



PARTNERING WITH THE FUTURE

## ABOUT US

Abu Issa Holding (AIH) is one of the leading Business Groups in the Middle East based in Doha, Qatar.

The company is built over a span of three decades originating with the creation of Blue Salon founded by the late Mr. Abdul Rahim Abu Issa.

The current Chairman-Mr. Ashraf Abu Issa- and Vice Chairman-Mr. Nabil Abu Issa- are the proud leaders of Abu Issa Holding, which represents the region's most diversified and progressive establishment. Abu Issa Holding controls and operates market leading companies across the region in various sectors including Retail, Distribution, Telecommunications, I.T, Energy & Engineering, Construction Support Services, Investment, Real Estate and other Marketing Operations. At Abu Issa Holding, we continually challenge ourselves to grow our businesses, both internally and through world class partnerships, while setting ever-higher standards of excellence and governance.

## OUR IDENTITY

- A Leading Business Group in the Middle East based in Qatar
- 41 Years of Success
- Approximately 4,000 Employees
- Regional and International Partnerships

## HISTORY - BLUE SALON

The foundations of Abu Issa Holding began with the development of Blue Salon, the high-end Luxury Department store was founded in 1981 by the late Mr. Abdul Rahim Abu Issa.

Blue Salon represents our company's crown jewel, which paved the way of AIH's ever-growing success.

Mr. Abdul Rahim Abu Issa passed away in 1987 and his son Mr Ashraf Abu Issa took up the reins of the business. His entrepreneurial abilities and business acumen have taken the company from strength to strength, turning it into the region's leading name in specialised retailing. His younger brother, Mr. Nabil Abu Issa, later joined the organisation in the capacity of Vice Chairman, and his contribution in innovation and customer service have been additional factors in its phenomenal growth and success.

Currently, Abu Issa Holding holds majority shares in more than 50 companies with over 200 stores across the Middle East and Gulf Corporation Council (GCC).

## LEADERSHIP (EDUCATION & MEMBERSHIP)

Abu Issa Holding is led by Mr. Ashraf Abu Issa as Chairman and Mr. Nabil Abu Issa as Vice Chairman since 1987, they have demonstrated versatile entrepreneurial and leadership qualities to continue the legacy of their late father Mr. Abdul Rahim Abu Issa. Innovative business models and growth have been achieved through the help of dedicated and skilled professionals who continuously add value to Abu Issa Holding.

### EDUCATION

#### Mr. Ashraf Abu Issa (Chairman)

Graduated from American College for Applied Arts in Atlanta, GA, USA

Harvard Business School: OPM management program, 2012

#### Mr. Nabil Abu Issa (Vice Chairman)

Graduated from University of North Texas, USA  
BBA

#### Mr. Fawaz Idrissi (Senior Vice President)

Bachelor Degree, Cum Laude - Industrial Engineering:  
Marquette University, Wisconsin, USA 1990  
Master Degree in Business Administration:  
Webster University, London, United Kingdom 1994.

### MEMBERSHIP

#### Mr. Ashraf Abu Issa (Chairman)

Qatar Basketball Federation – Board Member and Head of Marketing Committee

Injaz Qatar - Board Member

YPO Qatar – Qatar Chapter – Champion and Chairmen

Palestinian Children Relief Fund (PCRf) – Vice Chairman

Kappa Alpha Psi Fraternity - Life Member

Palestinian International Institute - Founding Member

#### Mr. Nabil Abu Issa (Vice Chairman)

Qatari Businessmen Association

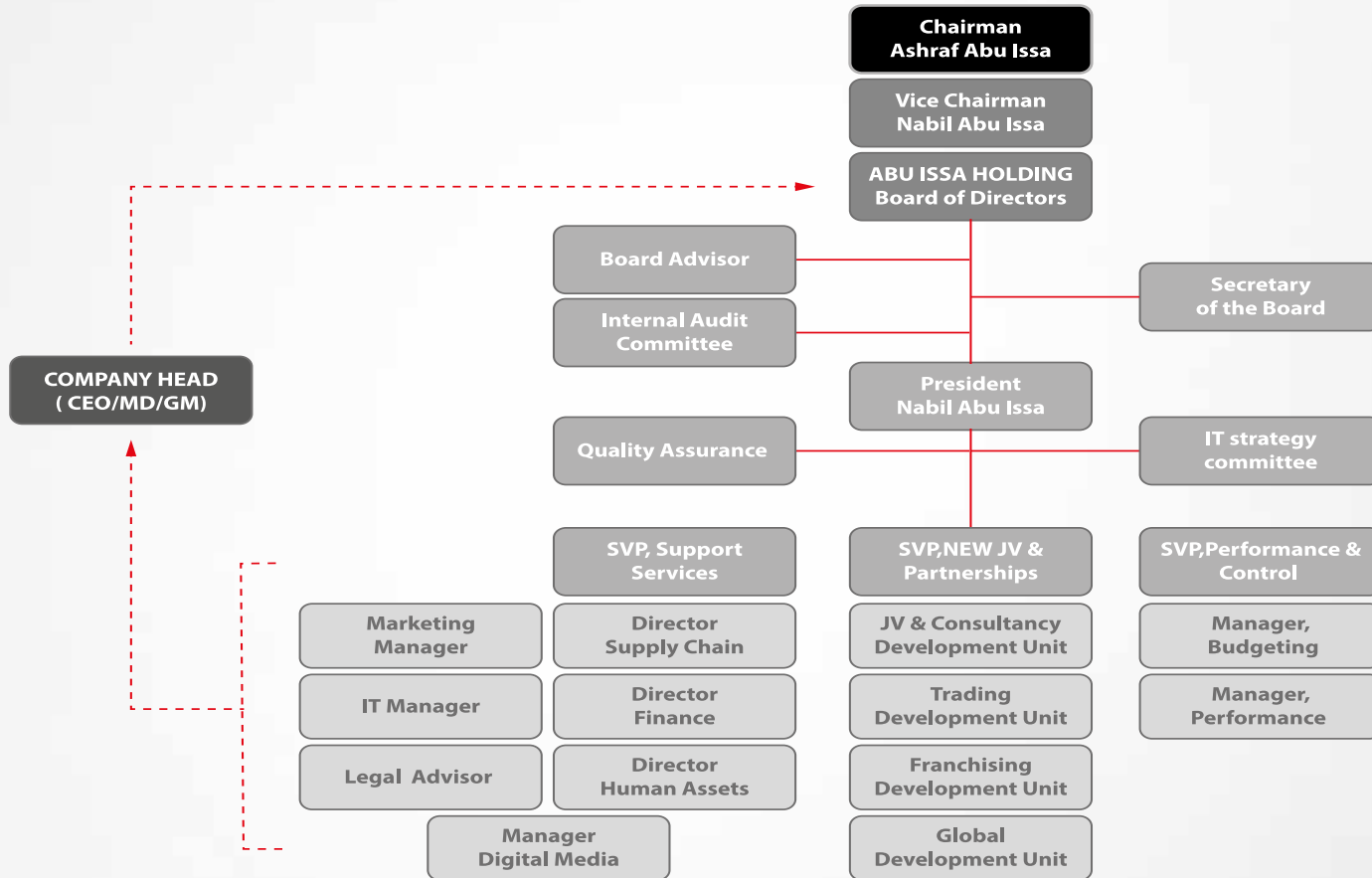
YPO, Young President Organization

Al Sadd Sports Club - President of the Basketball Operation

#### Mr. Fawaz Idrissi (Senior Vice President)

YPO, Young President Organization

# ORGANIZATIONAL STRUCTURE



## KEY VALUES

- Integrity
- Commitment and Achievement (deliver what we promise)
- Strength of a Corporate Entity with Details of a Family-Owned Business
- Partnership Spirit with Employees and Customers

## VISION

Our vision is to lead prosperous business growth in Qatar, the region and the world by setting up effective modules for Retail, Distribution, Services and Joint-Ventures.

Over the years, Abu Issa Holding has grown into an extraordinary holding firm with top level sister companies offering turn-key solutions ranging from Arts and Photography to Heavy Equipment and Construction.

Abu Issa Holding continuously thrives on successful business growths and constantly seeks the next best partner.

## MISSION

- Solutions that serve the emerging Qatari market through a full range of innovative products and services in the field of ICT, Home Appliances, Electronics and Furnishing Solutions.
- Providing exceptional services that exceed customer expectations and enhance the lifestyle of people living in Qatar.
- Regional expansion for new Retail concepts that fill gaps in the market.
- Maximum utilization of our strong network to create synergies and attract international investments. Thus, supporting the overall economy and gross domestic product (GDP) of the State of Qatar.
- Sharing benefits with employees, suppliers and partners to boost motivation in the overall AIH environment.

## TOWARDS THE FUTURE

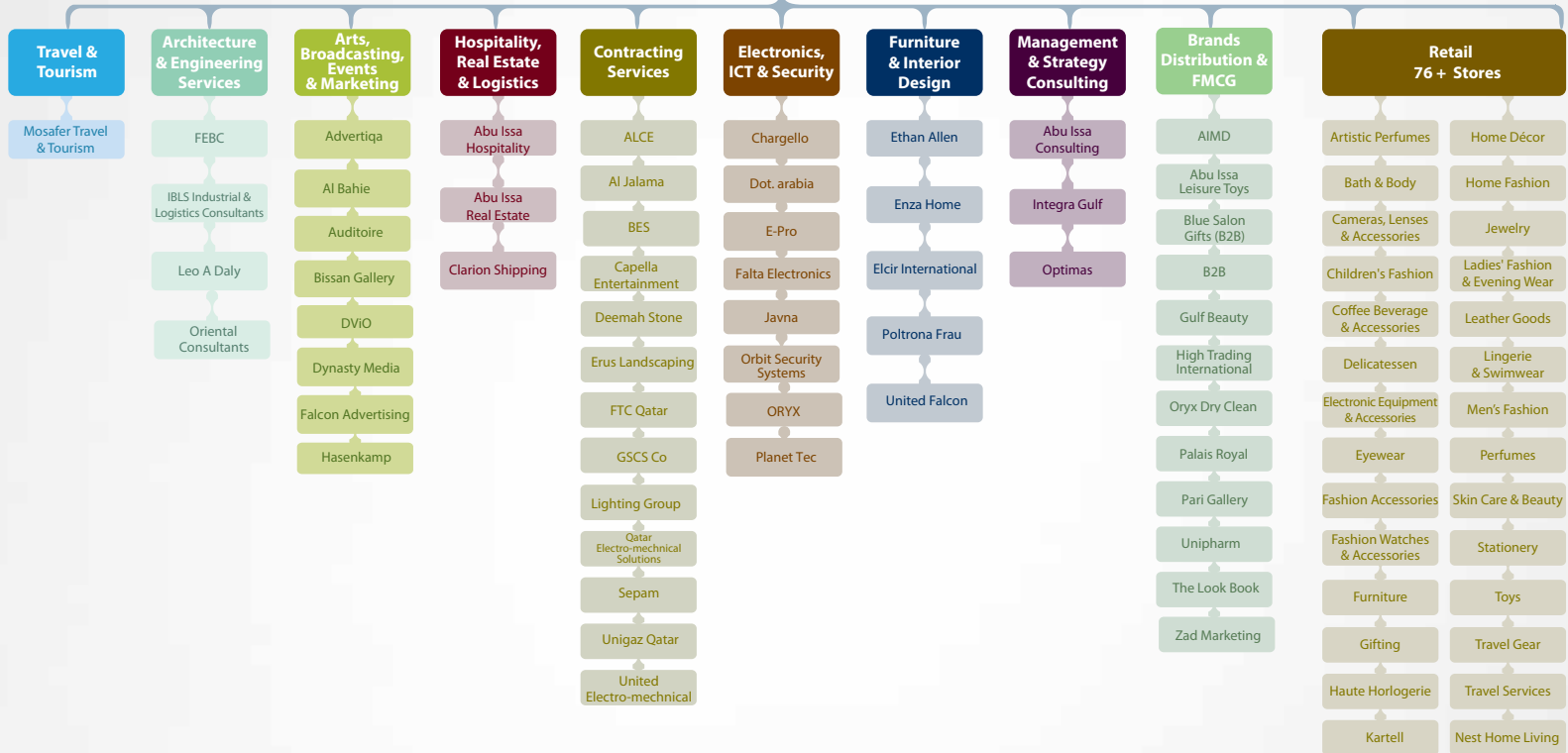
- Sustain long-term and strategic business relationships with our customers, joint ventures, partners and vendors.
- Achieve aggressive, profitable and stable financial and business development.
- Maximize the Return on Investment (ROI) of all business lines and companies through the optimal utilization of resources.
- Reach operational excellence through Lean and Agile Value Chain (LAVC) Strategies.
- Enhance customers' loyalty.
- Create fair, dynamic and smart performance management systems, which allow for the sharing of welfare across AIH employees.
- Accomplish corporate headship in the market through the management of innovative products and solutions.



## PARTNERSHIP APPROACH

- Development of investment opportunities and partnerships worldwide.
- Utilization of in-depth knowledge of the Qatari and Middle Eastern markets.
- International experience with numerous partnerships worldwide.
- Creative and professional resources.
- Supporting and sustaining the joint ventures.
- Matrix organizational structure and Lean and Agile Value Chain (LAVC) strategies.
- Freedom and independence for all business heads to innovate departments through specialized control, budget monitoring and reporting systems.
- Full-specialized support services such as Finance, Human Assets Management, Supply Chain Management, Legal, Marketing, and ICT services provided through Service Level Agreements.

**ABUISSA**  
HOLDING





## MOSAFER TRAVEL & TOURISM



Mosafer Travel is an IATA accredited corporate business travel management company under Abuissa Holding. Operating for more than a decade, Mosafer Travel has become an exclusive entity that enhances customer's travel experience, and act as a single source for air travel, luxury hotel, holidays and corporate business travel solutions.

Ever since the inception, Mosafer Travel has always been leading in the travel & tourism industry with our State-of-the-art technology and innovation. Employing this technological expertise, in fact Mosafer Travel is the first travel management company that has become a completely online travel agency – GoMosafer.com making us the first travel agency to win the digital transformation award in Qatar.

Additionally, as part of expansion, Mosafer Travel has formed strategic partnerships with the ATP Group - the leading global corporate travel solution company. This would further enable Mosafer Travel to successfully manage business travel on a global scale. Few of our reputed customers are Qatar National Bank, Qatar Media Corporation, Ministry of Culture, Ministry of Justice, Ministry of Communication, Accor Hospitality, Hilton Hotels & Resorts, Wyndham Resorts, Crown Plaza, Pullman, Rixos, QatarEnergy (Qatar Petroleum), GECF, NEC, UDC Qatar, Black Cat Qatar, ZIKA Group, Aertssen, QSI etc.

### **What makes Mosafer Travel unique?**

- Competitive prices on airfares, hotel and other travel services.
- Our State-of-the-art technology assure you the lowest price options.
- Online booking made easy through our website platform.
- Personalized 24/7 support center through whatsapp, telephone, & email.
- Provides customized "Complete Customer Care" program.
- Professional travel consultants elevate your travel experience.



ARCHITECTURE  
& ENGINEERING  
SERVICES

## FEBC



Founded in 1989, febc are a consultancy firm, delivering FF&E and OS&E Procurement management services to hotels and residential units all around the world. They have 25+ Years Experience in Hospitality Procurement and a Long-Standing track record in hotels, serviced apartments and residences with 60,000+ Units serviced in over 25 countries worldwide.

We have a simple 4 step process: Planning, Procurement, Logistics, Handover.

We are with you every step of the way, from take-off to handover.

We learn your needs, build the strategy and drive the process. Every project we work on has a dedicated Director, Manager and Coordinator. With access to a worldwide database of suppliers and manufactures, what you are looking for is in the palm of our hands.

## IBLS Industrial Buildings & Logistics Solutions



IBLS is an engineering and logistics consultancy service provider who possesses extensive experience in Food Processing Industries, Industrial Buildings, Logistics Centers & Logistics Villages Design, in Middle East and experience for the design – installation – construction of special facilities (Logistics Automation Systems, Production Lines in Food Industries, Industrial Refrigeration Systems & HVAC, Power Production Systems, Slab on Grade & Super Flat Floors & ESFR Systems).

Our experience has been transformed into a reliable methodology for the Investment Projects of our clients and we have never compromised on the quality and the services provided to them.

### **Completed projects in Southern Europe, Qatar & Saudi Arabia, concerning:**

Logistics Warehouses & Logistics Villages, Industrial Buildings

### **List of reference indicative projects in the last two years in Qatar & Saudi Arabia:**

Logistics Park Bou Fsila - Ali Bin Ali-Qatar, Frozen-Chilled & A/C Warehouse-GAC-Qatar, New Industrial Warehouse & Workshop – Al Bahie Auction House- Qatar, New Logistics Center – Friendly Food-Qatar, New Food Stuff Warehouse and Production Area – Tamween Foods- Qatar, Cold Storage Project - Loyalty Business Development & Investment LBDI/Credo- QATAR, Storage facility at St. No. 2. - Gulf Warehousing Company GWC- QATAR

Pharmaceutical & Distribution Warehouse in Riyadh & Jeddah – AL DAWAA-KSA, Logistics Warehouse- NEOM CITY -KSA, Central Logistics Hub-THE RED SEA DEVELOPMENT COMPANY (TRSDC)- KSA, New Warehouse in Jeddah-SUNBULAH GROUP-KSA, Warehouse Park- King Abdullah Economic City Industrial Valley- KAEC-KSA

## LEO A DALY

LEO A DALY

Leaders in the design of the built environment, Leo A Daly has successfully established itself as one of the largest planning, architecture, engineering, interior design and program management firms in the world. Partnering with Abu Issa Holding in Qatar, Leo A Daly has been working in the Middle East for over 45 years, building lasting relationships with its clients. The award-winning and diverse portfolio of Leo A Daly's projects across the world has solidified their competence as the leading firm, dedicated to design excellence that creates spaces that enrich the human experience in a new paradigm of design excellence

## ORIENTAL CONSULTANTS GLOBAL



Oriental Consultants Co., Ltd. (OC), one of the leading Engineering Consultants in Japan. They successfully carried out the consultancy services for the preparation of The Qatar National Master Plan 2032 for the Ministry of Municipality and Urban Planning, the State of Qatar from 2007 through to 2011.

Oriental Consultants Gulf LLC is the Consulting Engineering firm jointly set up with OC in 2012. Oriental Consultants Gulf LLC brings optimum professional solutions to its clients in the Middle East and nearby regions. The company offers a wide range of services and solutions.

These solutions consist of Planning, Design and Management for various fields such as Rural and Urban Infrastructure Development, Railways, Deep Sea Ports, Airports, Architecture, Roads, Bridges and Highways, Agriculture, Water Resources, Oil and Gas, Tourism Development, Environment and Natural Disaster prevention.





ARTS,  
BROADCASTING,  
EVENTS  
& MARKETING

## AUDITOIRE QATAR

# AUDITOIRE

AUDITOIRE is a brand experience agency that creates impressive live events that inspire, motivate and engage audiences.

AUDITOIRE transforms the conversation between organizations and their various communities like employees, partners and consumers. We place these audiences at the heart of strong emotional experiences, elevating them to primary brand ambassadors.

For the past 33 years, AUDITOIRE has been cultivating a taste for these experiences, marking minds for its unexpected ideas, coupled with cutting-edge technology. Since 1989, our agencies located in Paris, Shanghai, Singapore, Hong-Kong, Dubai and Doha, have designed and produced more than 3,000 such live events for leading brands and businesses all over the world.

Today, more than ever before, we know what matters most to each of us is not only what brands say but what they do.

Auditoire Qatar Major Events;

INAUGURATION OF THE NATIONAL MUSEUM OF QATAR, DOHA JEWELLERY AND WATCHES EXHIBITION - Largest exhibition for jewellery and luxury watches, GULF CUP OPENING CEREMONY - The Union of Persian Gulf Countries



بيسان جاليري  
BISSAN GALLERY

## BISSAN GALLERY: ART & FRAMING

Bissan Gallery is established in 2000 as one of the first art galleries and picture frames factory in Doha under Abulssa Holding (AIH) at the forefront of the fledging art scene of that time.

AIH is a family-owned business operating in 9 countries with over 4,000 dedicated employees, working towards market expansion and global presence.

Bissan Gallery has a team of experienced framers and artworks installers with a factory of 1000 Sqm and advanced machinery production line, to provide best quality and top finished products to our valuable customers.

Economically and culturally, Bissan Gallery contributes to the community by cultivating the area's distinguished social and cultural foundation. A foundation that underpins the continued and growing prosperity of the region.

These achievements were successful by combining all stakeholder's strengths, starting from the clients need to the artists creativity and Bissan Gallery experience.

Bissan Gallery offers a wide variety of services including onsite consultation, preparing for art exhibitions, and executing artworks. We seek to serve everyone's framing needs from large corporations to small businesses and individuals.

- Manufacturing of customized picture /art frames
- Artwork's handling, packaging, and installation
- Providing oil painting artworks, fine art prints, sculptures
- Photo lamination on acrylic, forex board and wood
- Acid free mountboards, non-reflective glass

Our Clients;

PHCC, Katara, QatarEnergy, Ministry of Finance, HMC, Sidra Medicine, Qatar Olympic, Qatar Museums, Qatar Foundation

DViO is a multi-award winning, global creative-tech and digital-first marketing organization that focuses on the 360° digital transformation of brands and businesses across a multitude of sectors. With presence in 4 countries that service 10+ markets, and a team of 200 employees, DViO today works with 100 brands globally.

DViO's current global clientele includes market leaders like Gulf Marketing Group, Emirates NBD, Aster DM Healthcare, Medcare Hospitals, Amity University, Manipal University, Lulu, Homebox, Burjeel Hospitals, Flipkart, Zee5, Hotstar, RazorPay, PhonePe, Max Fashion, Meesho, Vyrl (Universal Music), Games 24x7, among others.

Ms. Sowmya Iyer, Founder & CEO of DViO Digital is particularly known for her interest in the start-up eco-system. She started an incubator for 18+ ad tech and marketing tech start-ups. The idea of the incubator is to connect the world's innovative technology with brands and businesses DViO works with.

DViO's incubatee and partner companies are working on technologies like Video Tech, Content tech, VR and AR, ML and AI. DViO helps integrate their solutions to solve real business and marketing problems.

With the incubator - which keeps adding new technology and companies to it every year -- DViO has created a unique positioning of a creative and digital company that's always riding the Next Wave.

Few note-worthy mentions:

1. 300% increase in social engagement for Lulu across social platforms in just 1 month via Design For Action (our proprietary model based on 9 years of research to understand what creatives gain the highest performance across platforms)
2. Created over 50 AR (Augmented Reality) projects so far across industries and markets
3. Design over 350 creatives every single day
4. Launched Jumbo on Voice Search for iPhone – which retained the zero position for a whopping 6 months



DYNASTY  
MEDIA

## DYNASTY MEDIA

In the fast-paced digital realm, businesses face the formidable challenge of capturing their audience's attention and distinguishing themselves from the competition. Crafting compelling content, devising effective marketing strategies, and optimizing online visibility can be demanding tasks.

At Dynasty Media, we provide an award-winning solution to this multifaceted challenge. With over 15 years of industry experience and a diverse international team, we specialize in crafting captivating narratives, implementing successful marketing strategies, and optimizing online presence. Our unique Scandinavian-Qatari fusion infuses a distinctive creative flair into our offerings.

### Our Award-Winning Services:

**Captivating Content:** Our storytelling expertise ensures content that deeply resonates with your target audience.

**Comprehensive Marketing:** From branding to social media management, we deliver end-to-end marketing solutions tailored to your needs.

**Digital Mastery:** Our team excels in graphic design, app development, and SEO optimization to amplify your online visibility.

**Experience the Dynasty Media Difference:**

Discover the Dynasty Media difference, where award-winning Scandinavian-Qatari creativity meets digital innovation.

Ready to elevate your brand? Contact us for a consultation. Together, we'll craft your success story.

## FALCON ADVERTISING



A successful Media and Advertising Agency staffed with a talented team of creative and skilled Designers, Copy Writers, Illustrators, Advertisers and Developers dedicated to solve all Advertising and Web challenges. Services range from Corporate Literature, Corporate Branding, Advertising & PR, Direct Mail, Exhibitions, Logo Creation, Brochure, Illustrations, Web Design, Content Management, Online Marketing and Email Campaigns.

Falcon Advertising provides a one-stop-solution to all its clients. As a permanent assignment, Falcon Advertising is responsible for the quarterly publication of Blue Salon life style magazine "Beauty & Elegance"; which has become a published icon for the Retail industry.

## ADVERTIQQA



Advertiqa is an advertising, communications, and marketing company, resonating the pride and spirit of the State of Qatar. We are committed to innovative services in advertising, social media marketing, public relations, traditional and digital printing, and event management, to promote the reputations and businesses of our clients.

Our products and services are founded on the experience, expertise, adaptability to evolving market trends, of our team members. The growing clientele and prestigious projects we have to our credit, stand testimony to the success of our innovative endeavors.

Talabat - Public Relations Services to the leading delivery App in Qatar, Promos.Qa- Our Advertising Mobile App

Our latest Project; Publishing and Marketing: "Qatar 2022" edition in partnership with Al Qabas Kwaiti newspaper



## HASENKAMP



Established in 1903 Hasenkamp International Transport has been specialised in Fine Art logistics and Fine Art handling ever since.

With over 600 employees, 25 subsidiaries over the world, 300+ specialized Fine Art trucks and over 15 specially designed Fine Art storage facilities, Hasenkamp is internationally the most recognized provider in Fine Art Logistics, Fine Art Handling and Fine Art Storage services.

Hasenkamp Middle East has been established in 2010 under German management to service the expanding Middle Eastern countries. Beside the Doha branch, Hasenkamp is also based in Duabi, Abu Dhabi and Riad.

"We live art. With passion." Dr. Thomas Schneider, Managing Partner of Hasenkamp

Mission statement: "To provide quality service in art logistics and art handling executed by experienced, trained and dedicated staff. Providing innovative solutions and secure packaging and handling standards."

### Hasenkamp in Qatar

Hasenkamp Qatar has experience with large scale and complex installations at, amongst others, MATHAF, the Fire Station, Qatar Foundation and the National Museum of Qatar.

In addition to various complex and diverse exhibitions, Hasenkamp Qatar assists with installations of (Public) Art Sculptures and private art collections.

We also manage imports, exports, crating and advise on storage solutions for private clients as well as museums and art galleries.



BRANDS  
DISTRIBUTION &  
FMCG



## ORYX DRY CLEAN



Oryx Dry Clean (EX: PRESSTO) has been a provider of Retail laundry since 2012. Currently Oryx Dry Clean as a member of Abu-Issa Holding is establishing a strong network of modern retail and semi-commercial laundry across the state of Qatar.

Oryx Dry Clean is ONE STOP LAUNDRY where we offer a range of services include but not limited to Pressing , Washing & Dry cleaning your cloth and linen and extended to alteration and leather goods fixing , polishing and cleaning.

Oryx Dry Clean using the highest technology to operate a premium subscription pickup and delivery service for laundry and dry cleaning, you can reach us through out our Social Media Channels "Oryx Dry Clean" , "WhatsApp " and/or our Mobile App.

## UNIPHARM TRADING



UNIPHARM TRADING LLC pride itself in its reputation of having remarkable distribution sales and sustainable growth in the market. The company may be new in the pharmaceutical industries but it's fully backed up by its mother company – Abu Issa Holding (AIH). Unipharm gear towards perfecting its managing capabilities, influence and expertise. It will continually uplift and grow its business operations through world class management and professional leadership.



## HIGH TRADING INTERNATIONAL COMPANY



High Trading International Co.

High Trading International Company was established in 2009, which is a joint venture between Abu Issa Holding and Soj the First. We are the Exclusive Distributor of Nestle Nespresso Coffee and Machines in the State of Qatar.

We provide Nespresso Coffee Capsules for Retail and Wholesale in Qatar, covering most of the leading Hotels and Companies in the country.

## PARI GALLERY



A partnership between AIH – Qatar and Al Fahim – UAE since 2003, Pari Gallery is a leading Luxury Retailer in the GCC offering customers a premium selection of over 450 international brands across several product categories . Pari Gallery is synonymous to Luxury, Fashion and true Arabic Hospitality.

Leading the market with 4 locations, Pari Gallery offers the finest selection of leading brands of Watches, Fragrances, Cosmetics, Eyewear, Accessories, Fashion Jewelry and Goods. It also prides itself with its fabulous collection of “Exclusive Brands” that can only be found in its showrooms.

## THE LOOK BOOK QATAR



Our beauty business proudly offers top tier products, featuring 2 standout brands, Wella Professionals and Proraso. Wella Professionals excels in premium hair care solutions tailored for professional salon use, while Proraso specialized in high-quality men's grooming products.

Our commitment lies in delivering excellence and meeting the divers needs of our clientele





# CONTRACTING SERVICES

## ALCE



ALCE as a group is carrying out prestigious works in Qatar and Kingdom of Saudi Arabia focusing its 20 years of accumulated design, fabrication and installation, integration and management experience, with relevant and substantial technological assets at its disposal.

ALCE aims for works that require expertise in facade works, special claddings, hi-tech metal works which are parts of specialized architectural works that require reflection of outstanding quality, architectural aesthetics.

ALCE is ready to provide a skillfully balanced conformity of interdisciplinary interfaces in its jobs regardless of their physical or budgetary sizes. ALCE ensures that its customers shall benefit highly from the described features that shall give their building a greater sense of value as add-ons contributing to the customers critical success factors.

Following are outstanding examples of the works that have contributed immensely to the expertise and knowhow accumulated within ALCE management, construction and design teams.

We, ALCE Engineering Qatar W.L.L, as a leading company for the design, supply, fabrication and installations of unique building envelopes, provide the following services and product ranges;

Architectural metal works (aluminium, stainless steel, copper, zinc, Corten steel, weathering steel, metal meshes etc..), Metal ceilings, Facade claddings, Interior cladding and art works, Metal roofing, Structural glazing, spider glazing, Stick and unitized curtain walls, glass windows & doors, Skylights, domes, atriums, GRC works, Tensile/lightweight/membrane structures, Interior design and decoration works, Canopies with various designs, sunshades, screen & louvers, Ornamental metal work, decorative.

In the year of 2004 Alce Engineering Qatar was also established to serve prestigious projects that are being realized in Qatar. Since 2004 Alce has completed unique projects of worldwide reputable architects for Qatar Foundation on Education City.

## AL JALAMA



AL JALAMA is one of the most reliable formwork premium supplier in Qatar.

We offer rental and sale solutions on formworks with wide product portfolio. Our supplier are constantly followed by engineering, training and inspection for convenient execution. By combining technical expertise, range of products, and constant availability, we develop and create sustainable formwork solutions for buildings, homes and civil engineering projects. We are one of the very few actors to propose such a wide range of products and services. We currently have a large number of clients in Qatar. Our customers include companies of varying sizes, even if most of our activity (89%) is dealt with major contractors. Operating locally for more than 10 years.

AL JALAMA participated in the major projects.

Formwork Supply & Installation for QP Financial District, Extension of Qatar National Convention Center (QNCC), Mshereib Down Town Doha, Lusail Carpark Project, Dukhan Pumping Station #6 Project, Doha South Sewage Plant Project, Kahramaa Substation Project - 132/11kV Logistic Village, Central Kitchen Project – Logistics Village, Qatalum Butt Storage & Bath Building Project, Qatar Foundation – Nursery Project, Package 5B – Utility Culvert - 66 Kv & 11kV Culvert, P003 –Lusail Expressway, New Doha 66/11Kv Substation, Design + Built Package 2 – Redline South Underground, Al Wakrah Stadium and Precinct, Doha Port Re-Development Project Infrastructure & Streetscape Package – Mockup Building -7, B+G+4 Residential Building, Fox Hills Complex, Lusail, Qatar Airways Loungesat HIA, Lusail DCCT Tunnels Projects, QP Halul – Kahramaa Substation Project, Mshereib Downtown Doha Project (Phase 2).

## Building Envelope Solutions (BES)

Building Envelope Solutions (BES) is a Metal Works' Supply and Installation Contracting Company was established in Qatar since 2017, owned by Farajallah Trading Co. – Qatar (FTC- Qatar) under Abu Issa Holding (AIH).

BES manage the engineering works associated with the supply and the installation works of the steel structures and the cladding systems like sandwich panels and standing seams system as an integrated envelope solution for the roofs and walls as well as its accessories like roof ventilators, access hatches, roof walkways, fall protection systems, Maintenance Platforms used in Oil and gas industry, through our international solutions partners and suppliers world-wide. In addition to the cold stores and refrigeration works with FTC-Qatar in the logistic and industrial projects.

With more than 25 years of consistent experience in management and development of industrial construction business in the GCC region and in the state of Qatar, a various projects were successfully accomplished and delivered with excellence and high quality for a high-importance and large-scale projects like in Hamad International Airport projects and Qatari Armed Forces Projects, were added to the Food Industry projects like Baladna Expansion and Mazzarati, and logistics Projects like warehouse of Qatar Distribution Centre.

BES multi teams Design, Manage, Supply and Install the Structures and the Cladding works with highest level of proficiency, transparency, and quality leaving satisfaction experience with all customers and business stakeholders of:

- Factories and Warehouses
- Logistics Facilities
- Malls and Showrooms
- Aircraft Hangars
- Airport Facility Buildings
- Cold Storage and Refrigeration Facilities
- Green Houses for Agricultural Farms

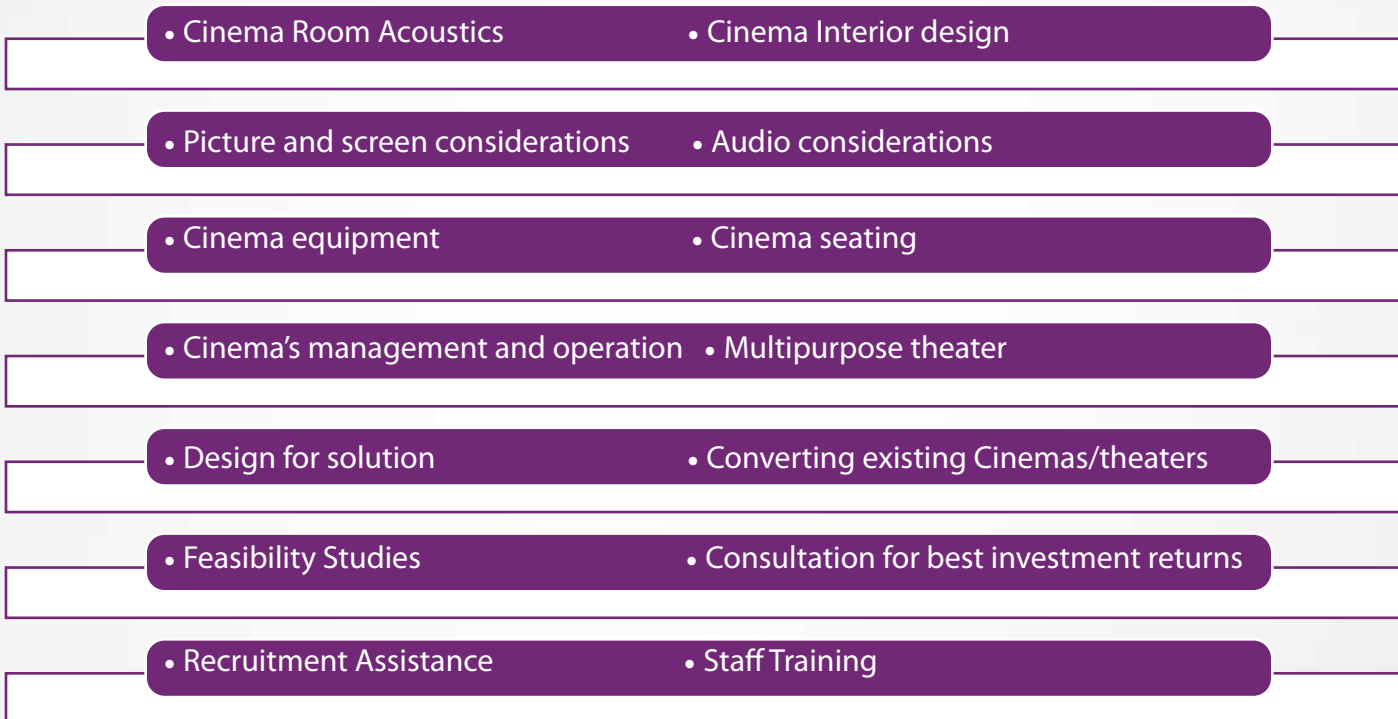
## CAPELLA ENTERTAINMENT



Professional dealer and integrator of cinemas and audiovisual solutions.

Gaining a multitude of experience from designing, fitting-out and commissioning a number of diverse cinemas of varying sizes and locations Ranging from private cinemas on yachts and Royalty homes to multiplex installations in major shopping malls

Our scope of work integrates the following for a smooth turnkey operation;





## DEEMAH STONE

Deemah Stone was established in Australia in 1985 by Mr. Raymond Bechara. The company quickly became the leading stone subcontractor in New South Wales. In 2006 Deemah Stone opened to the GCC particularly in the UAE and in 2011 Deemah Stone Qatar was established.

Through our well experienced management and with our computerized factories in both the UAE and Qatar, we have cemented our position as one of the most reliable stone contractors in the GCC.

Deemah Stone being a major international player in the stone industry is more than capable of supplying and installing stone products, on a scope that includes both large scale commercial and residential developments. Many of the company's old, current, and new Clientele Contracts/Projects have been accumulated through our well-known background that proves Deemah Stone as being completely dedicated to producing the highest standard of quality, services and always ensuring customer satisfaction.

Deemah Stone furthermore pride themselves on providing quality products at the most competitive prices, while meeting construction programs within budget constraints.

### Completed Projects Qatar;

Katara Towers Hotel – Lusail, Salwa Resort & Spa, Msheireb Downtown, Masraf Al Rayyan HQ International, Doha Oasis – Bayan Tree Hotel, Msheireb & Education City Metro Stations, Doha Hotel & Spa, Alar Hotel & Spa, HIA Car Rental Facility, New Doha Port , Al Fardan Tower – Lusail, W Hotel – Doha, Sheraton Hotel, Shangri-La / Rotana/ Merweb, Traders Hotel

### Ongoing Projects;

KATARA TOWERS PACKAGE 4Commercial, Msheireb Downtown Doha Phase 4, VVIP PALACE (Zone 1 – 5), ALAR Hotel Development, MASRAF AL RAYYAN HQ, DOHA HOTEL & SPA, VVIP VILLA, VVIP, AL WUKAIR VILLA





## ERUS LANDSCAPING

Erus Group started its journey in Turkiye and ever since been deeply committed to making each city greener, smarter, and safer over the last two decades. As ERUS Group, we are committed to continue with our works focused on happiness of people and aimed at facilitating life, generating added value.

As a part of our global vision, Erus Qatar operates in urban furniture, children's playgroups and cyber security in Qatar. Utilizing our services for critical and time-sensitive project requiring unique, high-quality, and innovative solutions. We have the agility, professionalism, and deep expertise to meet and exceed your expectations.

Details of Ongoing Project;

### **CONSTRUCTION OF WEST BAY NORTH DEVELOPMENT PARKS AND ROADS (PA 2020 C 062 G)**

Client: PUBLIC WORK AUTHORITY (ASHGHAL) Scope: Supply of +3,500 PCS. Street Furniture (Benches, Litter Bins, Bike Racks, Tree Gates, Bollards)

# FTC QATAR

Your Solution Partner.

A progressive international and highly respected Mechanical Engineering company with expertise in Equipment Supply, Engineering Services, and Technical Support in the different fields of Electro Mechanical Engineering that has added to its portfolio many globally recognized brands that carry foreign and local certification of approvals and acceptance of quality.



### SCOPE OF WORK

 Refrigeration	 Thermal & Acoustic Insulation	 Fire Rated Materials	 Exhaust & Ventilation	 Hygiene Systems	 Air Conditioning	 Air Handling
 GEO Cellular Tanks	 Valves & Copper Tubes	 Material Handling	 Racking	 Industrial Doors	 Spare Parts	 Maintenance

### PARTNERSHIP OF LOCAL & FOREIGN CORPORATE GIANTS



**ABUISSA** HOLDING أبو عيسى القابضة

**Farjallah** Holding s.a.l.

### BRANDS

## GSCS Co - GULF SYSTEMS FOR CONTRACTING & SERVICES COMPANY



GULF SYSTEMS for Contracting & Services Co. (GS) is a valued construction company. Known for its professionalism and corporate integrity.

Gulf Systems is a Qatari Company, a partnership between Abu Issa Holdings Group - Qatar, with 51% shares and Saudi Arabian Trading & Construction Company (SATCO) – Saudi Arabia with 49% shares.

GS is committed to quality service and continual improvement. Specializes in different sectors of construction and your turnkey provider. We pride ourselves on meeting every need and thrive on challenges. Our team will work hand in hand to ensure that our projects are safely, on time and to the highest standards of quality.

Providing over 10,000 Man Camp in Qatar (2007) and welcomes you to another venture in opening IWAC's first 5,000 Man Camp under the Ministry of Municipality & Environment (MME) and over-all supervision of ASHGHAL.

Built in the center of Umm Salal Mohamad, strategically placed to closed by project sites. 5,000 Man Camp is a four-story building (G+3), equivalent to a 3 Stars Residence. GS used steel structural panelized system for permanent accommodation and pre-engineered building for other associated support facilities. With a total of 32 Labor Accommodation, 1 Supervisory Building, that could accommodate spaciouly for 6,000 individuals, with a total of 1,400 rooms.

Other buildings had been constructed, Health Clinic with Ambulance Parking, Kitchen and Dining Facilities, Food Cold Storages, Administration Building, Mini Stores, Warehouses, Central Laundry, and Friday's Mosque including the Imam House. All major Utility Systems had been constructed including all underground water storage tanks (fully reinforced concrete) for Potable Water, Treated Effluent Water, Black water, and Fire Water. Open door Sport's recreation had been constructed and installed with equipment units such as the Basketball Courts, Volleyball Courts, and the Soccer Field areas. All around the camp, has landscape areas including Palm Trees, Trees, Shrubs, and Ground Covers.

## LIGHTING GROUP QATAR



LIGHTING GROUP WLL that has been founded in 1994, owned and managed of a family with a history in the lighting industry since 1923. A company specializes in Lighting Design with great exposure and promoting activities in the presently market trends. Today, Lighting Group has grown to become a renowned Lighting company throughout the Gulf and the Middle-East whose main office is in Lebanon (**Lumiere Group**) with other branches in Ivory Coast, Jordan, KSA, Kuwait, Nigeria and UAE. It has unfolded into a group of companies with its own specialized task, each with its own skilled management and excellent staff who will guide you with their best ideas.

LIGHTING GROUP is known for its exceptional array of international brands integrated under one operation, to provide the industry's most innovative and functional solutions, from iconic light fixtures to world-leading technology and light performance expertise. The challenge of developing outstanding atmospheric lighting, for special tailor-made solutions remains the drive behind the leader of the craft. Lighting Group capabilities extend to the effective contribution of leaders in management, design and the engineering for a holistic approach. Projects in Qatar includes solutions for interior and exterior lighting. Amongst the selection; the Jazz bar at the St. Regis Hotel, Hakkassan Restaurant, Al Baraha Tower, Doha Mall, Musheireb, Marsa Malaz - Kempinski, Marsa Arabia – St. Regis, Pari Gallery, Aspire Zone, New Doha Port, Salwa Beach Resort, Lusail Stadium and Ahmad Bin Ali Stadium , to name a few.

We are good at what we do because we are passionate about it.

## QATAR ELECTROMECHANICAL SOLUTIONS W.L.L.

Qatar Electromechanical Solutions W.L.L. (QEMS) is a member of Abu Issa Holding, with a certified ISO 9001-2015. QEMS established its office in Doha in year 2011. QEMS is the Authorized Distributor of AUX, PROFLEX, ORYX and CRANE. QEMS is a market leader in HVAC Air Conditioning Systems, Services and solutions. QEMS controls the most comfort of the air quality in Residential, Commercial and Industrial Projects.

**OUR MISSION AND VISION:** As a local leader in Air Conditioning Systems, Services & Solutions, QEMS controls the comfort of the air for people in their homes and many of largest & most prestigious Residential, Commercial, and Industrial & Institutional Buildings. QEMS has an integrated HVAC Solutions provider for any construction segment. The company deals with a diverse range of HVAC Unitary & Products such as MIDEA, HITACHI, AUX, PROFLEX, ORYX, PETRA, DAIKIN, YORK, CARRIER and others

QEMS offers abroad range of energy-efficient heating, ventilation & Air Conditioning (HVAC) with MEP solutions, dehumidifying & air cleaning products along with service & parts support for advanced building controls & financing solutions.

**OUR SERVICES:**MEP Contracting, HVAC Designing and Contracting, Plumbing, Designing and Contracting, Fire Protection Designing and Contracting, ELV & Security System and Contracting by Orbit, Services and Maintenance

**Our Top Projects:**

P139 National Service Academy (MEP), Military Camp (HVAC), P195 Al Zaeem Academy (HVAC), 1000 1200 Hotel (MEP), Rotana Hotel Building (HVAC)

SEPAM is a Global Project Management, Engineering & Construction company building its reputation for excellence in What Moves Us, What Powers Us and What Connects Us.

SEPAM is inspired by innovation, and we excel at delivering:

- Project Management
- Global Supply Chain
- Integrated Technology Solutions
- Construction Management
- Design & Engineering
- Commissioning & Completion

SEPAM's mission is to make a difference by creating a Safer, Healthier and more Sustainable future for everyone.

Current & Completed Projects;

### **Project Engineering, Procurement, Construction & Commissioning Solutions**

Heathrow Airport, London, Doha Metro, Cross Rail, London, Alba Port Line -6, Bahrain, Chuandongbei Gas, China, PIC Olefins II, Kuwait , South Hook LNG, PMP- Qatar Gas, Qatar, Mayo Clinic, USA, Confidential Datacentre, Ireland, High tech Industrial Expansion, Ireland, Greater Gabbard Wind Farm

**Energy Storage Project** - Shannon Cleantech 50/70MW BESS

**PV Solar Generation Project** - Clonmel Community 5MW PV- Solar Park

**Design, Engineering, Procurement, Construction & Commissioning Solutions** - Maaden Aluminium Complex, KSA, Glossy Bay Marina Project ,400 MW Combined Cycle Power Plant, Ireland, Sadara, KSA, Confidential Pharmaceuticals Project, Ireland ,

**Integrated Technology Solutions Construction & Commissioning Solutions** -Disney Shanghai Resort, Olympic Park, UK, KAUST University, KSA

**Battery Technology Innovation, Research and Development** - Interreg STEPS Project - Wexford County Council

## UNIGAZ



A Joint Venture with AIH since 2001, Unigaz - a member of Sidani Group Holding, was founded in 1957. As part of the expansion of Unigaz into the GCC market, Unigaz Qatar was established in 2007, and within a very short period of time, has successfully managed to become one of the main market contractors of the downstream Oil & Gas sector in Qatar. Managed by a team of highly skilled and experienced professionals, Unigaz Qatar has been successfully carrying out the design, supply, installation, operation and maintenance of Bulk LPG Systems, City Networks, Fuel System Installations, Gas Detection Systems and Piping Networks for the Residential, Commercial, Hospitality, Industrial and the Infrastructure sectors.

Unigaz Qatar started its Qatar operations in 2007 as an LPG (Liquefied Petroleum Gas) systems design and installation specialist. The company has rapidly grown over the years to become one of the main companies in the LPG & Natural Gas Central Systems industry in Qatar.

**DESIGN, INSTALLATION AND MAINTENANCE:** Unigaz Specialized Engineering Services & Networks Design provides services for: (LPG, SNG, Natural Gas Networks & Fuel System Networks) **DESIGN:** A combination of experienced engineers and most advanced software's to design gas networks that ensure the highest efficiency for our customers. **INSTALLATION:** Unigaz delivers installation projects from a single house scale up to a city scale network. **Maintenance:** We deliver maintenance from Preventive to Corrective work and all the process in between. **MAINTENANCE:** We deliver maintenance from Preventive to corrective work and all the process in between.

Our list of clients includes major reputable companies and institutions in Qatar such as Lusail City, Damac Properties, Consolidated Contractors Company (CCC), Urbacon International (UCC), Ezdan Properties, Bouygues Batiment International, Drake and Skull, Keppel Seghers, Hilton Hotel, St Regis Hotel, Marriott Dona, Fata, SEG Qatar, Metrix Qatar, Al Meera, and many others.

List of Major Projects;

Residential Building R1, R2 & R3 - 2B+G+4F - Sector B and C, Proposed Residential Tower 2B+G+21 - Al Nasseem Tower, Al Bayt Stadium Ceremonial Torch, Qatar Foundation Stadium, Katara Tower Package 3, Construction of Seef Development Project D1 and D2, Giardino Mall, Proposed Data Center at QSTP, United International School, Winter Wonderland, The Ned Hotel.

## UNITED ELECTROMECHANICAL (UEI)



United Electromechanical International Est. (UEI) established in June 1999 as a member of Abu Issa Holding (AIH) group of companies and is one of the leading Grade(A) MEP contractors in Qatar.

UEI undertake full design review, project management, supply, installation, and maintenance of all jobs laying under the MEP field. UEI share the pride that in a short period of time prestigious and technically sophisticated projects have been executed to the full satisfaction of our valued clients by professional, highly experienced work team composed of administrative staff, engineers, and technicians which all together form the nucleus of the company.

List of Major Projects;

Hangar for Qatar Emiri Maintenance Corps of Qatar Armed Forces, Snow Dunes @ Doha Festival City , Horse Owner's Complex @ Al Khor Phase 2 , Private Chalets and Club House with Ancillaries Buildings, Aspire Zone, Scout Overland Camp, New Doha International Airport (NDIA), Private Palaces, Al-Rayyan Villa Complex ( 60 Villa ), OTAIBI TOWER (2B+G+M+12), Bin Omran Commercial Center, Doha Racing And Equestrian Club, Al-Rayyan Sports Club (Phase 2), Al-Sadd Sports Club

Blue Salon Commercial Center, Sheraton Doha Hotel.





# ELECTRONICS ICT & SECURITY



## DOT.ARABIA

A Joint Venture with AIH, DOT.ARABIA is a leading company headquartered in Jordan committed to providing superior Web Development and Enterprise Services to all its clients. The team is dynamic and open to implementing its clients' diverse ideas, concurrently meeting and exceeding expectations. The services dot.arabia offers are Website Design & Development, Online Marketing & Social Media, Mobile Application Development, Application Development, Hosting Services and Maintenance & Support.

## E-PRO



Is a complete Information Technology set up offering comprehensive Technical Consultation and Proficient Software as well as Hardware Solutions to the highly emerging and dynamic Qatari market. Being a certified partner with Microsoft, IBM, Apple & Oracle along with a highly competent team, E-Pro has successfully completed many prominent projects in the state of Qatar and the region. The elegant Apple Store offers wide range of Apple products & accessories backed up by high-tech after sales services all under one roof.

## JAVNA



Javna Mobile Media and Technology Solutions delivers its services to any organization seeking to enhance their customer contacts using mobile technology.

JAVNA is a truly global organization, with main centers of operation in both Jordan and Qatar for the Middle East, and Florida, in the United States for the rest of the world.

The company's development goal is to become the dominant player in mobile technology and media across the Middle East.



## ORBIT



With a decade of experience in ELV-Security and Systems Integration, Orbit Security Systems is the 'top tier' option when it comes to your organization's security and safety as per Ministry of Interior (MOI-SSD) regulations. Besides offering the highest quality integrated systems and installation at international standards, we also understand the local market and how the security and IT industries operate with offices throughout the region.

**OUTSTANDING QUALITY IS OUR EXPERTISE:** As a leading global technology company, we pride ourselves on selecting unique and globally proven technologies, integrating leading brand of products using our "always open platform" philosophy for deployment. It is through its quality that Orbit Security System stands out. Our corporate philosophy is customized quality not easily available quantity.

**BEST MIX OF PRODUCTS IS OUR INNOVATION:** Orbit designs, integrates, and maintains a wide range of Security and IT products from top manufacturers. We provide an ever-expanding range of products comprising of: • High-end IP Surveillance / Closed Circuit Television (CCTV) • GRMS • ANPR (Automatic Number Plate Recognition) • Video Analytic • Intruder Detection Technologies • IP Access Control • Anti-Crash Barriers and Bollards • Access Control • Many other solutions.

**MAINTENANCE AND SERVICES:** Prevention is better than cure, and frequently monitoring your security system allows you to maintain the functionality of the system. to avoid premature breakdown, which could ultimately save you a lot of hassle in the future. We Orbit Security Systems run a robust planned, comprehensive and Non comprehensive maintenance programme to ensure your premises and assets continue to be protected 24/7, 365 days a year.

**LONG PARTNERSHIP IS OUR COMMITMENT:** For us, we provide ourselves on building long-term partnership with our clients, closely working with them during every development stage to fully sustain demanding projects. We rely on our internal team to provide a single point -of-contact and help implement complex systems with 24/7 support to ensure integration is installed seamlessly. Our client retention rate is above 90% and we have reached the highest tier in the partnership scale with our vendors. When it comes to reliable security, we've got you covered!

### TOP PROJECTS:

Gulf Systems for Contracting & Service Co. Workers - Accommodation 32 building (CCTV System), New Hamad Port (CCTV System), Lekhwiya Handball Stadium (Access Control System), Mowasalat Bus Showroom/ Seven Service Hubs (ELV System) Viva Bahriya Residential Buildings, (ELV System), Al Naseem Tower (ELV System), 8 Buildings Apartment Complex (ELV System)

## PLANET TEC



In February 2005, Planet Tec began business and has been a leading player in the local market for Air Conditioning, Home Appliances and Consumer Electronics. It is part of the well-known Qatari group Abu Issa, famous for the Blue Salon. Planet Tec is the authorized distributor of renowned brands such as HITACHI from Japan, Midea RAC, Mabe Appliances from Mexico, OTO from Singapore, ORYX own Private Label, Admiral from the USA & Xperience from Italy. The primary focus of Planet Tec's strategy is to consolidate its foothold in consumer & commercial fields, and to expand into the air-conditioning market in Qatar to meet the ever-growing demand for affordable cooling products as well as other consumer electronics & appliances. Our team of well-trained professionals offer specialized divisions & resources to handle both residential & commercial products, and is committed to upholding its principles of integrity, sound management, and customer satisfaction.

**OUR MISSION AND VISION:** Our company is the local leader in Air Conditioning Systems, Services, & Solutions, providing comfort in residential homes, businesses, industrial buildings, and institutions. Planet Tec uses its expertise in environmental technology and energy conservation to make a difference in energy efficiency for any construction segment. Planet Tec deals with well-known brands such as MIDEA, HITACHI, ADMIRAL, OTO, ORYX, XPERIENCE and others. As a result of its strong reputation for reliability, quality, and innovation, Planet Tec Systems & Services has established a solid presence in residential, commercial, institutional and industrial markets.

**OUR COMMITMENT:** Planet Tec is truly a customer-oriented organization and believes in the importance of service and quality. Our goal is to maintain our position as a market leader in an ever-increasingly competitive market. It is our business philosophy and working practices that emphasize customer service and communication as our core values.

**MANAGEMENT PHILOSOPHY:** In order to ensure that our customers & partners have the best possible experience, we are committed to offering them world-class products & turnkey solutions with unmatched customer service.

**OUR APPROACH:** Planet Tec works collectively as a team in every business vertical and activity of the organization in order to achieve its goals. We have dedicated profit centers and staff for each product line, ensuring focus on each product. Furthermore, Planet Tec has dedicated business heads who ensure our commitment to our suppliers and business partners is met.

# ORYX



ORYX, a market leader in design and manufacturing, offers premier air conditioning and home appliance products that meet the highest industry standards, quality, and capability.

ORYX maintains control over the comfort of Home Lifestyles through comprehensive quality control and assurance, as well as continual development of cutting-edge technology and unmatched services to suit the industry's expanding expectations.

Our product line includes a variety of Residential, Central & Commercial Air Conditioning systems, which are all offered as a prestige's models with high-end Quality at competitive costs.

Additionally, ORYX product line includes Home Appliances as Washing Machine, Dryers, Refrigerators, Freezers, Cookers, Ovens, Vacuum Cleaners, Water Dispensers with water Treatment, Kitchen appliances & Electrical home accessories units which all are designed & manufactured under best quality controlled to ensure comfort and affordability for the consumers.





FURNITURE  
& INTERIOR  
DESIGN



## ETHAN ALLEN

At Ethan Allen Qatar and at every Ethan Allen Design Center worldwide, you'll discover an extensive array of exclusive and eclectic furniture for your home. From handcrafted wood furniture to hand-tailored upholstery to artisan-crafted accessories, we have a decades-long history of offering exceptionally crafted furniture and decorative accents at extraordinary values. Our complimentary interior design service helps you bring together new looks with the pieces you already love, whether you're remaking one room or every room in your home. Visit our Design Center in Medina Central – The Pearl, or call for a complimentary in-home appointment with a professional designer.

## ENZA HOME

enzaHOME





## UNITED FALCON

United Falcon Décor and Design is specialized in the fabrication of joinery and woodworks for residential and retail shops. Our team consists of experienced engineering department with high knowledge of interior works, offering high quality solutions to our clients and working consistently to create refined and meaningful decoration works in every project.

UFDD factory incorporates specialized carpenters, painters, and installers to ensure the delivery of premium furniture. Our well-resourced capabilities allow us to meet customers' needs for any large or small job, from designing, manufacturing, and installation. Our success comes from our policies to continuously invest in technological capabilities and innovation to ensure market adaptability.

UFDD falls under Abu Issa Holding, AIH is a family-owned business operating in 9 countries with over 4,000 dedicated employees, working towards market expansion and global presence. Clients' satisfaction has always been our most important objective, together we will go through multiple ideas and style proposals to further identify your vision as well as your practical needs and objectives.

UFF committed to excellence so that we can create more opportunities and grow together. You can leverage our expertise and network in the industry to build sustainable quality interiors. Influencing the lives of all customers with whom we have the pleasure of working and leave a lasting impression on their minds and imagination. Our mission is to always go one step further – to offer an exclusive customer service to our clients. We came to understand your struggles building your spaces, worked on providing you with refined bespoke services and fine turnkey projects.

UFDD is Committed to provide finest decor items with a unique range of services tailored to Customers individual needs.

Our Clients;

Aigner, Momento Watches, American Tourister, Gold Gourmet, Ives Delorme, Bugatti, Karisma, Cole Haan, Samsonite, Secret Notes, Toys4me, Poltrona Frau Qatar, Mosafer, Supreme Committee Delivery & Legacy, Tech Man, M



## POLTRONA FRAU QATAR

## Poltrona Frau Qatar

Poltrona Frau Qatar is part of Abu Issa Holding specifically set up as a vehicle to provide the full range of Poltrona Frau Group Contract Division's services in Qatar and is the main headquarter for the Middle East and Africa.

Poltrona Frau Qatar specialises in the design & build, build and turnkey fit-out of Property (Commercial, Hotel and Leisure-Hospitality, Residential, Office, Retail and Sport), Social Infrastructure (Heritage and Museum, Education, Government and Healthcare), and Transport (Aviation-Airport, Maritime-Ports, and Rail) sectors.

Poltrona Frau Qatar offers high-end manufacturing facilities in Qatar, Turkey, and Italy; particularly for Bespoke Joinery, Custom Made Furniture and FF&E to include project management, engineering, procurement and complete installation services. Poltrona Frau Qatar currently have more than 160 staff based in Qatar and globally. The team consists of Project Managers, Construction Managers, Architects, Civil, Structural, Electrical & Mechanical Engineers, QA/QC Engineers, Material Engineers, Planning Engineers, Quantity Surveyors, Estimators, Contract Administrators, Procurement Engineers, Production Managers, Carpenters, Factory Staff, HS & E, and Custom Services Assistants. Poltrona Frau Qatar have a complete Installation team based in Qatar.

Poltrona Frau Qatar is ISO 9001, ISO 14001 and OHSAS 18001 accredited.

Our experience gained through previous and current projects provides us with a good knowledge of local regulations and requirements.

### ***Our list of Major Projects;***

Qatar Airways Platinum, Gold and Silver Lounges , Qatar Duty Free Arrival ,Qatar Duty Free Fashion and Beauty, Harrods Tea Room, Novikov Asia, Doha Oasis TEC Restaurants, Kenzo, Penhaligon, Hugo Boss, Hamleys, Qatar Airways Medical Commission , Sidra Medical Research Centre (SMRC), Qatar National Library, Qatar Foundation Headquarters, Qatar Leadership Centre (QLC), Ministry of Environment.

## Elcir



Founded in 1956 by Renéegea

One of the major industrial, contracting and retail Middle Eastern companies specialized in woodworks and furniture. We supply, decorate, and furnish 5 - star hotels, high- end residential units, office towers and public buildings worldwide. Our current projects cover the Bahamas, Turkmenistan, France and the Middle East.

Latest completed projects:

- AC Hotel by Marriott, Kingston, Jamaica
- Private beach villa in Exuma, Bahamas
- Dar Zefta Guest House Villa, Lebanon
- St. Regis Hotel in Cairo, Egypt
- Private office in Monaco
- Japanese Restaurant, Lebanon
- QatarEnergy HQ
- CABRITS RESORT & SPA KEMPINSKI DOMINICA



# MANAGEMENT & STRATEGY CONSULTING



ABU ISSA CONSULTING

## ABU ISSA CONSULTING (AIC)

At Abu Issa Consulting (AIC), we advise and provide solutions for process, technology and people development, tackling complex issues to deliver sustainable growth through innovation for public and private sector clients. The leading multi-disciplinary consulting firm in Qatar will help your business find the right partner for any technological requirements, while creating efficient solutions that can help secure competitive advantage, and lead organizations to an international standard of operation. Our pool of international partners have experience in tackling the most complex strategic questions with reputable clients over the years.

We are uniquely placed in Qatar, backed by unparalleled resources to provide unique solutions for leading organizations to enhance performance, increase ability to adapt with market fluctuations and to overcome current business challenges.

## INTEGRA GULF

Integra Gulf

Integra Gulf provides representation for international companies looking to establish themselves in the GCC, or to expand their existing reach. In addition, Integra Gulf facilitates strategic local and international partnership and local and international investment opportunities. Our all-inclusive capabilities for business development support and services cater to partners in General Contracting and Investment from across the world and of all scales. Our local expertise in the region allows us to create opportunities for our clients, with partners who benefit from our broad regional presence.

## OPTIMAS

OPTIMAS W.L.L

Optimas was founded in 2009, providing key ethical management and leadership consultancy for clients across the region, for those looking to establish themselves in the region. Putting partner's satisfaction at the heart of the organizational process, Optimas provides comprehensive services spanning consultancy and marketing studies, company representation for international clients, business information services and administrative support. We assist international clients to set up their businesses in Qatar, and advise on all aspects related to operational efficiency as required for the nuances of the local market.



HOSPITALITY,  
REAL ESTATE  
& LOGISTICS

## ABU ISSA HOSPITALITY



Abu Issa Hospitality was established in January 2010, under the umbrella of Abu Issa Holding. Abu Issa Hospitality is known to be your-integrated solutions provider for hotels with elite range of Operating Supplies & Equipment (OS&E), utilizing a proven methodology that combines global sourcing, buying power and experienced staffs. Abu Issa Hospitality has two divisions: 1. Food and Beverage (F&B) Division 2. Supplies Division

### FOOD AND BEVERAGE (F&B) DIVISION

A leading and original concept maker in the F&B industry in the GCC market. This division develops a variety of brand portfolios that cater for all consumer segments with a local and international influence.

## ABU ISSA REAL ESTATE



Abu Issa Real Estate offers a unique approach to investment in real estate and facility management, the company is responsible for Installing, Maintaining and Managing all essential services for premises including Power, Lighting, Emergency Lighting, Heating, Air-conditioning, Ventilation and Water.

Abu Issa Real Estate's facilities development has the resources required for Needs Analysis, Project Development, Estimation, Design and Project Management Services for any renovation or new project. Abu Issa Real Estate employs all the tradesmen necessary to complete construction projects from inception to completion.

## Clarion



CLARION SHIPPING SERVICES LLC is one of the top global freight forwarders in the Middle East partnered with AIH in 2005, providing comprehensive services and quality integrated logistics solutions to the customers globally. We can offer sea freight, airfreight, NVOCC, project movements, heavy lift and transport, to/from any part of the world from/to Doha, Qatar.

CLARION is managed by a multinational and diverse group of professionals having decades of experience and exposure into the complex activities of total transportation.

1. *Sea Freight:* CLARION is able to offer very good service with competitive rates for FCL and LCL services with better transit time and connections, making CLARION one of the reliable freight forwarders in the region.
2. *Airfreight:* Regular consoles and prompt schedule from major countries with good volume are making CLARION cost effective and reliable. Serving the client by knowing the need makes us different from others in this field.
3. *Cross Trade:* CLARION successfully handled so many cross-trade operations on DDU / DDP terms with its strong network and close coordination. Clients are even offered import / export license for smooth and comfort delivery in countries where they have no registered office or adequate facility.
4. *Road Transport:* CLARION is able to meet any kind of road transport requirement in this region.
5. *Projects movements:* Our relationship with all major players in the field worldwide helps us to offer better rates for Project movements makes us more reliable and cost effective to the client.





## ABOUT US

*Abu Issa Holding (AIH) is one of the leading Business Groups in the Middle East based in Doha, Qatar. The company is built over a span of four decades originating with the creation of Blue Salon founded by the late Mr. Abdul Rahim Abu Issa.*

*The current Chairman-Mr. Ashraf Abu Issa- and Vice Chairman-Mr. Nabil Abu Issa- are the proud leaders of Abu Issa Holding, which represents the region's most diversified and progressive establishment. Abu Issa Holding controls and operates market leading companies across the region in various sectors including Retail, Distribution, Telecommunications, I.T, Energy & Engineering, Construction Support Services, Investment, Real Estate and other Marketing Operations. At Abu Issa Holding, we continually challenge ourselves to grow our businesses, both internally and through world class partnerships, while setting ever-higher standards of excellence and governance.*

## OUR IDENTITY

- *A Leading Business Group in the Middle East based in Qatar*
- *40 Years of Success*
- *Approximately 4,000 Employees*
- *Regional and International Partnerships*

## **HISTORY - BLUE SALON**

*The foundations of Abu Issa Holding began with the development of Blue Salon, the high-end Luxury Department Store was founded in 1981 by the late Mr. Abdul Rahim Abu Issa. Blue Salon represents our company's crown jewel, which paved the way of AIH's ever-growing success.*

*Mr Abdul Rahim Abu Issa passed away in 1987 and his son Mr Ashraf Abu Issa took up the reins of the business. His entrepreneurial abilities and business acumen have taken the company from strength to strength, turning it into the region's leading name in specialized retailing. His younger brother, Mr Nabil Abu Issa, later joined the organization in the capacity of Vice Chairman, and his contribution in innovation and customer service have been additional factors in its phenomenal growth and success.*

*Currently, Abu Issa Holding holds majority shares in more than 50 companies with over 200 stores across the Middle East and Gulf Corporation Council (GCC).*

*RETAIL Department*  
*Selection of our Luxury Brands*

**MB&F**  
**BREITLING**  
1884

  
**ZENITH**  
SWISS WATCH MANUFACTURE SINCE 1865

**DE BETHUNE**

**BOVET**  
1822

**NESPRESSO**

**ZILLI**

**STEFANO RICCI**

**3ILLIONAIRE**

  
**GODIVA**  
*Belgium 1926*

*Santoni*

*Kilian*

  
**RESSENCE**  
BEYOND HANDS

**PAL ZILERI**

  
**LOUIS MOINET**  
1806

Maison  
Francis Kurkdjian  
Paris

**MCM**  


  
**CORNELIANI**  
*Corneliani*

**JUSTcavalli**

  
**SWAROVSKI**

**ARMANI**

**TRU TRUSSARDI**



الصالون الأزرق BLUE SALON



*Blue Salon department store, established in 1981, one of the first luxury department stores in Qatar, the flagship store still nowadays the first destination for high-end Brands and excellence of retail service. The group name became synonymous with trade in Qatar & GCC.*

*BLUE SALON - Fine Jewellery & Watches*



*B*  
BREITLING  
1884

MB&F

★  
ZENITH

BOVET  
1822

## Fine Jewellery & Watches



  
**RESSENCE**  
BEYOND HANDS

**URWERK**  
BY BAUMGÄRTNER + FREI

**DE BETHUNE**

  
**Tutima**  
GLASHÜTTE/SA

  
**LOUIS MOINET**  
1806

  
**LOUIS ERARD**  
SWISS MECHANICAL WATCHES

 **MANUFACTURE  
ROYALE**

**MAURICE LACROIX**  
Manufacture Horlogère Suisse

**ABU ISSA** أبو عيسى  
HOLDING القابضة

## Fine Jewellery & Watches



 **OUZOUNIAN**

**Knauf Jewels**  
Supreme Quality and Craftmanship

**HANNA**  
*Jewelry*

**LATFAN**

**VANILIA**  
JEWELRY

  
**ValentinaCallegher**  
DiGo  
Fine Italian Jewellery

  
**AIGNER**

  
**deema**  
OMAN

  
**PRIMUS**

  
**BIJOU MONTRE**

**ABU ISSA**  
HOLDING  
أبو عيسى  
التجارية

## BLUE SALON - Men



3 BILLIONAIRE

ZILLI

STEFANO RICCI

CORNELIANI  
*Corneliani*

Baldinini

PAL ZILERI

Eden Park  
PARIS

TRU TRUSSARDI

AERONAUTICA  
MILITARE

1A MARTINA

zimmerli  
*of Switzerland*

Gran Sasso®  
MADE IN ITALY

ABUISSA  
HOLDING  
أبو عيسى  
التمويل



## *BLUE SALON - Women Fashion*



*Selection of the finest brands in our women's wear department. Blue Salon always offers elegant & sophisticated collections every season. over the decades we had been a destination for women of all nationalities and age groups when it comes to luxury womenswear.*

# BLUE SALON - Women Fashion



**Baldinini**



*Luisa Spagnoli*

TALBOT RUNHOF

poca & poca®  
MADE IN POLAND

**piccione · piccione**

ZUHAIR MURAD

## BLUE SALON - Beauty



la prairie  
SWITZERLAND

CLARINS  
PARIS

Murad®

sisley  
PARIS

SHISEIDO  
GINZA TOKYO

TOM FORD

LORENZO  
VILLORESI  
FIRENZE

CREED  
1760

ACQUA  
DI  
PARMA

the  
HARMONIST  
PARIS - LOS ANGELES

ELIE SAAB

NASOMATTO

# BLUE SALON - Beauty



**MEMO**  
PARIS

EX NIHILO  
PARIS

*Boadicea*  
THE VICTORIOUS

*Kilian*

NICOLAÏ  
PARFUMEUR - CRÉATEUR

THE MERCHANT  
OF VENICE

PARFUMS de MARLY  
PARIS

Tiziana Terenzi.

INITIO  
PARFUMS PRIVÉS

Maison  
Francis Kurkdjian  
Paris

WIDIAN  
AJARABIA

FLORAÏKU

ABU ISSA  
HOLDING  
أبو عيسى  
الخاصة

# BLUE SALON - Children Wear



roberto cavalli  
junior

STEFANO RICCI

AIGNER

MOSCHINO  
BABY KID TEEN

RALPH LAUREN

EMILIO PUCCI

LAPIN HOUSE

ELISABETTA FRANCHI

Lesy  
*Made in Italy with love*

ALVIRO MARTINI  
1<sup>A</sup> CLASSE

PHILIPP PLEIN

DIRK BIKKEMBERGS

*BLUE SALON - Home Décor*



GINORI  
1735  
ITALIA

ARAM  
MICHAEL ARAM

SELECTION  
M.F.  
Cristal de Paris

LLADRÓ

VERSACE

roberto cavalli

Jonathan Adler

sambonet

SELETTI

# BLUE SALON - Home Fashion



Yves Delorme  
PARIS

Blumarine  
HOME COLLECTION

roberto cavalli

Somma  
1867  
Italy

VERSACE

RALPH LAUREN

dea  
HOME COLLECTION

BAOBAB

U C H I N O  
Lifestyle Designing

ABU ISSA  
HOLDING  
أبو عيسى  
للشؤون

## BLUE SALON - Luggage



Sams<sup>o</sup>nite®

hartmann

TUMI

Lipault  
PARIS

TED BAKER  
LONDON

BRIGGS & RILEY



  
BREITLING  
1884



*Qatar: Doha Festival City | The Mall | Blue Salon*



*Qatar: The Pearl*

*Kilian*  
PERFUME AS AN ART

*Niche fragrance brand By Kilian partnered with AIH for an exclusive shop-in-shop at Blue Salon Luxury department store in 2014, launching the first mono-brand boutique shortly thereafter in Qatar's man-made island the Pearl.*

*The space features classically minimalist black and white Kilian design elements with gold accents, translating a Parisian heritage into the uber-modern setting in the ultimate luxury shopping district.*

*The Pearl boutique features its own unique Kilian scents for the city, including a Pearl Oud for the growing following in Qatar.*



*Qatar: The Pearl | Place Vendome*

# COLE HAAN

b.1928



*Qatar: The Pearl | Mall of Qatar | Villaggio Mall | Doha Festival City | Blue Salon | Place Vendome*

Montegrappa  
ITALIA



*Qatar: The Mall*

bugatti

we are europe



*Qatar: Mall of Qatar | Doha Festival City*

Triumph



*Qatar: Hyatt Plaza | Doha Festival City*

Luisa Spagnoli



*Qatar: The Pearl | Doha Festival City*

*Paşabahçe*

**MORGAN**  
MORGAN DE TOI!



*Qatar: The Pearl | Doha Festival City*



*Qatar: Doha Festival City*



[ ] enza HOME



*Qatar: Tawar Mall*

ETHAN ALLEN



*Qatar: The Pearl*



*Qatar: Mall of Qatar | Doha Festival City | Tawar Mall | City Center | Place Vendome*

## THE FACE SHOP NATURAL STORY

*Created in Korea in 2003, THE FACE SHOP has revolutionized the world of cosmetics by bringing the nature to the service of beauty. Because Korean beauty rituals are known around the world as the most complete and effective ones, THE FACE SHOP opened its 100th Store only a year after its creation. Another year later, in 2005, the 300th Store opened: it was the first THE FACE SHOP franchise of Canada. THE FACE SHOP is blooming across Canada since 2013. Expanding fast, THE FACE SHOP now serves customers all over the world, with a global presence of more than 2,600 Stores in 29 countries. Leader in the cosmetics market in Korea, THE FACE SHOP figures among the global brands now experiencing tremendous growth. First The Face Shop boutiques are now operating in MOQ, DFC, Tawar mall, and SIS The mall.*



## flormar

*Founded in Milano, the capital of the fashion industry, Flormar was acquired by the Şenbay Family in the year 1970 and began production in Turkey. Flormar became an indispensable brand for women with its yearly production of 120 million units, as well as its wide range of products consisting of blushes, foundations, eye shadows, mascaras, lipsticks, nail polishes, accessories and skin care products. Flormar, as one of the world's leading make-up companies, also has a 21% share in the color cosmetics market of Turkey. Focusing on foreign operations since the year 2008, Flormar has covered a long distance in order to become a global brand with its 730 shops located in 250 cities in 104 countries.*

*Qatar: Mall of Qatar | Doha Festival City*

Samsnite®

ASALA  
PURE HONEY



*Qatar: Mall of Qatar | Doha Festival City | Hyatt Plaza*



*Qatar: Villaggio Mall*

NESPRESSO®



*Qatar: The Pearl | Mall of Qatar | Doha Festival City | Blue Salon | Place Vendome*



*Qatar: The Pearl | Mall of Qatar | Doha Festival City | Blue Salon | Landmark*

# AIH - OWN Concept Shops





سيكربت نوتس  
SECRET NOTES  
LUXURY PERFUMES

*Secret Notes is a concept boutique of niche brands perfumes which carries the rarest scents. Boutiques are located in 4 prestigious addresses in Doha, Qatar. Evolving on the success of the niche brands shop-in-shop in our Luxury department Store Blue Salon, the concept developed organically to cater to a customer who is passionate about perfumes, for a wider reach.*

*The savoir-faire and uniqueness of scents carries the concept, treasured by the local customer as a true show of refinement.*

*Qatar: The Pearl | Doha Festival City | Place Vendome*





سكربت نوتس  
SECRET NOTES  
LUXURY PERFUMES



*Boadicea*  
THE VICTORIOUS

EX NIHILO  
PARIS

FLORIS  
LONDON

INITIO  
PARFUMS PRIVÉS

LORENZO  
VILLORESI  
FIRENZE

Maison  
Francis Kurkdjian  
Paris

MEMO  
PARIS

NICOLAÏ  
PARFUMEUR - CRÉATEUR

PARFUMS de MARLY  
PARIS

Tiziana Terenzi

THE MERCHANT<sup>®</sup>  
OF VENICE

*Kilian*  
PERFUME AS AN ART

ABUISSA  
HOLDING  
أبو عيسى  
الخاصة



*The Perfume Museum By Reem Abu Issa – the first of its kind within the region – was opened at The Pearl Qatar on the 28th of October, including thousands of one of a kind collections dating back from 1800 to the 1900s.*

*Nestled by the sea in the heart of The Pearl-Qatar, The Perfume Museum by Reem Abu Issa is a unique and alluring trip back in time to resurrect an ancient and mystical luxury object. The Perfume Museum is over a two-decade-long dream of Reem Abu Issa. A personal creative expression and an ever-growing passion for artistry. The museum showcases valuable, rare, and historically important perfumes of the past decades, when rising perfume makers collaborated with talented glass makers and fashion designers in order to create the most intriguing perfume bottles as objects of luxury, creativity and art.*

*Qatar: The Pearl*



**karisma\***  
COSMETICS

*Karisma Cosmetics is a trendy multi-brand beauty concept founded in 2002 under Abu Issa Holding catering to a gap in the market for young women of the region. Karisma has 5 shops around Qatar.*

*With a strong presence across Qatar, the well-known cosmetics concept is the first of its kind in the region, rapidly growing since its inception to five locations across Qatar. Filled with the latest assortment of affordable prestige brands and trend information for beauty, Karisma Cosmetics offers an interactive shopping environment. AIH opened under Karisma concept - The Karisma Lingerie. It was created through the recognition of a gap in the Qatari lingerie market for a more trendy and affordable offer, targeting the younger women.*

*Qatar: Mall of Qatar | The Pearl | The Mall | Hyatt Plaza | Doha Festival City | City Center | Tawar Mall*

# karisma\*

COSMETICS



**MAVALA**  
SWITZERLAND

**e essence**

**REVLON**  
LOVE IS ON™

**BOURJOIS**  
PARIS

**MAX FACTOR X**

**fARSALI**

REAL *by Salm & Mic*  
TECHNIQUES®

**karisma\***  
COSMETICS

**ghd**  
good hair day, every day

**the Balm**  
COSMETICS

**DC**  
Dermacol

ABU ISSA  
HOLDING  
أبو عيسى  
للحفظ



*Qatar: The Pearl*



VOULEZ VOUS  
LINGERIE

*Voulez Vous is a high end multi brand Lingerie concept that combines two worlds in one for every woman on any mood. A warm and sensual environment that offers a variety of market leading brands in the Lingerie industry dedicated to women who value their timeless femininity and like to feel confident and elegant underneath it all....*



VOULEZ VOUS  
LINGERIE



LA PERLA

LISE CHARMEL

Triumph

Marjolaine

roberto cavalli

SIMONE PÉRÈLE  
PARIS

ANNETTE

Chantelle

Lala Rose



*Momento was created by ABU ISSA HOLDING in 2004 to cater the local market need of fashion offering a wide range of best name watches and accessories trends in the market catering to the young customers. The first shop has been launched at the Hyatt Plaza 2004 and today Momento available in 7 locations cross Qatar*

*Qatar: The Pearl | The Mall | Hyatt Plaza | Doha Festival City | Gulf Mall*

M O M E N T O

WATCHES



**AIGNER**

**FESTINA**  
Watches since 1902

**SAINT HONORÉ**  
PARIS

**Smalto**  
TIMEPIECES

**GUESS**

**DKNY**

**ESPRIT**

**roberto cavalli**  
by FRANCK MULLER

**DIESEL**

**POLICE**

**PUMA**

**VERSUS**  
VERSACE

**FOSSIL**

**Justcavalli**

**MICHAEL KORS**

**EMPORIO ARMANI**

**MORELLATO**  
WATCHES

**CERRUTI 1881**

**ABU ISSA**  
HOLDING  
أبو عيسى  
التقاضي





# NEST

HOME LIVING

*NeSt home Living is a platform for curated ideas of luxury home décor; the Idea of this unique concept in home Décor & fashion is coming from local needs of nice and harmony combined art and function, luxury and life style,*

*NeSt home living boutiques are designed to transfer customers into their dream house, skilled sales associate and carefully selected items making no compromises on originality, value, and attention to detail, are all the synonymous of the boutique.*

*Qatar: The Pearl | Doha Festival City*

# NEST

HOME LIVING



roberto cavalli





## MOSAFER

The Art of Travel

Mosafer “Fine art of travel “ is led by years of solid experienced in Travel Services under the reputed house of Abu Issa Holding. During a short span of time, the company ranked as a high- end “Complete Travel Lifestyle Solution”, which is attributed to Mosafer Travel & Tourism’s quality of service. The company consists of Corporate and Individual Travel Management Services, which specializes in service solutions for business travelers at effective prices. GoMosafer is an online division of Mosafer Travel & Tourism; the first online travel agency in Qatar.

### Retails Brands:

Rimowa, Samsonite, Tumi, Travelpro, Victorinox, Bluesmart, Guess, Briggs & Riley, Hartmann, Lipault, American Tourister, Tommy Hilfinger and Others.

*Qatar: The Pearl | Mall of Qatar | Doha Festival City | Royal Plaza | City Center | Place Vendome*



GOLD GOURMET  
جولد جورمييه

*Gold Gourmet is AIH's new concept that offers high-end Gourmet Products including Chocolates and Confectionery items. Renowned brands combining quality and taste such as Maxim's of France, Churchill's of United Kingdom, Goldkenn of Switzerland, Divan of Turkey are some of the products offered by Gold Gourmet.*

*QATAR: The Pearl | Blue Salon*





HIGHLAND  هاي لاند

*Building on the success of Blue Salon Luxury department Store, Highland department store concept was founded in 1996 by AIH to cater to its customers in further locations across Qatar.*

*The carefully selected brands and categories are specially curated for the customer in each location.*

*Our current locations are located in The Mall and in City Center Doha, specializing in beauty, watches & jewelry, home décor, children's wear, men and ladies fashion with a more accessible price point for our middle to upper-end market.*

*QATAR: The Mall | City Center*

bugatti  
we are europe

  
SWAROVSKI

CLARINS  
PARIS

Triumph

MAKE UP FOR EVER  
PROFESSIONAL - PARIS

RUCK  
MAUL  
1823

  
CAMPIONE

MORGAN  
MORGAN DE TOI

  
DANIEL HECHTER  
PARIS

GUESS


SHISEIDO

la prairie  
SWITZERLAND

Lipault  
PARIS

  
Christy  
ENGLAND 1850

flormar

  
Brooks Brothers  
ESTABLISHED 1818

COLE HAAN

amor\*

GALVANNI  


Paradies

Conhpol®  
Est. 1978

  
Byerley

CH  
CAROLINA HERRERA

ARZUM  
OKKA

LOEWE



*QATAR: Hyatt Plaza*



  
BLUE SALON KIDS

  
توينكل  
توينكل



*QATAR: The Pearl-Qatar | Doha Festival City*

*QATAR: The Pearl-Qatar*



*QATAR: Villagio Mall | Place Vendome*



DVIO DIGITAL PVT. LTD.

*DVIO is a global, digital-first marketing and technology company*

*In a market where network agencies and brands are still working to perfect the integration of marketing, digital, creative and technology - we have delivered success consistently across markets and industries.*

**4+**

*Countries*

**10+**

*Markets serviced*

**200+**

*Professionals*

**15+**

*Years in business*

*DVIO's proprietary model of Design for Action (DFA) keeps the brand at the centre - but works through the complex matrix of digital channels.*

*Result: creatives and branded content that immerse consumers and elicit significantly higher engagement.*

*Enabling cross-functional marketing teams to offer superior consumer experiences using technology*

*AIH is one of the leading distributors for multi-industry products and services across the Middle east region and globally. With our key partners, and award- winning businesses, we continue to create opportunities for each and every contributor to our operation. It has FMCG, Perfumes, Cosmetics, Household, Food, Toys, Luggage and Stationery, Hospitality divisions.*

*AIMD is one of the leading distributors for multi-industry products across Qatar. With our key partners, and award-winning businesses, we continue to operate to maximize value and create synergies through efficient processes.*





زاد للتسويق والتوزيع  
ZAD MARKETING & DISTRIBUTION

*ZAD is among the one of the oldest, Strongest leading FMCG food & Non Food distribution company present in Qatar.  
Started in the year 2004 since then we has been proud partners with several brands & has Catered across Qatar.*



**HERSHEY'S**



**Jergens**





PALAIS ROYAL

*Palais Royal is a subsidiary Distribution Company of Abu Issa Holding We distribute the trendiest niche and selective fragrances through our channels in Qatar and in the GCC.*

*At Palais Royal, we claim to be the luxury fragrance ambassadors We support the most curated perfumers and artistic noses in painting a sillage of fragrance brands that will please and thrill the most demanding Middle Eastern Attar connoisseur.*

*Our passion for fragrance and luxury is the foundation of our reputation and inspires us to strive in the fastest growing market of the Middle East.*

*We believe every brand is unique and deserves special attention We draw up distribution strategies adapted to the distinctive identity of each brand, guiding them to success at every stage of their development with a proper business plan to prosper local pricing, importing within compliance of applicable regulations, disruptive communication and marketing all yielding to growth in line with agreed distribution strategies.*



PALAIS ROYAL

Maison  
Francis Kurkdjian  
Paris

**MEMO**  
PARIS

*Kilian*  
PERFUME AS AN ART

EX NIHILO  
PARIS

INITIO  
PARFUMS PRIVÉS

NICOLAÏ  
PARFUMEUR - CRÉATEUR

THE MERCHANT<sup>®</sup>  
OF VENICE

PARFUMS de MARLY  
PARIS

Tiziana Terenzi<sup>®</sup>

the HARMONIST  
PARIS - LOS ANGELES



FLORAÏKU



Boadicea  
THE VICTORIOUS

HERMETICA

WIDIAN

ELIE SAAB

MANCERA  
PARIS

NASOMATTO

Montegrappa



ROSE ARABIA



BENTLEY

KORLOFF  
PARIS

ORTO PARISI  
parfum



JAGUAR

FRANCK MULLER  
GENEVE

**POLICE**

CARVEN

Murad<sup>®</sup>

NOUBA

SOTHYS  
PARIS

ORLOV<sup>®</sup>  
PARIS-PARFUM

ABUAISSA  
HOLDING  
أبو عيسى  
للشراكة



*Gulf Beauty is an exclusive distributor of prestigious international Perfumes and Cosmetics brands. Gulf Beauty is a partnership between AIH – Qatar and Al Fahim – UAE. Gulf beauty is an exclusive distributor of prestigious international Perfumes and Cosmetics brands. Through a professional distribution Structure, network, market knowledge and its dedicated team of sales staff and beauty advisors, Gulf Beauty consistently achieves excellence through efficient and effective operations. Some of the brands in its portfolio include: Versace, Moschino, Azzaro, Cartier, By Terry, Clarins, La Prairie*





**THANK YOU**

PARTNERING WITH THE FUTURE