

COGNIZANCE

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YEAR END MESSAGE FROM THE EXECUTIVE MANAGEMENT



Mr. Jamal Dasan

General Manager

Unitech A | KSA, Bahrain & Kuwait

As we have come close to the end of 2022, I would like to take this opportunity to thank you for everything you have done to make the year successful in term of all performance measures. We have come through a year that was filled with both challenges and opportunities. On behalf of Unitech please allow me to extend my personal and genuine appreciation to each and every one of you for your valuable contribution to the success of Unitech.

The success of our company is built on its name, history, capabilities, planning, vision and the efforts of its talented employees and in this past year, we have enjoyed many successes. Such dedication is needed for the well-being of the company. Your willingness to take every challenge is admirable. Teamwork and togetherness enhanced our success. There is no limit to our togetherness and together we will keep serving Unitech until it reach to its desired position being a unique engineering solution provider and the customer first choice.

YEAR END MESSAGE FROM THE EXECUTIVE MANAGEMENT



Mr. Omar Al Saht

Asst. General Manager

Unitech UAE & Oman

Another year has come and gone – and what a year it has been! We built strength from within and held hands together closer this year. Despite numerous challenges, we took accountability and pushed forward. It was also the support of customers that made the company what it is today, and we at Unitech UAE & Oman hope that customers will continue to provide such generous support and encouragement. We as Unitech will strive not only to meet the expectations of our customers but also through enhancing quality, engineering solutions and greater services. Following are the year 2022 highlight:

Unitech UAE

1. Throughout the whole year, we train our salesmen internally to enhance their skill, knowledge that translated into improved sales.
2. We have introduced specialized division in order to serve the market better and increase the Sales Executive focus on the specialized basket of products that is available under that division. In 2023, we will have the following divisions:
 - Unimetal (Steel Products - Contracting)
 - IKTS (Supply & Apply)
 - Beta Contech (Architectural Products)
 - Ceiling & Partition (Civil Products)
 - Hardware, Hand & Power tools
 - Chemical Construction
3. We have partnered with diverse suppliers to improve our product baskets, some of these are: Gypsemna, Al Wifaq, Crane Composites, SMARTr Steel Conduits, Knauf, Sikla, Rockfon, Bostik & Laticrete
4. We successfully managed and control our expenses and accomplished and secure payments from the legal cases which have been hauled for a long.

Unitech Oman

- We started partnership with well-known brand such as Gyproc, Caparol and Tuf Fix and started introducing their products in market.
- There was restructuring in our organization and after that we started succeeding in our sales performance.
- We have increased our sales force by internal shuffling and hiring 2 new salesman which is showing positive results.
- We have controlled expenses of branch comparing to previous years.
- All in all, 2022 was a challenging year for us because of lack of fund flow from government projects.

I believe 2023 will present more opportunities for growth for our company and industry alike. Thank you once again for being with us in 2022 and we look forward to even more success next year in 2023!

YEAR END MESSAGE FROM THE EXECUTIVE MANAGEMENT



Mr. Mohammad Mashaly

Country Manager

Unitech Egypt & Lebanon

Definitely 2022 was a very tough year for both EGYPT and LEBANON and even globally, full of challenges which affected negatively all growth aspects but Fortunately, Unitech has been blessed with a visionary MD and a talented supportive team whom combined their efforts to taking the operation to the next level. And as stated by our managing director Mr. Saqib Altaf in the "End of Year 2021 Address", Businesses today are characterized by change. To stay competitive, companies must continually grow and evolve. So, we started adapting the change as it is the only constant in life and always prepare our self to face the consequences and find the opportunities through these challenges and threats. In such cases, teamwork and collaborative efforts come as a main contributor in the success of business as they assist the management in taking calculated risks that consequently lead to innovation.

Setting a monthly strategic plan was our main challenge to ensure that we can overcome/adapt the unstable global economic conditions adding to them the local economic challenges for Lebanon and Egypt such as limited if not prohibited import operations in Egypt, the devaluation of local currencies, the foreign currencies availability/stability in both countries and its varied effect on both local markets. However, with our teams' utmost efforts, there are far too many achievements during 2022 we managed to:

Unitech Egypt

- Achieving %37 Growth in revenues, 119.5 million EGP in 2021 Vs. 163 million EGP in 2022.
- Achieving %46 Growth in Gross Profit amount, 25.4 million EGP in 2021 Vs. 37 million EGP in 2022.
- Achieving %36 Growth in Collections, 122.5 million EGP in 2021 Vs. 166 million EGP in 2022.
- Keeping a healthy secured A/R balance.
- Expanding and diversify the material we provide to the market.
- Successfully launched UNITECH's first showroom in EGYPT.
- Been approved and Vendor listed in the most famous and prestigious consultant in the region DAR EL HANDASSA in AL Alamain Project in addition to ECG in many huge projects.
- Awarded by the first biggest order in UNITECH Egypt since opened which worth 40 million EGP with ORASCOM in the R05 Project.

Unitech Lebanon

- Achieving %80 Growth in revenues, 2.1 million USD in 2021 Vs. 3.8 million USD in 2022.
- Achieving %78 Growth in Collections, 2.25 million USD in 2021 Vs. 4 million USD in 2022.
- Having the Minimum A/R amounts due to selling on cash basis.
- Introducing the solar system to the market and take the advantage of the electricity problem in Lebanon and that almost doubled our revenues.
- Start selling our products in Syria, Congo, Benin and Cyprus.

YEAR END MESSAGE FROM THE EXECUTIVE MANAGEMENT



Mr. Khaled Sawaf

Branch Manager

Unitech Qatar

2022 was a challenging year because November & December the construction activities was very Limited & Slow - due to the FIFA World Cup Event. However we have successfully achieved %5 increase in our growth profit than last year and we collected %40 from the overdue above 360 days. Unitech is available on all the big projects in Qatar with all our products range. During 2022, we have worked on penetrating into Oil & Gas Industry and 2023 will be the year where we will be securing big orders from this sector. Throughout 2022, we've demonstrated over and over again our strengths as an organization and made clear that when it comes to Unitech, the whole is greater than the sum of the parts. This is because we are an ambitious team that sets high goals and a talented team that works hard to achieve them.

The work we are doing is more relevant than ever today. The products and services we provide are an integral part of the construction industry. Our customers rely on us to keep them informed, and updated with new developments and innovations in the construction industry and I'm pleased to say that in every market they recognize our efforts to serve and delight them. 2023 is set to be another exciting year for us. We can look forward to working further on the many initiatives to deliver the best products, services and an outstanding customer experience. I want to thank our team for their continued commitment and effort. Every one of us has an important role to play in the work ahead and I'm confident that together we will achieve great things.

YEAR END MESSAGE FROM THE EXECUTIVE MANAGEMENT



Mr. Talal Safadi

Chief Planning Officer

SFSP (KSA, UAE, Lebanon & Egypt)

This year, much like the year 2021, has not been without its challenges to conquer, but it has also been a tremendous deal of achievements to celebrate. We are approaching the end of 2022, and it has been a successful year for us in terms of market share retention,

brand positioning, new product development, and material availability in the region.

SFSP's Factories Notable steps taken this year are:

- Successfully merging/consolidation of SFSP KSA Operation, centralizing the process with SFSP UAE.
- Acquired SASO Certificate in SFSP KSA.
- UL Certified for NEXUS fire Barrier.
- Strategic alliance with key players in both UAE and KSA market.
- SFSP become certified private label manufacturer for major international brands.
- SFSP renovated their digital presence.
- Adding a big range of FRP Cable Management System
- Nexus Mobile App to support new Market presence.
- New SFSP ALM Stangle System was launched this year
- Implement ERP System in all SFSP Factories
- Centralize and combine common activities and department to increase focus and reduce overheads.

SFSP Factories had adopted a new Internal renovation strategy of the available product basket where we stretched our product to cater new needs in the construction industry and explore new areas based on the market orientation. We in SFSP believe that changes are a continuous and important process of development "CHANGE YOUR ATTITUDE AND YOU WILL CHANGE YOUR ALTITUDE"... SFSP Factories Revenue Growth this year is yet another milestone despite all the adversity, we anticipate a %20 rise in revenue compared to last year's performance. We are well positioned for next year (2023) and with the help of our sales team UNITECH Branches in GCC Regions and our authorized distributors, we are certain that we will have a bigger success and expand our market share.

Kicking off 2023 with Creating Stability through Strategic Alliances, is one of the main objectives of SFSP Factories strategy. SFSP Factories anticipate that interruptions will occur at least as often as they did before to the epidemic, if not more frequently. Increasing rates of supply chain disruption can be attributed to increasingly complex global supply chains, an increase in severe weather due to climate change, geopolitical disruptions that can disrupt lengthy supply chains, and other challenges that will ultimately arise as a result of developing markets, products, and technologies. Despite the fact that so many of these occurrences are outside the control of any one firm, SFSP is ready and reinforced by experience for any challenge that may arise.

We sincerely hope that all SFSP Factories can continue to count on UNITECH Teams with their essential support in 2023 to rebuild and recover. It's going to be a big year. Ending 2022, is to urge our team members to look forward rather than back and to create new objectives for themselves and the firm; it has been an interesting year indeed.

2023

Every New beginning gives us an opportunity to progress together to new heights

Wishing you a very Happy, Healthy, and prosperous 2023

**HAPPY
NEW YEAR**

PROJECTS HIGHLIGHT 2022 MEGA PROJECTS

Let's wrap up 2022 with a flashback of some of our great accomplishments!

KSA



► Qiddiya



► Diriyah Gate
Development Authority
(DGDA)



► SWCC - Saline Water
Conversion Corporation



► Ministry of Education
- Tatweer



► King Salman Park



► MOI (Hotel & Hospital)



► KAUST



► Jabal Omar
Development Project
(JODP)



► Four Seasons Hotel



► Riyadh Avenue



► EDGNEX Damman
Data Center (SPARK)



► Tuwaiq Casting &
Forging Facility



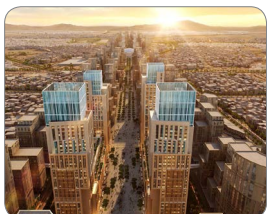
► Solar Power Station -
(Green Duba)



► King Abdullah Airport



► Faqeeh hospital



► KAAR



► Red Sea



► King Salman
International Complex
for Maritime Industries
and Services Project
Package-4,5,6./
Maritime Yard Project
(MYP)

2022 MEGA PROJECTS

UAE



► Mohammad Bin Rashid Solar Park



► The Grove Saadiyat



► The Peninsula Business Bay



► Guggenheim Museum



► Natural Historical Museum



► Center of Curiosity



► Jewel of Creek



► Jubail Island



► Masdar City



► Zayed National Museum



► Grand Bleu



► Bani Yas Villas

OMAN



► Sustainable City Development Yiti



► MOH Salalah Hospital



► St. Regis Al Mouj Muscat Resort & Branded Residences



► MOH Khasab Hospital



► MOH Suwaiq Hospital



► Mixed Use Development at Ghala Heights



► Omani Culture & touristic District



► Shatti Al Quram Hotel & Apartment



► Duqm Refinery & Petrochemical Complex



► Botanical Gardens

2022 MEGA PROJECTS

Qatar



► Falcon 5 Military Base



► Tamim Air Base



► Hamad International Airport



► Al Khor Express Way



► View Hospital



► Tenbek Hospital



► Lusail 4 Towers



► Katara Hotel



► Al Shamal Field

Egypt



► New Administrative capital.



► Central Business District.



► New Alamein - North Coast.



► Dabaa Nuclear Power Plant project.



► R05 Residential Area - New Capital.



► Latin District - North Coast.



► O-West Compound - October city.



► BADYA Compound - October city.



► AEON Towers - October city.



► ZED Towers - October and new Cairo.



► El Arish Port Development - Al Arish.

2022 MEGA PROJECTS

Lebanon



► Kempinski Hotel – Congo



► Kye Beachfront & Resort



► Novotel Abidjan – Ivory Coast



► Skaya Tower – Syria



► Benghazi Airport – Libya

Kuwait



► New Sulaibikhat Stadium



► J3 Investment opportunity residential & mall



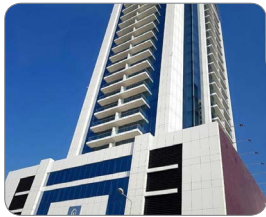
► Al Khiran Mall



► Jaber Al Ahmad Project - J2: Business Centre and Retail



► Hessah Mubarak - Twin Tower



► New Kuwait Airport Terminal 2

Bahrain



► Seef Avenue Tower II



► Exhibition & Convention Centre



► PABCO New Project



► King Abdulla Medical City (Phase 1 Package 6)



► Golden Gate - Bahrain Bay



► East HIDD Housing Project - 264 Social Apartments Units in Village B1/B2 (Package B)

NEWS UPDATE

GREAT PLACE TO WORK



مجموعة عصام خيرى قبايني
Isam Khairi Kabbani Group

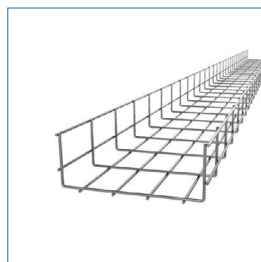
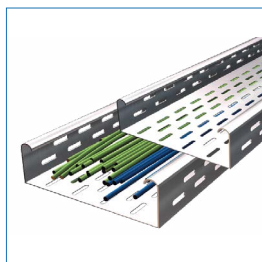
We're honored to announce that IKK Group of Companies has been recognized as a **"Great place to work"** by the Great Place to Work Institute for 2023. For excelling in the five dimensions of the assessment, which include **high-trust, high-performance culture, respect, fairness, pride and camaraderie**.

Congratulations to the entire IKK family, each one of you, for the wonderful achievement. Your sterling efforts, your undying energy inspire us to create a healthy and happy work culture.



PRODUCT SPOTLIGHT

CABLE MANAGEMENT SYSTEM & STI



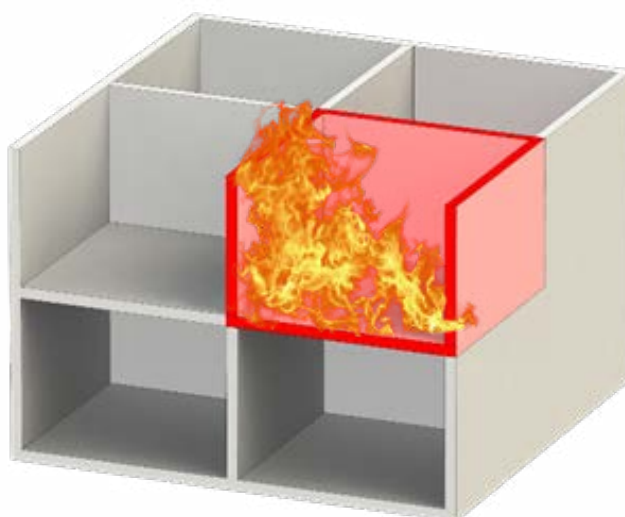
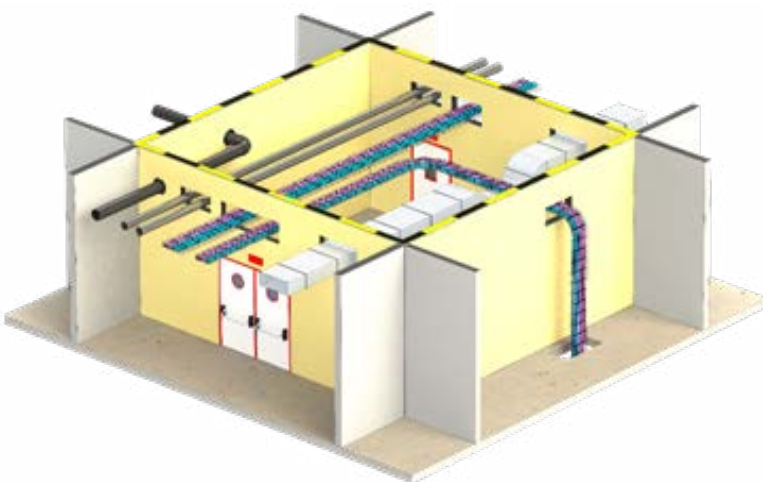
Cable Penetration Seals for Cable Management



How to restore the resistance of fire rated barriers?

When openings are made in fire rated wall and floors for services such as cables/plastic pipes/metallic pipes/ducts/cable trays etc. Fire rated barriers lost their fire resistance; which means Fire can progress to other areas!

Wall and floors are not fire rated anymore.



In this case, **Passive Fire Protection** shall be implemented.

Passive Fire Protection also known as Fire Containment.

Passive fire protection can be described as the process of restoring the fire rating of the barriers (walls and floors) which have lost their fire resistance from construction openings.

PRODUCT SPOTLIGHT

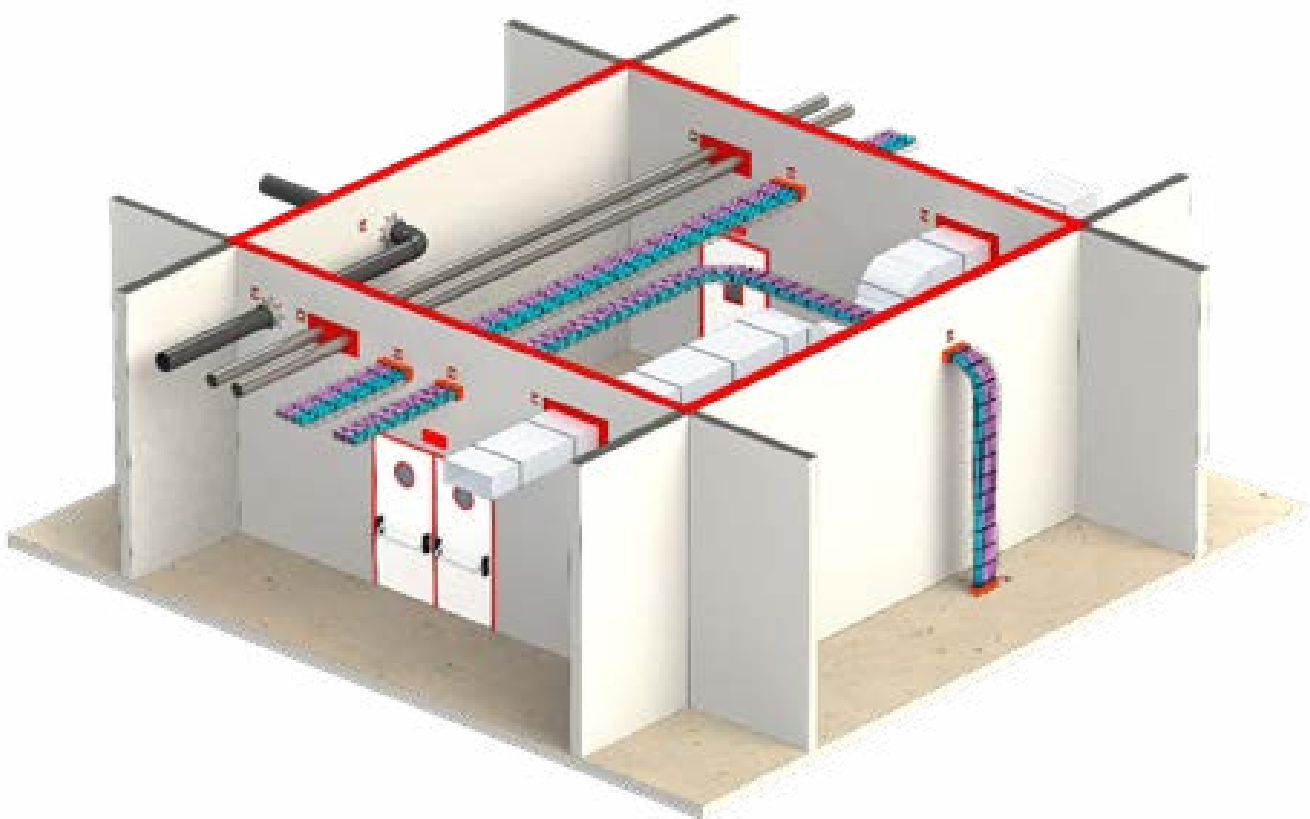
CABLE MANAGEMENT SYSTEM & STI

How to Implement Passive Fire Protection?

The optimal solution is Penetration seals, which are the systems installed where openings had been made to restore the original fire resistance of the barrier. Penetration Seals prevent the fire from progressing to other areas

STI Firestop offers a range of solutions for **Through-Penetrations**:

- LCI 305 Intumescent
- Wrap Strips for (nonmetallic pipe)
- Composite Sheet
- Pillows



Plastic Pipe



Metallic pipe



Cables



HVAC Duct



What are the main advantages of STI solutions?

- FIRESTOP
- Smoke sealant
- Acoustical Considerations - All STI product are designed and tested to confirm their ability to resist the passage of sound, following the parameters of ASTM E90.
- You can use one sealant for ALL MEP work! (LCI 305)

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just **click the icons** below to land on the respective pages:

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UNITECH
Social Media Channels



INSTAGRAM



FACEBOOK



LINKED IN



SFSP
Social Media Channels



INSTAGRAM



FACEBOOK



LINKED IN

The mission of our social media channels is to provide you with posts and short publications that will highlight the products, services, brands and teams that make up the Unitech family.

Follow Us, So you can be updated with our new developments, news and more...





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