



H.E. Sheikh Mubarak A.M. Al Sabah with Prime Minister of France **H.H. Edouard Charles Philippe**

### G.M.'s Message

Welcome to the 38th 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 ...













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## Operational News 4th Quarter of 2018

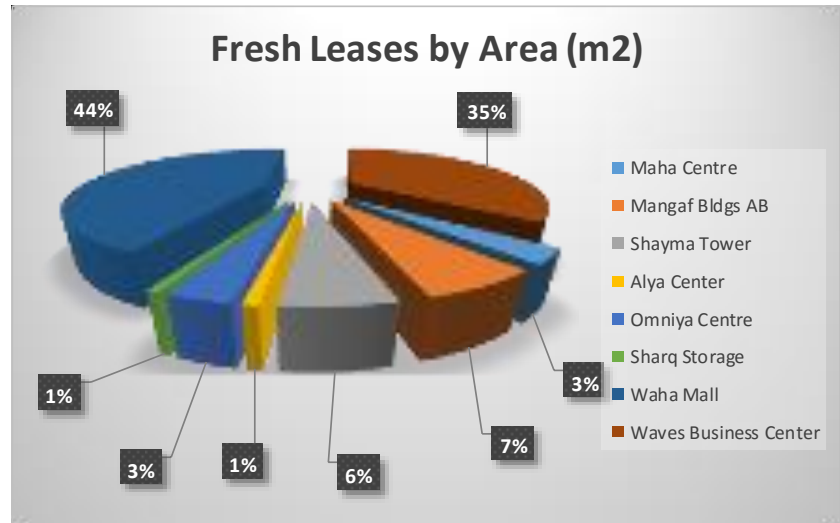
By: Joe Weberhofer, Operations & Marketing Manager

The 4<sup>th</sup> Quarter of 2018 closed with fresh leases, the most prolific property, in terms of fresh leases generation, from an area perspective was by all means; Waha Mall, which alone represented 56% of all fresh leases in M<sup>2</sup> basis.

Waha Mall was closely followed in 2<sup>nd</sup> place by Waves Business Centre, whereby the property represented 36% of all leases during the period, also on a M<sup>2</sup> basis.

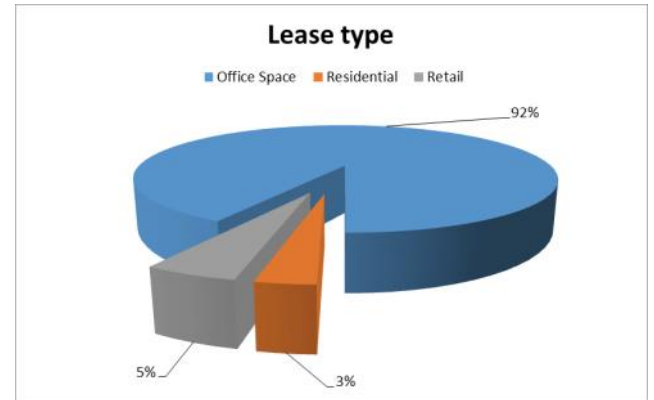
A distant 3<sup>rd</sup> place, from an Area perspective was Omniya Centre, representing 4% of all fresh leases by a M<sup>2</sup> basis.

Property	%
Waha Mall	44 %
Waves Business Center	35 %
Mangaf Bldgs AB	7 %
Shayma Tower	6 %
Maha Centre	3 %
Omniya Centre	3 %
Alya Center	1 %
Sharq Storage	1 %

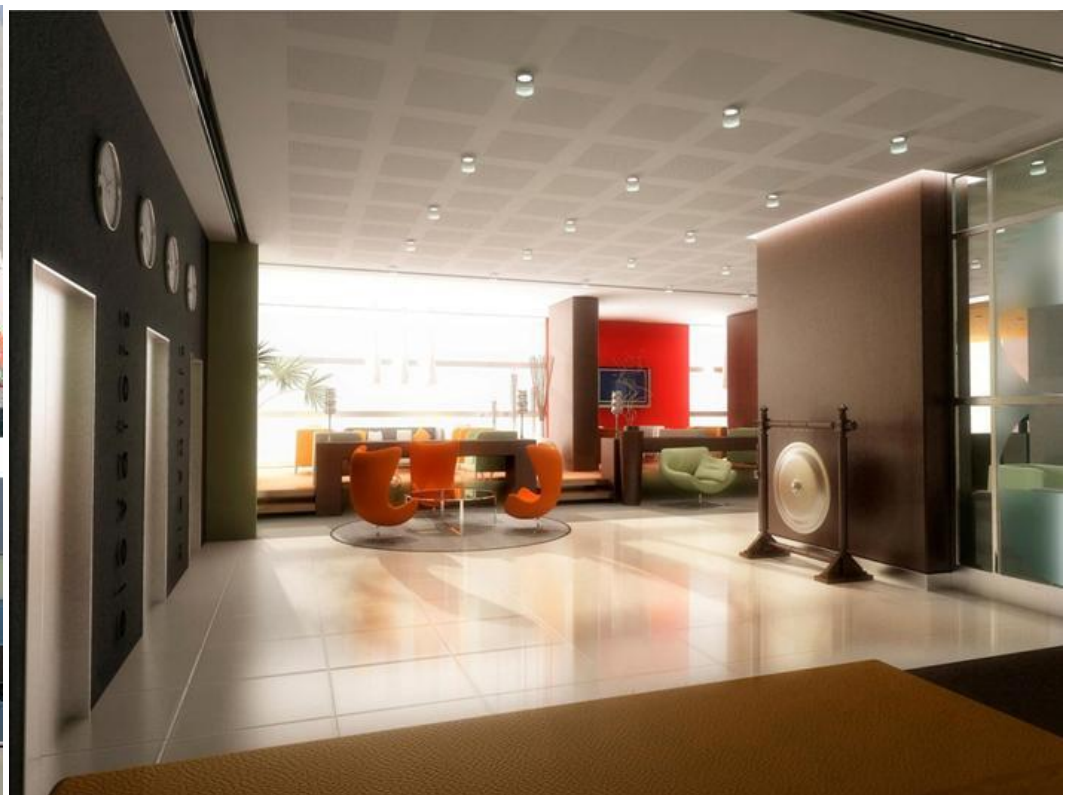




Type of Lease	%
Office Space	92 %
Retail	5 %
Residential	3 %



From a Market Segment perspective, the most dynamic market was by all means the Office Space Sector, taken by Area basis, representing 92% of all fresh leases followed by a distant 5% represented by the Retail Sector.





## Action Hotels committed to Tourism Development in Kuwait



Kuwait, 13<sup>th</sup> October 2018, Chairman of Action Hotels, Sheikh Mubarak A.M. Al Sabah hosted a round of meetings in Kuwait at White Palace recently with the Chairman and CEO of Accor International, Mr. Sebastien Bazin. The discussions focused on the further growth of tourism and hospitality in Kuwait and the region, and included Accor's Chief Executive Officer, Mr. Gaurav Bhushan, as well as other team members.

Several ideas were discussed regarding the activation and development of tourism in Kuwait, and the enhancement of opportunities for cooperation with France and other countries in which the Accor manages hotels. The spotlight was placed on the underserved demand for economy and midscale hotels. The Action-Accor relationship is able to design, develop and operate high quality, affordable, branded accommodation catering to the discerning, budget-savvy business and leisure traveler.

Indeed, Action Hotels plc is already the leading owner, developer and asset manager of branded three- and four-star hotels in prime locations in the Middle East and Australia. The Company's portfolio currently consists of 14 operating hotels, of which 10 are in the Middle East and four in Australia. This includes 11 hotels managed by Accor across three flags, ibis, Mercure and Novotel. Meanwhile, the Mercure Riyadh Olaya and the Novotel Dubai Creek are set to open in 2019.



## H.E. Sheikh Mubarak A.M. Al Sabah met Australian Ambassador H.E. Jonathan Gilbert



Kuwait 16th October 2018, H.E. Sheikh Mubarak A.M. Al Sabah met H.E. Jonathan Gilbert, Australian Ambassador to Kuwait and Mr. Monther Al Essa

## Mr. Marwan Dabbagh, visited AGH offices



Kuwait, 7th November 2018, Mr. Marwan Dabbagh, (Second from left) visited AGH offices met H.E. Sheikh Mubarak A.M. Al Sabah, (Second from Right) Eng. Rawaf I. Bourisli (First from Right) and Mr. Saad al Bous (First from Left).

Dabbagh Trading Pty Ltd is an all Australian, family-owned and operated company, founded by Mr. Marwan Dabbagh in 1996, today Dabbagh Trading is recognized as one of Australia's most respected exporters - operating 365 days a year and exporting sheep, lamb, calf and goat skins, as well as chilled and frozen lamb, mutton, goat and beef products to over 60 countries, Dabbagh Trading has offices in Bahrain, U.A.E and Qatar ensuring personalized service to clients. With over 40 years' experience, Marwan has a reputation in the industry to deliver only premium quality product to its customers.



## Delegates of Queensland Government and Australian Embassy visited AGH



5th December 2018, Delegates of Queensland Government and Australian Embassy lead by Ms. Donna Massie, Queensland Trade and Investment Commissioner – Middle East along with Mr. Geoffrey Schuhkraft Mr. Paul Mceachern Mr. Adel Ghaly, Mr. Jack Hajjar met H.E. Sheikh Mubarak A.M. al Sabah at White Palace and visited AGH offices and met Eng. Rawaf I. Bourisli, Dr. Mohammed al Noor, H.E. Sheikha Fadhila Mohammed A. Al Sabah discussed about bilateral trade and investment to access Queensland products and services.



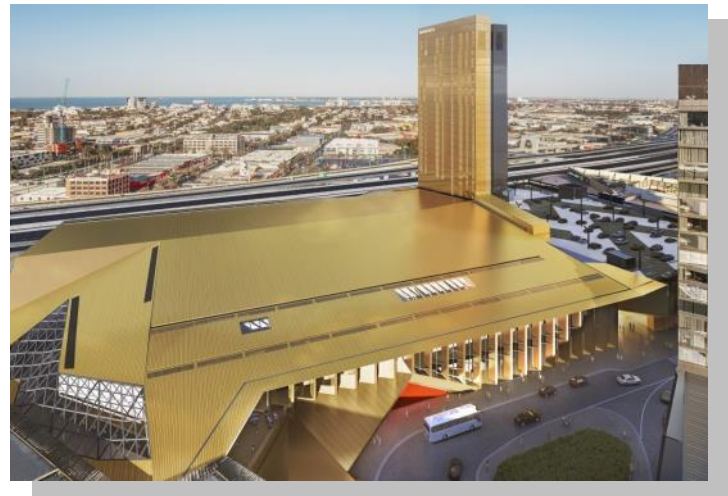
## Delegates of Polish visited AGH



Kuwait, 29th October 2018, Delegates of Poland visited AGH offices, discussed about bilateral trade and investment left to right are Mr. Elchin Musayev, Mr. Jan Motz, Dr. Mohammed Al Noor, Mr. Marcin Juzczyk of Grupa Capital Park Poland, Mr. Dawid Cecuda of Polish Investment & Trade Agency, Eng. Rawaf I. Bourisli, Dr. Krzysztof Senger, Mr. Jacek Kolomyjeck Mr. Vikas Arora



KOC—Best Rig of the Year 2017– 2018



Opening of Novotel Melbourne South Wharf



Ibis Kuwait Salmiya’s 10th Anniversary



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



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



AREC & KERUI Petroleum signed a contract for Drilling Rig



## Action Petro Chemicals signed Agency agreement with Universal Drilling Fluids



Kuwait, 27th November 2018, from Left Mr. Rajat Sawaria, Mr. Sikander Alam, Eng. Rawaf I. Bourisli and Mr. Amar Singh

Kuwait, 27th November 2018, KOC has awarded project to CPVEN for Mud Engineering and Cementing to meet this KOC's requirement. ACTION GROUP HOLDINGS has formed a new subsidiary called "ACTION PETRO CHEMICALS" **Action Company for Maintenance of Oil facilities, Oil wells, and oil refineries and Petrochemicals LLC**", signed Agency agreement for Kuwait with Universal Drilling Fluids, New Delhi India – one of the world's leading provider of technology for mud chemicals, drilling additives, production additives, and processing to the oil and gas.

With a complete product portfolio of Production Chemicals and an experience of over thirty years in supplying Oil Field Production Chemicals globally, Universal extends Chemical Management Services to ACTION CHEMICALS. Universal is capable of offering customized chemicals and solutions for the specific needs and application of customers.

The oil field specialty chemicals from Universal focus on treating crude oil and water, efficiently and cost effectively. We can now offer a wide range of Pour Point Depressants for smooth and problem free transportation of crude oil from production site to factory. Universal's Pour Point Depressants have proven their versatility in handling crude of various characteristics. Can offer a package of chemicals which are required by the oil field exploration services companies apart from demulsifiers, de-oilers, polyelectrolytes, antifoam and oxygen scavengers. Product portfolio also includes chemicals for controlling bacterial growth, scaling and corrosion in oil and gas pipelines.

ACTION CHEMICALS offer a wide range of completion technologies comprising value-added completion and reservoir drill-in fluids, additives, cleanup tools, and filtration and associated engineering services.

We provide a seamless and cost-effective solution for optimizing productivity throughout the drilling, work over, and

completion processes.

Product portfolio includes:

- Alkalinity Control
- Bactericides and Scavengers
- Corrosion Inhibitors
- Defoamers and Demulsifier
- Emulsifier
- Filtration Reducers
- Fracturing Additives
- Lost Circulation Materials
- Lubricants
- Pipe-Freeing Agents and
- Surfactant
- Scale Inhibitors
- Shale Inhibitors
- Viscosifiers
- Thinners & Dispersants
- Workover and Completion Fluids
- Temperature Stabilizers
- Weighting Agents



## New Appointments



**Ms. Geetha Govind Pai**, has joined “Action Drilling Company” on 7<sup>th</sup> November 2018 as Senior Accountant, She is a Finance Professional and Associate Member of “The Institute of Chartered Accountants of India”. She has 9 years of experience in this field, has the ability to create innovative approaches to problems, has versatile knowledge of Finance principles and practices in Treasury, Banking and Investment companies with areas of expertise in • Corporate Banking • Credit Analysis • Bank Relationships • Management Reporting • Islamic products • Cash flow & Budgets • Financial statement analysis • Accounting & Analysis

Prior to joining Action Drilling she has worked at M.H. Al Shaya and South Indian Bank

## Article By Eng. Rawaf I. Bourisli — Cellphone Etiquette at the Office



Smartphones give you the ability to get things done no matter where you are, and they are quickly becoming an essential part of conducting business. But distracting notifications can take your attention away from what you’re doing and make it difficult to focus.

### Cellphone Etiquette at the Office

#### 1. Cellphone-free meetings

- Face-to-face collaboration is still one of the most effective ways to communicate, making it an essential tool in business.
- Don’t bring your phone to business lunches—giving your client your undivided attention makes a good impression and can save you time and effort down the road.

#### 2. Common courtesy

- Don’t use your phone for personal reasons, including texting and social media, during work hours.
- Keep your phone off your desk and out of sight.
- Don’t interrupt a conversation to take a call—finish your discussion and then respond to the call if necessary.

#### 3. Consider your surroundings.

- Use a professional ringtone and keep it silenced if you leave your phone at your desk.
- Take personal calls outside of shared office spaces and keep them brief.
- Do not use speakerphone—use ear buds to take calls and listen to voicemails.
- Bluetooth headsets tend to make you talk louder—avoid using one unless it’s a tool of your job.

#### 4. Put Your Phone Away

- Excessive cell phone use at work can interfere with productivity. Even if your manager doesn't ban their use, it's a good idea to limit yourself. Avoid temptation by keeping your phone in a desk and checking it only occasionally to make sure you haven't missed any critical calls.



## Article By Eng. Rawaf I. Bourisli — The Power of Positive Habits

Did you know that habits are incredibly powerful tools for growth and success?

Let me ask you a question. When is the last time you made a conscious decision to add a new habit to your life? If you are like most people you probably answered...never! The reason for this is that most people only think of habits as something bad. If you ask ten people, what the word habit means, nine out of ten will tell you that a habit is a negative action that people do over and over again, like smoking, or procrastinating, or eating too much. But the truth is that positive habits hold the keys to success in virtually everything you do. What are positive habits you ask.

A positive habit is simply a habit that produces positive benefits, actions and attitudes. Why is there such great power in positive habits to effect change? Because habits, by their very nature, are automatic, and after a period of time they can also become permanent. This is a very powerful combination. So how do we go about adding new positive habits to our life? It's really quite easy. You simply begin repeating an action, attitude or thought process every day for at least 21 days. Research has shown that an action that is repeated for a minimum of 21 days is likely to become a permanent habit. Remember that positive habits have positive benefits and you will reap those benefits for as long as you maintain that habit. So now that we know what positive habits are, and how to acquire them, let's look at some simple positive habits for success.

### Positive Habit #1 – Make it a habit to set goals

Did you know that the most successful people all share the common positive habit of goal setting? It is almost impossible to overestimate the value of goal-setting as a positive habit.

Goal setting is simple, yet 97% of the population never do it. By making goal setting a positive habit, you can start placing yourself in the top 3% of the population of successful people.

Here are some simple steps to help you start making goal setting a positive habit:

Step 1 Define your goals, write them down, and be very specific; capture your goals on paper. It is amazing how many people never take the time to write down exactly what it is they want in life. Remember, you can't hit a target if you don't have one.

Step 2 Determine what the time line is for reaching your goals; set specific deadlines for each goal.

Step 3 Identify any obstacles that may stand in your way, list them, and state how you plan to overcome them.

Step 4 Make a list of the people and/or organizations who will help you reach your goals.

### Positive Habits #2 Be More Productive With the 4-D Habit

Many of us are stressed out by the negative effects of work overload in our careers. The 4-D habit is a very simple positive habit that will help you to prevent work overload. Every time you are faced with a new task to perform, apply the 4 D's as listed below. You will find that your workload will be reduced as you apply this screening and decision making tool to each task you are confronted with. Decide on the most appropriate choice – and take action.

**Do It Now** – take immediate action, do the task right away, don't procrastinate.

**Dump It Now** – make a quick decision and dump the task.

**Delegate It** – give the task to someone else. This is a very critical aspect of time management. Your time is valuable; make it a habit to work on tasks that you do best and delegate the tasks that can be performed by someone else.

**Defer the Task** – make an immediate decision to postpone the task to a later time. Make sure to schedule a time to complete it.

Do it  
now  
Sometimes  
"later"  
becomes  
"never"



### Positive Habit #3 Create and repeat positive attitude phrases

A positive attitude is perhaps the most important ingredient to success and a surefire way to maintain a positive attitude is to make it a habit to repeat positive attitude phrases. Choose or create a positive attitude phrase and repeat it aloud many times each day. In a few days you will notice that your attitude will become more positive. Here are some examples:

“I am reaching my success goals every day.”

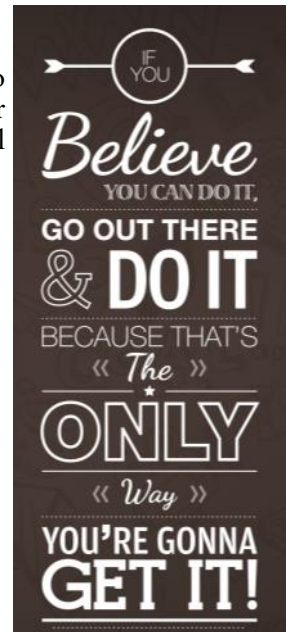
“I am getting stronger and stronger every day.”

“I can overcome any obstacle.”

“Every day I am getting closer and closer to my goals in life.”

***“If I believe it, I can achieve it.”***

“Every day, my mental attitude is becoming more positive.”



### Quotes



*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 can dream it, you can do it.” —Walt Disney

“Do not wait; the time will never be ‘just right.’ Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along.” —George Herbert

“Press forward. Do not stop, do not linger in your journey, but strive for the mark set before you.” —George Whitefield

“The future belongs to those who believe in the beauty of their dreams.” —Eleanor Roosevelt

“Aim for the moon. If you miss, you may hit a star.” —W. Clement Stone

“Don’t watch the clock; do what it does. Keep going.” —Sam Levenson

“There will be obstacles. There will be doubters. There will be mistakes. But with hard work, there are no limits.” —Michael Phelps

“Keep your eyes on the stars, and your feet on the ground.” —Theodore Roosevelt

“We aim above the mark to hit the mark.” —Ralph Waldo Emerson

“One way to keep momentum going is to have constantly greater goals.” —Michael Korda

“Change your life today. Don’t gamble on the future, act now, without delay.” —Simone de Beauvoir

“You just can’t beat the person who never gives up.” —Babe Ruth

“Start where you are. Use what you have. Do what you can.” —Arthur Ashe

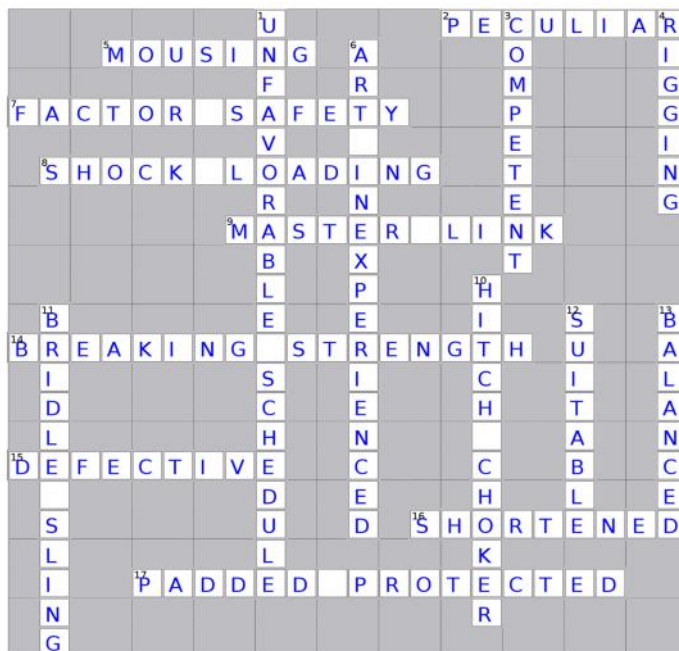
“Never give up, for that is just the place and time that the tide will turn.” —Harriet Beecher Stow

If you believe you are right but still people criticize you, hurt you, shout at you, don't bother. Just remember "In every game, only audience makes noise, not players. Be a player believe in yourself and do the best.

Don't believe in luck, believe in hard work



## Answers of previous issue



## Annual Calendar 2019

Annual Calendar 2019											
Date					Month						
					Apr Jul	Jan Oct	May	Aug	Feb Mar Nov	Jun	Sep Dec
1	8	15	22	29	M	T	W	T	F	S	S
2	9	16	23	30	T	W	T	F	S	S	M
3	10	17	24	31	W	T	F	S	S	M	T
4	11	18	25		T	F	S	S	M	T	W
5	12	19	26		F	S	S	M	T	W	T
6	13	20	27		S	S	M	T	W	T	F
7	14	21	28		S	M	T	W	T	F	S





## Farewell to Mr. Vijay Kumar

Action Group Holdings Company K.S.C.C. have organized a farewell for Mr. Vijay Kumar, who has worked as Head of Investment, from 2007 to 2018 he has spent 11 years in his service tenure with the group. During his speech, Eng. Rawaf I. Bourisli said: - He has been a valued member of Action Group Holdings Company 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 Upper Management, staff, and myself, I would like to thank him for his outstanding services, and wish him success in his future endeavors





AGH, AREC & its subsidiaries celebrated New Year 2019



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

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