAS 1800:2007.

In line with the growing demands to build infrastructure and new developments, JEC has increased its resources by recruiting new staff with international experience and invested heavily to upgrade its fleet of equipment in preparation to participate in upcoming diverse projects.



## H.E. Sheikh Mubarak A.M. Al Sabah met members of the National Union of Kuwaiti Students



The National Union of Kuwaiti Students-USA is a subset of the National Union of Kuwaiti Students in the headquarters in Kuwait. Its main task is the reunification of Kuwaiti students who are living abroad, solve their problems no matter how large or small, and help them to create an academic climate through solving all issues or problems that stands in the way of academic achievement. The elected members of the administrative board pay several visits to a variety of senior state officials, whether at home or abroad officials to put an update on the status of each student. The board also studies the obstacles and has proposed ways to solve these academic or living problems and therefore resolving such issues.



**Mr. Vikas Arora and Mr. Avinash in a meeting with Bank of China (China)**

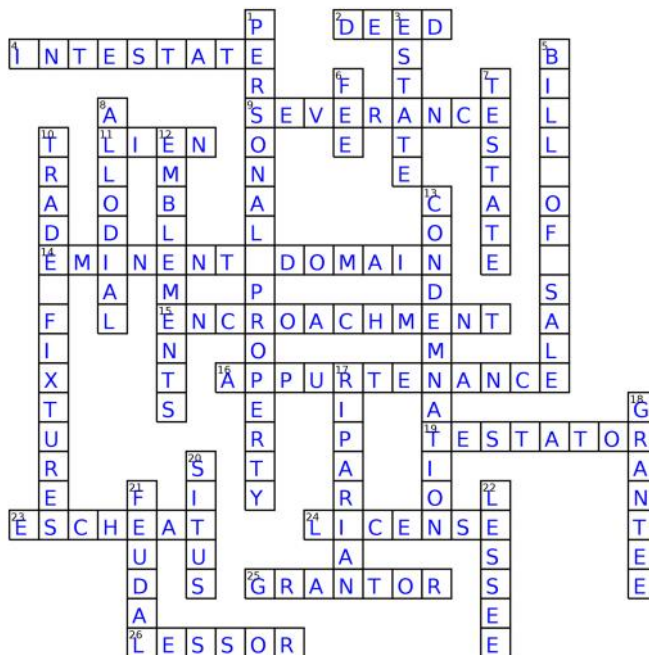
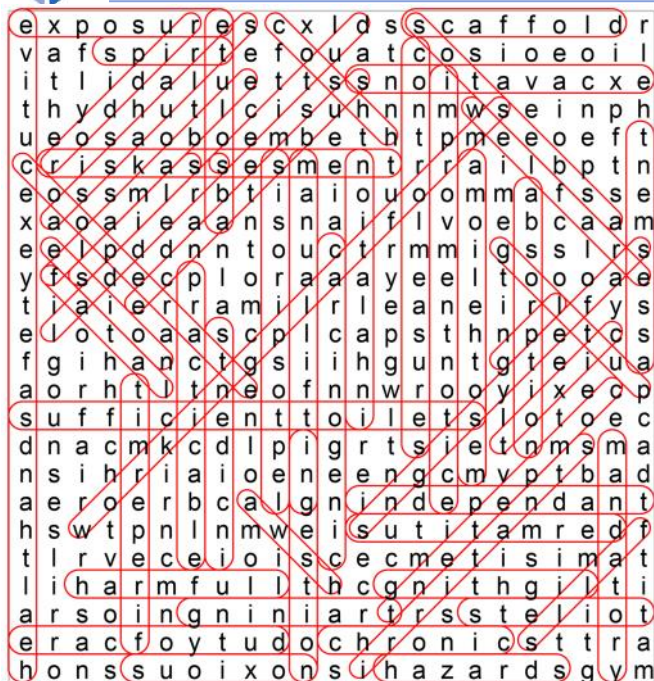


**Ambassador of Uzbekistan visited AGH offices**





## Answers of previous issue



## New Appointments

**Ms. Dipika Mehra** has joined “Action Group Holdings” on 4<sup>th</sup> July 2018 as Sr. Financial Analyst. She has completed MBA from IBS Hyderabad, India and is a member of “The Institute of Chartered Accountants of India”.

She has 10 years experience in this field, she analyzes financial status by collecting, monitoring, and studying data; recommending actions, imperative to financial planning and analysis functions, responsible for analyzing financial statements and inspecting and predicting future performance, including forecasting future revenues and expenditures, as well as modeling capital structure and budgeting. Keeps track of company’s financial plan. Analyzing the company’s performance, alongside changes and market trends.

Before joining AGH she has worked with Alghanim Industries, Aditya Birla group etc.,



**Mr. Rifad Ramjan** has been appointed as Hotel manager for Ibis Sharq effective 16<sup>th</sup> September 2018.

He has a wide professional experience with a total of 20 years in the field of hospitality industry. He started his career as Front Desk Agent and rose to a higher position with his hard work and dedication.

He is a certified Rooms Division Executive by American Hotel and Motel Lodging Association (AHLA) and has attended extensive training courses that helped his development towards his goal.

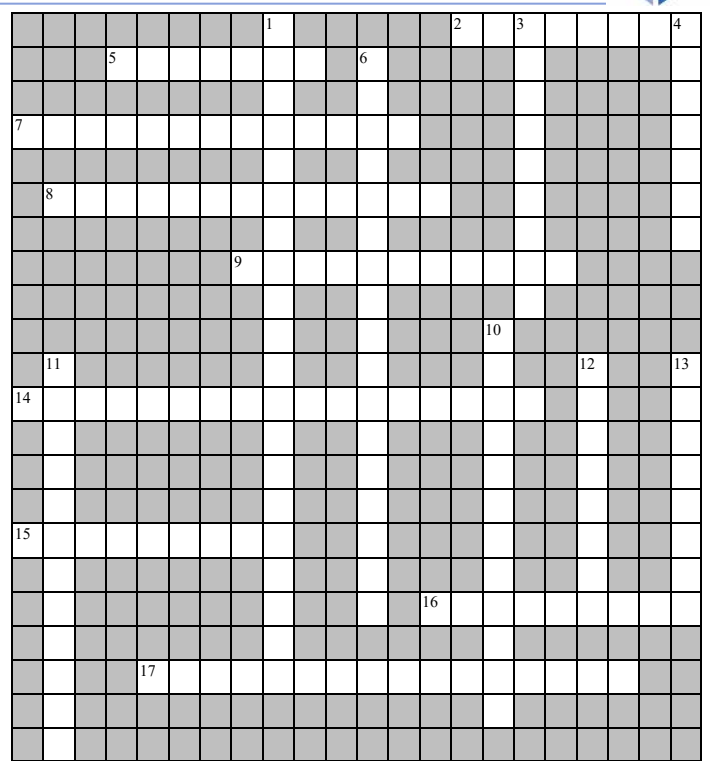
Prior to joining Ibis Sharq in 2010 as Front Office Manager, he has worked with Palms Beach Hotel & Spa with the same position. In 2013, he was moved to Ibis Salmiya and took the challenge for bigger operation and scope of responsibilities. He was enrolled in Personal Development Plan (PDP) in September 2014 where he proved himself and his level of competencies. It was January 2015 when his position as Rooms Division Manager was confirmed and worked for almost four years for the same position prior to this appointment.







s t s o c o m p a n i e s h i p p i n g i t d  
 s s n o l l a g r w r n l n u e r s s l l s l  
 m l e e y l l a b o l g d s o m t e n p e o e  
 r i w l c l o d m d d n h u a i n d h n f o r  
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 r o c v r i i d e s a e r c n i e y n b g u g  
 m p r a o a l f e n d u l e a g g r o w i n g  
 s c u e f t c v o e d n i p v g r e x r n d d  
 g q o c i s e c i r p r i c e e u s x i g e s  
 s p s r t n d d l e p h v i p d s h e l l r i



**WORD SEARCH — Oil Surge**

- |          |           |           |
|----------|-----------|-----------|
| Airlines | Barrel    | Deep      |
| Boost    | Car       | Dig       |
| Costs    | Decline   | Drop      |
| Deposits | Devoted   | Digging   |
| Exxon    | Firms     | Found     |
| Gallons  | Globally  | Growing   |
| Helped   | Higher    | High lite |
| Increase | Industry  | Less      |
| Mile     | More      | New       |
| Ocean    | Oil       | Per       |
| Percent  | Price     | Prices    |
| Problems | Producing | Profit    |
| Profits  | Push      | Quarter   |
| Seven    | Severe    | Shell     |
| Shipping | Slow down | Source    |
| Surge    | Surging   | Under     |

**Crossword — Rigging Safety**

- | Across  | down   |
|---|--|
| 2. Each rigging operation presents its own p-----r problems and no two jobs are alike.                | 1. Persons performing rigging tasks usually already have two strikes against them when they start - un-----e job conditions & job s----- to meet |
| 5. M-----g - lashing between the neck and the tip of a hook to prevent the load coming off.           | 3. Each day before being used, the sling and all fastenings and attachments shall be inspected for damage and defects by a c----t--- person      |
| 7. F----r of s----y – ratio of breaking strength to the force to be applied.                          | 4. R-----g - the connecting of a load to a source of power so that it can be lifted and moved safely and predictably.                            |
| 8. S---- l-----g when doing rigging activities is prohibited.   | 6. Proper rigging is an --- and should never be left to the in-----d.  |
| 9. M----r L--k - a steel link or ring used to support all legs of a chain or wire rope sling.         | 10. H---h C----- - loading with the sling passed through one eye and suspended by the other  |
| 14. B-----g S-----h - the approximate point, when under maximum load, the load handling device fails. | 11. B----- S----- - A sling composed of multiple legs gathered in a fitting that goes over the lifting hook                                      |
| 15. Slings that are damaged or d-----e shall not be used  | 12. User responsibilities for rigging - Utilize Appropriate Rigging Gear S-----e For Overhead Lifting  |
| 16. Slings shall not be s-----d with knots or bolts or other makeshift devices                        | 13. B----- - load equally distributed on each side of the point of support   |
| 17. Slings shall be p----d or p-----d from the sharp edges of their loads                             |  |



### Positive Thinking

Utilizing the power of positive thinking can give you a life of success and achievement. The most important asset you have in your quest to live your dreams? It's right under your nose. Actually your nose is part of it. It's simply – YOU. More specifically your mind.

### The Powerhouse to Your Dreams - Your Mind and the power of positive thinking:

Your thoughts are the most important asset you have in your desire to achieve your dreams. They affect you in ways you might not imagine. The truth is, whether you know it or not, your thoughts are responsible for whatever place or situation you are in right now.

### The Power of Positive Thinking

Nobody would argue that electricity exists. You can't touch, smell, hear or see it, but its effects are evident everywhere you look. Its power is evident everywhere you look.

In the same way, your thoughts are energy. Your thoughts drive your life just as electricity drives a motor. That is the power there is in having a positive mental attitude.

There is power in thoughts; in negative and in positive thinking. Choose positivity and you will enjoy positive energy and positive results.

### YOU ARE WHAT YOU THINK.

If you think you'll lose you're lost;  
For out of the world we find  
Success begins with a fellow's will;  
It's all in a state of mind.  
Life's battles don't always go  
To the stronger and faster man,  
But sooner or later the man who wins  
Is the man who thinks he can."

### How To Use Positive Thinking

If planted with beautiful plants and carefully nurtured and tended to, the garden will yield beautiful flowers and be a place of comfort, beauty and peace. If neglected, weeds will creep in and destroy the beauty and yield thorns, destruction and harshness.

It is the same with the mind. If you plant beautiful, healthy thoughts into your mind you will reap a beautiful, healthy life. If you plant negative thoughts you will reap destruction and despair in your life. If you neglect to feed your mind healthy thoughts and to protect it from negative thoughts, the weeds of destruction will creep in and choke your mind. Another way thoughts can be planted in your mind is through Subliminal messages.

A positive mental attitude will yield good results in the same way that negative thinking will yield bad results.

You cannot think negative thoughts and hope to live a positive life. Seed-time and harvest are the laws we live by.

You reap what you sow.

You live what you think.

You live what you say.

That is why it is important to say the right things and sometimes we have to make a deliberate effort to do so through positive affirmations

### You Are In Control

Any self-improvement program or journey of personal development starts with your thoughts. Master your thoughts first. Then you can master your environment and circumstances. Self motivation is easy if you have this step figured out.

Realize that your thoughts are under your control. If you don't, you will be under the control of your thoughts. Realize what the power of positive thinking can do to change your life and give you a brighter future – the kind of future you want.

Negative thoughts as well as positive thoughts will bear fruit. Conceive negative – achieve negative. Conceive positive – achieve positive. Positive thinking is the key.

### Develop the power of positive thinking:

There are many techniques that we have come across to do this. Some of the most practical are:

- Expose your mind to the right things.
- Read the right books.
- Associate with the right people

Learn to deal with negative people - they will drain you of your energy and drag you down with them. Avoid them.

### Take Your Time - Do It Right

Thinking right is not a quick-fix process. You cannot change 20 year old habits in one week. You should not attempt to. It will frustrate you. Start slowly. Before long, it will become a habit to think right. Don't get discouraged if you struggle a little with it. It takes time. It is a lifelong process. It is a way of life.

"Your thoughts are the architects of your destiny".

Ready to take the next step - The Power of positive thinking - Believe in Yourself and in your abilities. If you truly desire to live your dreams you need to take stock of your worth. Maybe you will realise your dreams are not as big as they should be!

Once you are sure that your dreams are in harmony with your worth and your deepest convictions, you need to talk and act your dreams into reality. It's all up to YOU. YOU are in charge of your destiny. YOU CAN do it.



*Here are few inspirational & motivational quotes, words, phrases, lines & sayings that will help you stay positive, boost your confidence, & uplift your spirit so you can believe in yourself to overcome obstacles, never give up, keep pushing forward, achieve your goals, & become successful.*

If you believe it will work out, you'll see opportunities. If you believe it won't, you will see obstacles. — Wayne Dyer

Believe you can and you're halfway there. — Theodore Roosevelt

Your mind is a powerful thing. When you fill it with positive thoughts, your life will start to change.

Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible. — Francis of Assisi

Confidence and hard-work is the best medicine to kill the disease called failure. it will make you a successful person. — Dr. A.P.J. Abdul Kalam

Success means doing the best we can with what we have. Success is the doing, not the getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be. — Zig Ziglar

Permanence, perseverance and persistence in spite of all obstacles, discouragements, and impossibilities: It is this, that in all things distinguishes the strong soul from the weak. — Thomas Carlyle

Our greatest glory is not in never falling, but in rising every time we fall. — Confucius

All our dreams can come true, if we have the courage to pursue them. — Walt Disney

Success is not final, failure is not fatal: it is the courage to continue that counts. — Winston Churchill

Hardships often prepare ordinary people for an extraordinary destiny. — C.S. Lewis

Believe in yourself. You are braver than you think, more talented than you know, and capable of more than you imagine. — Roy T. Bennett

I learned that courage was not the absence of fear, but the triumph over it. The brave man is not he who does not feel afraid, but he who conquers that fear. — Nelson Mandela

Thinking Should become your CAPITAL ASSET, no matter Whatever ups and downs You Come across in your Life. — A.P.J. Abdul Kalam

Your true success in life begins only when you make the commitment to become excellent at what you do. — Brian Tracy

Believe in yourself, take on your challenges, dig deep within yourself to conquer fears. Never let anyone bring you down. You got to keep going. — Chantal Sutherland

If you set goals and go after them with all the determination you can muster, your gifts will take you places that will amaze you. — Les Brown

I attribute my success to this: I never gave or took any excuse. — Florence Nightingale

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

Perseverance is the hard work you do after you get tired of doing the hard work you already did. — Newt Gingrich

I am not a product of my circumstances. I am a product of my decisions. — Stephen Covey

Whatever the mind can conceive and believe, it can achieve. — Napoleon Hill

It's not about perfect. It's about effort. And when you bring that effort every single day, that's where transformation happens. That's how change occurs. — Jillian Michaels

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do. — Pele

You cannot change your future, but you can change your habits, and surely your habits will change your future. — A.P.J. Abdul Kalam

“I'm a very positive thinker, and I think that is what helps me the most in difficult moments.” - Roger Federer

Strength does not come from physical capacity. It comes from an indomitable will. — Mahatma Gandhi



## Article By Eng. Rawaf I. Bourisli — Qualities of Mentally Tough People

Whatever the challenge, you have to be strong, see things through a new lens and take decisive action if you want to move through it successfully.

Edison's reaction is the epitome of mental toughness—seeing opportunity and taking action when things look bleak.

There are habits you can develop to improve your mental toughness. In fact, the hallmarks of mentally tough people are actually strategies that you can begin using today.

### **They're emotionally intelligent.**

Emotional intelligence is the cornerstone of mental toughness. You cannot be mentally tough without the ability to fully understand and tolerate strong negative emotions and do something productive with them. Moments that test your mental toughness are ultimately testing your emotional intelligence (EQ).

### **They're confident.**

“Whether you think you can, or think you can't—you're right.” – *Henry Ford*

Mentally tough people subscribe to Ford's notion that your mentality has a powerful effect on your ability to succeed. This notion isn't just a motivational tool—it's a fact confident people went on to earn higher wages and get promoted more quickly than others did.

### **They neutralize toxic people.**

Dealing with difficult people is frustrating and exhausting for most. Mentally tough people control their interactions with toxic people by keeping their feelings in check. When they need to confront a toxic person, they approach the situation rationally. They identify their emotions and don't allow anger or frustration to fuel the chaos.

### **They embrace change.**

Mentally tough people are flexible and are constantly adapting. They know that fear of change is paralyzing and a major threat to their success and happiness. They look for change that is lurking just around the corner, and they form a plan of action should these changes occur.

Only when you embrace change can you find the good in it. You need to have an open mind and open arms if you're going to recognize, and capitalize on, the opportunities that change creates.

### **They say no.**

When it's time to say no, mentally tough people avoid phrases such as “I don't think I can” or “I'm not certain.” They say no with confidence because they know that saying no to a new commitment honors their existing commitments and gives them the opportunity to successfully fulfill them.

Mentally tough people know that, when all is said and done, they will lament the chances they didn't take far more than they will their failures. Don't be afraid to take risks.

It takes refined self-awareness to walk this tightrope between dwelling and remembering. Dwelling too long on your mistakes makes you anxious and gun shy, while forgetting about them completely makes you bound to repeat them. The key to balance lies in your ability to transform failures into nuggets of improvement. This creates the tendency to get right back up every time you fall down.

### **They won't let anyone limit their joy...**

When your sense of pleasure and satisfaction are derived from comparing yourself to others, you are no longer the master of your own happiness. When mentally tough people feel good about something they do, they won't let anyone's opinions or accomplishments take that away from them.

While it's impossible to turn off your reactions to what others think of you, you don't have to compare yourself to others, and you can always take people's opinions with a grain of salt. Mentally tough people know that regardless of what people think of them at any particular moment, one thing is certain—they're never as good or bad as people say they are.



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### **...and they don't limit the joy of others.**

Mentally tough people don't pass judgment on others because they know that everyone has something to offer, and they don't need to take other people down a notch in order to feel good about themselves.

Funnel that energy into appreciation. When you celebrate the success of other people, you both benefit.

### **They exercise.**

People who exercised twice a week for 10 weeks felt more socially, intellectually and athletically competent. They also rated their body image and self-esteem higher. Best of all, rather than the physical changes in their bodies being responsible for the uptick in confidence, which is key to mental toughness, it was the immediate, endorphin-fueled positivity from exercise that made all the difference.

### **They get enough sleep.**

It's difficult to overstate the importance of sleep to increasing your mental toughness. When you sleep, your brain removes toxic proteins, which are by-products of neural activity when you're awake. Unfortunately, your brain can remove them adequately only while you're asleep, so when you don't get enough sleep, the toxic proteins remain in your brain cells, wreaking havoc by impairing your ability to think—something no amount of caffeine can fix.

Mentally tough people know that their self-control, focus and memory are all reduced when they don't get enough—or the right kind—of sleep, so they make quality sleep a top priority.

### **They limit their caffeine intake.**

Drinking excessive amounts of caffeine triggers the release of adrenaline, the source of the fight-or-flight response. The fight-or-flight mechanism sidesteps rational thinking in favor of a faster response to ensure survival. This is great when a bear is chasing you but not so great when life throws you a curve.

When caffeine puts your brain and body into this hyper-aroused state of stress, your emotions overrun your behavior. Caffeine's long half-life ensures you stay this way as it takes its sweet time working its way out of your body. Mentally tough people know that too much caffeine is trouble, and they don't let it get the better of them.

### **They don't wait for an apology to forgive.**

Mentally tough people know that life goes a lot smoother once you let go of grudges and forgive even those who never said they were sorry. Grudges let negative events from your past ruin today's happiness. Hate and anger are emotional parasites that destroy your joy in life.

The negative emotions that come with holding on to a grudge create a stress response in your body, and holding on to stress can have devastating consequences (both physically and mentally). When you forgive someone, it doesn't condone their actions; it simply frees you from being their eternal victim.

### **They're relentlessly positive.**

Keep your eyes on the news for any length of time, and you'll see that it's just one endless cycle of war, violent attacks, fragile economies, failing companies and environmental disasters. It's easy to think the world is headed downhill fast. And who knows? Maybe it is. But mentally tough people don't worry about that because they don't get caught up in things they can't control. Instead of trying to start a revolution overnight, they focus their energy on directing the two things that are completely within their power—their attention and their effort.

Mental toughness is not an innate quality bestowed upon a select few. It can be achieved and enjoyed.



## Action Hotels earnings jump 12% driven by new rooms



Action Hotels company declared its current trading was on track and in line with its expectations despite uncertainty in the Middle East market

Action Hotels PLC (LON:AHCG) said underlying first half earnings rose 12% as occupancy levels remained robust despite the continued uncertain economic and political climate in the Middle East .

AHC focused on the Middle East and Australasia, reported a 12% uplift in gross profit to US\$21.9 mln on revenue 16% higher at US\$32.7 mln, driven by the addition of new rooms during the period.

AHC said that current trading was on track and in line with management expectations, despite certain markets in the Middle East facing headwinds impacting the performance of businesses throughout the region. It said the occupancy of its seven mature hotels rose to 73.7% from 72.7% at the same point a year ago.

AHC said the current economic and political climate in the Middle East has led to pressure on room rates leading the company to delay the opening of the Mercure Riyadh Hotel which is now expected to open during late 2019 in a prime location of Riyadh in Kingdom of Saudi Arabia.

## Action Hotels gave Farewell to Mr. Alain Debare



Alain has spent his entire career in the hospitality industry and in particular in the management of hotels, gaining extensive experience in operations as well as hotel development.

He joined Action Hotels in February 2008 shortly after its inception and has been key to its growth. Alain focuses on real estate development, oversees hotel projects from initiation to completion and has a supervisory role to ensure the ownership objectives are achieved. Driven by his sector knowledge and hands-on expertise, Alain is closely involved with the operators to increase profitability and performance of the operating hotels.

Alain, who was at the helm of the Middle East and Australia focused three and four-star hotel operator since 2008, will be replaced by Andrew Lindley, the firm's current chief financial officer until a suitable replacement is found.

Action's Chairman H.E. Sheikh Mubarak A.M. Al-Sabah, said: "Alain has overseen the growth of Action Hotels for the last ten years, taking it from a private company to a public company. On behalf of the board we are grateful to Alain's extremely hard work and efforts and wish him all the best for his future endeavors."

Eng. Rawaf I. Bourisli said: - He has been a valued member of Action Hotels Co. for several years, and I would like to take this opportunity to extend my professional and personal gratitude for his services, as he's been a highly committed team member with strong conceptual knowledge and versatile contributions. On behalf of Management, staff, and myself, I would like to thank Mr. Alain for his outstanding services, and wish him success in his future endeavors





Jasser al Jasser - 5 Oct



Gasper Castro - 8 Oct



Osama M. Refaei - 9 Oct



Reem F. Hussein - 10 Oct



Qutaiba al Yaseen - 11 Oct



Abdul Aziz Karama - 14 Oct



Craig Richard - 20 Oct



Abeer M. Al Huneidi - 27 Oct



Gerico Martos - 31 Oct



Osama Younes - 5 Nov



Rawand Ali - 8 Nov



Ahmed Shalan - 15 Nov



Mohamed Baquqo - 16 Nov



Mabrook Jazazi - 25 Nov



Mohamed Khorshed - 1 Dec



Nuhad Saadi - 2 Dec



Nimfa Liscabo - 5 Dec



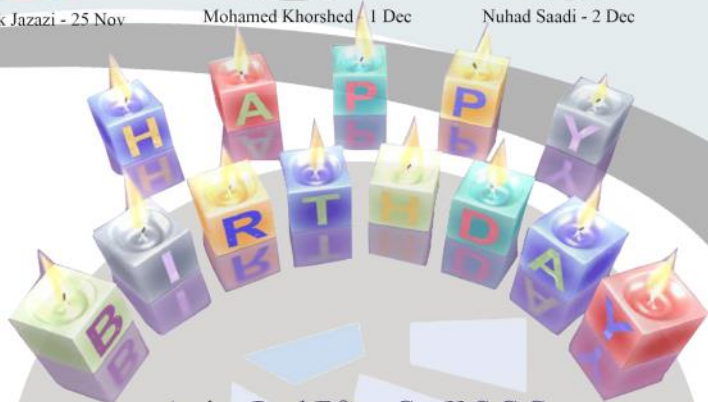
Talal Al Rashid - 9 Dec



Deep Sehmi - 16 Dec



Bader Rashdan - 21 Dec



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

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