GULF BUSINESS AWARDS 2018

POST-EVENT REPORT

MONDAY, SEPTEMBER 10, 2018 THE OBEROI, DUBAI

SPONSORED BY





























THANK YOU



Motivate would like to extend its gratitude and appreciation to our sponsors for making this event possible. We hope you thoroughly enjoyed the evening celebrating outstanding business around the Gulf.

We look forward to working with you in the near future.

Thanks again, Motivate Events Team.



























YOU ARE INVITED...

More than 300 quests attended the celebrations as 21 awards were presented throughout the evening.

























JACOBSONS







THE VENUE







The Oberoi, Dubai is an award winning contemporary luxury hotel in Dubai, whose design embodies height, light and space. The hotel offers iconic views of the magnificent Burj Khalifa from our prime location amongst hotels in the UAE, in Business Bay, just minutes away from Dubai Mall and Dubai International Financial Centre.































THE BLUE CARPET

































BEVERAGE PARTNER

african+eastern













THE BLUE CARPET





























BEVERAGE PARTNER

african+eastern













EVENT BRANDING





Sponsor logos were placed on all event collateral including: invitations, photo backdrops, ballroom banners, menus, LED table top boxes, outdoor signage, screens, etc.









BUSINESS

















BEVERAGE PARTNER













EVENT BRANDING





























BEVERAGE PARTNER

















Our sponsor's King's College London Hospital had a display in the pre-function area where they educated the guests on their services and specialists available at clinics across the UAE.















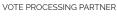












SPONSORED BY





MEDIA GROUP





Sponsor's Finesse set up a display within the pre-function area, informing guests of their Software System Integrator.









Co-founder and CEO, Raju Ramesh presented the following awards:

- Tourism and Hospitality Company of the Year, awarded to Rotana Hotels and Resorts.
- Tourism and Hospitality Leader of the Year, awarded to Manuel Rabaté, Director of The Louvre Abu Dhabi.

Co-founder and COO, Sunil Paul presented the following awards:

- Aviation and Transport Company of the Year, awarded to Careem.
- Aviation and Transport Leader of the Year, awarded to Sir Tim Clark, President of Emirates.

SPONSORED BY















BEVERAGE PARTNER









VOTE PROCESSING PARTNER

PRESENTED BY



Sponsor's Crowe set up a display within the pre-function area, having their representative discuss their Accounting, consulting and technology solutions with the attendees.

Group CEO, James Matthew presented the following awards:

- Healthcare Company of the year, awarded King's College London Hospital in UAF.
- Retail Company of the year, awarded to Dubai Duty Free
- Banking Business Leader of the Year, awarded to Abdulhamid M Saeed, Group CEO of First Abu Dhabi Bank
- Healthcare Business Leader of the year, awarded to Dr Azad Moopen, Chairman and Managing Director of Aster DM Healthcare























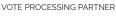






















Sponsor's Eaton placed their branding within the pre-function space at the Awards.











Managing Director, Frank Ackland presented the following awards:

- Real Estate Company of the year, awarded to Emaar
- Energy Company of the year, awarded to DEWA
- Real Estate Business Leader of the Year, awarded to Hussain Sajwani, Chairman of DAMAC
- Energy Business Leader of the year, awarded to His Excellency Dr. Sultan Ahmed Al Jaber, Director General and CFO of ADNOC

SPONSORED BY





























Sponsor's HumanSoft has their logo displayed across all marketing and event collaterals at the Gulf Business Awards.

















BEVERAGE PARTNER















JACOBSONS better experiences

Our official voting partner, Jacobsons Direct Marketing Services sponsored two categories on the evening:

Director, Ashley Jacob presented the following awards:

- Retail Business leader of the year, awarded to Muhammed Abdulmagied Seddiqi, chief commercial officer of Ahmed Seddiqi & Sons
- SME of the year, awarded to Pure Harvest Smart Farms





















BEVERAGE PARTNER



















Flower partners, Design Studio, produced and displayed the elegant flower centerpieces used throughout the event.

































THE SHORTLIST, VOTING, AND JUDGING CRITERIA



INNOVATION

A company's/business leader's ability to lead a sector through thought leadership, continual innovation and cutting-edge strategy.



FINANCIAL RESULTS

Company results in terms of assets, profits and turnover in a wider market context.



SERVICE DELIVERY

The ability to provide excellent service to all stakeholders including customers, partners and suppliers.



GROWTH/EXPANSION

Company growth in the last year and expansion into new markets.



PRODUCT QUALITY

The ability to deliver exceptional, innovative, customer-oriented products of the highest quality.



CORPORATE SOCIAL RESPONSIBILITY

A company's efforts to give something back to wider society in terms of mentorship, environmental concerns, charity and corporate social responsibility.









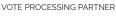






















JUDGES



MONA ATAYA

CEO and founder of Mumzworld.com

Mona Ataya is one of the Middle East's most prominent female entrepreneurs. She left a career in the FMCG sector with Johnson and Johnson in 2000 to co-found regional jobs site Bayt.com as vice president of marketing, and has since shifted her attention to disrupting the retail market with the goal of assisting mothers with their maternity, infant and childcare product needs. The venture she founded in 2011, Mumzworld.com, is a leading e-commerce player for baby and child shopping in the Middle East region and continues to go from strength to strength.



IAN FAIRSERVICE

Managing Partner and Group Editor-in-Chief of Motivate Media Group

Ian Fairservice founded Motivate Publishing in 1979 and together with his partner HE Obaid bin Humaid Al Tayer, the United Arab Emirates Minister of State for Financial Affairs, has developed the company to become one of the most successful media groups in the region. Motivate Media Group has more than 25 editorial titles across print and digital and a diverse range of contract publishing products, as well as a celebrated books division, content provision, events management, and leading cinema advertising business, Motivate Val Morgan.



BADR JAFAR

CEO of Crescent Enterprises

Badr Jafar is CEO of Crescent Enterprises, a multinational company headquartered in the UAE, with diversified global businesses across six core sectors. He is also president of Crescent Petroleum, chairman of the Gas Cities LLC joint venture with Dana Gas and chairman of the Pearl Petroleum consortium developing gas assets in the Kurdistan Region of Iraq. In 2010, Jafar founded the Pearl Initiative, a non-profit venture in cooperation with the United Nations Office for Partnerships to promote a corporate culture of transparency and accountability across the Gulf region.



MISHAL KANOO

Chairman of Kanoo Group

Mishal Kanoo currently serves as the chairman of Kanoo Group, one of the largest, longest running and most independent family-owned groups of companies in the Gulf region. Furthermore, he is a professional and motivational speaker, writes articles for local and regional media, is published in business journals on a regular basis and holds positions as chairman and director of various reputable companies including AXA Insurance Gulf, Gulf Capital, KHK & Partners Limited, Dalma Capital and Johnson Arabia LLC.



NEIL KING

Editor of Gulf Business

Having cut his teeth at various newspapers and magazines in his native UK, Neil King came to Dubai in 2012, where he has served as editor of some of the region's leading business publications. He joined Motivate in January 2016 as editor of the respected and long-running Gulf Business magazine.























THE WINNERS



AVIATION AND TRANSPORT BUSINESS LEADER OF THE YEAR Sir Tim Clark



ENERGY BUSINESS LEADER
OF THE YEAR
His Excellency Dr. Sultan Ahmed
Al Jaber, Director General and CEO of
ADNOC, collected by Patrick Arakelian



OF THE YEAR

Dr Azad Moopen, Chairman and
Managing Director of Aster DM

Healthcare, collected by T.J. Wilson,
Executive Director and Head
Governance and Corporate Affairs

HEALTHCARE BUSINESS LEADER



BANKING BUSINESS LEADER OF THE YEAR Adulhamid M Saeed, Group CEO of First Abu Dhabi Bank, collected by Sabir Khodabux



TOURISM AND HOSPITALITY
BUSINESS LEADER
OF THE YEAR
Manuel Rabate, Director of
Louvre Abu Dhabi



REAL ESTATE BUSINESS LEADER OF THE YEAR Hussain Sajwani, Chairman of DAMAC, collected by Ali Kukar



RETAIL BUSINESS LEADER
OF THE YEAR
Muhammed
Abdulmagied Seddiqi,
Chief Commercial Officer
of Ahmed Seddiqi & Sons

SPONSORED BY



مستشفی کینغز کولیدج لندن King's College Hospital London



Crowe







VENUE PARTNER



BEVERAGE PARTNER

african+eastern











THE WINNERS



RETAIL COMPANY OF THE YEAR Dubai Duty Free, Colm McLoughlin, Executive Vice Chairman and CEO



ENERGY COMPANY OF THE YEAR
DEWA, Khuloud Al Ali,
Deputy Senior Manager,
Public Relation and Media



TOURISM AND HOSPITALITY COMPANY OF THE YEAR Rotana Hotels & Resorts, Guy Hutchinson, Chief Operating Officer



AVIATION AND TRANSPORT COMPANY OF THE YEAR Careem, Bassel Al Nahlaoui, Managing Director



BANKING COMPANY
OF THE YEAR
National Commercial Bank,
collected by Ahmed Sakaiti



HEALTHCARE COMPANY
OF THE YEAR
King's College Hospital
London in the UAE,
Christian Schuhmacher, CEO



REAL ESTATE COMPANY
OF THE YEAR
Emaar, Ahmad Al Falasi,
Executive Director,
Operations

SPONSORED BY









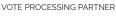


VENUE PARTNER

The Oberoi

DUBAL UAE













THE WINNERS



LIFETIME ACHEIVEMENT AWARD Her Excellency Sheikha Lubna bint Khalid Al Qasimi



GULF BUSINES COMPANY
OF THE YEAR

Dubai Duty Free, Colm McLoughlin,
Executive Vice Chairman and CEO



GULF BUSSINESS, BUSSINESS LEADER OF THE YEAR Her Excellency Maytha Al Habsi, CEO of Emirates Foundation



INNOVATOR OF THE YEAR

DP World and Virgin

Hyperloop One,

Adnan Al Abbar,

Senior Vice President



COMPANY OF THE YEAR
Landmark Group,
Surehha D'Souza,
Head of Communicatrion
and CSR and Ashutosh
Sinha, Human Resource
Leader at Landmark Group

HAPPINESS AND POSITIVITY



SME OF THE YEAR **Pure Harvest Smart Farms, Majed Halawi**



BUSINESSWOMAN
OF THE YEAR
Her Excellency Maytha
Al Habsi, CEO of Emirates
Foundation

SPONSORED BY



مستشفی کینغز کولیدج لندن King's College Hospital London



Crowe







VENUE PARTNER



















PRINT

The pre-event full-page ads of the Gulf Business Awards were featured in the following publications:

Golf Digest
March issue
April issue
May issue
June issue
July issue
August issue

Gulf Business March issue April issue May issue June issue July issue August issue

Business Traveller Middle East March issue April issue May issue June issue July issue August issue

Campaign April 8, 2018 May 20, 2018 June 3, 2018 July 1, 2018 August 12, 2018 August 26, 2018 September 9, 2018























BEVERAGE PARTNER













EDITORIAL COVERAGE

GULF BUSINESS

AUGUST 2018 ISSUE



















BEVERAGE PARTNER









PRESENTED BY

EDITORIAL COVERAGE

GULF BUSINESS

AUGUST 2018 ISSUE



SPONSORED BY











PRESENTED BY













EDITORIAL COVERAGE

GULF BUSINESS

SEPTEMBER 2018 ISSUE

SEPTEMBER 2018

Kuwait to sign deal with Iraq for joint oilfields before year-end



Kuwait is expected to sign an agreement with Iraq on importing gas and the operation of joint oilfields before the end of this year, Kuwait's oil minister said.

"We are in the process of selecting a global consultant to study the joint fields project," Bakheet Al Rashidi told reporters during a visit to the Eastern Doha Power plant in August.
He also stressed that matters

with Saudi Arabia are going at a "steady pace" and that production in the divided region is expected to resume "soon", reported Kuwait News agency (KUNA).

Oil production at the neutral zone between Saudi Arabia and Kuwait was halted "due to technical reasons" Al Rashidi had said in June. The Khafii oilfield was

shut in October 2014 for environmental reasons an

Wafra oilfield has been shut since May 2015 due to operating difficulties. Kuwait said in late 2016

it was preparing to restart production at oilfields in the zone. At the time, the closure of the fields, mainly Khafji and Wafra, had become a political

Wafra, had become a political sticking point. According to reports, Al-Rashidi is expected to meet his Saudi counterpart in November to discuss the zone

REGION GEARS UP FOR 2018 GULF BUSINESS AWARDS



The Gulf Business Awards is taking place this month at the Oberoi, Dubai hotel – a celebration of the most successful, innovative, and respected companies and individuals in the Gulf particle. region. On Tuesday, September 10, awards

will be presented in 18 categories, as well as the highly sought after overall Company of the Year, Business Leader of the Year, and Lifetime Achievement

Business leader and company awards Business leader and company awards will be handed out across the aviation and transport, banking, energy, real estate, retail, healthcare and tourism and hospitality categories. A further four business excellence awards will celebrate businesswomen, happiness and positivity initiatives, innovators and SMEs of the year. Past winners have included the leaders of some of the region's most well-known companies from the Gulf, including Emirates, Dubai Airports, Emaar, Emirates NBD, Careem and Souq-com.

Emaar, Emirates NBIJ, Lareem and Souq.com. Previous Lifetime Achievement award winners have included Emirates chairman His Highness Sheikh Ahmed bin Saeed Al Maktroum, GEMS founder Sunny Varkey and Emaar chairman Mohamed Alabbar. The awards features a panel of five judges including Mumzworld. com CEO and founder Mona Ataya,



Motivate managing partner and group editor-in-chief Ian Fairservice, Crescent Enterprises CEO Badr Jadar, Kanoo Group chairman Mishal Kanoo and Gulf Business editor Neil King. And for the first time, the awards have been open to a public vote – serving as the 'sixth' judgé across all 18 categories. For those wishing to rub shoulders with the region's business elite, tickets to the gala event are available at awards, gulfbusiness.com/2018. Details of the winners will be available on gulfbusiness.com after the ceremony.

GULFBUSINESS.COM/

























RADIO ADVERTS

Radio Adverts were broadcasted on Dubai Eye in the month of August. Ads were running during the prime positions of the day, business breakfast and drive time.



The Gulf Business Awards is one of the most prestigious events in the region, and now you have a say over who will take home the coveted trophies. Taking place at The Oberoi Dubai on September 11th, the GCC's leading companies and business leaders will gather at the gala ceremony to find out who has been crowned winner in each of the 18 industry categories - and for the first time ever, the Awards are open to the public vote. Log on to awards.gulfbusiness.com to cast your vote before August 15,2018. Don't miss your chance to make your vote count. Visit awards.gulfbusiness. com today and have your say in honouring the best of the region's business community at the 2018 Gulf Business Awards. Gulf Business - celebrating 22 years of insight and analysis.

ELEVISION

Advertisements in the elevator across Dubai Media City and Business Bay played leading up to the event.











































WEB BANNERS

Web banners were placed on Gulf Business, Campaign and Golf Digest websites to promote the event.

VOTE NOW CAMPAIGN

LEADERBOARD: 235,109 IMPRESSIONS

HALF PAGE: 112,111 IMPRESSIONS

MPU: 158,373 IMPRESSIONS

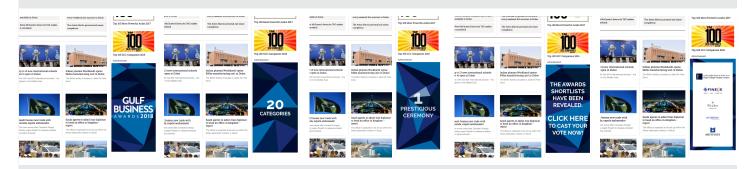
TICKETS SALE CAMPAIGN

LEADERBOARD: 215,722 IMPRESSIONS

HALF PAGE: 48,104 IMPRESSIONS

MPU: 82,858 IMPRESSIONS



























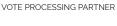








BEVERAGE PARTNER













EDMs





EDMs were sent out to Gulf Business, Campaign and Golf Digest databases, promoting various campaigns.

25,500 RECIPIENTS



ONLINE COVERAGE





مــســتشـفـــی کینغز کولیدچ لندن King's College Hospital London









VENUE PARTNER



BEVERAGE PARTNER















PRINT

The winners' fullpage ads of the Gulf Business Awards were featured in the following publications:

Golf Digest October issue

Gulf Business October issue

Business Traveller Middle East

October issue

Campaign

September 23, 2017



REAL ESTATE COMPANY RETAIL COMPANY OF THE YEAR

REAL ESTATE BUSINESS LEADER OF THE YEAR Hussain Sajwani, DAMAC Properties ENERGY COMPANY OF THE YEAR

ENERGY BUSINESS LEADER TOURISM AND HOSPITALITY OF THE YEAR
His Excellency Dr Sultan Ahmed
Al Jaber, ADNOC Rotana Hotels & Resorts

TOURISM AND HOSPITALITY BUSINESS LEADER OF THE YEAR Manuel Rabaté, Louvre Abu Dhabi COMPANY OF THE YEAR Careem AVIATION AND TRANSPORT

BANKING COMPANY OF THE YEAR BUSINESS LEADER OF THE YEAR National Commercial Bank Sir Tim Clark, Emirates HEALTHCARE COMPANY

BANKING BUSINESS LEADER OF THE YEAR Abdulhamid M Saeed, First Abu Dhabi Bank King's College Hospital Londor in the UAE

HEALTHCARE BUSINESS LEADER

OF THE YEAR
Dr Azad Moopen, Aster DM Healthcare RETAIL BUSINESS LEADER

OF THE YEAR

Mohammed Abdulmagied Seddiqi,

Ahmed Seddiqi & Sons

SME OF THE YEAR Pure Harvest Smart Farms

BUSINESSWOMAN OF THE YEAR Her Excellency Maytha Al Habsi, Emirates Foundation

INNOVATOR OF THE YEAR DP World and Virgin Hyperloop One

HAPPINESS AND POSITIVITY COMPANY OF THE YEAR

Landmark Group











OF THE YEAR























BEVERAGE PARTNER

مستشفى كينغز كوليدج لندن

King's College Hospital London















EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



SPONSORED BY





























EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE

GULF BUSINESS

HER EXCELLENCY Sheikha Lubna bint Khalid Al Qasimi led the distinguished list of winners at the 2018 edition of the Gulf Business Awards, which honoured some of the region's best performing companies and business leaders at a gala ceremony in Dubai.

Some 550 people attended the prestigious event, with a total of 21 trophies handed out in what was a celebration of the Gulf's business community, as it

with a total of 21 trophies handed out in what was a celebration of the Gulf's business community, as it continues to develop and enhance its global reputation.

The awards fell under three broad caregories – companies of the year, and business excellence – with winners based on the votes of a judging panel. Motivate Media Group's managing partner and group editor lan Fairservice, and Gulf Business editor Neil King were joined on the panel by the CEO and founder of Mumzworld.com, Mona Ataya; the CEO of Crescent Enterprises, Badr Jafar; and the chairman of Kanoo Group, Mishal Kanoo.

For the first time, voting was opened up to the public for each category, with their collated scores acting as a sixth judge in helping to determine the winners.

The awards recognised companies and business leaders across seven industries including energy, tourism and hospitality, aviation and transport, real estate, banking, healthcare and retail.

Winners were also honoured across four special categories – SME of the Year, Innovator of the Year, Businesswoman of the Year and Happiness and Positivity Initiative of the Year.

The top three awards on the night were the Gulf Business Company of the Year, Gulf Business Business

F.T.N

delivers a speech after collecting her award



handed out

years honouring the top business leaders in the re

HE Sheikha Lubna bint Khalid Al Qasimi was presented with the Lifetime Achievement Award for her years of service to both the UAE government and the business community. As the UAE's first female minister. Sheikha Lubna has

As the UAE's first female minister, Sheikha Lubna has been a trailblazer and source of inspiration for women in the region. She has served as the Minister of Economy, Minister of Foreign Trade, Minister of International Cooperation and Development, and the country's first ever Minister of State for Tolerance.

Her Excellency was also the founding CEO of business-to-business-emaketplace Tejaricom, and has sat on high-profile boards including Emirates Nuclear Energy Corporation, Emirates Nuclear Energy Corporation, Emirates Foundation and Dubai Chamber of Commerce and Industry. As President of Zayed University, she continues to inspire and prepare the next generation of UAE-based leaders.

Retail giant Dubai Duty Free won the covered Gulf Business

UAE-based leaders.

Retail giant Dubai Duty Free won the coveted Gulf Business

Company of the Year award for 2018 on the back of sales of almost \$2bn in 2017, and an even higher figure predicted for this year. Celebrating the company's 35th anniversary, the award was collected by long-serving vice chairman and CEO, Colm McLoughlin.

The 2018 Gulf Business Business Leader of the Year award was presented to HE Maytha Al Habsi, CEO of Emirates Foundation I. Under her leadership, Emirates Foundation has continued its vital work in empowering, educating and encouraging young people across the UAE—working with the private and public sectors to help prepare the country's youth for the years ahead. Whether developing STEM skills, inspiring volunteers, boosting financial literacy, or providing workplace experience, Her Excellency has played a pivoral role in enhancing sustainable community development for the UAE.

The evening was hosted by Motivate Media Group in association with headline sponsor King's College Hospital London in the UAE, and category sponsors Eaton Middle East, Fineses, Crowe, HumanSoft, Jacobsons Direct marketing (voting partner), Design Studio (flower partner), African + Eastern (beverage partner), and The Oberoi, Dubai (venue partner).

GULFBUSINESS.COM/ 23

















BEVERAGE PARTNER







EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE

GULF BUSINESS

INSPIRING **GENERATIONS** OF WOMEN

This year's Gulf Business Lifetime Achievement Award was presented to Her Excellency Sheikha Lubna bint Khalid Al Qasimi for her outstanding contribution to the UAE in both her governmental and private sector roles. Motivate Media Group's managing partner and group editor, lan Fairservice, sat with Her Excellency to discuss her achievements, the growing influence of Emirati women, and the strength of the nation's youth

We recently celebrated Emirati

We recently celebrated Emirati Women's Day. How Impressed are you with the growing achievements of the nation's women, and what more can be done to encourage their development and empowerment? "We celebrate Emirati Women's Day to commemorate and honour the achievements, contributions and vital to Emirati women play in society. Emirati women have contributed to societal growth, working with their male counterparts in strengthening the cultural and economic fabric of the nation.

the cation.

"Today, thanks to the guiding principles of the late Sheikh Zayed bin Sultan, our nation's founding father, and the continuous support of our President His Highness

Sheikh Khalifa bin Zayed Al Nahyan, and His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, and His Highness Sheikh

Mohammed bin Zayed Al-Nahyan, the Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE's Armed supreme Commander of the UAE's Armed Forces, the presence of women is foil across all professions in industries as varied as aviation, the military, medicine, information technology, media, property development, marketing and acrospace technology, among others. "Her Highness Sheikha Fatima bitn Mubarak, the mother of the nation, has always actively promoted the of Emirati women and worked tirelessly to raise the status of women in society, which is a support of the content of the nation of the nation

to raise the status of women in society, both at home and abroad. She recognised the importance of enhancing the role of women through

emhanting the tote employment and was an early adopter of initiatives that encouraged women to join the workforce.

"The UAE has established itself as a regional role model for enabling women to enter the business world and establish their own enterprises.

"The UAE National Strategy for the Empowerment and Entrepreneurship of Women in the UAE 2015-2021 was launched to provide a guiding framework for all governmental institutions both federal and local – and civil society organisations. The strategy specifically developed plans and programmes to encourage Emirati programmes to encourage Emirati women to proactively participate in business. Recent statistics from the Ministry of Economy have

shown that over 23,000 Emirati businesswomen run projects worth billions of dollars, and occupy 15 per cent of positions on the boards of chambers of commerce and industry nationwide.

industry nationwide.

"Women now tepresent over 43 per cent of the labour force in the UAE with 66 per cent of employed women working in the public sector of whom 30 per cent are in senior positions. The UAE roday boasts nine women in its National Cabinet and 27 per cent of the UAE Cabinet are women.

and 27 per cent of the UAE Cabinet are women.

Today, women serve across diverse fields, such as the Armed Forces, customs and the police.

Women such as major Mariam Al Mansouri, whose heroic efforts have ensured her place in the UAE's history when she became the first woman pilot to operate a military aircraft and engage in overseas missions, are paving the way for others in careers that, until now, were typically dominated by men. The numbers keep growing and if the given trend continues, then the vision of seeing the UAE as a leading antion in the region with an economy that consists of equally-strong contributions from both women and men will not simply be an objective

men will not simply be an objective to be achieved but a reality to be lauded. Such developments will add a new dimension of growth to the nation as a whole

The late Sheikh Zayed bin Sultan was a great supporter of Emirati women and praised their continuous achievements, firmly believing that "The woman is half of the society, any country which pursues development should not leave her in poverty or illiteracy. I am on the woman's side; I always say this in order to uphold her eight to work and participate in the building process of her country." "This is reflected in the UAE government's determination to ensure the inclusion of Emirati women in all areas of UAE society The late Sheikh Zaved bin Sultan

women in all areas of UAE society and government whilst encouraging Emirati's women's involvement within emerging STEM fields in

SPONSORED BY



مستشفى كينغز كوليدج لندن King's College Hospital London









VENUE PARTNER















EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



HE SHEIKHA LUBNA BINT KHALID AL QASIMI

the UAE in the areas of aerospace, atomic studies, technology, and so on. In fact, according to a study by the management consulting firm Booz Allen Hamilton, increasing the number of Emirati women participating in STEM fields to equal those of their male counterparts could boost the UAE's GDP by an estimated 12 per cent. "Both the private and public sectors are expected to create a hospitable environment for women to get decent jobs to start and grow a career path or a business. This, however, will rely on the implementation of a wide range of policies to provide women with the support required to maintain

a healthy work/life balance that

a healthy work/life balance that acknowledge obstacles women face in pursuit of career goals, including equal pay, parental lewe schemes and childcare initiatives for working parents.

"Creating and promoting an environment for Emirati women that celebrates their achievements is also a key component of the UAE's growth. Introducing a National Achievement Award for Exceptional Emirati Women who excel in their fields, as well as honouring the academic excellence UAE female students across all stages of education, would be great additions to the annual Emirati Women's Day celebrations."

What is your advice to aspiring

What is your advice to aspiring businesswomen in the country? "The UAE's leachship is highly focused on the empowerment of Emirati women in all fields. Such support is determined to provide Emirati women seeking to advance in their career path or business every opportunity for growth.

Tadvise women to start by believing in themselves, following their passion and developing a diverse skillser that will lead to definitive positive outcomes. Our nation depends on everyone, women and men allke, for continued success and the dedication and support of our citizens is highly valued as a result. "However, in my experience the business world is not easy to navigate and often difficult to succeed in. Women must, therefore, understand their maket through careful research, continued assessment and pursue

continued assessment and pursue their goals with determination no matter what setbacks may appear on

matter what setbacks may appear on the path to success.

"However, the one trait that I believe is essential for businesswomen is consistency. Keep believing in the magic you're creating, move forward and face the obstacles that you encounter with patience and intelligence and, believe me, you will achieve your dreams."

What were the challenges when you entered the government as the first female minister? How did you approach this pioneering role?

"I was keenly aware, as I took my first steps towards such a prominent position, that my appointment was not only important on a personal level but would also help pare inroads for women's employment in the UAE. I had the opportunity to make a positive impact and set an example for young women with an interest in

GULFBUSINESS.COM/

SPONSORED BY



مستشفى كينغز كوليدج لندن King's College Hospital London



























EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE

GULF BUSINESS

governance and leadership. This was a responsibility I took seriously. "To be an effective leader you

must work to the rule of 'we not me', therefore, as a minister in multiple capacities, I focused on team building which required patience and dedication, but that investment in my team really paid off. There is nothing more satisfying than that moment when you realise you and your team have made an impact on the community and contributed to a sustainable future for all of the UAE's citizen.

"However, regardless of where you are in your career or which career path you choose to follow, the most important lesson I would hope for other women to remember is to stay must work to the rule of 'we not me'.

other women to remember is to stay true to your values, no matter the circumstances."

You have served as Minister of Foreign Trade, Minister of International Cooperation and Development and Minister of State for Tolerance. Which would you say has been your most challenging role?

tor loterance. Winto nous you say has been your most challenging role? Fevery role I have had the privilege to undertake throughout my career has provided its own unique set of challenges. Whether it was overseeing the development of policies, negotiating with divers stakeholders or convening meetings with foreign dignitaries or members of state, I firmly believe that every task, no matter how small, provided an opportunity for growth and I learned from every challenge I faced. In the course of my career I have found that there is always a lesson to be learned in every situation and have been able to learn something from the people in every organisation from the people in every organisation I have worked at, even before taking on government posts

You have also been very influential in the business world. Where do you see the opportunities for those seeking to help the UAE develop in the coming years? Are you encouraged by the talent coming through the country's schools and universities?

talent coming through the country's schools and universities?

"Continuous growth and development is evident across every sector of industry and the UAE is paying great attention to the Sustainable Development Goals (SDGs) also known as Global Goals and the properties of the Country of the

diversified. Artificial Intelligence diversined. Artificial intelligence is a pioneering sector that will aid in this transition; so much so that His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the United Arab Emirates and Ruler United Arab Emirates and Ruler of Dubai, has launched the UAE's first Artificial Intelligence strategy, marking a new level of innovation built on Smart Government. The UAE has recently appointed a minister of Artificial Intelligence, the first such acknowledgement by the Arab world that these technologies are, indeed, going to shape economics around us. "The UAE aims, through the implementation of the Artificial Intelligence Strategy 2031, to see an increase in investments in the

an increase in investments in the latest AI technologies to enhance government performance and efficiency which will further the



Young talent in the UAE

HE Shamma bint Suhail Al Mazrui

Alia Al Mansoori Scientist, UAE's firs

Adeeb Al Balooshi

Amani Al

UAE Centennial Plan 2071. This will allow the UAE to become the foremost country in the world by creating a new market which will boost GDP by a projected 35 per cent and reduce government costs by 50 per cent through the use of an integrated smart digital system that the second of the control of the cont can overcome challenges and provide quick efficient solutions, resisting up to 90 per cent from any financial crisis, and much more.

up to so yer cent from any nanaeral crisis, and much more.

"Referring to the second part of your question, yes, I am highly encouraged by the fresh talents we're producing and proud of the achievements that have been made by young Emiratis. We have, for instance, HE Shamma bint Suhail Al Mazrui who, at the age of only 22, was appointed as the UAE minister of state for youth affairs in the UAE cabinet, making her the youngest minister in the world.

"Alia Al Mansoon is a true inspiration who is committed to advancing the sciences. Alia won the Genes in Space competition before she turned 15, with her experiment of applying DNA analysis to real-life challenges in space exploration that

23/OCT.2018

SPONSORED BY



مستشفى كينغز كوليدج لندن King's College Hospital London









VENUE PARTNER





BEVERAGE PARTNER



VOTE PROCESSING PARTNER











EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



impressive entries. Alia is working towards her dream of becoming the UAE's first astronaut, and her hope that more young Emiratis will follow in her footsteps and adopt STEMrelated careers is a credit to the UAE.

"Adeeb Al Balooshi is another

great example. Adeeb is remarkable as he invented a prosthetic limb for his father, a robot to assist his mother with household chores, and an

his tather, a robot to assist his mother with household chores, and an innovative cat flap at the tender age of 10. He then set to work creating a device that could save the lives of drivers with heart ailments by sending atomatic alters to family members, hospitals and the police if there was a fault in the driver's heartbeat.

"We also have Amani Al Hosani who is the first female Emirati nuclear scientist. At the age of 26 Amani had the forethought to move from a career in the non-renewable oil industry to the next generation form of energy, realising that it was going to play a greater role in the future of the UAE and global energy needs.
"These are just some examples of young Emirati achievers who broke barriers, created new records and

pursued nothing but excellence in pursuit of their goals."

The UAE aims to be the most futuristic and forward-thinking country in the world. How is Zayed University helping to facilitate this? How are you preparing young people to be global leaders? "Every one of our students has

to be global leaders?

Every one of our students has the potential to be a leader in the community, their chosen profession, and even national and international levels. Their time with its at the university is brief, so we try to help them establish a foundation that they can build a lifetime of accomplishment and continuous learning. By providing excellent and innovative teaching, strong advising, co-curricular and extracurricular activities, we ignite their interests and passions.

Zayed University's array of assistive technology services unsurpassed in the UAE. Our travel-study opportunities expand our students' horizons, and our community service opportunities remind students' horizons, and our community service opportunities remind students of their obligations towards their society and the world on a larger scale.

"Zayed University has a strong reputation for high-quality educational programmes, and this reputation extends beyond the UAE. Accreditation by the Middle States Association, reaffirmed in 2013, and programme accreditation by numerous disciplinary accrediting bodies, attest to the fact that Zayed University is serious about its mission to offer programmes of study that match international standards.

oner programmes or study met mater international standards.

"But building these programmes and getting them accredited is not enough. They are the beginning, not the end, of our constant pursuit of academic excellence. In the coming years, as we develop even more programmes and improve existing ones, we must continuously innovate, constantly update our skills and knowledge, and ensure that Zayed University graduates continue to be the preferred graduates of employers.

employers.
"Let me re-emphasise the importance of an education that combines technical skills with broad competencies. The days are gone when it was good enough to enter the workforce with only a set of specific job-oriented skills. In the evolving 21st

patience and intelligence"

forward, face

the obstacles

that you

with

encounter

otspecific job-oriented sidls. In the evolving 21st century knowledge-based economy, two kinds of skill sets are required: disciplinary and interpersonal.

"I am glad that in Zayed University's academic programme model, attention is on building relevant, high quality, accreditation-worthy major programmes, combined with a strong commitment to a set of common learning outcomes for all students. These include such traits as critical thinking, technological literacy, and leadership.
"Zayed University is geared at regularly reviewing the UAE's policy for science, technology and innovation, as well as providing decision-makers with advice based on scientific knowledge."

GULFBUSINESS.COM/

SPONSORED BY



مستشفى كينغز كوليدج لندن King's College Hospital London



























EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE

GULF BUSINESS

Q&A with Dubai Duty Free

Colm McLoughlin, Executive Vice Chairman and CEO

In the past year Dubai Duty Free has returned to sales In the past year Dubai Duty Free has returned to sales growth following strong performance in a number of categories. Do you expect this to continue for 2018? 2018 has been a good year for Dubai Duty Free so far. We have continuously grown our business and are happy to see a double-digit increase for the first half. There are a number of factors behind the sales growth, including the refurbishmen of Concourse C, which will be fully completed shortly and other ongoing projects. With new retail areas now operational and ongoing retail developments coming on stream, we are confident that we will reach the \$2bn mark by the end of 2018."

we will reach the \$26n mark by the end of 2018.*

What have been some of the company's other highlights over the past 12 months?

The retail operation saw major investment in growth and expansion across all concourses through a 15-month project that will greatly enhance the retail offer when completed this year. The Al Maktoum International Airport (AMIA) Passenger Terminal Building (PTB) has also completed the redevelopment of the existing departures Area.

"We have also continued to support major sporting events which have generated an estimated \$1 hn worth of media exposure for Dubai and the Dubai Duty Free brand. The Dubai Duty Free Irish Open golf tournament, held in association with the Rory Foundation, was a great addition to our portfolio, while our Dubai Duty Free Tennis Championships marked its 26th year.

With technology developing fast, what is Dubai Duty Free working on to improve its customers' shopping

experience?

"The operation is currently undertaking a multi-million dollar investment in upgrading and enhancing the online offer, which will be rolled out next year. This will enhance the -commerce customer experience as well as adding functionality and implementing processes both in-store and online. Dubai Duty Free has also launched a major digital marketing initiative as part of its 'road to Sabn' project, which will improve customer engagement and customer service."

Are there any pasts to program of the property of the program of the program of the property of the program of the property of

order products from the comfort of the lounge with their goods being delivered in the lounge or at the gate.

"We are highly optimistic that with the ongoing projects we should be able to continue the organic growth for Dubai Duty Free."

Dubai Duty Free is celebrating its 35th anniversary this year, what have been some of the key milestones and where do you hope to be in another 35 years' time?

continuous expansion in both airports

'With the

and the increase in population, it is not difficult to envisage the huge growth potential"

war, what have been some of the key milestones and where do you hope to be in an Interest 35 years' time?

"We have been very fortunate over the past 35 years to have the support of the Government of Dubai, and in particular that of HH Sheikh Ahmed bin Saced Al Maktoum, President of the Dubai Civil Aviation Authority and Chairman of Dubai Duty Pirec. The fact that the operation has grown to be the single largest airport retailer in the world with tumover of \$2b nh tiles year means a great deal and we are committed to driving sales.

We are cqually committed to promoting. Dubai to a global audience and aim to help retain Dubai's reputation as a leading business, leisure and sporting capital.

"With the continuous expansion in both airports and the increase in population, it is not difficult to envisage the huge growth potential and it is our job in Dubai Duty Pirec to capitalise on that. We will continue to market ourselves more and promote Dubai in our marketing and sponsorship campaigns. We will continue to market ourselves more and promote Dubai in our marketing and sponsorship campaigns. We will continue to offer good value to customers, good service and the best earn in the duty free industry in our staff." industry in our staff.

Dubai Duty Free has a long tradition of supporting

Dubai Duty Free has a long tradition of supporting charities through its Dubai Duty Free Foundation, can you elaborate on which charities you support?

"We are very proud of the Dubai Duty Free Foundation which we established in 2004, and through it we continue our core work of overseeing several projects and raising funds for worthy causes, specifically those aimed at benefiting women and children.

"Among the many charitable initiatives the operation has supported over the years are the signing of a MoU for 10 years to support Al Jalial Foundation's medical research aspirations and other projects, and an MoU with Dubai Cares pledging to donate 50 per cent of the funds collected from the DDF Foundation charity boxel located in our retail areas.

"As part of its CSR programme, Dubai Duty Free also encourages its 6,100 staff members to recycle plastic waste and turn it into useful products through its plastic recycling drive. To date, the foundation has supported 40 local and 53 overseas charities since 2004, a clear indication of Dubai Duty Free's ongoing commitment to the community.

GULFBUSINESS.COM/

SPONSORED BY

















BEVERAGE PARTNER







FLOWER PARTNER

EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE

































EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE





























EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



Q&A with Careem

Bassel Al Nahlaoui, Managing Director - Gulf

What have been Careem's key achievements over the last 12 months, and how pleased are you with the past year's

12 months, and now puessed are you with the past years performance?

We are extremely proud of our achievement in 2017 and 2018. From the Careem Kids car type to the launch of our delivery service – Careem Box – to entering new markets such as Iraq and transforming into a tech institute from the region with engineering offices in Dubai, Pakistan and Berlin.

So far in 2018 we've seen Careem expand into a number of new markets. Where are you eyeing next? We have recently launched our services in Khartoum, Sudan and we are always looking for ways to grow, expand and simplify people's lives in the region.

How does Careem stay on the forefront of tech development? Why is leadership on this front so vital to the company?

In the last six years at Careem we have built a large ride-halling business, but really what we've really built is a large Internet business. We have close to 400



'We have learned how important it is to bring the skills together and have a holistic approach so that all parties see the context around the solution they are working towards"



developers working on the platform in our headquarters in Dubai, and across R&D centres located in Berlin and Karachi. At Carcem our developers work in cross functional teams – Product, UI/UX Designers, UX Researchers and Data Scientists – as opposed to a traditional model where a product team might brief an engineer in isolation. We have learned how important it is to where a product team might brief an engineer in isolation. We have learned how important it is to bring the skills together and have a holistic approach so that all parties can see the context around the solution they are working towards. Carcem is a tech company first and foremost, and in the process of building the ride-hailing business we have created the ecosystem to help others build their own regional Internet business on our platform.

Are there any new services on the horizon for your customers in the Gul? What can we expect from Careem in the coming months?
We are launching a new service in Museat in partnership with Marhaba Taxi Oman, meaning we will then cover all countries in the GCC. We are also launching a number of new car types that offer affordability, safety and comfort in markets such as Kuwait.

GULFBUSINESS.COM/

SPONSORED BY



















VOTE PROCESSING PARTNER









EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



SPONSORED BY





















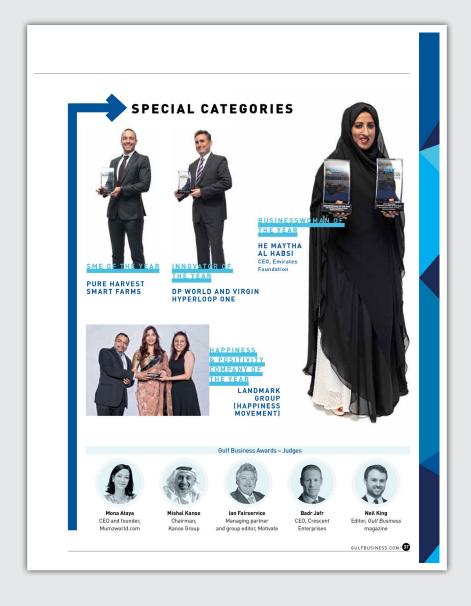




EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE





























EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



SPONSORED BY

















BEVERAGE PARTNER







EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE















PRESENTED BY





BEVERAGE PARTNER arrican+eastern











EDITORIAL COVERAGE

GULF BUSINESS

OCTOBER 2018 ISSUE



SPONSORED BY

























WEB BANNERS

Web banners were placed on Gulf Business, Campaign and Golf Digest websites to announce the winners.

VOTE NOW CAMPAIGN LEADERBOARD: 60,079 IMPRESSIONS HALF PAGE: 19,775 IMPRESSIONS MPU: 34,136 IMPRESSIONS























BEVERAGE PARTNER















EDMs



EDMs were sent out to Gulf Business, Campaign and Golf Digest databases, announcing the winners.

25,500 IMPRESSIONS

SPONSORED BY















BEVERAGE PARTNER







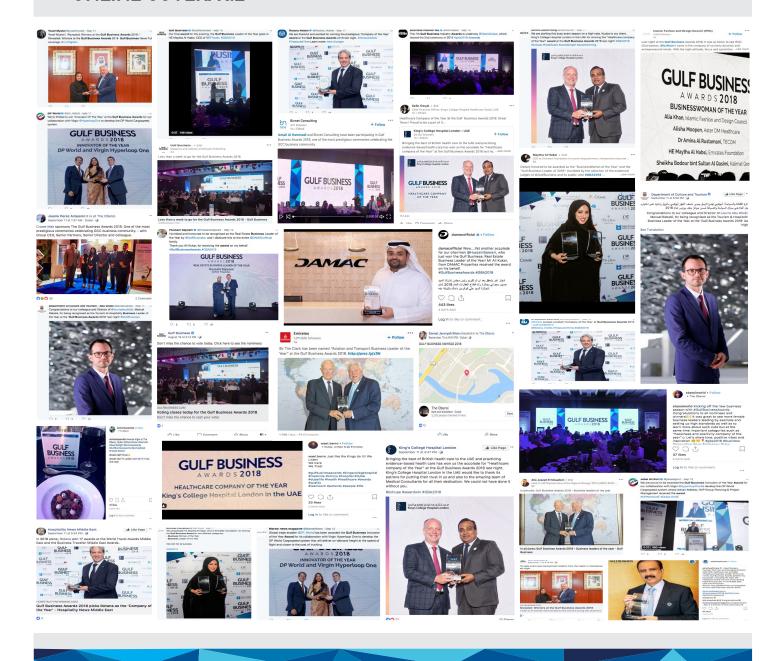








ONLINE COVERAGE



SPONSORED BY



مستشفى كينغز كوليدج لندن King's College Hospital London









VENUE PARTNER





BEVERAGE PARTNER

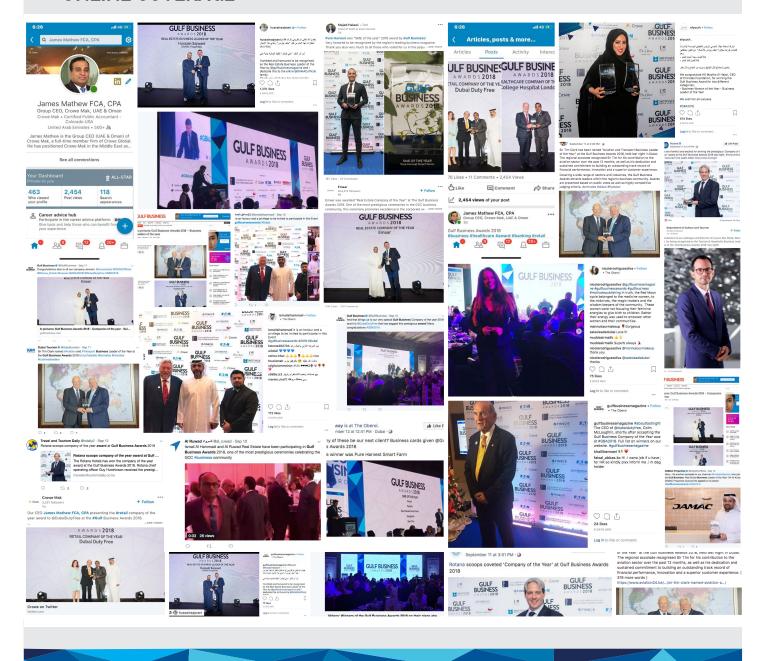


JACOBSONS





ONLINE COVERAGE



SPONSORED BY



مـسـتشـفــی کینغز کولیدج لندن King's College Hospital London















BEVERAGE PARTNER



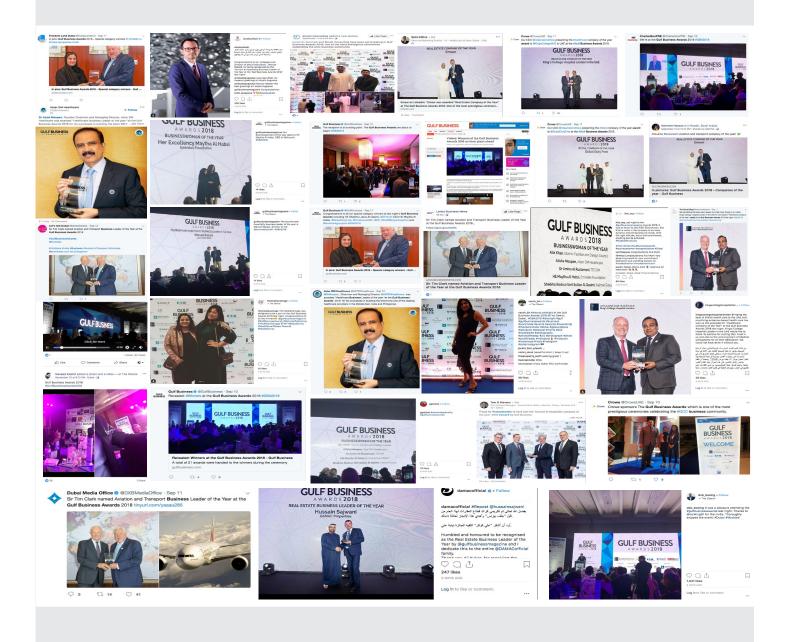








ONLINE COVERAGE



SPONSORED BY



















JACOBSONS







SPECIAL THANKS TO OUR SPONSORS

SPONSORS











VENUE PARTNER



BEVERAGE PARTNER



VOTE PROCESSING PARTNER



FLOWER PARTNER



